

<b>Country:</b>	USA
<b>Company Name:</b>	Optimum Buying
<b>Name of Buyer:</b>	Maxine Campbell
<b>Position in company:</b>	Owner
<b>Website:</b>	www.optimum-buying.com
<b>When established:</b>	21 years ago
<b>Approximate Annual turnover:</b>	Purchases of over 30 million USD
<b>What product categories do you manage?</b>	All
<b>Which global trends apply in your market/via your company?</b>	Organic ( x ) Natural ( x ) Free From ( x ) Fairtrade ( x ) Health & Wellbeing ( x ) Travel & Tourism ( ) Halal ( ) Gifting ( x ) Hard Discount ( x ) Other (please specify):
<b>What products are of most interest? (as much information as possible please)</b>	We cover many categories, so hard to say, good value, good quality, a very good quality/price ratio, gift
<b>What is your geographical coverage? i.e. national or regional (please specify)</b>	All over the USA
<b>How many outlets do you have?</b>	Varies on client from 300-1500
<b>Which sectors does your company operate in? (please tick all that apply)</b>	Mainstream supermarkets ( x ) Speciality food retail/Deli ( x ) Mainstream foodservice ( ) Premium foodservice ( ) On-line Retail ( x ) Private Label ( x ) Other (please specify):
<b>If applicable, which British products do you sell?</b>	McVites, Bolands, Premier Foods, Burts Biscuits, Tunnocks, among many others
<b>Do you import directly, through a UK consolidation point or via local distributors?</b>	Direct imports, quotes should be FOB Southern UK port

<p><b>Who are your Top 5 customers?</b></p>	<ol style="list-style-type: none"> <li>1. Big Lots</li> <li>2. Cost Plus World Market</li> <li>3. Universal Studios (6 catalogue titles)</li> <li>4. MDB (Asia food distribution)</li> <li>5. Four Star (USA distribution to large retailers)</li> </ol>
<p><b>Please specify distribution capabilities:</b></p>	<p>Ambient ( )</p>
<p><b>Any other information to help with company matching:</b></p>	