

## **About Kalu**

When Kalu was founded in 1987 it was just a small company employing only 2 people. At the beginning, Kalu focused on importing and selling fresh French poultry and foie gras, but has later developed to be a specialist in poultry with a large range of all kinds of poultry. Kalu's core competences consist of a broad selection of lamb, venison and exotic venison, quality beef and pork, charcuterie, truffles, specialties, frozen specialties, grocery products, oils, vinegars and farm and dairy cheese.

Furthermore, the products are imported worldwide and sold to the best delicatessen, retailers, restaurants, wholesalers and catering wholesalers in Denmark. Kalu count 25 employees including the key account managers (KAMs). The KAMs are prepared for the job to help and guide all customers. There is a close corporation between Kalu and its suppliers where the quality, hygiene, the taste experience, and the great story are essential for both parties. To maintain these qualities, Kalu frequently visits its suppliers to follow their procedures and capture the essence of the products origin.

Kalu's latest initiative is to implement its new business unit Nordic Food Export (NFE). NFE is a company focusing on exporting high quality food of Nordic origin. All the manufacturers are handpicked on the basis of the good craftsmanship, Scandinavian traditions and a Nordic flavor. NFE's wide range of products is aimed both to the organic-, health-, and quality conscious consumer, who values the origin and the great story of the products. NFE distribute to delicatessen, high-end retailers, and wholesalers to markets overseas, such as U.S. and Canada.