2018





Baldor Specialty Foods® Bronx, New York

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LETTER FROM BALDOR

(3 - 26)

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HERE WE GO AGAIN... Letter from Baldor

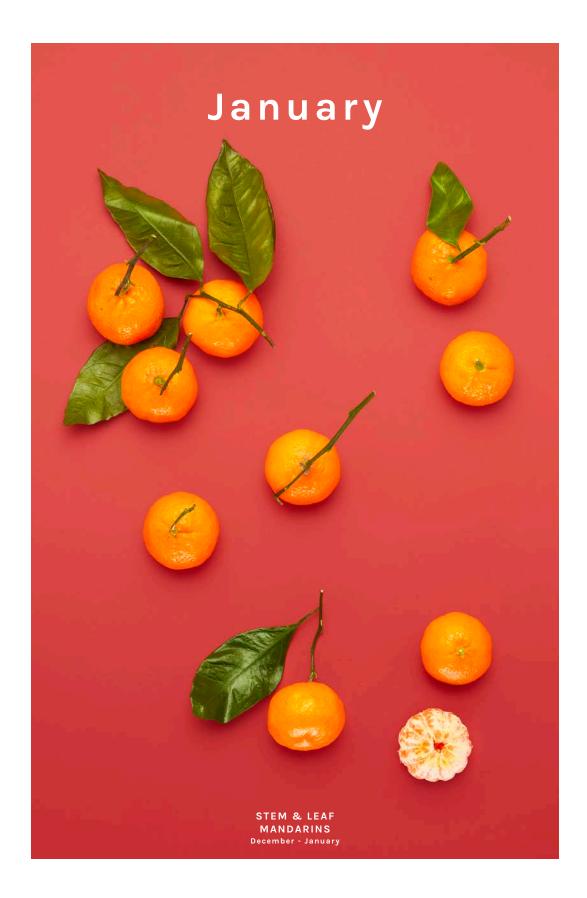




Happy New Year and welcome to 2018! A new year is always a time of reflection, and this year is no different. To start, we would like to say thank you - we are as grateful as ever to all the incredible people we get to work with on a daily basis. As we look ahead to what will no doubt be a transformative year in the food industry, we are committed to growing and adapting to our customers' and suppliers' needs and demands. Quality and service are our priorities, and we intend to deliver in new and exciting ways this year. Stay tuned!

In the coming pages, you will find a monthly seasonal planning calendar highlighting the best and most remarkable products of the season. Additionally, we have featured some of our favorite farms and producers to better acquaint you with the unique services and programs Baldor offers that set us apart from our competitors. As we continue to work with new farms, both local and far, we are always keen to hear your feedback. If there's something you can't find, we are more than happy to track it down.

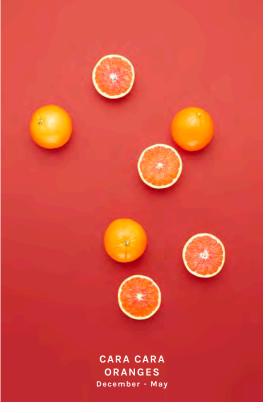
Keep an eye out for some of our signature events this year. Don't forget to mark your calendars for Baldor Bite. Our biennial food extravaganza is back on May 2nd, and it's an experience not to be missed! It's an all day blowout where we celebrate the world's best food and the industry's top talent. If you missed our Burgers And Brews event last year, fear not! This year we will have micro events throughout the year for our customers to experience even more of what Baldor has to offer. We look forward to seeing you there!











January Market Outlook

Winter is now in full swing. Our local farms are keeping us stocked with storage vegetables and plenty of apples. Local braising greens, cabbages, winter roots, greenhouse micro greens, and herbs are also abounding. West coast growers have fully transitioned and are now settled in their southern growing locations, providing us with plenty of winter lettuces, leafy greens and brassicas. California fruit season will continue to unfold with mid-season varieties - look for unique citrus, avocados and persimmons all month long.

OUR PICKS

BERGAMOT ORANGES
CARA CARA ORANGES
RANGPUR LIMES
RED WATERCRESS
ROSA DI GORIZIA RADICCHIO
RUBYFROST APPLES
SPIGARIELLO
SUMO CITRUS

January Produce Guide (FRUIT)

Our Pick ©

SPECIALTY

Italian Chestnuts Pineapple Quince Pomegranate Red Currants

APPLES

Opal RubyFrost ©

CITRUS

GRAPEFRUITS

Cocktail MeloGold Oro Blanco © Star Ruby White Marsh

LEMONS

Meyer Variegated

LIMES

Finger Kaffir

Key Rangpur

Sweet

MANDARINS

Clementine
Daisy Tangerine
Honeybell Tangelo
Kishu
Minneola Tangelo

Murcott
Page
Pixie
Satsuma
Sumo Citrus
Sunburst Tangerine

ORANGES

Bergamot Cara Cara Heirloom Navel Moro Blood

SPECIALTY

Buddha Hand

Fukushu Kumquat Kumquat Limequat Mandarinquat Pomelo Ugli Fruit

PERSIMMONS

Fuyu Persimmon Kika Persimmon Magic Hachiya Persimmon

Murray Family Farms

A small family of organic growers from Bakersfield, Murray Family Farms has been operating for a quarter of a century and acquired a tremendous local following over the years. About 200 varieties of organic fruits plus a wide variety of veggies are grown on the farm and available in sequence year-round.



AVOCADOS / MANDARINS / LIMEQUATS POMEGRANATES / PERSIMMONS

January Produce Guide (VEGETABLES)

SPECIALTY

Crosnes

AVOCADO

Fuerte Hass Spencer Zutano

BEETS

Chioggia Golden Mixed Red White

BROCCOLI +
CAULIFLOWER

Broccoli

Broccoli "di Ciccio" Broccoli Leaf Broccoli Rabe Cauliflower

Green Cauliflower Green Kohlrabi Orange Cauliflower Purple Cauliflower Purple Kohlrabi

Romanesco Cauliflower

Spigariello

BRUSSELS SPROUTS

Baby Baby Purple

Loose On-the-Stalk CABBAGE

Caraflex Green Napa Red Savoy

CARROTS

Baby French Chantenay Kyoto

Mixed Heirloom

Nantes Thumbelina

CHICORIES

DOMESTIC

Coraline
County Line Mix
Dandelion
Frisee

Radicchio

ITALIAN

Castelfranco Escarole Frisee Rosa Di Gorizia

Radicchio Del Veneto

Puntarelle Radicchio Tardivo

Trevisano

LEAFY GREENS

BRAISING GREENS

Bok Choy Collards Mizuna Mustard Tatsoi

CHARD

Green Chard Rainbow Chard Red Chard

KALE

Green Curly Lacinato Red Russian

LETTUCE + SALADS

BABY HEAD LETTUCE

Artisan Mini Head Mix
Baby Green Oak
Baby Green Tango
Baby Red Oak
Baby Red Romaine
Baby Romaine
Little Gem
Little Red Gem

SPECIALTY

Baby Watercress
Mache
Red Frill Mustard
Red Watercress ©
Red-Veined Arugula
Watercress

Wild Arugula

Our Pick ©

MUSHROOMS + FRESH TRUFFLES

FRESH TRUFFLES

Black Winter Truffle 🙂

CULTIVATED

Beech Bluefoot

Hen-of-the-Woods

Nebrodini

Oyster

Pioppini

Shitake

Trumpet Royale

WILD

Black Trumpet
Chanterelle
Hedgehog
South African Porcini

Journ Amican Forci

Yellowfoot

POTATOES

FINGERLING + SPECIALTY

Austrian Crescent

Blue Adironack

Marble

Ozette

Purple Peruvian

Red Adironack

Red Chile

Ruby Crescent

Russian Banana

SWEET

Beauregard

Fingerling Sweet

Garnet

Okinawa

Purple

RADISHES

Black Daikon

Green Meat

Watermelon

ROOTS

Black Turnips

Burdock

Celeriac

Chervil Root

Galanga

Hakurei Turnips

Horseradish

Lotus

Parsley Root

Parsnips

Red Sunchokes

Rutabaga

Salsify

Scarlet Turnips

Sunchokes

Tarro

Yucca

SQUASHES

Acorn Butternut

Calabaza

Delicata

Kabocha

Long Island Cheese

Red Kuri

Spaghetti

County Line Harvest

County Line Harvest is a certified organic farm with two locations in California: one in Petaluma, Marin County, and one in Thermal, Riverside County. Their two farms allow them to meet the varied produce demands of their customers year-round. County Line grows lettuces, specialty salad and cooking greens; roots like beets, turnips, and carrots; herbs such as basil, parsley, dill, thyme, and oregano; plus strawberries, tomatoes, peppers and summer squash.



BABY CHICORY MIX BABY MUSTARD MIX RED FRILL MUSTARD RED-VEINED ARUGULA SPIGARIELLO











February Market Outlook

Root vegetables are still in full force but thankfully warmer climates are keeping things interesting here for us on the east coast. Some mid to late season citrus favorites including Sorrento Lemons, Golden Nugget Mandarins and Tarocco Blood Oranges will make an appearance and chicories are still going strong. Local growers are busy propagating in their greenhouses in preparation for the upcoming season.

OUR PICKS

SORRENTO LEMONS
MORO BLOOD ORANGES
CASTELFRANCO RADICCHIO
BLOOMSDALE SPINACH
GREENGAGE PLUMS
SEVILLE SOUR ORANGES

February Produce Guide (FRUIT)

Our Pick ©

SPECIALTY

Greengage Plums ☺ Pomegranate

CITRUS

GRAPEFRUITS

Oro Blanco Pomelo © Red Star Ruby

Star Ruby White Marsh

LEMONS

Meyer Sorrento ©

LIMES

Key Rangpur

MANDARINS

Clementine Gold Nugget Honeybell Tangelo Minneola Tangelo

Pixie

Sumo Citrus Sunburst Tangerine

Tango

ORANGES

Bergamot Orange
Cara Cara
Moro Blood ©
Seville Sour Orange
Tarocco Blood Orange

SPECIALTY

Kumquat Limequat Mandarinquat

Bernard Ranches

Vince and Vicki Bernard began farming their land in 1979 and have been bringing their produce to market since 1980. Their land is farmed sustainably by relying on the use of beneficial insects, avoiding synthetic pesticides or herbicides and the use of drip irrigation systems. The superior flavor and sweetness of Bernard Ranch citrus fruits is the combined result of ultra-rich, seaweed-packed soil, ideal terroir and hands-on farming.



AVOCADOS / BLOOD ORANGES KISHU MANDARINS / KUMQUATS ORO BLANCOS / POMEGRANATES

February Produce Guide (VEGETABLES)

SPECIALTY

Crosnes

Fiddlehead Fern

Nettles

AVOCADO

Fuerte

Hass

Spencer

BEETS

Candy Cane

Chioggia

Golden

Mixed

Red

White

BROCCOLI + CAULIFLOWER

Broccoli

Broccoli "di Ciccio"

Broccoli Leaf

Broccoli Rabe

Cauliflower

Green Cauliflower

Green Kohlrabi

Orange Cauliflower

Purple Cauliflower

Purple Kohlrabi

Romanesco Cauliflower

Spigariello

CABBAGE

Caraflex Green

Napa

Red

Savoy

CARROTS

Baby French

Chantenay

Kyoto

Mixed Heirloom

Nantes

Thumbelina

CHICORIES

DOMESTIC

Coraline

County Line Mix

Dandelion

Frisee

Radicchio

ITALIAN

Castelfranco ©

Escarole

Frisee

Puntarelle

Radicchio Del Veneto

Rosa Di Gorizia

Tardivo 🙂

LEAFY GREENS

BRAISING GREENS

Bok Choy

Collards

Mizuna

Mustard

Tatsoi

CHARD

Green Chard

Rainbow Chard

Red Chard

KALE

Green Curly

Lacinato

Red Russian

LETTUCE + SALADS

BABY HEAD LETTUCE

Artisan Mini Head Mix

Baby Green Oak

Baby Green Tango

Baby Red Oak

Baby Red Romaine

Baby Romaine

Little Gem

Little doin

Little Red Gem

SPECIALTY

Baby Watercress

Bloomsdale Spinach ©

Red Frill Mustard

Red Watercress

Red-Veined Arugula

Watercress

Wild Arugula

Our Pick ©

MUSHROOMS + FRESH TRUFFLES

FRESH TRUFFLES

Black Winter Truffle

CULTIVATED

Beech

Black Trumpet

Hen-of-the-Woods

Oyster Pioppini

WILD

Black Trumpet Chanterelle

Hedgehog

Porcini

Yellowfoot

POTATOES

FINGERLING +
SPECIALTY

Blue Adironack

Marble

Purple Peruvian

Red Adironack

Red Chile

Ruby Crescent

Russian Banana

SWEET

Beauregard

Fingerling Sweet

Garnet

Okinawa

Purple

RADISHES

Black Daikon

Green Meat

Watermelon

ROOTS

Black Turnips

Burdock

Celeriac

_ .

Galanga

Hakurei Turnips

Horseradish

Lotus

Parsley Root

Parsnips

Red Sunchokes

Rutabaga

Salsify Scarlet Turnips

Sunchokes

Tarro

Yucca

SQUASHES

Acorn

Butternut Calabaza

Kabocha

Long Island Cheese

Red Kuri

Spaghetti

Italian Chicories

Coming predominantly from the Veneto region, the growers here have been specializing in these Italian chicory varieties for generations. Air-shipped, they come to us a day or two after harvest, maximizing freshness and shelf life.













March Market Outlook

It always feels like spring can't come soon enough in March, especially on the east coast. March 20th marks the official start to the season, but fortunately we will start to see the first signs trickling in from the west coast before then. Spring alliums and wild greens will get going first with foraged favorites like fiddle-head ferns, nettles and wild morels not far behind. Mother Nature willing, local spring vegetables and herbs will be on their way.

OUR PICKS

RHUBARB
MINERS LETTUCE
MOREL MUSHROOMS
GREEN GARLIC
WILD SPRING ONION
NETTLES
WHITE JUMBO ASPARAGUS
CARA CARA ORANGES

March Produce Guide (FRUIT)

Our Pick ©

SPECIALTY

Rhubarb 🙂

Pink Muscat Grape

CITRUS

GRAPEFRUITS

Oro Blanco

Red

Star Ruby

White Marsh

LEMONS

Meyer

Sorrento

LIMES

Key

Rangpur

MANDARINS

Clementine

Honeybell Tangelo

Minneola Tangelo

Pixie

Sumo Citrus

Sunburst Tangerine

Tango

ORANGES

Cara Cara 🙂

Moro Blood

Seville Sour Orange

Tarocco Blood Orange

SPECIALTY

Kumquat

Mandarinquat

Pomelo

Garcia Organic Farm

Started by Juan Garcia almost 30 years ago, Garcia Organic Farm is now a 3rd generation family farm in De Luz, California. They have been farming their now 29 acre farm organically since the beginning - a certification that takes 3 years in California (CCOF). The Garcias are known for their citrus and avocados but also grow a variety of other fruits to carry them through the seasons.



MEIWA KUMQUATS / PAGE MANDARINS KISHU MANDARINS / CARA CARA ORANGES ORO BLANCOS / COCKTAIL GRAPEFRUITS

March Produce Guide (VEGETABLES)

SPECIALTY

Fava Leaves Fiddlehead Fern Green Almonds Green Garbanzo

Nettles Pea Shoots Ramps

Red Wood Clover White Asparagus Wood Sorrel (Oxalis)

ARTICHOKES

Baby Globe Heirloom Loose

AVOCADO

Fuerte Hass Sharwil

BEETS

Baby
Chioggia
Golden
Mixed
Red
White

BROCCOLI + CAULIFLOWER

Broccoli
Broccoli "di Ciccio"
Broccoli Leaf
Broccoli Rabe
Cauliflower
Green Cauliflower

Green Kohlrabi
Orange Cauliflower
Purple Cauliflower
Purple Kohlrabi
Romanesco Cauliflower
Spigariello

CABBAGES

Bok Choy Caraflex Green Napa Red Savoy

CARROTS

Baby French
Chantenay
Kyoto
Mixed Heirloom
Nantes
Thumbelina

CHICORIES

DOMESTIC

Coraline
County Line Mix
Dandelion
Frisee
Radicchio

ITALIAN

Tardivo

Castelfranco
Escarole
Frisee
Puntarelle
Radicchio Del Veneto
Rosa Di Gorizia

LEAFY GREENS

BRAISING GREENS

Miners Lettuce

CHARD

Green Chard Rainbow Chard Red Chard

KALE

Green Curly Lacinato Red Russian

LETTUCE + SALADS

BABY HEAD LETTUCE

Artisan Mini Head Mix
Baby Green Oak
Baby Green Tango
Baby Red Oak
Baby Red Romaine
Baby Romaine
Little Gem
Little Red Gem

SPECIALTY

Baby Watercress
Bloomsdale Spinach
Mizuna
Mustard
Red Frill Mustard
Red Watercress
Red-Veined Arugula
Tatsoi
Watercress

Wild Arugula

Our Pick ©

MUSHROOMS + FRESH TRUFFLES

FRESH TRUFFLES

Black Winter Truffle

CULTIVATED

Beech

Black Trumpet

Hen-of-the-Woods

Oyster

Pioppini

WILD

Black Trumpet

Chanterelle

Hedgehog

Morel [⊕]

Porcini

Yellowfoot

POTATOES

FINGERLING + SPECIALTY

Blue Adironack

Marble

Purple Peruvian

Red Adironack

Red Chile

Ruby Crescent

Russian Banana

SWEET

Beauregard

Fingerling Sweet

Garnet

Okinawa

Purple

RADISHES

Black

Easter Egg

French Breakfast

Green Meat

Purple Ninja

Watermelon

ROOTS

Black Turnips

Burdock

Celeriac

Galanga

Hakurei Turnips

Horseradish

Lotus

Parsley Root

Parsnips

Red Sunchokes

Rutabaga Salsify

Scarlet Turnips

Sunchokes

Yucca

SQUASHES

Acorn

Butternut

Kabocha

Red Kuri

Spaghetti

ALLIUMS

Green Garlic 🙂

SO, Purplette

SO, Red

SO, Walla Walla

SO, White

Wild SO 🙂

Wild SO w/ Flowers

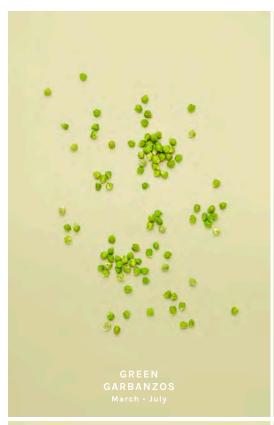
*SO, Spring Onion

Fresh Origins

Fresh Origins Farm is America's leading producer of MicroGreens and Edible Flowers. They also grow a vast array of Petite™Greens, Tiny Veggies™ and other unique specialties near San Diego, California. In addition to in-stock items, they also offer a Custom Harvest program with hundreds of unique items like Lavender Flowers and Basil blossoms. All of these products are hand harvested and shipped daily to order, at the peak of freshness.













April Market Outlook

As the days get a little bit longer and temperatures start to increase, local spring favorites will be plentiful. Baby lettuce heads, Jersey asparagus, ramps, peas and beans are here! Tender greens and baby vegetables are always a welcome sign that warmer days are ahead. West coast stone fruit and berries are foreshadowing the local fruit season - hallelujah we made it through winter.

OUR PICKS

FAVA BEANS
HARRY'S BERRIES
HEIRLOOM ARTICHOKES
LEMON VELVET APRICOTS
NEW JERSEY ASPARAGUS
SUGAR SNAP PEAS
WHITE ASPARAGUS
WILD DANDELION

April Produce Guide (FRUIT)

Our Pick ©

SPECIALTY

Pineberry ©
Pink Muscat Grape
Rhubarb
Strasberry
Verjus Grape

BERRIES

Green Strawberry Harry's "Mara Des Bois" -Strawberry © Harry's Strawberry

CITRUS

Cara Cara Orange Clementine Honeybell Tangelo Key Lime Kumquat
Minneola Tangelo
Moro Blood
Pixie
Rangpur Lime
Red Grapefruit
Sorrento Lemon
Star Ruby Grapefruit
Sunburst Tangerine
Tango

Tarocco Blood Orange

STONE FRUIT

Apricots, Gold Velvet
Apricots, Lemon Velvet
Apricots, Red Velvet
Apriums
Peaches, Amber Crest

Harry's Berries

Harry's Berries is a certified organic family farm located in Oxnard, California. Established in 1967 by Harry Iwamoto, it is now operated by Harry's daughter and son-in-law, Molly and Rick Gean. All of their adult children are also actively involved in running the farm. The Gean family is dedicated to growing ordinary foods with extraordinary flavor. Harry's Berries go from harvest to Baldor in less than 24 hours, three times a week.



STRAWBERRIES

April Produce Guide (VEGETABLES)

SPECIALTY

Asparagus ©
Baby Fennel
Fava Leaves
Fiddlehead Ferns

Green Almond

Japanese Knotweed

Nettles Pea Shoots Ramps

White Asparagus Wood Sorrel (Oxalis)

ARTICHOKES

Baby © Globe Loose

AVOCADO

Fuerte Hass

BEETS

Baby Chioggia Golden Mixed Red White

BROCCOLI + CAULIFLOWER

Broccoli
Broccoli "di Ciccio"
Broccoli Leaf
Broccoli Rabe
Green Kohlrabi
Purple Kohlrabi
Romanesco Cauliflower
Spigariello

CARROTS

Baby French
Baby Mixed
Chantenay
Mixed Heirloom
Nantes
Thumbelina

CHICORIES

DOMESTIC

Coraline Dandelion Frisee Radicchio

ITALIAN

Castelfranco
Escarole
Frisee
Rosa Di Gorizia
Radicchio Del Veneto
Puntarelle
Tardivo

GREENS

Baby Lacinato Kale
Bloomsdale Spinach
Bok Choy
Miners Lettuce
Savoy Spinach
Wild Pea Tendrils ©

LETTUCE + SALADS

BABY HEAD LETTUCE

Artisan Mini Head Mix
Baby Green Oak
Baby Green Tango
Baby Lolla Rossa
Baby Red Oak
Baby Red Romaine
Baby Romaine
Little Gem
Sucrine

SPECIALTY

Red Frill Mustard
Red Watercress
Red-Veined Arugula
Wild Arugula
Wild Dandelion ©
Wild Watercress

Baby Watercress

Our Pick ©

MUSHROOMS	PEAS + BEANS	RADISHES	ONIONS +
CULTIVATED	English Peas	Easter Egg	GARLIC
Beech	Fava Beans 😊	French Breakfast	Green Garlic
Bluefoot	Green Garbanzo	Green Meat	SO, Purplette
Hen-of-the-Woods	Sugar Snap Peas 😊	Purple Ninja	SO, Red
Oyster		Watermelon	SO, Walla Walla
Pioppini		White Icicle	SO, White
Royal Trumpet			Wild SO
WILD	POTATOES	ROOTS	Wild SO w/ Flowers
	Marble	Hakurei Turnips	*SO, Spring Onion
Chanterelle	Purple Peruvian	Scarlett Baby Turnips	
Hedgehog	Red Chile		

Knoll Farms

Russian Banana

Morel

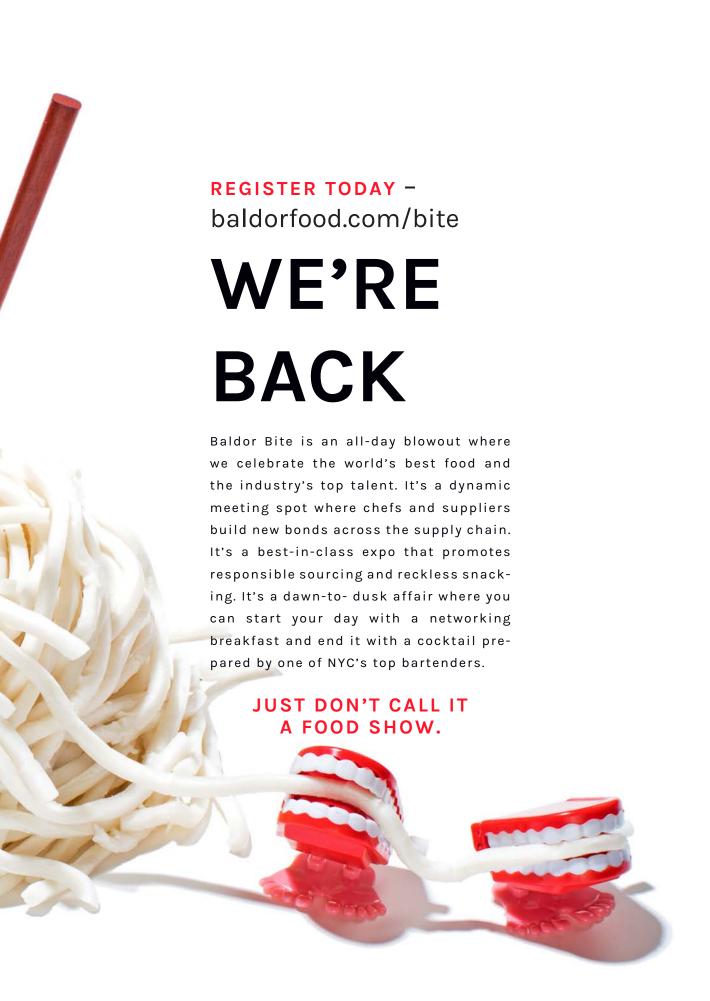
Porcini St. George Yellowfoot

Rick and Kristie Knoll, known for their innovative practices, strive to continually increase the biodiversity and ecological stability of their farm. They've always farmed using practices including organic, biodynamic and permaculture, among others. Their diverse product line includes greens, garlic, herbs, figs, stone fruit and edible flowers and blossoms.



GARLIC / RED SPRING ONIONS / GARLIC SCAPES / RAPINI FIG LEAVES / MUSTARD FLOWERS / ARUGULA BLOSSOMS / SORREL





CUSTOM HARVEST

Fresh Origins Picked Just For You

Visit
baldorfood.com/farms/fresh-origins
for a complete list of products

Fresh Origins Farm is America's leading producer of MicroGreens and Edible Flowers. They also grow a vast array of Petite™ Greens, Tiny Veggies™ and other unique specialties near San Diego, California. If you're looking for micro tangerine lace or fava bean flowers, you've come to the right place.

Fresh Origins is located in the world's best climate for growing MicroGreens. This makes a huge difference in the quality, flavor, color, consistency and shelf-life. Grown in the sunshine of Southern California, they do not use artificial lighting.





introducing UNDON VOOTS

Veggie Side Kits

Keep up with us: eaturbanroots.com, Instagram: @meeturbanroots





Our new line of simple, plant-based meal kits makes its debut with four unique cauliflower rices and six roasting kits. All kits require light chopping or no chopping and can be completed in as little as three minutes. Unlike traditional meal prep kits, no subscriptions or commitments are necessary because these kits are sold right in the produce department!

Urban Roots Veggie Side Kits are made from scratch daily from the same premium produce and specialty ingredients that Baldor delivers to some of the country's best chefs. Baldor's logistical expertise allows for quick turnaround from knife to shelf in less than 24 hours.

THE LINEUP:

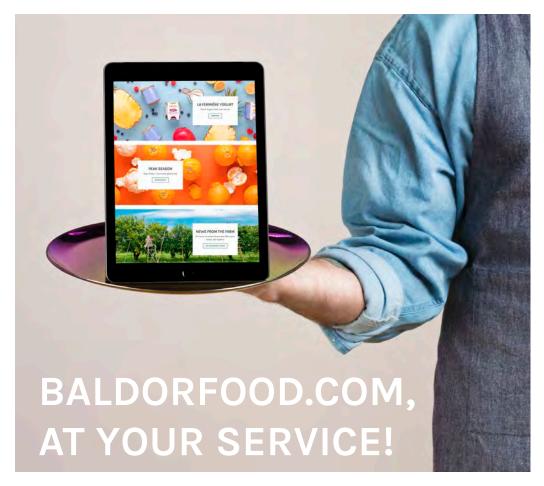
CAULIFLOWER RICES

Tabouli Chili Cilantro Moroccan Spiced Broccoli Fried

ROASTING KITS

Sugar & Spice Butternut Hot Honey Carrot Fries Spiced Sweet Potatoes Broccoli Cheddar Bites Caramelized Cauliflower Spanish Style Potatoes





Remember the time you needed to pay a balance, but didn't have enough time to call our office? Well, those days are over. We've upgraded baldorfood.com with new account management features. In addition to seamless bill payment, we've got some other features that will make managing your Baldor account much easier...

NEW FEATURES

- Track invoices and view payment history
- Update contact information
- Run usage reports
- Build personalized order-guides
- Set-up Auto-Pay

Already placing orders on baldorfood.com? Just log in and visit your Account Home to check out our new features. If you're not placing your orders at baldorfood.com, don't worry, we can get you set up today!

MORE INFORMATION



BECOME A CUSTOMER

-

WELCOME ABOARD!

Give us a call or send us an email via the contact information listed below and we'll get you set up with an account.

GENERAL

INQUIRIES

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New York (718) 860-9100 | DC (443) 733-3400 | Boston (617) 889-0047 info@baldorfood.com

PEAK

SEASON

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Want to get your hands on the hyper-seasonal produce featured here? Opt in to our daily Peak Season emails to receive a curated list of the best items of the moment. Sign up by visiting our website or emailing us at info@baldorfood.com. Check our Peak Season list anytime at baldorfood.com/peakseason.

NEWS FROM

THE FARM

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Don't forget to check out our YouTube channel for "News from the Farm" reports. Our buyer Patrick Ahern will guide you through weather updates, shortages and the best buys of the week. It's the next best thing to having your own, personal produce expert. Sign up by going to our website or emailing us at info@baldorfood.com. Get your Market Update 24/7 at baldorfood.com/news!

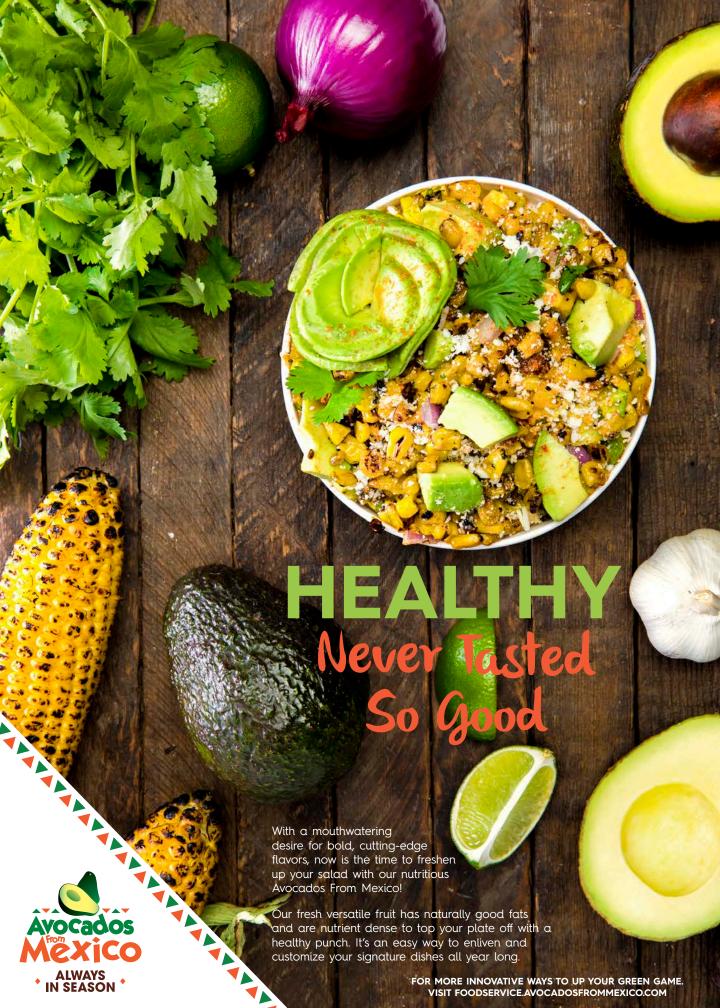
SOCIAL

MEDIA

-

Instragram + Twitter : @baldorfood | YouTube : Baldor Food

Press Inquiries : press@baldorfood.com







BALDORFOOD.COM

AT BALDOR, WE TAKE PRIDE IN DELIVERING EXACTLY WHAT YOU NEED, EXACTLY WHEN YOU NEED IT.
WE STOP AT NOTHING TO PROVIDE GREAT FOOD AND LOGISTICS THAT GIVE OUR CUSTOMERS AN EDGE.