



*E. Boyd & Associates, Inc.*



**International Trade  
& Distribution**

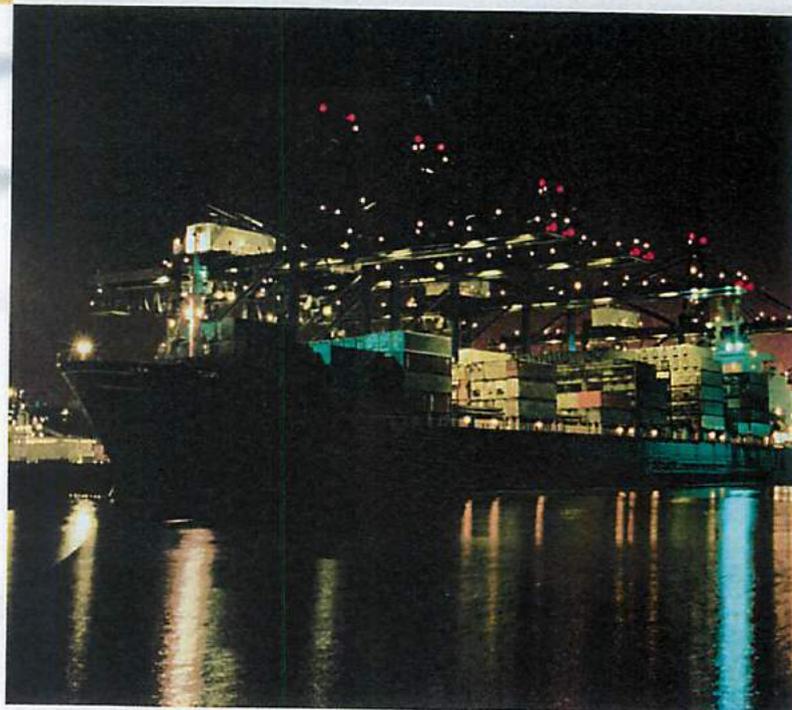
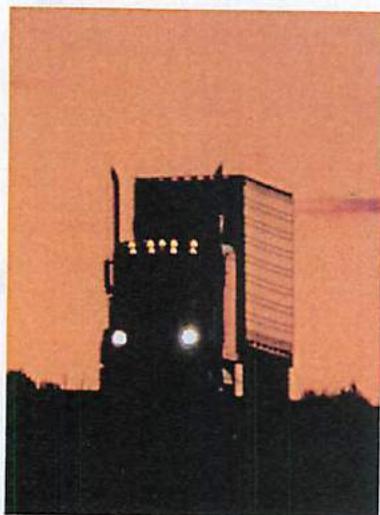




## INTERNATIONAL SCOPE.

The markets we cover span the globe. Each year brings wider coverage and a more diversified product line. Our success is due, in part, to a commanding knowledge of products, quality control procedures, and traceability techniques.

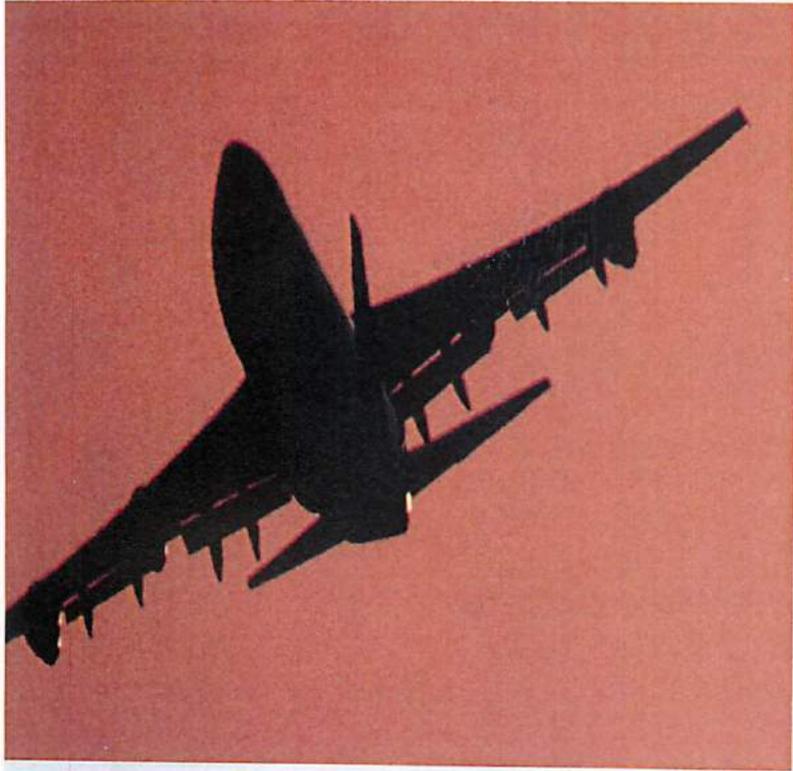
Our current offerings include vegetables, fruit, potatoes, dried fruit and nuts, seafood, pork, and poultry. No food product – bulk, institutional, or retail – is beyond our capabilities. We have demonstrated time and again that we can apply our techniques to almost any product.



Founded in 1978 to fill a need in the United States for a true international trade and distribution company, E. Boyd & Associates, Inc. is, by design, not a typical American trading company. Rather, we think and operate as marketing specialists who distribute to the world market. We specialize in working closely with our customers to identify needs, create innovative solutions, and develop long term business relationships. In many cases, products which we first handled years ago when they were new to the market are still being shipped to the original buyers today.



*E. Boyd & Associates, Inc.*



## FISCAL STRENGTH.

As a true trade and distribution company, E. Boyd & Associates buys and takes legal possession of all the products we trade. This assures the foreign buyer of our direct responsibility for the products under contract, and assures our supplier of timely, no-risk payments.

The ability to purchase large volumes requires the resources of a fiscally sound, well capitalized, and prudently managed organization.

All of us at E. Boyd & Associates have worked diligently over the years to earn the trust of buyers, suppliers and financial institutions, and have built a reputation as a financially strong trading partner.

## GLOBAL REACH.

For foreign buyers, E. Boyd & Associates explores the vast possibilities of American agriculture. For domestic producers, we locate and develop foreign markets. In all cases, we seek an arrangement that serves the long-term interests of the buyer, the supplier and the market. This means tailoring products to fit specific and sometimes unusual needs: creating new opportunities where none were ever seen to exist; and offering positive and proactive responses to the various situations that may arise.

By approaching the global marketplace with a sense of responsibility and respect, and staying constantly involved in all areas of international trade, E. Boyd & Associates has become a recognized influence in our chosen markets. This influence provides our clients with a tangible, competitive advantage.

## STEADY GROWTH.

E. Boyd & Associates began as marketers of United States poultry to domestic and foreign buyers. By dealing with each of our clients honestly and forthrightly, and by applying an intuitive feel for market trends, the company has enjoyed steady expansion.

## WHAT YOU NEED...

At E. Boyd & Associates, we work with a quiet persistence, stressing attributes such as reliability, confidentiality, market responsibility, and discretion. We strive to do everything necessary





## LEADERSHIP.

We take great care in building our staff. Our traders are selected for their integrity and good judgment, and they immerse themselves in the details of product specifications, supply issues, consumer trends and fluctuating market values worldwide.

The specialists we have brought together combine a vast reservoir of specific market expertise with a fierce dedication to one goal: serving the best interests of our customers. As a result, we have the well-documented ability to successfully and consistently bring together international business people with diverse needs.

## TEAMWORK.

Every client and every transaction is unique, and requires the support of a powerful, responsive corporate structure. E. Boyd & Associates is organized into distinct areas of responsibility, from marketing, transportation and documentation to finance, communications and data processing.

Each group provides focused, experienced attention to the critical aspects of each market venture. And together they act as a well-coordinated team that keeps the client's specific needs at the center of everything we do.

## WE DELIVER.

to successfully conclude each individual order. We emphasize quality before quantity, and focus on doing what is in the best interest of the customer.

*Elbert M. Boyd, Jr. – Chairman, CEO and Co-founder*

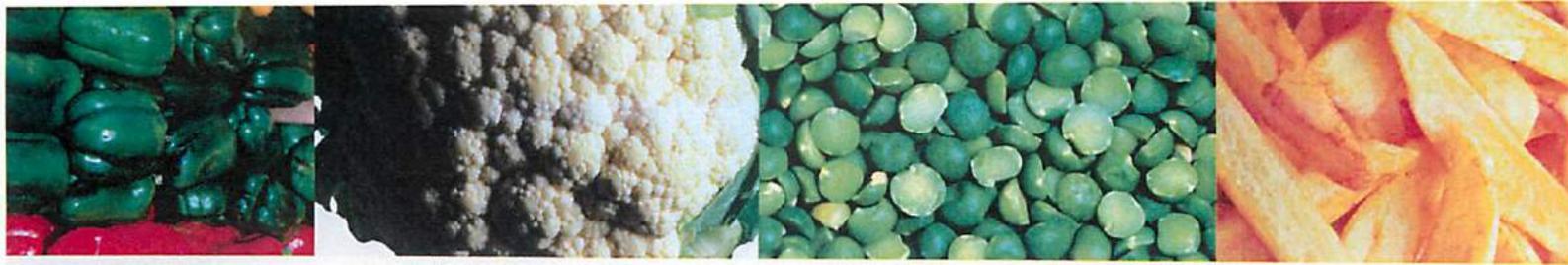
## EARNING YOUR TRUST.

More important than what we know about any one particular industry, is how E. Boyd & Associates serves the market and conducts business.

It is a matter of combining years of first-hand experience in specific product areas with sound judgment, integrity and vision. And it is a matter of nurturing our single greatest strength: our clients. Any success we have achieved is a direct result of the confidence, trust and friendship of those clients.

We are well aware that this is a business based upon trust and reliability. So we do whatever we can to earn your trust, and your business. We invite you to share in our success, and we look forward to building a professional relationship with you that will prove beneficial for years to come.





## PRECISE DOCUMENTATION.

We consider our word to be our bond. But in international trade, with potentially millions of dollars riding on a single order, we are also well aware that the written word is essential. The instructions for ordering, shipping and payment are important to the success of all parties. Precise negotiable documentation that allows our customers to import their orders with ease is this department's most critical mission.

## TIMELY DELIVERY.

At E. Boyd & Associates, a transaction is only considered complete when the product reaches its destination intact and on time. We use everything from steamships and freight trains to long-haul trucks and planes to deliver goods. We monitor progress every step of the way to ensure the safe, timely delivery of our client's business.



## ENHANCED TECHNOLOGY.

E. Boyd & Associates has addressed the need for data collection and analysis by embracing the most current information technology. Custom-designed software allows us to quickly organize and interpret all aspects of the business, and to provide our clients with better services as a result.



International markets are more dynamic than ever, and subject to almost instantaneous fluctuations. That is why from the start, E. Boyd & Associates has aggressively sought out and implemented new and more efficient means of communicating with overseas clients.

**CREATING  
INNOVATIVE  
SOLUTIONS**