

Canada: Ontario's Food and Beverage Distributor Directory

Ontario Ministry of Agriculture, Food and Rural Affairs

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Report Categories:

Market Development Reports

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Report Highlights

This report reviews the broker structure in Canada as one business model to exporting into Canada. Brokers assist their principals (the food manufacturers they represent) in marketing and selling their products in Canada. They help company executives and their staff to navigate through the Canadian food distribution system. The listing in this report includes brokers with offices in Ontario and/or Quebec.

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l'Alimentation et des Affaires rurales



Selling (Direct and Indirect), Wholesalers, and Brokers

In order to get your product to the consumer, you have to go through distribution channels (the paths that your goods and title to the goods follow).

It is important to build good relationships with your distribution channels because they serve various functions:

- Reducing the number of marketplace contacts and resulting in a more efficient system
- Matching the requirements of individual consumers to the outputs of various producers
- Standardizing to improve the efficiency of the system
- Holding inventory to increase market response and lower transportation costs
- Physical distribution of products to ensure that they are available for customers to purchase on demand

Direct Selling occurs when you sell products directly to consumers. Methods include home parties, door-to-door selling, telephone sales, retail craft shows, farmer's markets, road-side stands, and online sales sites, such as your own website. The advantage is that you get direct contact with your customer and can share your expertise about your product. The disadvantage is that you will not be reaching a broad range of consumers, so your sales may be relatively low.

Indirect Selling occurs when you sell to an intermediary, as opposed to an end user. Methods of indirect sales include selling your product to a retail store as well as using a wholesaler/distributor or broker/agent. Indirect sales can include club chains, hotels and institutions as well as any kind of retail shop.

Wholesaler and **distributor** are two different words used to describe the same thing. A wholesaler buys your product then re-sells it to retail stores as a marked up price.

Broker and **agent** are also two different terms used to describe the same thing. A broker acts as a sales force to sell your goods. Unlike a wholesaler/distributor, a broker/agent will not buy your goods from you. Brokers tend to represent several companies at once and have strong contacts with the retail industry. This can help you get listed.

Be aware that you still have to promote your product to the retail stores. The wholesaler or broke may help with that job, but it is mainly your responsibility.

Additional Resources to Finding a Broker:

Internet Search

Finding a broker by searching the online Yellow Pages: (<http://www.yellowpages.ca/>) or food.ca, a nationwide information portal for the food industry in Canada (<http://food-beverages.food/canada-brokers-wholesalers-and-distributors-food.html>).

You can get a list of brokers for the United States from the Grocery Manufacturers Association:

1350 Eye (1) Street NW

Washington, DC 2005

Phone: 202-639-5900

Fax: 202-639-5900

E-mail: info@gmaonline.org

<http://www.gmaonline.org/>

Canadian Retail Grocery Industry

Many of the largest retail grocers (and the general merchandise chains who also carry groceries) can be found as members of the

Retail Council of Canada (<http://www.retailcouncil.org>) and are their own distributors. Many of the independent grocers can be found as members of the Canadian Federation of Independent Grocers (<http://www.cfig.ca/>)

About Food Brokers in Canada

The size and population of Canada is largely responsible for defining the role and value of a broker in the market. There are unique challenges in selling a food product into Canada, largely due to the country's geography and urbanized population as the country makes up the second largest land mass in the world, but holds only 33 million inhabitants. Overcoming these obstacles is key to succeeding in Canada. Historically, Canadian food brokers have served as the agent in helping some U.S. food companies meet these challenges. Also, many small to medium sized companies are not prepared to establish their own sales force in Canada due to the high costs in engaging a full-time employee or representative. For a number of U.S. food companies, appointing a broker has been an effective market entry strategy in achieving long term sales in Canada.

Food brokers act as a representative for the food company/principal and work on a commission basis. They serve as a company's sales force in-country and provide specialized knowledge on the market. Brokers leverage their business relationships in order to introduce new products into the food system and help in establishing key accounts for their principals. Those brokers involved in the retail trade play a pivotal role in gaining listings and negotiating reasonable listing fees for their principals with the larger grocery chains and mass merchandisers.

Food Segments and Services of a Broker

Brokers may specialize in selling into a particular segment or trade channel in Canada. They may cover the following channels:

- Retail grocery chains
- Mass merchandisers
- Distributors/wholesalers
- Foodservice operators and distributors
- Convenience drug chains
- Specialty food distributors
- Natural & organic
- Price clubs
- Food manufacturers
- Military installations

Brokers provide a range of services; some will offer national or regional coverage, others work in smaller areas. Customarily, they make it a practice to represent food manufacturers with non-conflicting product lines as this permits the broker to build a range of product offerings to present to their prospective buyers and avoids preferential treatment on potentially competing products. As mentioned earlier, due to the size and population of Canada, brokers may request exclusivity with reference to territory, accounts, or trade channels as this helps to define the market for both the broker and their principals, as well as to the prospective Canadian buyer.

Examples of broker services include:

- Represent new products to prospective buyers
- Presentations to prospective buyers and existing customers thereby establishing key accounts
- Liaison between suppliers, head and regional offices of customers
- Establish distribution channels
- Advise on packaging, sizing and labeling
- Negotiate product listing in procurement catalogues
- Merchandising
- Computerized ordering
- Sales data collection
- Handle complaints
- Rush unplanned orders
- Monitor and provide competitor activity and market intelligence
- Logistics facilitation, support and distribution warehouse services

Full service brokers offer a wider range of the above-mentioned services.

Service costs

Brokers are usually paid a percentage of sales. Commissions range from 3 -10 percent with five percent being the average. There are a number of conditions that may influence the rate of commission, including the demand for the product in the market and the volumes. Product lines with higher volumes have lower commission fees while those products with lower volumes are set at a higher commission rate. All fees are negotiated between the principal and the broker.

As a special note, some brokers may charge a retainer fee to cover start-up costs until sales are secured or reach a predetermined amount negotiated by the broker and their principal. Examples of start-up costs include: training and educating a firm’s sales force, sales presentations, delivering samples to prospective buyers/accounts, facilitating packaging and logistical support. Other brokers may choose to waive this initial cost until they obtain the commission on the first order which could take as long as three months to over a year. Working with a broker involves costs and may not be for all companies.

The following chart details advantages and disadvantages to be weighed in making a decision on whether or not to engage the services of a broker in Canada:

Advantages	Disadvantages
<ul style="list-style-type: none"> • Willing to handle new product lines and focused selling efforts • Specific market understanding • Immediate business contacts • Lower overall costs • Principal knows where their product is being sold • Provide customer service 	<ul style="list-style-type: none"> • Commission/fees • Credibility risk • Resources spread among principals

Tips on Selecting and Building Broker Relationship

There are brokers that prefer working with larger sized companies or larger volumes and there are those that work with smaller-to-medium sized principals. It is recommended that U.S. companies select a broker that best matches their business strategy, size, and targeted trade channels. Also, prior to making a decision the U.S. food exporter may request a referral of the broker’s clients.

Canadian brokers ideally look for food manufacturers that are established either regionally or nationally in their own markets in the United States as this serves as a basis for the broker's assessment of the company’s potential success in Canada. Many prefer working with a U.S. food company with a varied offering of items, flavors and sizes.

Communication is key to building a productive on-going relationship with a Canadian broker. Beforehand, U.S. companies should reach agreements on basics such as the geographical territories, trade channels, and accounts to be targeted. In addition, product training and support materials are essential tools for the Canadian broker. Sales brochures, current price lists, availability of samples, and support in participating in either national or regional trade shows all help to achieving sales in Canada. Also, setting mutually agreed sales goals help in managing both parties’ expectations.

Disclaimer

The listing below is not intended to be a complete of all the Canadian brokers in Central Canada nor does it constitute either a referral or an endorsement expressed or implied by Ontario Ministry of Agriculture, Food and Rural Affairs. In supplying this partial listing, no discrimination is intended and no guarantee of reliability is implied. The determination of the need for broker services and the choice of a Canadian company is an important decision and should not be based solely upon this report. All potential U.S. companies should make their own independent investigation and evaluation prior to appointing a broker.

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Canadian Agent and Broker List:

A.J. Lanzarotta Wholesale Fruit & Vegetables

1000 Lakeshore Rd E, Mississauga, Ontario L5E 1E4

Tel: (905) 891-0510

Website: www.ajlanzarotta.com

Head Office: Yes for Canada

Founding Date: 1980

Total employees: 85

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Southern Ontario

Product categories: processed fresh fruits and vegetables, frozen fruits and vegetables, and dried fruits

Bedessee Imports Inc.

2 Golden Gate Court, Toronto, Ontario, M1P 3A5

Tel: (416) 292-2400

Website: www.bedessee.com

Head Office: Yes for Canada

Founding Date: 1977

Total employees: 30

E-mail: info@bedessee.com

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: International; Canada, and USA

Product categories: Condiments, beverages, syrups, snacks, canned foods and milk products, frozen fish and vegetables, health care medicines, noodles, baking products, quick frozen products, spices and curry powders, vegetable oils and ghee products

Blue Line

2301 Royal Windsor Drive, Mississauga, Ontario L5J 1K5

Tel: (905) 822-7776

Website: www.bluelinefd.com

Founding Date: 1971

Type of Broker: Food Service/ Wholesaler Grocer

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: International; Canada, and USA

Product categories: food and paper products, and restaurant foodservice equipment

Trade channels: Regional and national restaurants, and fast food chains

Borrelli Distributors Inc.

910 Howard Ave, Windsor, Ontario, N9A 1S5

Tel: (519) 977-6058

Website: www.borrelligourmetfoods.com

Head Office: Yes

Founding Date: 1989

Total employees: 15

E-mail: info1@borrelligourmetfoods.com

Type of Broker: Food Service/Wholesale Grocer

Trade channels: Retail

Charlie's Meats

61 Skagway Ave, Toronto, Ontario, M1M 3T9

Tel: (416) 261-1312

Website: www.charliesmeat.com

Head Office: Yes

Founding Date: 1971

Total employees: 250+

E-mail: info@charliesmeat.com

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Greater Toronto Area

Product categories: Beef, Pork, Poultry, and Lamb

Trade channels: Retail grocery chain

Christian Brothers Restaurant Supply Ltd.

46 Rosemount Ave, Weston, Ontario, M93 3B3

Tel: (416) 241-3168

Website: www.christianbrothersltd.com

Head Office:

Founding Date: 1951

Total employees: 20

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Greater Toronto Area

Product categories: Dry goods; Paper product; Restaurant supplies

Trade channels: Retail

Del-Bac Sales Ltd

102 Argyle Ave, Delhi, Ontario, N4B 1J3

Tel: (519) 582 – 3222

Website: www.delbac.com

Founding Date: 1967

Total employees: 5- 9

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Greater Toronto Area

Product categories: Agriculture supplies, facility supply, packaging/shipping products, and food service

Dominion Citrus Limited

165 The Queensway, Suite 302, Toronto, Ontario M8Y 1H8

Tel: (416) 259-6328

Website: www.dominioncitrus.com

Head Office: Yes

Founding Date: 1935

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Ontario and Quebec

Product categories: fresh produce services: finance, reporting and insurance, procurement; ripening' sorting and grading; international logistics; packaging and re-packaging; distribution and transportation; and market solutions

Elco Fine Foods Inc.

233 Alden Rd, Markham, Ontario, L3R 3W6

Tel: (905) 474-2700

Website: www.elcocanada.com

Head Office: Yes

Founding Date: 1971

Total employees: 110

E-mail: info@elcofinefoods.com

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: National

Product categories: Packaged food and beverages; cookies, coffee, crackers

Trade channels: Retail and Wholesale

Flanagan Foodservice Inc.

145 Otonabee Drive, Kitchener, Ontario N2C 1L7

Tel: (519) 748-6878

Website: www.flanagan.ca

Head Office: Yes

Founding Date: 1977

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: National

Product categories: Beverages; fresh seafood; dairy; dry commodity; frozen; meat; poultry; produce; cleaning, small wares, equipment

Trade channels: Retail grocery chain, foodservice, institutional facilities and healthcare, hotels

Additional Locations:

Kitchener: 100 Sasaga Drive, Kitchener, Ontario, N2C 2G7

Tel: (519) 748-6878

Owen Sound:

2125 16th Avenue East, Owen Sound, Ontario N4K 5P5

Tel: (519) 376-8407

Sudbury:

69 Magill St. Walden Business Park, Lively, Ontario, P3Y 1K6

Tel: (705) 692-5850

Gordon Food Service (GFS) Ontario

2999 James Way Snow Parkway N, Milton, Ontario, L9T 5G4

Tel: (905) 864-3700

Website: www.gfs.ca/en

Head Office: Yes of Canada

Founding Date: 1897

Total employees: 17,000

E-mail: ont-info@gfs.com

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Ontario

Product categories: Bulk food

Trade channels: Institutional - healthcare, retail, and foodservice

Intercity Packers Ltd

6880 Pacific Circle, Mississauga, Ontario, L5T 1N8

Tel: (905) 670-1023

Website: www.intercitypackers.ca

Head Office: No – in Vancouver

Total employees: 130

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: National

Product categories: Beef, lamb, pork, poultry, veal, bison, seafood, deli; cheese

Trade channels: Retail, restaurant, and foodservice

J. Quattrocchi & Co. Ltd.

63 Church St W, Smith Falls, Ontario, K7A 1R2

Tel: (613) 283-4980

Website: www.jquattrocchi.com

Head Office: Yes

Founding Date: 1922

Total employees: 50

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: the Ottawa Valley – Eastern Ontario

Product categories: bulk goods

Trade channels: Retail

Kariba Foods Ltd

185 Brimley Rd, Scarborough, Ontario, M1M 3J1

Tel: (613) 283-4980

Website: www.karibafoods.ca

Head Office: Yes

Founding Date: 1978

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Ontario

Product categories: dairy, poultry, meats, seafood, vegetables, desserts, beverages, disposable paper and packaging materials

Trade channels: Restaurants, hotels, retirement, and daycares

Kronos Foods Ltd

371 Danforth Rd, Toronto, Ontario, M1L 3X8

Tel: (416) 690-1990

Website: www.kronosfoods.com

Head Office: Yes

Founding Date: 1975

Type of Broker: Food Service/Wholesale Grocer

Product categories: bulk products - fruit juice, meat pies, beef, pizza slice trays, cookies, sauces, olive oil, paper products

Trade channels: Restaurants, hotels, retirement, and daycares

Leonard Wholesale Ltd.

411 Horner Ave Unit 7, Toronto, Ontario, M8W 4W3

Tel: (419) 251-4866

Website: www.leonardwholesale.com

Head Office: Yes

Founding Date: 1990

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Ontario

Product categories: Fruits and vegetables, dairy

Trade channels: Hospitality, and retail

Lumsden Brothers Ltd

4980 Tahoe Blvd, Mississauga, Ontario, L4W 0C7

Tel: (905) 238-7124

Website: www.lbl.on.ca

Head Office: Yes

Founding Date: 1990

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Ontario

Product categories: Packaged goods

Trade channels: Retail

McCullagh Coffee

505 Iroquois Shore Rd Unit 10, Oakville, Ontario, L6H 2R3

Tel: (519) 842-4541

Website: www.mccullaghcoffee.com

Head Office: No

Founding Date: 1867

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Canada and USA

Product categories: Coffee and tea

Trade channels: Foodservice, retail, hospitality, healthcare, education

National Importers Canada Ltd.

15 Precidio Court Unit 2, Brampton, Ontario, L6S 6B7

Tel: (519) 842-4541

Website: www.nationalimporters.com

Head Office: No – located in British Columbia

Founding Date: 1955

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Canada and USA

Product categories: Coffee and tea

Trade channels: Retail

Olympic Wholesale Co. Ltd.

75 Green Court, Ajax, Ontario, L1S 6W9

Tel: (905) 426-5188

Website: www.olympicwholesale.ca

Head Office: No – located in British Columbia

Founding Date: 1936

Total employees: 55

E-mail: info@olympicswholesale.ca

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Canada and USA

Product categories: Baked goods

Trade channels: Retail

Ontario Food Terminal Board

165 The Queensway, Toronto, Ontario, M8Y 1H8

Tel: (416) 259-5479

Website: www.oftb.com

Head Office: Yes

Founding Date: 1954

Total employees: 36

E-mail: info@olympicswholesale.ca

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Ontario and Eastern Canada

Product categories: Wholesale fruit and produce

Trade channels: Retail

Poppa Corn Corporation

2660 Lancaster Road, Ottawa, Ontario, K1B 4T7

Tel: (613) 738-7101

Website: www.poppacorncorp.com

Head Office: Yes

E-mail: poppacorn@rogers.com

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Ontario and Eastern Canada

Product categories: Popcorn, nachos, frozen baked goods, sweet confectionery, beverages, dairy

Trade channels: Retail

Additional Locations:

Mississauga

5135 Creekbank Rd., Unit C, Mississauga, Ontario, L4W 1R3

Tel: (905) 212-9855

E-mail: poppacorncorp@superpufft.com

Purity Life Health Products

6 Commerce Crescent, Acton, Ontario, L7J 2X3

Tel: (519) 853-3511

Website: www.puritylife.com

Head Office: Yes

Founding Date: 1984

E-mail: Order and General Retailer Inquires: order@puritylife.com
Product Info and Consumer Inquiries: info@puritylife.com

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Canada

Product categories: Natural health products

Trade channels: Retail

Reunion Island Coffee Ltd.

2421 Royal Windsor Drive, Oakville, Ontario,

Tel: (905) 829-8520

Website: www.reunionislandcoffee.com

Head Office:

Founding Date: 1995

Type of Broker: Food Service/Wholesale Grocer

Product categories: Coffee, tea, and gear

Trade channels: Retail, hospitality

Rudolph 2000 Inc.

2700 Lancaster Rd Unit 120, Ottawa, Ontario, K1B 4T7

Tel: (613) 260-0974

Website: www.ventesrudolph.com

Head Office: No – Quebec

Founding Date: 1918

E-mail: info@ventesrudolph.com

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Ontario and Quebec

Product categories: paper products, dairy, frozen baked products, pastries, fruits and vegetables, baking mixes, frozen desserts

Trade channels: Retail

Sofina Foods

10 Armthorpe Rd, Brampton, Ontario, L6T 5M4

Tel: (905) 790-1991

Website: www.sofinafoods.com

Head Office: No – In Markham, Ontario

Founding Date: 1931

Total employees: 4,600

Type of Broker: Food Service/Wholesale Grocer

E-mail: Consumer Inquiries: info@sofinafoods.com

Trade Inquires: sales@sofinafoods.com

Geographical coverage: Canada and USA

Product categories: pork, beef, chicken, turkey, deli meats

Trade channels: Retail, and foodservice

Stewart Foodservice Inc.

201 Saunders Rd, Barrie, Ontario, L4N 9A3

Tel: (705) 728-3051

Website: www.stewartfoodservice.com

Founding Date: 1996

E-mail: customerservice@stewartfoodservice.com

Total employees: 75

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage:

Product categories: baked goods, dairy, frozen fruits and vegetables, beverages, beef, seafood, deli meats, and paper products

Trade channels: Retail, and foodservice

Summit Food Service – A Division of Colabar DP

580 Industrial Rd, London, Ontario N51 1V1

Tel: 1 (800) 265-9267

Website: www.sofinafoods.com

Head Office: Yes

Founding Date: 1969

Total employees: 500

E-mail: headoffice@summit.colabor.com

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Ontario and Western Quebec

Product categories: Local Ontario fresh fruit and vegetables, dairy, poultry and meat products

Trade channels: Retail, Hospitality, Healthcare, Educational Institutions

Additional Locations:

Ottawa Branch: 100 Legacy Rd, Ottawa, Ontario, K1G 5T8

Tel: 1 (800) 267-9610

Mississauga Branch: 6270 Kenway Dr, Mississauga, Ontario, L5T 2N3

Tel: 1 (800) 265-9267

Vaughan Branch: 10 Ronrose Drive, Vaughan, Ontario L4K 4R3

Tel: 1 (800) 265-9267

SYSCO Corporation - Canada

21 Four Seasons Place, Suits 400, Toronto, Ontario, M9B 6JB

Tel: (419) 234-2666

Website: www.sofinafoods.com

Founding Date: 1931

Head Office: No – In Markham, Ontario

Total employees: 47,400

E-mail: careers@corp.Sysco.ca

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: North America

Product categories: Baked products, coffee, eggs, dairy, salsa, beef, and spreads, cleaning and sanitation service products

Trade channels: Retail

Additional Locations:

Sysco Thunder Bay

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840 N. McKellar St., Thunder Bay, ON P7C 4V1

Tel: (807) 623-2331

Sysco Windsor

1925 Halford Drive, Windsor, Ontario, N9A 6J3

Tel: (519) 737-9607

Sysco Southwestern Ontario

1515 Commerce Way, Woodstock, Ontario, N4V 0C3

Tel: (519) 533-4000

Sysco Milton

2800 Peddie Road, Milton, Ontario, L9T 6Y9

Tel: (905) 568-2973

Sysco Connect

419 Phillip Street, Waterloo, Ontario, N2L 3X2

Tel: 1(855) 450-3069

Sysco Toronto

7055 Kennedy Road, Mississauga, Ontario, L5S 1Y7

Tel: (905) 670-8605

Sysco Guest Supply Canada

570 Matheson Blvd E., Unit 5, Mississauga, Ontario L4Z 4G3

Tel: (866) 483-7822

Sysco Central Ontario

65 Elmdale Road, Caven Monaghan, Ontario, K9J 0G5

Tel: (705) 748-6701

Sysco Kingston

650 Cataraqui Woods Drive, Kingston, Ontario K7P 2Y4

Tel: (613) 384-6666

Tannis Food Distributors

2390 Stevenage Drive, Ottawa, K1G 3W3

Tel: (613) 736-6000

Website: www.tannisfood.com

Head Office: Yes

Founding Date: 1972

Total employees: 160

E-mail: info@tannisfood.com

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Eastern Ontario and Western Quebec

Product categories: Meat, poultry, Seafood (fresh and frozen), grocery, beverages, dairy and ice cream, fruits and vegetables, prepared foods, appetizers and foods, bakery, confectionery, dietetic, disposables, and cleaning supplies

Trade channels: Foodservice, hospitality, and healthcare

TFI Foods Ltd.

2900 Markham Rd, Scarborough, Ontario, M1X 1E6

Tel: (416) 299-7575

Website: www.taifoong.com

Head Office: Yes

Founding Date: 1977

E-mail: tfitoronto@taifoong.com

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: North America

Product categories: Fresh, frozen, value-added seafood, and dry grocery products

Trade channels: Retail and Hospitality

The Martin-Brower of Canada Co. Ltd

6990 Creditview Rd Unit 5, Mississauga, Ontario, L5N 8R9

Tel: (905) 363-7000

Website: www.martin-brower.com

Head Office: Yes

Founding Date: 1956

Total employees: 7,800

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Canada, USA, Europe, Central America, South America, and Asia Pacific

Product categories: Will deliver entire inventory required – variety of products

Trade channels: Retail, Hospitality, and fast-food chains

Additional Locations:

Brampton Facility
12 Barton Court, Brampton, Ontario, L6T 5H6
Tel: (905) 790-1700

The Real Canadian Wholesale Club

24 Forwell Creek Rd, Waterloo, Ontario,

Tel: (519) 880-0355 **Website:** www.wholesaleclub.ca
Head Office: No – Brampton **Founding Date:** 1991

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Canada

Product categories: Bakery, dairy, deli, frozen foods, gardening centre, general grocery, general merchandise, meat & poultry, pharmacy, photolab, produce, seafood, snacks

Trade channels: Retail

Tree of Life

6030 Freemont Blvd, Mississauga, Ontario,

Tel: (905) 507-6161 **Website:** www.treeoflife.ca
Head Office: No **Type of Broker:** Food Service/Wholesale Grocer

Product categories: Variety

Trade channels: Retail

Wallace & Carey Inc.

2226 South Service Rd W, Oakville, Ontario, L6L 5N1

Tel: (905) 825-9640

Website: www.wacl.com

Head Office: No – In Calgary

Founding Date: 1921

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: National

Product categories: Groceries, confectioneries, sundries, health and beauty products, frozen foods, tobacco products, cinema confectioneries, and automotive products.

Trade channels: Retail

Willoughby Distribution Inc.

55 Lesmill Rd, North York, Ontario, M3B 2T8

Tel: (416) 449-5810

Website: www.willoughbydistribution.ca

Head Office: Yes

Founding Date: 1996

Total employees: 5

Type of Broker: Food Service/Wholesale Grocer

Geographical coverage: Greater Toronto Area

Product categories: Plastics, aluminum, paper, foam, cleaning, beverages, cookies and biscuits, coffee room, snacks, and bakery

Trade channels: Retail