







# Obsessed

WITH YOUR SUCCESS.

SINCE 1923.

With 3 Wholesale  
and 1 Foodservice  
Distribution Centers  
Across the West Coast

- + 1,100+ Team Members
- + 7,500+ Customers
- + 170+ Fleet of Trucks & Drivers
- + 750,000+ sq/ft of Combined Warehouse Space
- + Puget Sound Business Journal Best Workplaces
- + Top 10 Privately Owned Company
- + 5th Largest Family Owned Business
- + One of Washington's Fastest Growing Private Companies
- + 2023 Family Business of the Year

**genuine** *motivated* resourceful friendly

FORTIFYING COMMUNITY

# HARBOR FOODS



Harbor is dedicated to supporting the local entrepreneurs that provide jobs in their communities, bring convenience to busy lives, and invite us all to experience life around the table.

**Every day.**







## PROUDLY SUPPORTING THE PACIFIC NORTHWEST –



At Harbor Foodservice, we're more than just a distributor – **we're your partner in success.** Our deep roots in the Pacific Northwest means we understand the unique challenges and opportunities for our local market. Whether you're a neighborhood café or a bustling downtown restaurant, we have the products, knowledge, and services to help your business thrive.

With Harbor Foodservice, you're not just getting a delivery – you're getting a **dedicated ally of PNW businesses.**

### 100+ Local Vendors

### 3,000+ Unique Local Items



Use the QR code to  
learn more about  
the local hub

## BECAUSE LOCAL MATTERS



### Unmatched Local Inventory

- 3,000+ local items stocked and ready
- 10,000+ local items available to order
- Partnerships with over 100 regional suppliers



### Reduced Carbon Footprint

- Local sourcing means shorter transportation distances
- Efficient delivery routes
- Support sustainable business practices



### Streamlined Operations

- One truck, one invoice
- Simplify your ordering and receiving processes
- Save time and reduce administrative headaches



### Community Impact

- Support local businesses and producers
- Contribute to The Pacific Northwest's vibrant food culture
- Strengthen our regional economy

## Delivering goodness.™



**CHARLIE'S  
PRODUCE**  
CULTIVATING FRESH

**Caffé D'arte**  
ITALIA COFFEE ROASTERS



**LA MEXICANA**  
MANUFACTURER AND DISTRIBUTOR OF MEXICAN FOODS



**Tillamook**



**BARGREEN ELLINGSON**  
FOODSERVICE SUPPLY & DESIGN







## EXCLUSIVE BRANDS

Only available through Harbor

### Quality That Speaks for Itself

Give your menu the edge it deserves with Harbor Foodservice Exclusive Brands – a curated collection of premium products available only through Harbor. In taste and satisfaction surveys, chefs and operators consistently rate our Exclusive Brands equal to or better than leading national brands. Each product in our exclusive collection undergoes a rigorous selection process before earning the Exclusive Brand label.

### Our Quality Promise

*Behind every Exclusive Brand product stands our dedicated team of food experts who:*

- Conduct extensive taste tests and quality evaluations
- Ensure strict safety and consistency standards
- Secure optimal pricing to deliver exceptional value
- Monitor performance through regular quality assurance checks

### The Smart Choice for Success

*When you choose Harbor Foodservice Exclusive Brands, you're choosing:*

- Premium quality at competitive prices
- Unique products that set your menu apart
- Consistent performance you can count on
- A trusted partner in your success

## FEATURED LOCAL VENDOR

### ROYAL RANCH

#### Columbia Basin Beef



The Allred family-owned and operated Royal Ranch operation in Royal City, WA is revolutionizing the way cattle are raised and brought to market, using a regenerative ranching model inspired by the successful Royal Family Farm & Dairy.

- **FAMILY-OWNED**
- **ANTIBIOTIC FREE**
- **NO ADDED HORMONES**
- **ALL CATTLE TRACEABLE TO THEIR SOURCE**
- **WEEKLY BIRTHS AND PROCESSING.**  
**52 WEEKS/YEAR**
- **100% CONSISTENT PRODUCT OUTPUT**
- **CARBON NEUTRAL OPERATION**
- **REGENERATIVE RANCHING**

### LOCAL LOVE.

Royal ranch cattle are bred, born & raised on fertile land watered by the Columbia river.



Scan QR code to learn more about Royal Ranch



## LOCAL LIKE YOU

With seafood sourced and processed right here in the Pacific Northwest, we are keeping true to our local roots. No extra links in the supply chain here.

Not only does this directly benefit our local economies, but it means our products are more sustainable, have fewer environmental impacts and simply taste better.





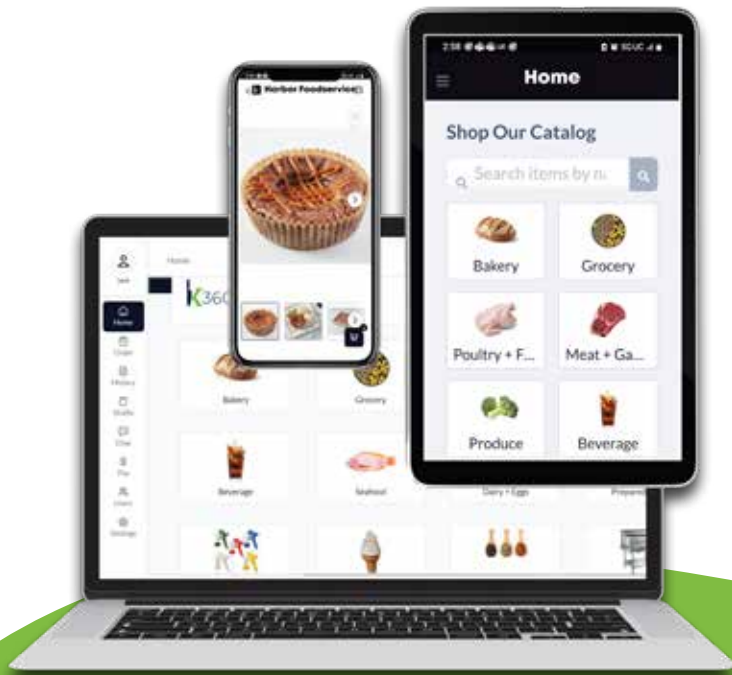
# TECHNOLOGY AND CUSTOMER CARE



## YOUR PERSONALIZED ORDERING PLATFORM



Enhance your efficiency with our innovative ordering platform, designed to streamline the ordering process and simplify your operations.



- Item photos for easy searches.
- Find what you want faster.
- Detailed product and nutritional information.
- Product recommendations based on items ordered.
- Direct internal communication with Harbor from within the app.
- Multi-platform, order from anywhere, access with any device.

## CUSTOMER CARE FROM YOUR LOCAL SUPPORT TEAM

*"Our Customer Support Team takes immense pride in offering unparalleled service with industry-leading response times.*

*With short call wait times, you can rest assured that your inquiries will be promptly addressed by our knowledgeable representatives.*

*This allows you to spend less time on the phone and more time focused on delivering exceptional experiences to your valued guests."*

– Ken Cole, Customer Support Manager

**Average Wait Time – 7 seconds**  
**Average Call Resolution Time – 1:35**

## HARBOR SOLUTIONS

At Harbor Solutions, we understand the unique challenges you face in the restaurant and hospitality industry. Our goal is to support your success by providing personalized solutions tailored to your specific needs.

### Our Personalized Approach

#### Curious

We start by understanding you, your operation, your challenges, and your aspirations.

#### Creative

We discover and bring innovative solutions best suited to your needs.

#### Collaborative

Our team works alongside you to implement these solutions optimized for you and your success.

#### Culinary Solutions

Product Discovery - Recipe Collaboration - Kitchen Layout & Flow - Menu Analysis - Training and Coaching

#### Technology Solutions

POS Systems - Food Costing Programs - Artificial Intelligence - Employee Management - Kitchen Equipment

#### Operational Solutions

Recruiting & Training - Compensation Strategies - Marketing - Regulation Advisor



#### Derek Bugge

Culinary and Equipment Solutions:  
derek.bugge@harborfoods.com

#### Andy Cook

Operations and Technology Solutions:  
andy.cook@harborfoods.com

Derek Bugge

Andy Cook







# ACCESS MORE WITH **HARBOR**<sup>plus™</sup>

Enjoy easy access to an extensive collection of over 20,000 items including:

- + Retail
- + Specialty Candy
- + Enhanced Grab & Go Offerings
- + Unique QSR concepts



More options. On-demand. Selected just for you.

PARTNER SUPPLIER



PARTNER SUPPLIER



PARTNER SUPPLIER



PARTNER SUPPLIER



HARBOR DISTRIBUTION CENTER

## HARBOR<sup>plus™</sup>



One **Order**. One **Truck**. Reduced **Cost**. Access to **More**.



## HARBOR CARES

**Genuine. Motivated. Resourceful. Friendly.**

HarborCares is about being in service to others, investing in relationships and putting our values & purpose into action in the communities in which we live & work.





# NEXT STEPS

Fill out this page, and give it to your Harbor Foodservice Territory Sales Consultant so that we can tailor custom solutions to fit your individual needs.

Name \_\_\_\_\_

Restaurant \_\_\_\_\_

Role/Position \_\_\_\_\_

Phone Number \_\_\_\_\_

Business Phone Number \_\_\_\_\_

Email \_\_\_\_\_

Today I spoke with (Harbor TSC) \_\_\_\_\_

## Harbor Services & Programs

- |  |   |  |
|--|---|--|
| <input type="checkbox"/> Harbor Plus       | <input type="checkbox"/> K360           | <input type="checkbox"/> Local vendors |
| <input type="checkbox"/> Solutions Support | <input type="checkbox"/> 2025 Food Show | <input type="checkbox"/> Royal Ranch   |

## Harbor Foodservice Products

- |   |                                     |   |
|---|-------------------------------------|---|
| <input type="checkbox"/> Exclusive Brands | <input type="checkbox"/> Appetizers | <input type="checkbox"/> Beverage         |
| <input type="checkbox"/> Beef & Meats     | <input type="checkbox"/> Desserts   | <input type="checkbox"/> Kitchen & Pantry |
| <input type="checkbox"/> Seafood          | <input type="checkbox"/> Deli       | <input type="checkbox"/> Kitchenwares     |
| <input type="checkbox"/> Poultry          | <input type="checkbox"/> Dairy      | <input type="checkbox"/> Italian Cuisine  |
| <input type="checkbox"/> Produce          | <input type="checkbox"/> Coffee     | <input type="checkbox"/> Latin Cuisine    |

## Additional questions or comments

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