



## Company Overview



**At National Food Group, our mission is to enrich relationships through creative solutions.**



### Nourishing Relationships

For over 25 years, National Food Group has built lasting relationships with our customers by providing high-value, high-quality food products for a full range of meal patterns and budgets.

You can rely on us for food industry expertise, buying prowess, and a dedication to providing top-notch customer service.



### Purchasing Allies

We form strong alliances by matching customer requests with vendor capabilities to source products that support a wide variety of needs. From traditional to trendy, we strive to find innovative ways to bring people and food together.



### Points of Distinction

- Superior USDA and AIB warehouse ratings
- 98% customer reorder rate
- 100% product guarantee
- Inc. 5000 America's Fastest Growing Companies
- Detroit Free Press Michigan Top Places to Work
- Financially independent and family owned



## Strong To The Core

What makes us unique among peers is the way we get results. It's the spirit and substance we bring to the task at hand. That approach flows from our core values:



Ultimately we aim to create a customer experience like no other. Our front-line team is empowered to answer your questions, bring solutions forward and simply get it right. We entrust our employees with the serious responsibility of delivering complete satisfaction. When genuine enthusiasm for your business and a flair for creative solutions come together, you can feel confident that success will follow.



## RECIPE FOR SUCCESS:

We work side by side with you to enhance the quality and flavor of the foods we develop and supply. We mix up our product innovation, manufacturing and distribution expertise to deliver tasty, nutritious options.



### Innovative Product Development

The real place for innovation is developing the new ideas, formulations and products that meet or exceed our customers' expectations. We bring food scientists, dietitians, chefs and food sourcing experts to the table to develop, test, and refine products that fulfill specialized customer requirements.



### Specialized Manufacturing

We collaborate with our customers to develop custom food lines that match nutritional trends, consumer preferences, government mandates, and tight budgets. Through our network of manufacturing partners, we can produce food items that can't be found through other sources. Also, as a USDA nationally approved processor, we receive food commodities, such as apples and cherries, and convert them to single-serving products, such as applesauce and fruit cups for K-12 students.



### National Delivery

Our robust distribution network spans all 50 states. We offer flexible delivery options to accommodate your special needs. Give us your specific shipping requirements and our team of logistics experts will find a way to meet them.

## Large Volume Food Experts

We collaborate with a variety of industries to develop customized food service solutions, such as:

### Colleges & Universities

- Public colleges and universities
- Private colleges and universities
- Community colleges

### Healthcare

- Hospitals
- Medical centers
- Assisted living facilities
- Nursing homes

### K-12 Schools

- Individual schools and districts
- Private and charter schools
- Summer food service programs

### Entertainment

- Casinos
- Sports stadiums and arenas
- Amusement parks
- Cruise lines
- National parks

### Food Service Operations

- Corporate campus dining rooms
- Event catering programs
- Recreational camps
- Non-profit organizations
- Truck stops and C-Stores

### Correctional Facilities

- Federal and state prisons
- Privately-run prisons
- County and city jails
- Training facilities
- Work release programs



## PROGRAMS TO SUIT EVERY TASTE:

National Food Group offers three core programs to make your food purchasing easy.



## Opportunity Buys<sup>\$\$\$</sup>

National Food Group's Opportunity Buys program enables customers to buy high-quality, name-brand products at a greatly reduced price. You can stretch your food service budget by acquiring items at wholesale cost that you won't find through standard distribution channels. These exceptional values come to you through our strong, ongoing relationships with major manufacturers.

- Manufacturer overruns
- Items with a slightly irregular shape or size
- Closeouts on discontinued items and product lines
- Out-of-specification products
- Products with minor cosmetic imperfections
- Custom product lines
- 100% product guarantee

## ONGOING Opportunity Buys<sup>\$\$\$</sup>

With Ongoing Opportunity Buys, our purchasing relationships allow us to bring in high-quality, low-cost items on a recurring basis, such as:

- Take-all deals
- Exclusive rights to distribute
- Larger inventories
- Value items with long-term sustainability



## Always Available™

Have what you need, when you need it, and at a price that's affordable. National Food Group leverages our purchasing power and expertise with numerous national manufacturers so you can have access to a wide array of relevant, high quality Always Available items you can always count on.

- Hundreds of products available year-round
- Mix and match items to meet small minimums
- Specially formulated foods

## Commodity Processing

As a USDA nationally approved processor, we help make the commodity diversion process simple so schools are able to feed their students with the best food at the best value. We work closely with K-12 schools to help them navigate the Commodity Processing process, set up appropriate contracts and fulfill them by manufacturing and delivering single-serving products to be used in food service programs. We value our role in contributing to better quality and more wholesome menu options for the nation's children while helping school districts realize substantial savings.

- Freedom to place orders on your schedule, from single orders to the entire year
- Front load ordering once the USDA purchase is verified
- Commodity offerings that suit your school's needs
- Minimized time from diversion to production



## Innovation Center

Opened in 2016, National Food Group's new Innovation Center offers our team and guests a state-of-the-art culinary facility. Gather small groups around the counter seating, or accommodate larger audiences of up to 50 people via our stadium seating. Hosting cuttings, meetings, presentations and more is a breeze.



## Equipment

Our Innovation Center is outfitted with the same industry standard kitchen equipment found in professional food-service kitchens.

- Combi and convection ovens
- Industrial mixers
- Fryer and tilting steam kettle
- Gas range and flattop grill



## Technology

Modern multi-media technology provides options such as live teleconferencing and professional video capabilities for demonstrations, meetings, and other uses.

- State-of-the-art audio visual control room
- Two high definition cameras
- 80" 4k display
- High definition recording available
- Teleconferencing



## Environmentally Sound

We incorporated some of the latest environmentally friendly options:

- Oil/water capture system traps any oil waste to protect local water
- Reclaimed barn wood
- Eco-friendly styrofoam support for concrete seating
- LED lighting



## Professional Affiliations

- School Nutrition Association
- The National Association of College and University Food Service
- American Commodity Distribution Association
- American Correctional Association
- American Jail Association
- Association of Correctional Food Service Affiliates
- National Independent Concessionaires Association
- Marine Hospitality Association
- Society of Hospitality Food Management



## Step 1: Feeding Local Families

National Food Group is committed to giving 5% of its annual net profits to organizations that feed the communities that support us, such as Detroit, Novi, San Diego and wherever else the company's presence grows.



National Food Group is an expert at making sure that food has a home. Step 1 is a commitment to take that expertise even further.

**"I see so many children and people not getting enough nutrition and because our company knows and loves food, I feel compelled to help."**

**- Sean Zecman, President & CEO**





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### **Find Us Online**



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