



**U.S. FOODSERVICE**®

Your partner beyond the plate.™

# FOOD SAFETY in the 21<sup>st</sup> Century Marketplace...

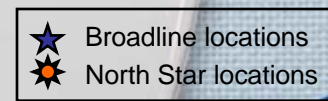
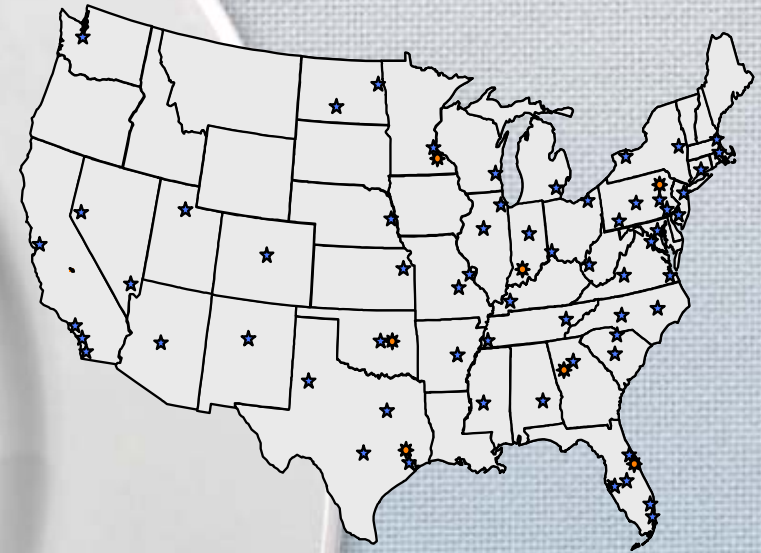
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## ... Distribution Challenges

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Food Safety & Quality Assurance  
U.S. Foodservice**

# USF Overview

- **USF is the second largest national broadline distributor in the United States with revenue of >\$20 billion**
- **65 Distribution Centers and 14 Processing facilities**
- **Infrastructure**
  - ~250,000 customers
  - ~27,500 employees
  - ~4,700 sales associates
  - ~300,000 SKUs
  - ~35,000 Private Label
  - ~6,000 suppliers
  - ~6,000 trucks
- **Serves three primary customer segments**
  - Street (independent restaurants)
  - National Accounts (hospitals, schools, etc.)
  - National Chain Restaurants



# Agenda

- Distribution for Foodservice in the U.S.
- Risks in Distribution
- Unique Food Safety Challenges in Distribution
- Food Safety Best Practices in Distribution
- Questions

# Transportation vs. Distribution

TRANSPORTATION: To move from one point to another



# Transportation vs. Distribution

**DISTRIBUTION:** To move from one point to another efficiently and cost effectively



# Distribution for Foodservice in the U.S.

Technomics\* estimates:

- ± 15,172 foodservice distributors & other 12,182 companies sell to foodservice
- 11,974 foodservice distributors sell food
- 547 (4%) < \$75M
- 12,346 (82%) > \$15M annual sales



\*Report for IFDA

# Distribution Companies by Segment

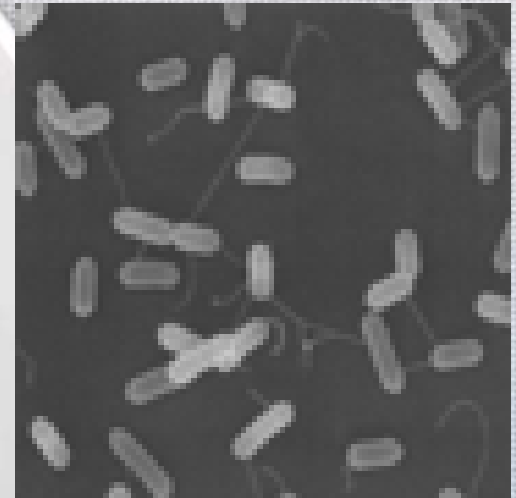
- Produce: 5016
- Meat & Poultry: 3370
- Fish/Seafood: 2330
- Broadline: 6154
- 12,182 “Other”  
*(beverage, bakery, ethnic, specialty food specialists)*



\*Technomics report for IFDA

# The Risks

- TEMPERATURE CONTROL
- CONTAMINATION
- CROSS-CONTAMINATION
- FOOD SECURITY



# Unique Challenges

## 1. FOODSERVICE DISTRIBUTION INDUSTRY

- Number/Fragmentation of Foodservice Distributors
- Infrastructure Capabilities
- Food Safety Knowledge

# Unique Challenges

## 2- MANAGEMENT SYSTEMS

- Receipt
- Loading/Unloading
- Storage
- Rotation
- Trucks
- Drops\*



# Unique Challenges

## 3- DISTRIBUTION PRACTICES

- Cross-docking
- Merge-In-Transit
- Backhauling



# Unique Challenges

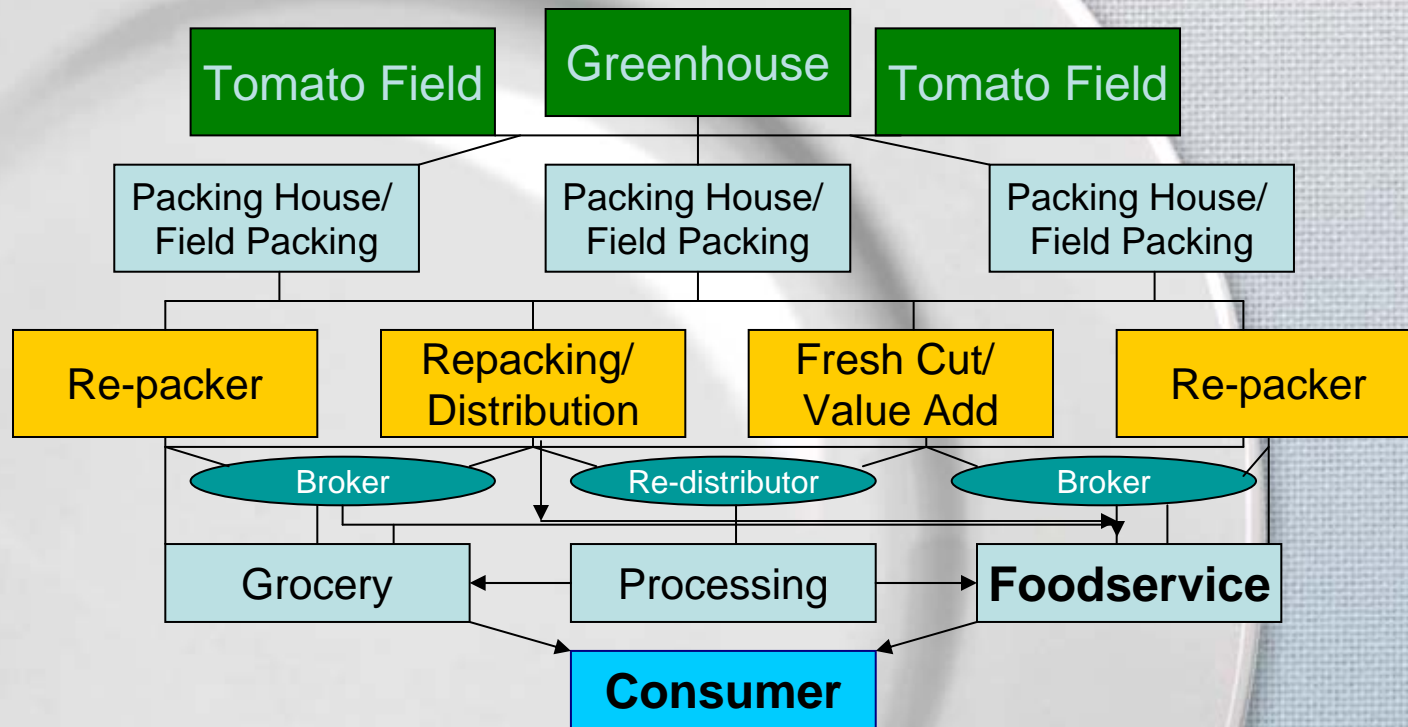
## 4- FOOD HANDLING

- Re-Work
- Re-Pack
- Re-Box



# Unique Challenges

## 5- TRACEABILITY



# Unique Challenges

## CUSTOMER APPROACH TO FOOD SAFETY

- Food safety is a “given”
- Food Safety is FREE/ “Price vs. value ”



# Food Safety in Distribution

## FOOD SAFETY KNOWLEDGE

- Job Specific
  - Receipt
  - Warehouse
  - Drivers
  - Sales Staff
  - HACCP Certification
- Integrating FS knowledge into Operations:
  - SOPS
  - Supervisors (Level I- verification)
  - HACCP & Corporate (Level II- verification)
  - 3<sup>rd</sup> Party Audits (Level III- verification)
  - Regulatory Oversight (Level IV- verification)

# Food Safety in Distribution

## FOOD SAFETY MANAGEMENT SYSTEMS

Standard Operating Procedures for ALL Practices

Food safety standards for Facilities & Equipment

Food safety approval of facilities used in transit and/or for temporary storage

Documentation and Monitoring of KEY Food Safety Risks

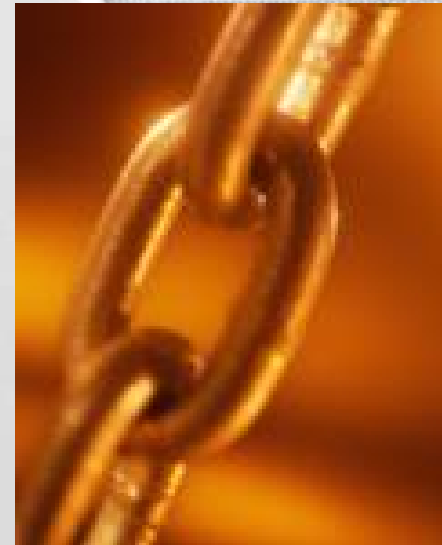


# Food Safety in Distribution

## FOOD SAFETY VERIFICATION SYSTEMS

Validation of SOPs  
(Time/temp verifications at receipt, cold storage studies, shelf-life storage, cold-chain verifications, etc)

## SOP VARIANCES



# Food Safety in Distribution

## TRACEABILITY

### Produce Traceability Initiative

- GS1 Standards to use GTIN for Lot traceability across supply network by 2012



# Summary/ Conclusions

- Foodservice Distribution in the US is extremely fragmented
- Distributors have very different levels of food safety
- Food Safety Risks are well known but mitigation is a company by company issue
- Use a Partnership Approach when selecting food Distributor
- Set Clear Expectations and Compare FS management and mitigation systems



# QUESTIONS



**“Uncool food isn’t safe.  
Unsafe food isn’t cool.”**

**US FOODSERVICE**

**TOPIC #1: FOOD SAFETY**

**► Facts To Chew On:**  
Keeping food safe protects our business, our customers, and our friends and family.

**► Your Responsibility:**

- At receiving, make sure that all Refrigerated Ready-to-Eat foods (RRE) are below 40°F and free from damage and contamination (SOP 102.1 and 103.1).
- Do not leave RRE products on a loading dock for more than 1 hour (SOP 102.1 and 302.1).
- Do not return any RRE product to stock that has been out of our control, or above 40°F (SOP 404.1).

**INSPECTED  
FOOD FOR THOUGHT  
APPROVED**

**OEC** **US FOODSERVICE**

## Contact Information

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