

# The Wholesale Guide

The Nature's Mills family of products was created to support and provide solutions to restaurant professionals for restaurant professionals and specialty retailers. We remain as focused as ever on providing the best service to our hospitality partners across the industry.

The following guide is everything you need to know about how to source all that Nature's Mills has to offer at the best price possible, no matter your concept size or stage of development.

If you're new to Nature's Mills, please read over the Wholesale Guide (we created it just for you!) and connect directly with our Wholesale and Foodservice Team to get started.

# **HOW TO ORDER**

# **Distributors**

To get Nature's Mills products added to your regular distributor deliveries we have a great relationships with some of the most respected distributors in the country, if your preferred distributor is not yet carrying NMs products, our dedicated team will help get them set up as quickly as possible.

To get started, connect with us directly with your preferred distributor representative via email at <a href="mailto:info@naturesmills.com">info@naturesmills.com</a>. As a reminder don't forget to specify what products(s) you are interesting in discussing and/or sourcing. And we will work with your distributor to provide you exactly what you need. In addition, if you rather discuss best options in more detail, fill out the <a href="https://www.who.emailto:wh

## **Working with Distributors:**

The most efficient way for you to get regular deliveries of Nature's Mills ingredients is through your preferred local distributor. This goes for all of our foodservice catalog items, from bulk (50+ lb.) gourmet ingredients and better-for-you packaged specialty products. Other advantages to consider:

## **Cost Savings**

 Through ordering efficiencies, your preferred local distributor can offer up to 10 - 15% discount on average compared to Nature's Mills' direct freight and parcel delivery solutions. Simply put, as a small business, we can provide big savings with these regional partners.





## **Speed to Market**

• If you are compressed with time due to a supply issue your local | regional distributor will have a fast, cost-effective fluid solution when it comes to being in a tight spot and in need of fast ordering.

## **Ordering & Delivery**

• Adding NMs products to your distributor and have fewer additional inbound shipments to track.

## **Unique Selection**

 Distributors can also fulfill more of NMs catalog just as effective as NMs can itself. Items like our bestselling foodservice No-salt Organic seasonings through third-party distributors with shelf stable capabilities.

# naturesmills.com

If working with a distributor is not the best option for your business, work with us directly and place a wholesale an order through a sales rep. or online portal for both parcel and/or pallet shipments.

In the Wholesale section of naturesmills.com, we carry both samples (on selected SKU's) and wholesale packages (from 5 - 50 lb. bag in box) quantities of our dry goods, fulfilled through parcel delivery (UPS and FedEx Ground) and pallet (freight) delivery. As a general rule, orders of 10 or fewer cases will ship via parcel, and orders of 10+ cases will ship via pallet (lift gate will be automatically included). No wholesale account set up is required.

- Ordering online sends your order directly to our team for fulfillment on the next business day. You will
  receive an email with tracking details once your order has been received and shipped.
- Direct Store Delivery (DSD) currently available within our local districts and regional territories.

# Wholesale & Hospitality Team

Should distribution or online ordering (do not) work for your business our team is able to process a manual order, too.

Please reach out our Wholesale | Food Service Team using info@naturesmills.com. We will help provide support for your online order or process an order manually if necessary. Note: our team fulfills orders Monday-Friday, 9am-5pm EST (with the exception of holidays).



# **NATURE'S MILLS Programs**

Interested in building a full Nature's Mills retail or foodservice program? Here is a quick glance at both options, each program excellent in their own ways.

NMs Wholesale   Retail	NMs Foodservice   Hospitality
Products  o Granola Cereal o Granola Go-Cups o Specialty Steel-Cut Groats Oats o Seven Grains Oats Cereals o Organic Specialty Gourmet Quick-Bread & Specialty Mixes o Natural (Vegetable) Plant-based Artisan Pasta (Vegan Friendly) o 100% Pure Rice Bran Oil – Gluten Free, Kosher & NON-GMO o Gourmet Specialty Dry Beans o Artisan Blended Soup Beans o Gourmet Specialty Rice o Premium Specialty Rice o Premium Specialty Rice o Seasoned Specialty Rice Blend o Gourmet Tri-Color Couscous o Tomato Couscous o Spinach Couscous o Middle Eastern Pearl Couscous	Products Organic (Salt-Free   Kosher) Seasoning & Spices Artisan Blended Seasonings (Kosher) Organic & Kosher Gourmet Seasoning & Rubs Specialty Seasoning (All Natural & Kosher) Specialty Spice Blend (All Natural & Kosher) Granola Cereal   Granola Go-Cups Steel-Cut Groats Oats   Seven Grains Oats Cereals Quick-Bread & Specialty Mixes Natural (Vegetable) Plant-based Artisan Pasta Pure Rice Bran Oil – Gluten Free, Kosher & NON-GMO Specialty Dry Beans   Artisan Blended Soup Beans Specialty Rice & Premium Specialty Rice Seasoned Rice Blends Gourmet Tri-Color & Middle Eastern Pearl Couscous FS Specialty Mix Crackers (i.e., Trail Mix)
Package	Package
Platform  Better-for-You (BFY   Wellness) Product Category. Our products are made with clean ingredients and with fewer calories! Makes a better tasting, more nutritious meal and snack experience!  Everything You Want & Nothing You Don't!  NATURE'S MILLS Products are certified as:  ❖ 100% Natural Ingredients   Organic   Kosher & Restaurant Quality  ❖ Non-GMO   Gluten Free   No Preservatives   No Additives or Fillers	Platform  Better-for-You (BFY   Wellness) Category. Our products are made with clean ingredients and with fewer calories! Makes a better tasting, more nutritious meal and snack experience!  NATURE'S MILLS Products are certified as:  ❖ 100% Natural Ingredients   Organic   Kosher & Restaurant Quality  ❖ Non-GMO   Gluten Free   No Preservatives   No Additives or Fillers
Promotion  We would like to partner with you to create and grow brand awareness by developing specific retail   wholesale programs to reach your target consumers. Programs such as:  Merchandising Retail Program Assortment Recommendation Sampling Events Display Program Pricing (EDLP or HI/Low Retail Strategy) Ad Features   Social Media Marketing	Promotion  We would like to partner with you to create and grow brand awareness by developing specific retail   wholesale programs to reach your target consumers. Programs such as:  Season Up FS Program Point of Sales Concepts Menu Concept Program Distributor Incentive Program Social Media Marketing Program

# **NATURE'S MILLS**

# Costs

# Prices are in effect thru Friday, 12/29/2023 **Request Price List**





# Retail | Wholesale Grocers Products







## ORGANIC SPECIALTY MIXES

- White Bread Mix Ten Grains Bread Mix
- Cranberry Cranch Bread Mix Focaccia Roserrary & Basil Oregano Garlic Bread Mix
- Combread Bread Mix
- Plaza Crist Bread Mix
- Soft Pretzel Mix Chocolate Chip Coolde Mix
- Oatmeal Ration Cookle Mix

#### NATURAL PLANT-BASED PASTA

- Vegetable Fettuccine Torrato Basil Fettuccine
- Red Pepper Fettuccine
- Lemon Pepper Linguine

#### PAD THAI NOODLES

- Organic Red Rice Pad That
   Organic Black Rice Pad That
- Pad That Noodles
- Sobs Noodles
- Somen Noodles

#### GRANOLA & GO-CUPS (AlNetwell)

- Original All Natural
- Low Fat Snackers
- Grate-Nut
- Manke
- Pomegranate (Cherries & Cranberrieso)
- Blueberry
   Acat-Almond

#### HOT CEREAL & GRAINS (Rosley)

- White Hominy Gits.
   Steel-Cut Out Greats.
   Seven Grain Mix

  - Nine Gnins Mix
     Multi-Gnin, Blend
- Ancient Whole Grain, Blend
   Quinos & Ancient Grain, Blend

#### COUSCOUS (Keeler)

- Tri-Color Courcous
- Torrato Couscous Spinach Couscous
- Middle Eastern Durd

#### RICE INGREDIENTS (Roder)

- Auhum Rice, Blend
   Arborto (Miles) Re
- Brown Arborto Rice
- White Basmati Brown Basmati
- Baby Basmati Rice
- Jamine Rice
   Long Grain Brown Rice
- Pecan Style, Long Grain Rice
- Black Japonica Rice
- Italian Arboto
   Camaroli Rice
- Broken Wild Rice

#### SPECIALTY RICE (Kirder)

- Paella Rice
- Spinach Horentine
- Spring Rice and Orzo Blend French Gozmet Rice, Blend

#### SOUP BEANS, BLEND (Kodo)

Calico Soup Beans, Blend Gosmet Bean, Blend
 Christmas Bean, Blend

DRY BEANS (Rodor)

Cannellini Beans
 Cranberry Beans

Blackeye Peas
 Black Turtle Beans

French Navy Beans
 Garbanzo Beans

Black Chickpean

Dark Red Kidney Beans.

Small Red Barns

Anauzi Beans

Light Red Kidney Beans

Christmas Lima, Beans

Baby Butter Beans

- Bean & Pea, Blend
   21-Beans, Blend
- sp-Way Medley Beans, Blend
- 8-Beans, Blend

## 100% PURE RICE BRAN OIL (Kirder)

- 12-oance Original / case 12-oance Garlic Infused / case
- 64-ounce (half gallon) / case





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SOUP BEANS, BLEND

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Gourmet Ingredients

## Food Service | Industrial Packaged Products





Our Seasoning Include healthful meal utilization and solutions, including plant-based and vegan friendly ingredients.



Case Packed

N/M

Many of the NMs Sewonings. A Spires also available in a larger quaintly: 10 lb, as lb, and 30 lb, lags / box each

NM's Sewonings Spins and Rubs can be colleted

#### SWEET & CITRUS INGREDIENTS (Rodor)

- Ginger Powder
- Orange Ginger Powder
- Orange Ginger Sea-Salt Citie & Ginger Spice, Blend
- Powder Sugar
- Dark Brown Sugar
- Light Brown Sugar
- Brown Sugar, Powder Brown Sugar, Granulated
- Organic Oried Cane Symp
- Organic Oried Cane Symp Powdered
- Molasses Powder
- Molasses, Granulated
- Honey Powder
- Honey, Granulated
- Amchar (Mango) Powder Ancho-Honey Citra Seasoning
- Orange Powder
- Orange Peel, Granulated
- Hore Beel, Granulated

#### SPECIALTY SEASONING (Koshw)

- Mustard Powder
- French Mustard & Herbs
- Triffle Pameun Seasoning
- Triffle Parmeson & Black Garlic Seasoning
- Multi-Grains Bagel Seasoning

- Organic Bagel Seasoning
- All-Purpose Seasoning

#### MUSHROOM POWDER Keelery

- Ovster Mudroom Powder Mahroom, Blend
- Wild Mudroom Powder
- Porcini Champignon Sea-Salt
- Champignon Powder Poecini Champignon
- Champignon Madroom Powder
   Champignon Madroom Extract

## INTERNATIONAL FLAVORS (Kesler)

- Spanish Rice Seasoning, Blend Italian Herb, Blend
- Berhere Spice Kahsa Spice
- Tandoori Spice Penarian Spice
- Harton Spice

- Southeast Asian Rub Fajita Marinade Seasoning
- Taco Seasoning
- Garbo Seasoning
- Ancho Chile Powder
- Jalapeno Chile Powder Red, Miso Powder
- Mexican Oregano
   Chimichant, Blend

#### INTERNATIONAL FLAVORS (Kodo)

- Red, Steam-Treated New Mexico Hatch
  Red, New Mexico Chie Flakes
  Red, Granulated New Mexico Hatch Chile
  Adobo Chile-Lime Seasoning
  Dry Mexico Mole Spice, Blend
- Diced Mexico y-Chile, Blend
- That Red Curry Powder
- That Coconut Green Curry Powder

- Chimichuri Starter Sauce

#### That Red Curry, Starter

## Hatch Chile Salsa Starter

- Dutch Processed Powder

- Red, New Mexico Hatch Chile Powder
- Inchilada Red Sauce
   Inchilada Green Sauce
   Kashmiri Chile Powder
- Enchtlads-Green Chile Sauce, Starter

#### STARTER SAUCE (Koshw)

- Kirnchi Starter
- That Green Curry Starter
- That Peanut Sauce, Starter

## by Unit (per each qualified jar parkaging it size listed on website) by Unit/Casy. Layer, and Pallet quantity. COCOA INGREDIENTS (Kosher) Product Shell Life: Best by date

- Dark Cocoa Powder

(delivered pricing)

- DRY BEANS (St.-da.

  Cannellini Bearse
  Cannellini Bearse
  French Nany Beans
  French Nany Beans
  Black Unickpeas
  Black Black Blater Beans
  Black Blater Beans
  Black Red Kidney Beans
  Light Red Kidney Beans
  Christmas Lirne, Beans
  Small Bed Beans
  Anasozi Beans
  OUP BEANS
  Calico\* KICE INMAREDIENTS (Kodae)
  Adustan Rice, Blend
  Abusto (White) Bloce
  Brown Abboto Rice
  White Baerati
  Brown Baerati
  Brown Baerati
  Brown Baerati
  Brown Bloce
  Long Gonin Brown Rice
  Pecan Style, Long Gonin Rice

# 100% PURE RICE BRAN OIL (%) 12-ounce Original





# JRGANIC SPECIALTY MIX White Broad Mix Ten Goains Broad Mix Combeny Cranch Broad Mix Focaccia Rosemay & Boat Orogano Garlic Broad Mix Combroad Broad Mix Lampkin Spice Broad Mix Fitza Crast Broad Mix Soft Patzal Mix Oxide Mix Mix Combroad Mix Charoline Chip Codde Mix Charoline Chip Codde Mix Charoline Chip Codde Mix

- NATURAL PLANT-BASED PASTA
- PAD THAI NOODLES

- ORGANIC SPECIALTY MIXES
  White Broad Mix
  Two Goaine Broad Mix
  Czanberry Cranch Broad Mix
  Czanberry Cranch Broad Mix
  Czanberry Cranch Broad Mix
  Oregano Gorffe Broad Mix
  Combroad Broad Mix
  Durrydin Spice Broad Mix
  Draza Crans Broad Mix
  Soft Petrad Mix
  Soft Petrad Mix
  Control Broad Mix
  Soft Petrad Mix
  Soft Petrad Mix
  Chrodisc Chy Codde Mix
  Blasherry
  Blasherry
  Blasherry
  Broad Mix
  Blasherry
  Blasherry
  Broad Mix
  Blasherry
  Blasherry
  Broad Mix
  Blasherry
  Blasherry
  Broad Mix
  Blasherry
  Broad Mix
  Blasherry
  Broad Mix
  Blasherry
  Broad Mix
  Broad Mix
  Blasherry
  - HOT CEREAL & GRAINS (Redox)

  - COUSCOUS (Reales)
    Couscous
    Titl-Color Couscous
    Torrato Couscous

RICE INGREDIENTS (Fode)

SPECIALTY RICE (Roder)

Paella Rice

Paella Rice with Peas.

Spinach Howntine

Sping Rice and Orso, Hend

French Gournet Rice, Blend

NATURE'S MILLS ... Diverse as Nature.



Our Seasoning Include healthful meal utilization and solutions, including plant-based and vegan friendly ingredients.



#### ORGANIC SEASONING SALT-FREE

- Crashed Red Pepper, Pizza Style -Garlic Herh Seasoning
- Poultry Seasoning
- Italian Seasoning
- Asian Seasoning Chili Rowder

#### ORGANIC SEASONING (Roder)

- Mediterranean Oregano
- Sweet Lemon Pepper
- Mescuite Seasoning Mescuite Smoke Havor
- Garlie Hakes
- Minced Garlie
- Garlie Powder
- Ground Alliptce Ginger Powder
- Ginger Sea-Salt
- Maple Sugar Powder
- Red Miso Douder
- Red, New Mexico Chile Powder Red, New Mexico Hatch Chile Flakess
- Red, New Mexico Chile Flakes
- Jalapeno Powder Ancho Chile
- Carob Powder Ground Cortander
- Champignon Powder Porcini Powder

- VEGAN SEASONING (Koder) Organic Red & Green Bell Peppers.
- Green Bell pepper, Granulated
- Red Bell Pepper, Granulated
   Red Pepper Granulated
- Crush Red Pepper
- Organic Crash Red Pepper
   Red Bell Pepper Fowder
- Spinach Powder
   Organic Spinach Powder
- Spinach Hakes
- Organic Spinach Hakes
- Organic Tomato Powder Beet Powder
- Leek Powder
- Bod lasf
- Ground Basil
   Carrot Powder
   Organic Diced Carrots
   Butter Squash Pieces
- Butter Squadi Plakes
   Hibiacus Powder

- ONION & PEPPERCORNS (Kosher) Minced Onion Toasted
- Tossted Onton Powder
- Onton, Granulated
- Chopped Onton
- Butcher Cut Black Peppercorn
- Smoked Ground Black Peppercorn Smoked Peppercorns & Sage Rub
- Four Ground Peppercoms
- Rive Ground Peppercoms
- Four Peppercoms, Blend
- Bive Peppercoms, Blend Timut Peppercoms.

#### GARLIC SEASONING (Koder)

- Garlic Powder
- Domestic Garlic Powder
- Roasted Garlic Powder
- Garlie, Granulated Garlie Halou
- Kowan Black Garlie
- Garlic & Pepper Steak
- Garlic Lime-Chile
- Minced Garlie
- Minced Garlic, Granulated

#### SALT & SEASONING (Koder)

- Porcini Champignon Sea-Salt
- Seasoning, Salt
- Bye Spice, Blend
- BBO Seasoning
- Positry Seasoning Chile-Lime Seasoning
- Bulgori Seasoning
- Cape Cod Seasoning
- Seafood Spice
- Ptime Rib Rub
- Canadian Steak Seasoning
- VINEGAR | POWDER (Koder)
- Balsamic Vinegar, Powder
   Bed Wine Vinegar, Powder
- Apple Cider Vinegar Powder
- Worcestershire Sauce Powder



Case Packed

Rag / Box Each

Many of the NMs Seasonings & Spices also available in a larger quainfly to lb., 25 lb. and 50 lb. hags / box each (delivered pricing)

NM's Seasonings Spices and Rubs can be ordered by: Unit (per each qualified jar (packaging & size) listed on website by: Unit/Case/ Layer and Pallet quantity.

Product Shelf Life: Best by date

NATURE'S MILLS ... Diverse as Nature.

## Retail - Foodservice - Industrial & E-commerce









O The KIPLIN COMPANY | NATURES MILIS Brand | F.O. Box 1177 Atlanta, GA 30388 | Sales: 470.000.4345 | Brail: Info@naturesmills.com | www.maturesmills.com

















Certifications across the Organization

#### EVERYTHING YOU WANT AND NOTHING YOU DON'T.

... NATURE'S MILLS OFFERS A HEALTHY ALTERNATIVE OF INGREDIENTS TO ANY RECEIPE.



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# Other Frequently Asked Questions

# **FAQ**

## Is there a Nature's Mills wholesale catalog?

Yes we do. Most of our catalog is available on our wholesale page under the resource tab (under document) on the Nature's Mills.com website; you can also request a wholesale catalog by sharing your needs with our Sales Team or our Customer Service Rep.

#### How about Nature's Mills samples?

Sample sizes of our top-selling varieties, our ready-to-cook items, such as beans, rice and seasonal ingredients are available directly from Nature's Mills.com.

## Do you ship internationally to North America (Mexico, Canada), Hawaii, Alaska, Puerto Rico or Europe?

Nature's Mills ships wholesale orders to addresses outside of the contiguous United States as well as internationally. In order to set up a wholesale account and explore custom freight options, please take a moment to share your production needs with our sales team through our quick-start template, below. We do have minimum order quantities, and are happy to work with you on what is/isn't possible based on your country's importation requirements.

#### Do Nature's Mills offer consulting services regarding its products?

Nature's Mills has worked with professional chefs, large-scale manufacturers and retailers to build custom NMs programs. While this service is complimentary for our wholesale partners, we are happy to provide consultation to those outside of our network. Please email info@naturesmills.com to discuss in further detail.

#### How would you store NMs' dry ingredients like its spices, seasoning, beans and rice?

Although Nature's Mills utilizes ultra-hermetic storage bags, we kindly request that our products remain in a cool, dry place to ensure the highest quality possible. Stored properly, Many of Nature's Mills products have a year to a three year shelf life. (Shelf life will vary by product category)

