



# BROWN

FOODSERVICE INC.

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[WWW.BROWNFOODSERVICE.COM](http://WWW.BROWNFOODSERVICE.COM)



## Delivering Fine Food Since 1942

Brown Foodservice, Inc. carries a family name and tradition that dates back to 1942, when George and Mary Jane Brown provided poultry, eggs, ham, sorghum, and other produce to the mining company communities in the Big Sandy coal fields. Originally known as Sandy Valley Produce, the company's operations were based on a family farm in Richardson, Kentucky.

George and Mary Jane later invested in a Prestonsburg, Ky property in order to expand the business. They had three sons that became involved in the family operation: Lloyd, George Cecil, and John. Together they established the foundation for a food distribution company, including becoming the first frozen foods provider in eastern Kentucky.

Both the family and business continued to grow. In 1984 the three brothers decided to move the business to a larger warehouse facility in Louisa, KY. The brothers were joined by several of their children through the years to help manage the business.

Brown Foodservice is now a 4th generation, family owned and operated business. The family is proud to continue serving Appalachia and surrounding areas with quality food and honest service. Trust and transparency were the core values when the business started and those echo through to today.

Being a customer of Brown Foodservice means you are a member of our family. As with any family, our resources are dedicated to ensure your growth & success.

# Service is Our Business

We provide a service-focused experience

We pride ourselves in managing our relationships by providing honest & transparent service. From our first point of contact to the connection with your customers, our goal is providing a journey that builds a lifelong partnership.



## Contact

Whether you called us or we found you, we are thrilled to work with you!



## Consultation

What's your vision? A Sales Representative will meet with you personally to discuss how to achieve your business goals.



## Partnership

Your trust is our top priority. We link ourselves to your business as your principal supply chain provider.



## Delivery

Your hand-selected order will then be delivered to you by a member of our highly-trained delivery team.



## Ordering

Based on your regular consultation, your Sales Representative will then assist in placing your order online or in-person.



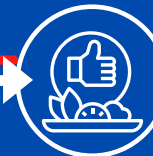
## Engagement

It is our job to provide you with individualized consultation on new industry trends & best practices.



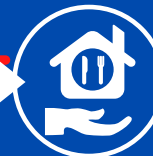
## Enhancement

Adding value to your business by recommending ways to market your operation & participating in your overall customer experience.



## Satisfaction

We have built our business on ensuring our service completely satisfies you & your customers.



## Service

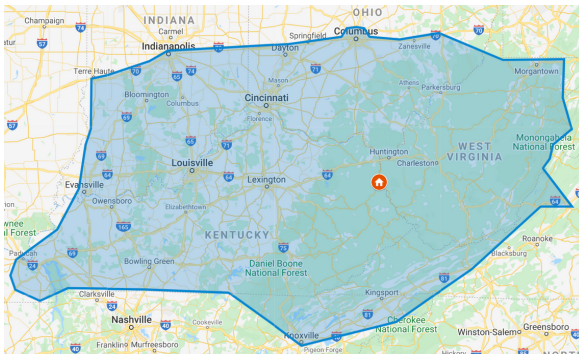
Each part of your hands-on experience with us is to ensure we are continuously helping you to achieve your vision.



## Delivering Goods

Brown Foodservice provides the highest quality products to every customer every time. We supply food service operators with products ranging from food items, to beverages, smallwares, heavy equipment, food packaging, washware, and sanitation products. As a member of Unipro, the largest foodservice group in the nation, we offer the highest quality products at the most competitive pricing.

Our Louisa, Ky based facility is the largest institutional food supply warehouse in the region with more than 250,000 square feet of space. We operate a state-of-the-art fleet of delivery equipment. Our tractors and trailers are outfitted with the latest technology allowing us to track up to four climate-controlled zones while product is being delivered. This technology is also used to track the location of our fleet in real-time to ensure prompt delivery to our customers.



## Service Area

In our distribution area we service restaurants, hotels, health care facilities, schools, convenience stores, and other foodservice providers in eight states. While our service area is vast, we strive to provide a personal touch to each individual customer. With over 75 years of experience in the Foodservice industry, we here at Brown Foodservice feel confident in our ability to deliver the best value to our customers.





## Exclusive Private Brands

We offer a full complement of private brands to meet your standards. By partnering with UniPro we ensure not only quality, but competitive pricing on a national level. From fruits and vegetables to shortenings and oils to non-foods, these brands provide the foundation you need to create your signature dishes. UniPro brands are the perfect complement to your most trusted recipes.

## Locally & Regionally Sourced

Our product lines include many items sourced from vendors within our service area. We continually buy from vendors small and large in every state which we deliver. This allows us to provide the freshest products while supporting supply chain partners in the same communities our customers operate.

## Brands You Know

We also offer a variety of national brands you and your customers know and love. These tried and tested products round out our broadline product assortment. For more information on these brands of products, please contact your Sales Representative.



## Food Safety

Brown Foodservice takes the safety of its products very seriously. In compliance with government regulations and in order to meet each customer's needs, our facility is SQF (Safe Quality Food) Certified. To do this, we have invested in the equipment, technology, and human resources required to continuously enhance each of our supply chain processes.

For customers this means every case of product we distribute has been protected against contamination, corruption, and spoilage. Each of our suppliers regularly have their food safety practices assessed to ensure continued standards conformance. Every product that flows through our facility and delivered by our trucks is thoroughly inspected for issues. Regular quality and safety checks are performed during receiving, storage, and transport to confirm products meet our standards.

From your Sales Representative to our Company President, all company personnel are trained to recognize and handle potential food safety issues. When something is delivered by Brown Foodservice you can have the utmost confidence in its quality and safety.





## Brown Foodservice Exclusive Product Lines

Brown Foodservice is thrilled to offer exclusive product lines to our valued customers. We currently host the exclusive product lines, Geo Brown Land & Cattle Co. and Appalachian Morning Coffee. It is our goal to continue the search for new and interesting lines to provide to operators.

### Appalachian Morning Coffee

We believe that a good cup of coffee is a whole lot more than simply a warm drink to jump-start your day. Coffee is a daily ritual, a peaceful moment, and a conversation with loved ones. Brown Foodservice is proud to offer an exclusive line of coffee to our customers. This coffee was built with the mountains in mind. The Appalachian Morning brand includes roasts such as Gold Roast, Mother's Roast, and Decaf Coffee in a variety of sizes to meet each individual customer's need.



### Geo Brown Land & Cattle Co.

Brown Foodservice offers a line of exclusive restaurant protein that is reserved solely for our customers. The meats are specially selected and packaged, whole muscle products that carry the Geo. Brown Land & Cattle Company label. The extent of the offering includes choice or better graded beef, pork, and poultry products along with some very exclusive seafood products. These items are packaged to-order exclusively for Brown Foodservice with the highest of standards for quality and freshness.



## Specialized Services

Brown Foodservice is committed to providing you with avenues to advance every aspect of your business. We offer many different services and trainings for you to utilize. Contact your Sales Representative on how we can partner with and support your service needs.



Convenience Store  
Specialists & Hands  
On Training



Bakery & Deli  
Specialists



Online Ordering  
System



Serv Safe  
Training



Sanitation &  
Washware Solutions



Beverage  
Program



Menu Planning  
& Design



Food Service  
Sanitation Training





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