

keany

PRODUCE & GOURMET

delivering on every detail





The High Road

YOU RUN A COMPANY DIFFERENTLY WHEN YOUR NAME IS ON THE TRUCK.

For four decades, the Keaney family has been serving its customers in ways other produce companies can't, or won't. This is the Keaney Way — going the extra mile, delivering on every detail.



Keaney invests in a rigorous driver training program to ensure that its drivers fulfill the Keaney brand promise with each delivery.



Two generations of Keanys make the farm rounds: Chris Keany and Eric Rolander are flanked by owners Ted and Kevin.

A FAMILY BUSINESS, BUILT FROM THE GROUND UP.

Keany Produce began in 1978 with a man, a truck and a restaurant. From that beginning, the tenets of doing business with Keany have been fairness, human consideration and personal attention — whether you were a customer, a grower or an employee.

With support from Kevin's father and his three brothers joining his growing enterprise, Keany Produce & Gourmet has become the Mid-Atlantic's premier distributor. Today, the Keany product line includes not only every variety of fruit and vegetable that can be found, procured and freshly delivered — but a robust collection of dairy, seasonal and gourmet products.

The Keany menu offers an unmatched capability to work with customers over time to meet exacting chef specifications.

“We don't see our business as shipping produce from here to there. We bring food to someone's plate.”

Kevin Keany



The Best Growth is Organic

EARLY ON, KEANY CUSTOMERS COULD PICK UP THE PHONE AND TALK TO THE OWNER.
THEY STILL CAN.



KEANY HAS NEVER BEEN ACQUIRED, MERGED OR RUN BY A CORPORATE PARENT.

The Keany way has been the company's only plan for business, and four decades of consistent growth has validated its wisdom.

Today Keany Produce & Gourmet operates two world class facilities, in Landover, Maryland, and Richmond, Virginia. Its original panel truck is now a fleet of more than 170 state-of-the-art, refrigerated produce trucks, distributing to customers in Maryland, Virginia, North Carolina, Pennsylvania, Delaware and Washington, DC.



KEVIN KEANY
President and Founder

From one truck and one customer, Kevin has personally nurtured the growth of Keany, and overseen the day-to-day operations of all departments. That's a lot of growth, and a lot of departments.



TED KEANY
Vice President,
Sales

Ted takes charge of sales and marketing and provides the long-range strategic vision for the company. Ted's insights have made it possible for Keany to develop its state-of-the-art methods and facilities, while maintaining its signature family culture and personal service roots.



CHRIS KEANY
Vice President,
Operations

Because of Chris, the Keany facilities are the cleanest on the East Coast, and the Keany fleet the sharpest, best-maintained trucks in the industry. If there's a newer, more effective way to manage and run a food distribution operation, chances are Chris will invent it.



DANNY KEANY
Vice President,
Purchasing

Danny maintains the company's relationships with the region's — and the world's — most accomplished growers, shippers, local farmers and regional suppliers, which assures Keany customers of having consistent access to the best of the fresh from near and far.

Looking for one of the owners? Try the warehouse, where all four Keany brothers often roam to perform their own hand inspections of incoming and outgoing shipments.



It takes time to develop a dynamic roster of farm partners. And Keany has been cultivating these relationships for 40 years, building trust and confidence that transcend business formalities.

MORE WAYS TO SAY YES.



In addition to the region's most extensive variety of fresh, seasonable fruits and vegetables, Keany Produce & Gourmet now carries an array of selected convenience and gourmet items, including dairy, eggs, nuts, local cheeses and honey – plus Indian corn, fresh wreaths and garlands.

Keany's customers include high-end restaurants with celebrity chefs, quick-serve chains, exclusive hotels, country clubs, school systems, hospitals, major supermarket groups and gourmet specialty stores.

All Keany customers are unique, and Keany has the depth, expertise and client-centered service culture to deliver the exact products – prepared, cut and packaged the way each customer requires. And then, be there for rapid-response service when emergencies occur.

Keany Kuts creates produce with panache. This special Keany division with its talented staff of more than 125 artisans prepares the widest variety of fresh, pre-cut produce in the region – to unleash your kitchen and impress your guests.

The Keany Gateway to Gourmet program brings the newest varieties, plus special preparation ideas, right to the chef's door. Give us a call and the G2G truck will come calling, stocked with goodies for foodies.

delivering on every detail

Leading Happens

WHEN YOU LEARN BY DOING.

As the region's longest-tenured produce distributor, Keany was first to offer special services that have since been adopted by others.

- Priority on local, peak-season sourcing, enhanced by deep personal relationships with the region's premier local growers
- Personal inspections for incoming and outgoing shipments, often conducted by a Keany principal, to ensure the highest quality produce
- Special cut capability that has expanded to become Keany Kuts — offering upwards of 1700 specialty cuts, the broadest line of custom-prepared produce in the region
- Keany Express provides a broad range of urgent and same-day express services
- Sustainable practices, including redistribution of excess inventory back to farms for processing as livestock feed
- Gateway to Gourmet program, bringing new produce products and menu ideas to chefs at their restaurants
- Distribution up to six days/week for most customers, with flexible customer service hours for ordering



MORE THAN SAFE. CERTIFIED.



Our primary goal at Keany Produce & Gourmet is to lead the industry in safety and compliance, achieved through programs and practices that reflect our commitment to food safety, quality and defense.

Our Quality Assurance Department stays updated on science and regulatory developments in the food industry, keeping Keany informed of all the latest advancements and changes in food safety and quality. Keany's Quality Management System guarantees food safety, regulatory compliance and quality standards by applying the robust requirements of HACCP, GMP, Environmental Monitoring and Microbiological Program, and Customer Complaint Program, among others.

- HACCP (Hazard Analysis and Critical Control Point) is an internationally recognized preventive and science-based plan that identifies, evaluates and controls significant food safety hazards through the entire production process, from raw materials to distribution. This plan is verified by a third party certification body, against the GFSI benchmark standard, PrimusGFS.

- GMP (Good Manufacturing Practice) covers all manufacturing practices that ensure food safety and quality, including standard operating procedures and work instructions, employee management and training, equipment design and maintenance, and material handling. Keany's participation in other programs, like MDA's NOP, illustrates our dedication to adhering to the highest standards possible.

The Keany staff combines years of experience, education and training, providing an enormous body of knowledge to our Quality Assurance Program. Together with a comprehensive food safety plan, we are able to meet and exceed federal regulatory standards in the fresh produce industry. Through yearly audit and review, we are able to continually improve our processes to create a better product.

TECHNOLOGY THAT WORKS FOR KEANY CUSTOMERS.

Keany Produce & Gourmet adopts new technology for one purpose: to make it easier and more seamless for customers to get the items they need, when and how they need them. In other words, to “deliver on every detail.”



Advanced management information system allows for more convenient online ordering and inventory control.

Keany's system fully integrates with customers' systems to streamline ordering, returns and credit entries — and also anticipates customer needs based on ordering history. With the new Keany app, customers can even order from their hand-held devices, on the go.

A real voice from a real person.

When calling Keany, expect a human to answer. This unusual response is supported by advanced technology that keeps wait times down while monitoring call volumes to make sure customers get connected to the right person, right away.

Keany trucks are tracked in real time with a state-of-the-art telecommunication system.

Leading edge routing and delivery software puts drivers and dispatchers in constant contact, so customers always know the status of their deliveries. And advanced navigation software speeds Keany trucks along the fastest, most efficient routes.

Freshness in motion.

Today, Keany Produce & Gourmet operates two world class facilities, in Landover, Maryland, and Richmond, Virginia, each one customized with multiple climate controlled zones to optimize freshness for every item.

A Past with a Future

KEVIN KEANY'S EARLY INSTINCTS HAVE PREVAILED FROM DAY ONE.

Those business values have been ingrained through four decades of Keany family ownership, and will continue to define the company's business culture.

Today, Keany is implementing a plan to ensure the continued success of the business. A talented group of professionals has been

identified and recruited to join the management team. This group is being groomed through a formal leadership program to master all aspects of the business. These Next Generation leaders will assume increased responsibilities as their development continues.

DELIVERING ON EVERY DETAIL IS A PROMISE FROM KEANY.

It's our business to know and understand your details, so we can fulfill them with details of our own.

Without details, there can be no excellence. And excellence is the standard that has driven Keany, from the very beginning.

delivering on every detail



delivering on every detail

**COLD TRUCKS.
WARM PEOPLE.**

Landover, MD 301.772.3333 | Richmond, VA 800.783.3884
Keanyproduce.com