





# Message from the Chairman

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In a world populated by millions of food producers and international traders, one company has the financial strength, the international global sourcing know-how, and the marketing expertise to seek out and deliver the world's finest food products.

## That company is **Transnational Foods!**

For several years, Transnational Foods has been sourcing and packing food from around the world. In addition to having a state-of-the-art distribution network with strategically located distribution centers across the U.S., we have a local presence in several countries including South America and Asia in order to ensure a constant supply of products. Our commitment to our customers and partners is to provide the highest quality and best value products available from around the world with the very best customer service.

Our mission will always be to service our customers better than anyone else. We will provide them with value through our products and services and commit to providing the quality, variety and convenience they expect.

We are grateful for your interest in Transnational Foods, and we encourage you to explore our company and get to know our products through this catalogue. Please use the Contact Us information to pass along any comments, questions or feedback that you may have.

Sincerely,  
**MARCELO YOUNG**  
President & CEO

# Our Mission

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Be the most reliable global sourcing company that provides the United States with cost competitive, superior quality food products.





# Our Company

With several distribution centers located throughout the U.S. and more than 1 billion dollars in sales, **Transnational Foods** offers leading supermarkets, wholesalers, dollar stores, convenience stores and distributors a wide range of products, either through our own brands or private labels.

**Transnational Foods** sources more than **350 SKUs** manufactured in over 100 production facilities located in more than **25 countries**, all of which are coordinated from procurement offices located in South America and Asia. Among all of **Transnational Foods** competitive advantages, these are our most valuable attributes:

### COST COMPETITIVE, SUPERIOR QUALITY FOOD PRODUCTS

In partnering with its clients, the company works constantly to develop the best quality products and make them available at the lowest possible price; therefore, it offers customers real value propositions.

### TRUST

Several of the top 50 U.S. retailers and wholesalers trust **Transnational Foods** as their permanent global sourcing vendor, either offering the company's PAMPA, SO NATURAL or DELLA NATURA brands or packing under their own store brand. The company takes care of the entire process of sourcing international food products, and by doing so, enables its clients to focus on generating value at their stores.

### SUPPLY CHAIN SYNCHRONIZATION

The company has taken supply chain synchronization standards to the next level. **Transnational Foods'** state-of-the-art supply chain software plays a key role in keeping track of thousands of containers, inventory, and deliveries to hundreds of locations. This team manages a complex network of land, water, and rail shipments, synchronizing each step of the chain to deliver orders right on time at any designated place throughout the U.S., Canada and Mexico.

### LONG TERM RELATIONSHIPS

The company's sales team dedication and commitment to the development and maintenance of long term relationships has enabled **Transnational Foods** to grow systematically and to become one of the premier U.S. food providers.

### QUALITY ASSURANCE

Food safety is a well developed strength and priority for the company. In addition to complying with FDA standards, **Transnational Foods** products are tested to assure consistency and strict compliance of quality standards.

### INVENTORY MANAGEMENT

The company's warehouse and inventory management technology enables its clients to minimize inventory costs and shorten lead time. Retailers and wholesalers are able to source globally without receiving delayed orders and can request volume quantities based on 'live' shelf movement figures. **Transnational Foods'** entire organization is conducted with the highest level of honesty, excellence in execution, and respect for its customers, suppliers and employees. The company works to achieve the highest standards of performance and improves the lives of our customers and the communities around them.



**Value Brand:** Your value tier.



**Organic/Natural/Free From:**  
All natural and organic.



**Specialty Foods:** Glass packed with highest quality ingredients.





# Our Services

Packing 350+ SKUs manufactured in over 100 production facilities located in more than 25+ countries.

Importing 30+ food categories with complex and precise customs, FDA and USDA requirements, such as canned meat, seafood and dairy products.



## GLOBAL PROCUREMENT

To obtain superior quality and price competitive products, the company has gathered a highly experienced team of global procurement experts, who not only understand the importance of sourcing low cost/high quality products, but also the critical aspect of reaching each client’s shelf on time. In addition to its U.S. based headquarters, **Transnational Foods** has opened procurement offices in Argentina (South America) and China (Asia).

## TRANSPORTATION

Our company’s global logistics network is managed with precision to ensure the timely delivery of each load. A complex supply chain of water, land and rail shipments are used to ensure on time delivery of each order at the lowest possible cost.

## IMPORT/EXPORT

Compliance with U.S. customs and each country’s export regulations is a critical task in the process of sourcing global food products. **Transnational Foods** has an excellent reputation in the interpretation of customs regulations, procedures and adjusting product labels to comply with FDA and USDA standards. This reputation has been gained through many years of experience.

## WAREHOUSING

**Transnational Foods** has gained national scale by establishing seven distribution centers in strategic locations throughout the U.S. The company’s warehouses are prepared to receive different load sizes and formats to deliver in the exact and unique way to meet individual customer requests. The company is EDI capable to meet our customers needs.

## TRADE SHOWS

The company participates in the following trade shows: ANUGA, SIAL, PLMA, FANCY FOOD and THAIFEX, amongst others. Key procurement executives from various channels attend these worldwide shows and have the opportunity to have a first-hand experience with **Transnational Foods** products and its’ executives.



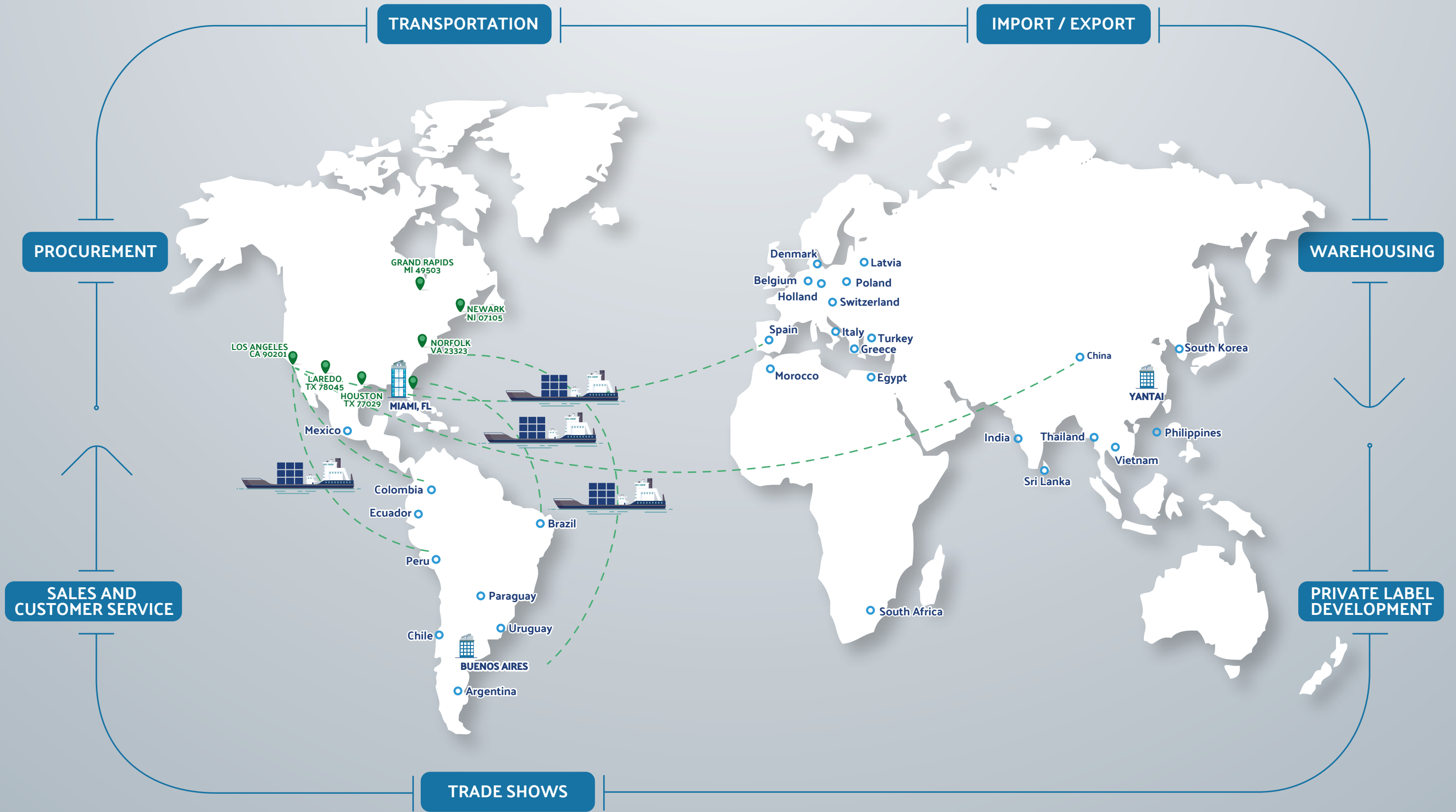
## PRIVATE LABEL DEVELOPMENT

Aware of the rapid growth of store brand products in recent years, **Transnational Foods** offers customers the ability to label products with their own brand in many categories of our portfolio. Our private label products have national brand

equivalent (NBE) quality and offer our customers a reliable, cost competitive alternative. We provide products to many private label customers, understanding the strict standards to which private companies hold their brands. Choose from our extensive product line and we will work with labeling requirements.

## SALES AND CUSTOMER SERVICE

The company has recognized the need to provide follow up on product delivery, turn over and inventory management. The organization’s sales team focuses its efforts in assisting each client’s procurement division with live information on the entire sourcing and delivery schedule. This team helps clients develop new food products with the right price, positioning and quality standards. If the requested item is not part of our product portfolio, the procurement team will explore worldwide markets to find the manufacturer that can satisfy each client’s specific requests and standards.



Headquarters



Procurement Offices



Distribution Centers



Sourcing Countries





**Transnational Foods** seeks out and delivers the world's finest food from around the world.



## Our Products

**Transnational Foods** offers a comprehensive product line of more than 350 items in 30+ different categories to leading supermarkets, hard discounters, wholesalers, convenience stores and distributors sourced from Latin America, Europe, Africa and Asia. **Transnational Foods** is committed to being your one stop global sourcing solution.



## 01\_Canned Seafood

### MACKEREL

In Brine / In Tomato Sauce / Fillets in Vegetable Oil



### TUNA

Chunk Light in Water



### OYSTERS

Smoked / Boiled



### SARDINES

In Brine / In Oil / In Hot Louisiana Sauce / In Mustard Sauce / In Tomato Sauce



### CALAMARI

In Oil / In Garlic Sauce / In Marinara Sauce



### KIPPER SNACKS

Smoked in Brine



### MUSSELS

Smoked in Vegetable Oil



### SQUID

Pieces in Ink Sauce

### HERRING FILLETS

In Paprika Sauce / In Tomato Sauce / In Oil / In Mustard Sauce



## 02\_Canned Meat

### CORNED BEEF

LUNCHEON MEAT





## 03\_Canned & Jarred Vegetables

### ASPARAGUS Cuts & Tips / Spears



### SWEET CORN BEANS Black / Pinto

### ARTICHOKE Hearts / Quartered Hearts



### MUSHROOMS Pieces & Stems / Slices / Whole



### GARLIC Cloves / Minced



## 04\_Fruits

### FRUIT CUPS Diced Peach / Diced Pear / Mandarin orange / Pineapple Tidbits / Cherry Mixed Fruit



### SS FRUIT CUPS Sliced Peach / Sliced Pear / Mixed Fruit / Mandarin Orange / Pineapple Tidbits



### CANNED FRUIT Mandarin Orange / Tropical Fruit Salad / Fruit Cocktail / Pear / Mango / Peach / Pineapple





## 05\_Oils

### OILS

Extra Virgin Olive Oil / Olive Oil Blends / Sunflower Oil / Vegetable Oil



## 06\_Pickles & Peppers

### PICKLES

Kosher Dill Spears / Sweet Relish / Bread & Butter Chips /  
Sweet Gherkins / Hamburger Dill Chips /  
Hot Dog Relish / Dill Relish

### PEPPERS

Jalapeno / Banana Rings /  
Sweet Red / Diced Pimiento



## 07\_Olives



### OLIVES

Stuffed with Minced Pimientos /  
Sliced Salad /  
Queen Stuffed with Jalapeños /  
Queen Stuffed with Garlic /  
Pitted Ripe Olives

## 08\_Rice

### RICE

Parboiled / White / Brown



## 09\_Pasta

### PASTA

Spaghetti / Elbows /  
Wide Egg Noodles /  
Penne Rigate /  
Fettuccine / Rotini

### SPAGHETTI SAUCE





## 10 Condiments

### SAUCES

Soy / Steak / Teriyaki /  
Worcestershire /  
Barbecue



### VINEGARS

Balsamic / White

### DRESSINGS

Ranch / Blue Cheese / Italian / Honey Mustard / French Style



## 11 Juices

### JUICES

Lemon / Lime / Lemon Blend



## 12 Spreads, Honey & Peanut Butter

### SPREADS

Grape / Peach / Strawberry



### HONEY BLEND



### PRESERVES

Strawberry / Grape Jelly / Raspberry



### PEANUT BUTTER

Creamy





## 13\_Baking

### CANNED MILK

Sweetened Condensed /  
Evaporated / Sweetened  
Condensed Creamer



### APPLE SAUCE

Original / Unsweetened



### PUMPKIN

### MARASCHINO CHERRIES



## 14\_Breakfast

### GRANOLA BARS

Oats & Honey / Apple & Cinnamon

### CEREAL BARS

Strawberry /  
Apple & Cinnamon



### PANCAKE SYRUP

Original / Lite



### BREAKFAST CEREALS

Cocoa Drops / Corn Flakes / Raisin Bran / Frosted Flakes / Honey Rings / Fruity Wheels



## 15\_Hot Beverages

### TEA

Black / Green



### ORGANIC TEA

Green / Herbal Chamomile / Herbal Peppermint



### INSTANT COFFEE

Regular / Decaf





## 16\_Snacks, Cookies & Crackers

### SUGAR WAFERS

Vanilla / Strawberry / Chocolate

### SUGAR FREE WAFERS

Vanilla



### MINI TEDDIES

Chocolate Chip / Honey



### CREAM COOKIES

Vanilla / Strawberry / Chocolate / Banana / Orange



### SHORTBREAD COOKIES



### SNACK CRACKERS

Cheese / Original / Vegetable



### PARTY MIX

Pretzels & Crackers



### SALTINE CRACKERS



## 17\_Soups, Bread Crumbs & Bouillons

### ONION SOUP



### BOUILLON CUBES

Chicken / Beef



### BREAD CRUMBS

Italian Style / Plain





# So NATURAL™

## Good for you

For all those looking for natural inspiring flavors and beloved traditional recipes, **So Natural** products get their goodness from natural nutritious ingredients sourced from around the world.



## 01\_Dried Fruits

### SEEDLESS RAISINS

Regular / Organic



### PITTED PRUNES

Regular / Organic



### FREEZE DRIED FRUITS

Strawberries / Apple / Mixed Fruit / Banana / Peach





## 02\_Rice

JASMINE RICE



## 03\_Quinoa

QUINOA  
White / Red / Tricolor



## 04\_Snacks

BAKED RICE CRISPS



## 05\_Honey

HONEY  
Regular /  
Organic



## 06\_Juice

JUICE  
Broccoli, Apple & Lime / Red Pepper & Watermelon /  
Beetroot & Strawberry / Kale, Ginger & Orange / Carrot  
& Apple / Cucumber & Pineapple



## 07\_Coconut Water

COCONUT  
WATER  
Regular /  
Organic



*della*  
**Natura**  
FROM NATURE

The **art** of cooking  
with quality ingredients

Whether you are looking for a quick healthy snack or gourmet ingredients  
for your favorite dishes, reach for a jar of **Della Natura**® specialty foods  
and see the difference that our products can make.

Each and every jar of **Della Natura**® is glass-packed with the highest  
quality natural ingredients sourced from South America. Nature's finest pick!





## 01\_Olives & Oils

### OLIVES

Pitted Green & Black Marinated /  
Queen Stuffed with Garlic /  
Queen Stuffed with Jalapeño



### EXTRA VIRGIN OLIVE OIL



## 02\_Peppers

### ALL NATURAL PEPPERS

Banana Rings / Sliced Jalapeño / Roasted Red / Red Piquillo



## 03\_Jarred Vegetables

### ASPARAGUS

Green Spears in Brine /  
White Spears in Brine /  
Spears in Brine Grilled & Marinated



### SWEETPEPP BRUSCHETTA



### ARTICHOKE TAPENADE



## 04\_Chocolate

### CHOCOLATE BARS

Milk / Milk with Crisps / Milk with Peanuts / Dark / Dark with Almonds





# Private Labels

We have the flexibility to label any of our more than 350 SKUs with your own private label brand.  
If we do not carry the item you need, we can work together and develop it based on your specific needs.



Choose from our extensive product line  
and we will work your labeling requirements.



# Our Clients

We proudly service the following leading retailers and wholesalers, amongst others:

## Mass



## Regional



## Discount



## Wholesale



## Pharmacies







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