

CUSTOMER LOYALTY & SERVICE IS *STILL* OUR TRADEMARK AFTER 40 YEARS IN BUSINESS!



LAND & MARINE FOOD DISTRIBUTORS INC



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ABOUT US

Since 1964, G&J Land & Marine Food Distributors, Inc. is a full-service food distributor dedicated to providing an extensive grocery and janitorial product line to the commercial shipping and offshore oil & gas industries. G&J's extensive selection of grocery and janitorial products meets our customers every day needs. Strategically located in Morgan City, LA., G&J's facility is in close proximity to the major shipping ports situated along the Gulf Coast from Brownsville, Texas to Tampa, Florida. At G&J, customer satisfaction is our number one goal.

OUR PHILOSOPHY

G&J was founded on the principals of customer loyalty and service. After four decades of servicing the Gulf of Mexico, customer loyalty and service are still our core principals. We will go to extremes to ensure our team of more than 100 employees work together to provide an enjoyable experience to our customers. Our dedication to uphold these core principals over the last four decades is one of the contributing factors that we are the acknowledged leader in our industry.

OUR HISTORY

Gerry and Eileen Lind started in the grocery business in the early 1950's in Seattle, Washington where they owned a retail grocery store. During the late 1950's Gerry was recruited by Universal Services to merge a food distributor in South Louisiana into its organization. After five years of successfully growing the food service operation of Universal Services in South Louisiana, Gerry and Eileen started their own food distribution business to service the offshore oil industry. They founded G&J Land & Marine Food Distributors, Inc. in Morgan City, Louisiana in 1964.

Mike Lind, son of Gerry and Eileen, joined the family business in 1974. Mike grew up with the company and knows every aspect of G&J. Mike has been the President of G&J since the early 1990's and is actively involved in the daily operations of the business. What started out as a 10 employee 7,200 square foot operation with 3 trucks has grown tremendously over the last four decades to a 100 employee 50,000 square foot organization with over 20 trucks!



In 2007, Mike Lind's son joined the family business. Erik is the third generation Lind to work within the organization. He graduated from Texas A&M in 1999 with a degree in Finance. Thereafter, he moved to Austin, Texas where he worked for a Real Estate Research and Consulting firm for over seven years. Erik is excited to be part of the family business and to continue to uphold the core values of customer loyalty and service that his grandfather started over forty years ago.

OUR SERVICES

G&J is a full service food distributor that provides several services in the transfer of goods to the offshore oil industry in the Gulf of Mexico. G&J operates its own federally inspected warehouse facility strategically located in Morgan City, LA. We deliver to our clients' locations in our own fleet of refrigerated tractor/trailers and box trucks. G&J also maintains an inventory of grocery boxes for shipping via marine transportation.

What we stock!

G&J products provide consistency and exceptional value at all quality levels. Absolute top quality federally inspected products, including unique products that are rare in the industry, are standard inventory.

G&J not only maintains an extensive grocery and janitorial line but also distributes several items pertinent to the offshore oil industry. We also stock a complete line of linen products (bedding, blankets, pillows, towels, washcloths etc.) as well as small wares (knives, spoons, forks, etc.). In addition to linen and small wares, G&J has the ability to supply galley/restaurant equipment such as fountain machines. G&J maintains an inventory of CO2 tanks for use with fountain machines and can also refill the CO2 tanks on site.

As you can see, we stock thousands of items that meet our offshore clients' daily needs. From time to time our clients may request special items that are not routinely stocked and G&J will locate the products and deliver them to our clients. G&J is truly a one stop shop!



Catering!

G&J has a network of strategic partnerships with reputable and highly recognized full service caterers operating in the Gulf of Mexico and overseas. If you have any catering needs, G&J can assist in finding the caterer that is right for you.

G&J Express!

As mentioned earlier, G&J owns an extensive fleet of refrigerated tractor/trailers to deliver our clients' grocery orders to the numerous docks located along the Gulf Coast. Through G&J Express, G&J can also deliver freight/inventory for other companies to their customers. If you have any freight delivery needs, please phone G&J Express. The contact information is below:

G&J Express
Monique Raab
281.758.0647

OUR EMPLOYEES

Customer satisfaction is our number one goal at G&J. Our entire team of over 100 employees is dedicated to meeting and exceeding our customers' expectations. One of our core values in achieving customer satisfaction is reliability. Our customers can depend on us to deliver quality products when they need them and where they need them. **We are available 24 hours a day, 7 days a week to get the job done. We work to satisfy you, the customer.**

Our customer service representatives provide an important link between G&J and our customers. From coordinating delivery times and locations to insuring that our customers get exactly what they need, our customer service representatives are always there to help.

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We are available at any time to assist our clients with their grocery orders. Grocery orders to G&J can be emailed, faxed or phoned in to one of our highly trained customer service representatives. In addition, orders can be sent through G&J's customized proprietary remote order entry computer program. The fully integrated customer specific Grocery Order Program includes inventorying, budgeting, real time pricing/costing (updated monthly), staple product identification, and e-mail capability. Training and technical support are provided at no cost to the customer.

Whether you need to feed a two man platform, a 250 person drill ship or a remote land site of 1,000, G&J is ready to assist you!



SAFETY

G&J understands the risks associated with getting our products from point A to point B, and therefore enforce accountability throughout our organization. Product safety and employee safety are top priorities at G&J. G&J has several safety programs and policies in place to ensure safety.

Federally Inspected!

As a wholesale food distributor, G&J is subject to rigorous **Federal** and State food safety regulations. Our distribution facility and operations are inspected on a regular basis by State and **Federal** USDA Government Inspectors.

The products that G&J distribute exceed all applicable government grading standards and inspection requirements, as issued by the USDA, USDC and the FDA, or other agencies. Our products are inspected by the **Federal USDA** Government Inspectors at the **item** level and are labeled with item-specific identification numbers.

G&J has setup a comprehensive product recall program to ensure traceability and retrieval of product. We have a dedicated team to monitor product recall alerts from the USDA on a daily basis. In the event of a product recall, G&J is able to immediately trace the location of the recalled products by using the Federal Government ID system (establishment number). Retrieval of a recalled product is performed expeditiously, as required by industry guidelines.

It is important to note that products sold by Retail Grocery Stores are not subject to Federal Inspection. Therefore, G&J products are held to a higher standard of inspection than products sold at the retail level. This further ensures Food Safety on our Customers' vessels offshore!

Other Safety Measures!

In addition to being an OSHA compliant as well as a State and **Federally** inspected facility, G&J employs several safety programs worth mentioning. G&J conducts monthly safety meetings with all of its employees. Our safety program covers various topics which promote safety with our truck drivers, warehouse employees and office employees.

G&J operates a DOT regulated fleet and drivers' must participate in an on-going driver training and education program. G&J has a fleet manager to ensure compliance with driver qualification, vehicle inspections, drug and alcohol testing, and hours of service log auditing. The results are safer drivers, consistent driver management controls across our entire fleet operation, and compliance with DOT's Federal Motor Carrier Safety Regulations (FMCSRs).



HACCP

G&J voluntarily complies with the FDA food safety program, HACCP (Hazard Analysis and Critical Control Point). HACCP is a systematic approach in identifying, evaluating and controlling food safety hazards. HACCP systems are designed to prevent the occurrence of potential food safety problems. This is achieved by assessing the inherent hazards attributable to a product or a process, determining the necessary steps that will control the identified hazards, and implementing active managerial control practices to ensure that the hazards are eliminated or minimized.

The FDA is recommending the implementation of HACCP in food establishments because it is a system of preventive controls that is the most effective and efficient way to ensure that food products are safe. A HACCP system will emphasize the industry's role in continuous problem solving and prevention rather than relying solely on periodic facility inspections by regulatory agencies.



MSDS

G&J maintains an online database of Material Safety Data Sheets (MSDS) for hazardous products we distribute. Material Safety Data Sheets are designed to provide both workers and our customers with the proper procedures for handling or working with a particular substance. G&J is capable of translating the Material Safety Data Sheets in twelve different languages at our clients' request. Please visit our website (<http://www.gjfood.com>) to access our online MSDS directory.

The information noted above is a summary of several safety measures implemented at G&J to not only ensure our employees safety but to also ensure our customers' safety by supplying safe products. Please phone us if you any questions about our safety programs.

QUALITY

G&J offers incomparable quality and convenience. From Brownsville, TX. to Tampa, FL., G&J is a leading source of quality assured foodservice products to the oil and gas and commercial shipping industries located throughout the Gulf Coast. G&J provides the industry's best available products, produced in prime growing regions and packed to exceedingly-high specifications. Our products meet or exceed top of the line, competitive "first" labels, and make up our largest inventory of products. At G&J, product quality and the quality of our service are paramount in ensuring customer satisfaction.

At G&J, integrity means providing our customers with the same high level of service excellence that we expect from our own vendors. This commitment is reflected in the people that make up the G&J family.

Each employee is a dedicated, long-term team member, trained in customer service and committed to providing you with courtesy and respect. We are very proud of our team and realize its importance in keeping G&J as a leading Gulf Coast food distributor.



QA/QC

As a leading source of quality assured foodservice products, G&J fields an extensive Quality Assurance/Quality Control Department. Our QA/QC department coordinates with our vendors' QA/QC departments to ensure we are supplied products that not only meet rigid quality standards but also exceed all applicable government grading standards and inspection requirements, as issued by the USDA, USDC and the FDA, or other agencies. Moreover, QA/QC insures that G&J products are designed to meet the requirements of our customers and always offer value and consistency.



G&J is built upon the quality process that employs teamwork and communication between G&J suppliers, G&J customer service representatives, G&J buyers, and G&J QA/QC supervisors to ensure that G&J products are safe and wholesome, while providing the consistency and quality demanded by our valued customers. At G&J, we realize that when it comes to quality, there can be no compromises!

Training

New hires complete a quality and safety program orientation and are designated as a short service employee (SSE) for a period of 90 days. The SSE's are teamed up with a mentor to provide additional on the job training. Department supervisors monitor the SSE during the 90 day period.

At G&J, every employee (new or old) is tasked with guaranteeing the quality and safety of their work. Quality and safety audits are entrenched in our daily standard operating procedures. QA/QC supervisors randomly inspect orders for errors on a daily basis.

Through ongoing research and on-site quality assurance inspections, we're able to combine quality distinction and uncompromising value on a continuous basis!



THE G&J ADVANTAGES

At G&J, we not only want our customers to be aware of our efforts toward product quality and safety, but also realize the necessity to display our unyielding commitment. Our basic philosophy is that our customers want to concentrate on their core business and let us handle the logistics of product distribution. We strive to consistently exceed all our customers' expectations concerning product safety, quality and service.

G&J provides you with:

- Award winning 24/7 service!
- Over 40 years of experience!
- One Stop Shopping with an extensive grocery and janitorial line as well as linens, small wares, restaurant supplies, CO2 containers, etc.
- A variety of quality levels to best fit your operation's foodservice needs.
- Professional product specialists to assist in planning.
- Gulf Coast distribution of premium quality, consistent reputable brand products, including favorite national brands.
- Products guaranteed for freshness, flavor, and quality...delivered conveniently and efficiently.
- Products packed to exceedingly-high specifications for delivery.
- Professional logistics specialists to assist in the on time delivery of your food orders.
- An Extensive Quality Assurance/Quality Control Department.
- OSHA compliant as well as a State and Federally Inspected facilities.
- Products Federally inspected at the ITEM level and labeled with item-specific identification numbers.
- The ability to immediately trace the location of recalled products by the USDA by using the Federal Government ID system.
- Voluntarily complies with the FDA food safety program, HACCP.
- Customized proprietary remote order entry computer program.
- Strategic partnerships with reputable and highly recognized full service caterers operating in the Gulf of Mexico.

Another advantage of G&J is our nutritional consultative services. Upon our customers' request, G&J can arrange a meeting with an established nutrition consultant, Ms. Molly Kimball. Ms. Kimball is a registered dietitian and Board Certified as a Specialist in Sports Dietetics. (<http://www.mollykimball.com>)

Please phone us today if you any questions about the Gulf of Mexico's premier food distributor!

CONTACT INFORMATION

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