

Great American Seafood Import Co

Sebastiano “Buddy” Galletti, founder and partner of Southwind Foods/Great American Seafoods Import Co was appointed as the company’s first and only CEO in July, 1999. Previously, from 1961 through 1973, Buddy held the positions of Store Manager, district Manager, Meat Director, and Vice President of Meat Operations at a Retail Supermarket Chain in Southern California owned by Loblaw’s called Better Foods.

Galletti and his brothers opened Galletti Bros Foods, a fresh and frozen wholesale distribution company in 1974. He held the role of President of Marketing and Sales for this company from 1974 through 1996 at which time the company was sold.

Q: Please tell us about your company.

A: Southwind Foods/Great American Seafood Import Co is a family-owned and operated company founded by myself and my sons in 1999. Our Corporate offices are located in Los Angeles where the company operates an 80,000-square-foot Processing and Storage Facility. The company also operates processing, distribution and storage facilities in Salt Lake City and Phoenix. Southwind Foods, the parent company, is a fresh and frozen processor and distributor of fresh and frozen seafood, beef, poultry and pork products servicing supermarkets and foodservice accounts in eight western States. Great American is our import and national sales and marketing division. Currently, we import from 15 different countries and service both Supermarkets and Foodservice customers in all 50 states.

Q: What would you say makes your business unique?

A: Southwind Foods/Great American Seafood Import Co imports, distributes and markets its own products and brands into the marketplace. I am not aware of another company in our industry that has been able to take both completely different business models, importer and processor/distributor, put them together, and make it work as successful as we have. Our ability to be resourceful and flexible with our suppliers and customers allows us to be the customer and supplier of choice to our supplier partners and valued customers.

Q: What makes your company different from your competition?

A: I believe our ability to listen, understand, develop and consistently deliver into the marketplace products that meet and exceed consumer demands is how we have developed into a company that is different from our competition. This is key, whether you are servicing supermarkets, restaurants, hotels or other businesses using seafood. Our ability to help our customers market and drive sales and profitability is job No. 1.

Q: To what do you attribute your company’s success?

A: It takes a lot of hard work and attention to detail to be successful in this industry. My partners and I are full time employees and are involved in every detail of our business. We are also very fortunate to have a highly-effective and skilled team of associates to work with. Our associates are our co-workers. Great people who work hard everyday and believe in the same core values of teamwork, quality, service and taking care of the customer. Meet us at Booth #1213 to see what we can do for you.