

Food Industry Leader - Buyer, Broker, Trader - Marvell Foods - Launches New Website - Announces Two New Divisions - Pet Food Ingredient Sourcing, Health, and Beauty Aids

On a steadily increasing growth trajectory over the past 12 years, Marvell Foods, one of the nation's leading food brokers, food traders, a buyer and seller of close coded and excess food inventory has expanded its service offerings with the opening of its Pet Food Ingredients Sourcing Division and a Health and Beauty Aids Division.

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Buyers of Close-Coded Foods, Excess Inventory Food Products

Marvell Foods occupies a unique niche in the food industry supply chain. The company specializes in buying and selling first quality as well as secondary and surplus food products, including close-coded foods – canned, shelf-stable, dry goods, and others. "Close-Coded" products are those whose expiration dates or "best by" dates are fast approaching.

Marvell Foods buys products from manufacturers and retailers, and sells this wide array of goods - food and non-food related - to a host of customers - from national companies to small chain independents. "It can get confusing," says Marilyn Raybin, President of Marvell Foods. Raybin is a second-generation food industry veteran who grew up in the food industry. Raybin's father, Eli Hochman, a meat slaughter and beef-packing company located in the Bronx, New York City, owned Ferris Stahlmeyer and produced, among other products, famous frankfurters sold at all major league baseball parks in the New York City area.

"One day we're buying products from one of our customers and another day we are selling to them. The needs of our customers are constant and varied, and over the years we've created amazing relationships that allow us to consistently full-fill these client needs, whether it is a spot or opportunity buy or sell, or something contract based," says Raybin.

Marvell Foods - Moving Tons of Food and Excess Inventory Food Products - Coast to Coast

Marvell Foods buys from one to 20 truckloads, or more, of product. For context, a "truckload" of product equals 40,000 pounds. Raybin's company moves tens of millions of pounds of products every year, filling containers with goods that travel from coast to coast every single day. All of this activity and business explains Marvell Foods recent foray into the Pet Food Ingredients industry, and by default, exporting.

National Network - Big Box Retailers and Food Manufacturers

Using relationships with name-brand manufacturers and big-box retailers cultivated over more than three decades in the food industry, Raybin has created an extraordinary network of contacts - including buyers and sellers, such as food banks, prisons, and a host of second-tier budget and discount retailers. Raybin's customers also include end-users, such as buffet restaurants, and cruise ships, among other institutional users who have tremendous bulk



“Our expansion as a sourcing agent for pet food ingredients allows us to work with existing and new clients nationally to provide a wide range of traditional and exotic protein commodity products to fill ever-increasing client needs,” says Marilyn Raybin, President, Marvell Foods.”

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demand needs but who also require wholesome products for cost-conscious customers.

Pet Food Ingredients for Marvell Foods' New Pet Food Division

"A phone call this past year has put us on a new path," says Raybin from her Boca Raton, Florida office. "Our high profile in the industry caught the attention of a major international food manufacturer seeking to expand its product line by making pet food ingredients." That call, says Rabyin, set her on a new and exciting mission - to source an extensive, and exotic, range of commodity products suitable for pet food production. "I'm talking to people around the country looking for chicken, beef, fish, duck, and exotics such as venison, camel, and alligator," says Raybin.

"Ultimately, we are conceivably talking potentially about filling 10 to 40 truckloads of ingredients per month," says Raybin. This exercise has forced Raybin to expand the company's reach beyond the U.S. into export. "It has been a long and labor-intensive learning curve," says Raybin, reflecting on the past year, this has opened incredible opportunities for Marvell Foods both nationally and internationally.

Health and Beauty Aids - Jamie Solveson, West Coast Office

Continuing with its growth, Marvell Foods has opened a west coast office, in Boulder, Colorado. The new office headed by Jamie Solveson, will focus on providing customers Health and Beauty Aids Products. "We are simply leveraging our network," says Raybin. "Our company is already working with retailers across the country with our frozen food and shelf-stable products. Health and beauty aids represents a natural opportunity to expand our service offerings." Solveson, a FSU graduate with a degree in marketing, is a technology and Customer-service savvy professional. A former Campaign Manager for Google and spirited entrepreneur, Solveson brings a wealth of sales, marketing, and customer service expertise to the Marvell Foods team.

New Marvell Foods Website

In concert with the explosive activity of the company, Marvell Foods launched a new website. The company relied on The Bamboo Agency, a highly-regarded, award-winning advertising, marketing, and public relations company that first brought Marvell Foods to the internet in 2010. "The Marvell Foods website has undergone various iterations during this nearly ten year period," says The Bamboo Agency president, Jeff Mustard. "We are pleased and proud to continue our association by enhancing the Marvell Foods brand as a leader within the industry."

About Us

Marvell Foods is one of the nation's leading food brokers and food trading companies, buying and selling close-coded, and excess food inventory products. With more than three decades of food industry experience, Marvell Foods has cultivated an extraordinary network of relationships with food manufacturers and processors, retailers, national companies, and independent chains. With offices around the country, Marvell Foods buys, sells, and delivers millions of pounds of food and non-food related products, coast to coast, every single year. Now, Marvell Foods provides Pet Food Ingredients Sourcing and Health and Beauty Aids.

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