# King Food Service

**EXPERT IN SEAFOOD, POULTRY & MEAT**

**Better Solutions, Service, & Prices Since 1945**

**Distributor, Broker, Importer, & Processor**

**309-787-4488, kingfoodservice.com**

# Advantages of a Protein Specialist

**Financial Benefits:**

- Protein purchases are the largest food category in terms of dollars spent and have the biggest impact on your bottom line. Our 1,000 item product list includes at least 2-3 dozen of your highest cost items.
- It pays to use a protein specialist that is focused exclusively on minimizing your center of the plate cost in this critical area. You will earn a better return on your investment by using a specialist compared to buying these items strictly from a broad line distributor (BLD) that is more of a generalist.
- Protein market prices are more volatile than other food groups. They routinely change by 10% or more in relatively short periods of time as a result of changes in global demand and global supply.
- Protein specialists are better able to stay ahead of the cost curve through specialized market knowledge, vigorous research, and experience. Specialists know more about WHEN, WHERE, and WHAT to buy to deliver superior cost and quality to you. BLD managing 10,000 products in many different industries don't have the same focus needed to keep up with ever changing market conditions.
- KFS purchases at full container load prices and all purchasing power is concentrated in proteins. In seafood, we go direct to the source overseas & leverage our nationwide volume to minimize your cost. KFS passes on every discount & rebate that we source to you in a lower net invoice price.
- KFS is an efficient family owned business, operating for over 60 years. We operate on a lower gross margin compared to BLD because all of our fixed assets are paid for and we control overhead costs.
- BLD realize the advantages of specialists and often devise prime vendor agreement marketing schemes to try to shelter them from this competition. But buyers end up funding their own rebate at a higher long term cost.

**Quality Benefits:**

- Protein specialists have superior product knowledge to better meet your quality goals. There are many variations in protein product specifications and product quality in the global supply chain. You benefit from the knowledge of a specialist that is better able to manage these variations on an ongoing basis and match you with product specifications that meet your needs.
- Proteins are a high risk category for food borne illness. Protein specialists provide added peace of mind because management is focused on reducing this risk. Specialists know more about buying quality and proper storage compared to BLD that have a broader focus.
- KFS is a USDA inspected processing facility operating under daily USDA inspection, giving you peace of mind that your product is under strict Quality Control. Unlike most BLDs, we also open boxes to inspect quality and use independent labs for additional testing on many products. Specialists also turn inventory faster on fresh products for longer shelf life compared to BLD.

**Service Benefits:**

- Specialists can tailor Customer Service to meet your needs better than more bureaucratic BLDs.
- KFS cuts the red tape to get your needs addressed quickly. We provide fast response to all your service needs, including but not limited to specials orders, new items, and requests for information. KFS customer service systems are efficient and minimize you administrative time.