

RELENTLESS GROWTH VIA IMPORT

Filipino food has never looked better to the Tan family. Stella and Kim Tan founded G.L. Food Wholesales in Los Angeles and began importing pre-packaged foods in 1991. Since then they've enjoyed phenomenal growth in becoming one of the dominant importers of Filipino dry, canned and frozen foods in the country. In 1997, when son Randy began managing the business, sales were \$300,000 a month. They now top \$2.8 million a month. With growth at this pace, expansion was inevitable. Using SBA-504 financing, the company recently purchased land and is now building a state-of-the-art, 100,000 square-foot facility (including an 18,000 square-foot freezer), which will nearly double their current space.

"CDC was the key to us getting what we consider a 'killer' deal. Loan officer Dean Aloe and other CDC staff were honest, straight-forward and always quick to respond."



*Randy Ling Tan
General Manager
G.L. Food Wholesales*

***JOBS
created
and/or
preserved:
65***

***PARTNER:
Chase Bank***

***TOTAL PROJECT:
\$10.3 million***

Kim (left), Stella and Randy Tan, owners, G.L. Food Wholesales



**CERTAINTY
DELIVERED**



Small Business Finance