

## Marvell Foods Featured in Urner Barry's Reporter, National Industry Trade Publication

Chances are if you've eaten chicken, at some point in your life you've eaten chicken owned, sold, brokered, or traded by Marilyn Raybin, a South Florida, Boca Raton-based businesswoman who has earned the national reputation of "Chicken Queen." While she may have earned this inauspicious moniker from having sold so much diced-chicken in the 90s, Raybin, and her partner, Valerie Lovell, owners of Marvell Foods, ([www.MarvellFoods.com](http://www.MarvellFoods.com)) were recognized in their industry's leading national trade publication. The full page article appears in the Spring Issue of the Urner Barry Reporter, a highly-specialized magazine that covers the poultry, egg, red meat and seafood industries. The story discusses not just the remarkably unique nature of the national food commodities, brokerage and trading business Marvell Foods has developed, but the entrepreneurial spirit of the two women behind one of the nation's leading food trading companies.

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*Their connections make the cut...*

## Marvell Foods: Food trading specialists

Tyson, Perdue, Pilgrim's Pride, Marvell Foods... wait... Marvell Foods? Yes, uniquely positioned but right at home among the leaders of chicken industry. Marvell Foods has earned a reputation that's as big as the chicken companies they partner with—providing exceptional customer service, courtesy, compassion and integrity in a package where the spoken word is the bond they share with an ever-expanding array of clients

Marvell Foods was founded in 2007 and was born out of a business friendship between partners, Marilyn Raybin and Valerie Lovell, whose expertise spans more than four decades. A second generation player in the food industry, the company prides itself on its ability to find and sell the best 1st and 2nd quality surplus products, domestically and internationally, at the best possible price.

The Role Marvell Foods plays is an integral and diverse as the foods the company handles. According to President Marilyn Raybin, it's all about solving food manufacturing glitches. She points out that "We are in the business of solving other people's food problems, new opportunities literally crop up every day; you need to understand the food market, be nimble, and be ready to act immediately when something comes your way." Product finds its way to Marvell Foods'



staff of professional traders when a manufacturer is in need of a solution to a food production issue. Maybe an operator has an overrun. A mis-cut, a spec-change, a truck accident or some other situation that tarnishes what is otherwise perfectly wholesome product. Marvell's well-connected traders have cultivated and continue to maintain relationships with many of the nation's leading food manufacturers/suppliers, distributors and an array of related vendors. They are able to purchase first and second quality products at the best possible price and then sell it fairly and competitively to meet market demands and conditions

Like Marvell Foods itself, the company's president is unique among her industry peers. Ms. Raybin is one of the few female executives in the food business. She is also exceptional in earning a national reputation as the "Chicken Queen," a title she deserves after becoming the largest seller of diced chicken in the country. She is well aware however, that to realize the greatest success, one must be involved in other proteins. Chicken, beef, pork, fish, pet food ingredients and a variety of processed items all make up the company's

buying and selling platform. But chicken is still king. So much that they provide their own unique "nugget analysis chart" reflecting various considerations when exploring the secondary market purchase of a chicken nugget. In it, the company states somewhat whimsically that "...we still don't know which part of the chicken the nugget comes from..." but "While the mystery remains, the chicken nugget is one of the most successful food services and consumer industry products of all time."

Marvell Foods' experience, connections and expertise may be at the root of their competitive edge. But success is also measured qualitatively. Co-founder Valerie Lovell, may have phrased it best when speaking to their outstanding reputation stating that "Regardless of your position, as our client in a deal, you can be assured of fair and honest dealing, excellent customer service, support and follow through."

So next time you find yourself in a food production related jam, don't worry, give the chicken trading specialists at Marvell Foods a ring and tell them *The Reporter* sent you!

