



Fresh-Focused Sales Agency

Epic Sales Partners is the
largest national independent
fresh food sales agency
creating deep relationships
with food retailers and food
manufacturers locally
and nationally.

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Departments Served:
Meat, Seafood, Bakery, Deli,
Produce, Dairy, Frozen,
Natural, and Specialty



Headquarter Management
Retail Merchandising
Sales Administration
Retail Technology
Data Insights

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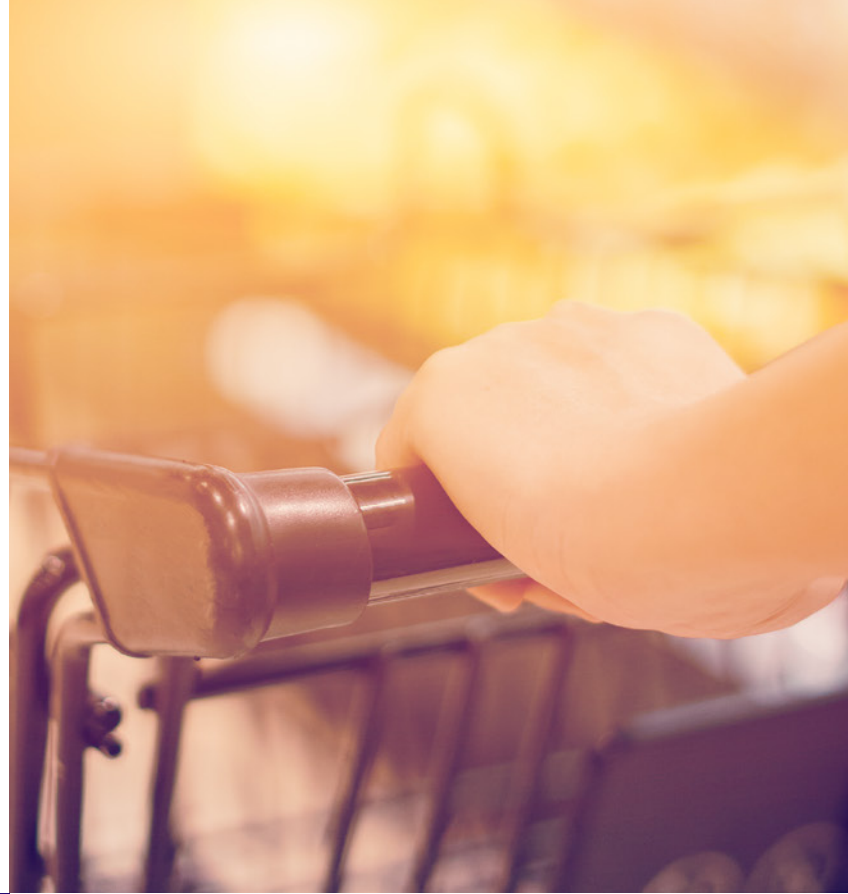


Fresh is Best

COMPANY INTRODUCTION

Grocery retailers across the country are responding to consumer demand for fresh selections, however, there are few national fresh-focused sales agencies that can expertly connect retailers and fresh food suppliers.

Epic Sales Partners has extensive fresh experience in addition to deep relationships with multiple food industry channels built over decades. The combination of Premier Sales Solutions, Maher Marketing, and Frontier Foods presents a fresh natural partner in the newly formed **Epic — Fresh Food Catalysts**.



VISION

Fresh food manufacturers are given access to retail distribution at the local and national level.

MISSION

To enable every fresh food manufacturer access to their ideal customer while fulfilling the specified needs of their community of retailers.

OUR PROMISE

Your National Fresh Food
“Go-To-Market” Solution Provider.



We have created
a brand that is amplifying
sales for food manufacturers
nationally in Epic,
a fresh-driven food
sales agency providing
a win-win-win landscape
for food manufacturers,
food retailers,
and their communities.

SERVICE IMPLEMENTATION

Epic is a food sales agency that specializes in providing headquarter account management services to fresh food manufacturers. Our team of experienced professionals are dedicated to helping our clients increase sales and build strong relationships with key retailers.

One of our key services is expertise in developing targeted sales strategies for fresh food manufacturers. This includes conducting market research to identify potential customers, developing compelling sales pitches, and managing client relationships with retailers.

We also offer technology, data analytics, and a range of support services, including product placement, and retail merchandising assistance, to ensure that your products are successful in the store.

Additionally, we provide a range of sales administration services, such as new item setup, purchase order tracking, supply chain logistics, and deduction management to support the effective sales, distribution, and payment of your products at retailers.



HEADQUARTER MANAGEMENT

Epic's headquarter management services are designed to help you successfully sell your products to large retail chains and their category management team.



RETAIL TECHNOLOGY

As a fresh food brokerage, our technology services are essential for ensuring the efficient and timely distribution of our products to our customers.



RETAIL MERCHANDISING

We use our expertise and category knowledge, technology, and data analysis to make sure your products are always in stock.



DATA INSIGHTS

We provide a range of data insight services to help you position your products with prospective retailers, understand your target consumer, anticipate potential demand, and determine the effectiveness of promotional activity.



SALES ADMINISTRATION

Whether it's managing inventory, overseeing transportation, providing real-time data and analytics, managing new item setup, or clearing deductions our retail administration services are designed to support our clients every step of the way.

RETAIL MERCHANDISING

As a fresh food brokerage, retail merchandising is a crucial aspect of our business. We work closely with grocery stores and other retail outlets to ensure that their shelves are stocked with high-quality, fresh produce, meats, deli, bakery, and other products. We use our expertise and industry knowledge to make strategic recommendations on product placement, pricing, and promotions. We also assist with in-store displays and signage to make it easy for customers to find and purchase the products they need. By effectively merchandising fresh foods, we help our retail partners increase sales and provide their customers with a convenient and enjoyable shopping experience.



OUR EPIC 35+ YEAR HISTORY



If you're looking for a broker to get your product into stores at the headquarters level, you've come to the right place.

2023

Epic Sales Partners is launched to provide seamless national support for our food manufacturers as "The Fresh Food Catalysts."

2017

Maher Marketing, Premier Sales Solutions, and Frontier Food Brokerage joined to become MPF Sales and Marketing.

1993

Frontier Food Brokerage was founded to market fresh foods for the Eastern United States.

1998

Maher Marketing was founded to sell fresh foods in Texas.

1987

Premier Sales Solutions was founded to represent fresh foods in the Western United States.

DEPARTMENTS SERVICED

1

MEAT & SEAFOOD

Consumers today prioritize convenience, flavor, and ease of preparation when purchasing meat and seafood, while also seeking out locally sourced, sustainable, humanely raised options.

2

BAKERY & DELI

There has been an increase in people shopping at the store perimeter, with consumers seeking convenient, high-quality prepared foods, home meal replacement options, value, variety, innovative products, and ingredients that are familiar to them.

3

PRODUCE

Produce requires the greatest care and attention, from the supply chain to the store shelves. Our retailer specialists ensure your products are sold at the height of freshness.

4

DAIRY & FROZEN

Dairy and frozen products benefit from compelling placement, effective promotion, and always in-stock consistency. Well coordinated sales programs linking headquarter and retail execution are critical for this result.

5

NATURAL & SPECIALTY

We continuously search for unique natural and specialty products that stand out in terms of sourcing, ingredients, and brands.



WIN-WIN-WIN METHODOLOGY

Epics develops and implements sales strategies. This includes identifying the most promising products and markets for you, developing pricing and promotional strategies, and creating sales materials and presentations to showcase products to retailers' category managers and buyers.



Epic's services are designed to help you successfully sell your products to large retail chains and other major accounts. This involves working closely with you to understand your products and your target markets, as well as with the headquarter account managers at the retail chains to understand their needs and preferences.



EXPERIENCED LEADERSHIP TEAM

Epic's leadership team guides our business across the United States. They are industry veterans with a career of developing relationships with food manufacturers and retailers. Our leadership team develops our growth strategy and guides our hundreds of Epic associates. Our associates are category experts with over seven years average tenure with Epic. We operate from 10 sales offices across the United States with our administrative headquarters in Irving, Texas.



MARK WILHELM
President, Epic West



DAVID HUDDLE
President, Epic Central



BART THORNE
President, Epic East





- Epic Sales Partners is the largest independent national fresh food sales agency that specializes in selling to top grocery retailers.**

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