



# AMD

OIL SALES LLC

[www.amdoilsales.com](http://www.amdoilsales.com)

# AMD OIL MISSION STATEMENT



At AMD Oil Sales LLC, we take pride in being a “buyer’s sanctuary.” From start to finish AMD ensures that the needs of our customers are not just met, but fully recognized and exceeded in a seamless fashion.

AMD provides a stress-free environment for quick and efficient communication—all supported by proven supply chain integrity and the latest relevant market information. With that knowledge, AMD is able to accurately forecast and assist our customers in making prudent and educated purchase decisions. To ensure this reputable experience even further, AMD is also backed by a certification from the Safe Quality Foods Program (SQF).

Ultimately, customer satisfaction is paramount. The entire AMD group is fully committed to elevating the distribution of bulk oils across the entire process.





# ABOUT AMD OIL



**BRCS**

Agents and Brokers

**CERTIFICATED**

- Founded in 1997
- Sales & Revenue: over \$105 million per year
- Tonnage Imported: over 28,000 metric tons
- SQF Certified – Level 2
- Largest Bulk Importer to the Industrial/Food & Manufacturing Trade
- Significant Volume Trading Company, but operates with a small business mentality
- Specializes in programs that require "JUST IN TIME" inventory levels
- Contracts that coordinate mid and long range planning and budgeting needs
- Collaboration on the increasingly important Dollar/Euro (FX) Exchange Planning
- Local bulk inventory levels supported by:
  - 3,500 Metric Tons - East Coast
  - 2,500 Metric Tons - West Coast

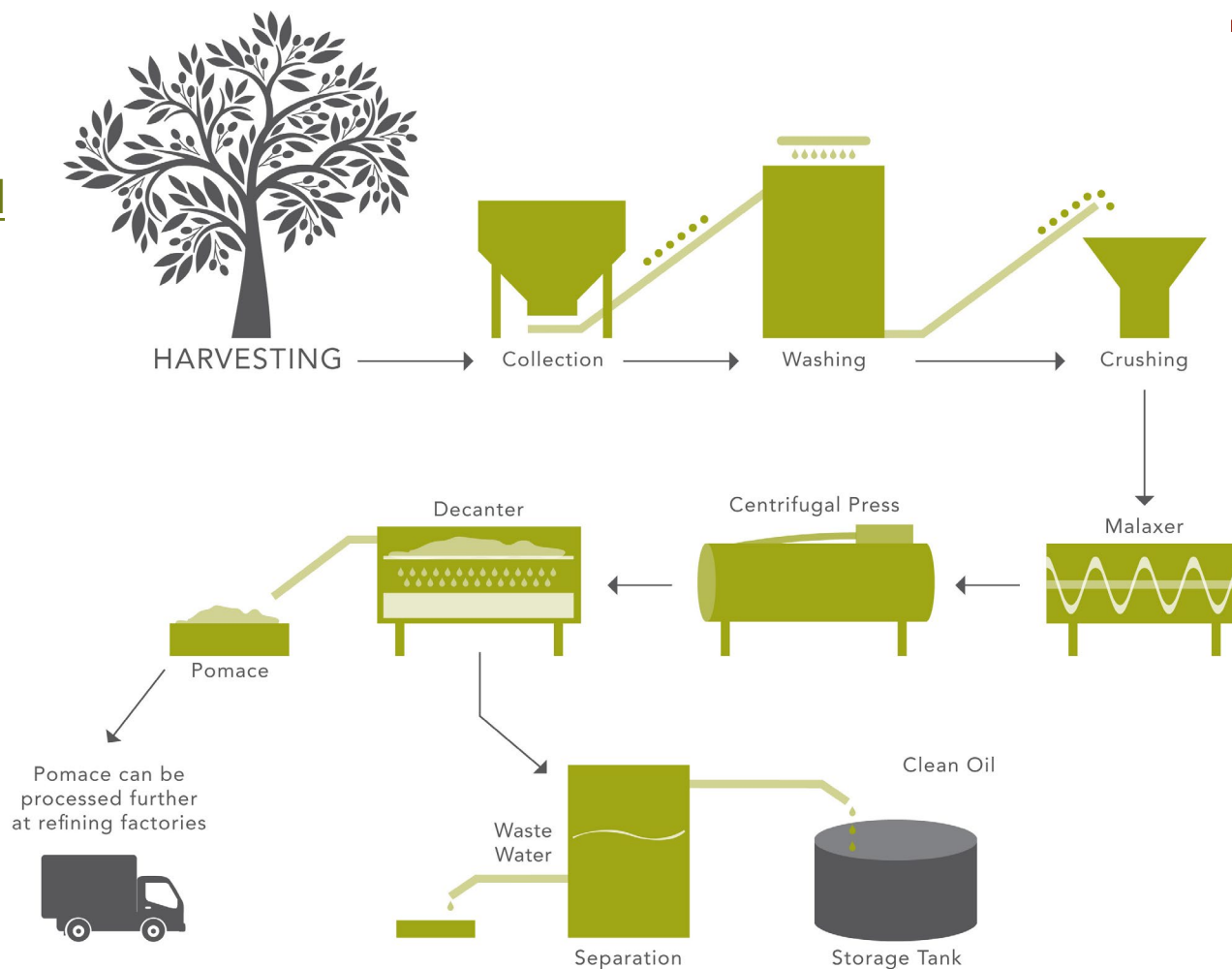


# OLIVE OIL PROCESS

## VIDEOS:

[Making Olive Oil](#)

[Grades of Olive Oil](#)



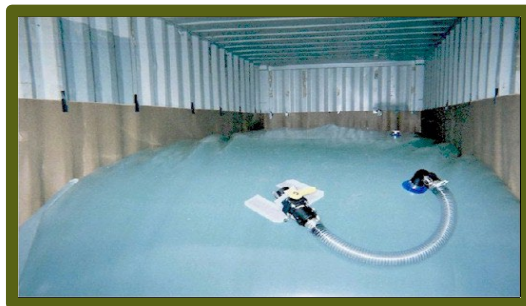
# SOURCES- Mediterranean



# SOURCES- Chile & Argentina



# QUALITY CONTROL / ASSURANCE



## SUPPLY CHAIN INTEGRITY

- Traceability starts at the tree. Our suppliers need to trace the oil they supply us back to a specific grower.
- QC/QA/SCI processes are followed from the tree all the way to our oil's final destination. ALL phases of supply chain are checked and certified to be in compliance with our standards and requirements.
- BRC Certified

**BRC**

Agents and Brokers

CERTIFICATED



Certificate No.: 257999-2018-ABRC-USA-ACCREDIA	Initial Audit date: 2018-02-01	Certificate expiry date: 2024-03-14
	Audit date: 2023-01-23	Next audit, regardless of whether it is announced or unannounced, must occur before this date: 2024-02-01

Product categories: 2 - Ambient food  
Exclusion from scope: none  
Achieved grade: **GRADE AA**  
Auditor number: 21055



SSGQ N° 003 A	EMAS N° 009 F
SSGA N° 003 D	PRD N° 003 B
SSGE N° 007 M	PRS N° 094 C
SSGR N° 004 F	SSI N° 002 G

Membro di MIA EA per gli schermi di accreditamento SSGQ, SSGA, PRD, PRS, SSQ, SHG, LAM e LAT, di MIA LA per gli schermi di accreditamento SSGQ, SSGA, SSI, SSP e PRD e di MRA ILAC per gli schermi di accreditamento LAM, SHG, LAT e SSQ.

Sabrina Bianchi

**Sabrina Bianchini**  
Management Representative



Lack of fulfillment of conditions as set out in the Certification Agreement may render this Certificate invalid. Any changes in the product shall immediately be reported to DNV Business Assurance Italy S.r.l. in order to verify that this Certificate remains valid. This certificate remains the property of: DNV Business Assurance Italy S.r.l., Via Energy Park, 14, 20871 Vimercate (MB), Italy. Tel. 039.68 99 905. Website: [www.dnv.com/assurance](http://www.dnv.com/assurance)  
If you would like to feedback comments on the BRCGS Standard or the audit process directly to BRCGS, please contact [enquiries@brcgs.com](mailto:enquiries@brcgs.com) or confidentially through [tbl@brcgs.com](mailto:tbl@brcgs.com). To verify certificate validity, please visit <https://directory.brcgs.com/>



# MEET THE TEAM



**DON GRIEGO**  
*Managing Director*

Don has been importing and selling olive oil since 1982. He started his career as a field broker specializing in import commodities. Don continued his career at Camerican International and went on to work for Taormina Sales Company in 1989 where he gained experience in representing olive oil manufacturers. In 1997, he founded AMD OIL SALES LLC with his partners.



**DARIN MARTINI**  
*President*

Darin joins AMD from JM Smucker Company, where he was Senior Director – Commodities & Ingredients since 2014. His previous experience includes managing procurement teams in commodity risk and strategic sourcing. His career started as an institutional desk manager / independent trader on the agricultural floor of the Chicago Board of Trade.

Darin will serve as AMD's President (both companies) overseeing overall leadership and management of the business.

# MEET THE TEAM



**DAVID TRIGLIA**

*Controller / General Manager*

Dave has been with AMD from the start and has since guided the company's growth from 30 Million Dollars to over 100 Million dollars. He manages cash positioning, banking partnerships, lending facilities and FX trading programs. Dave has also implemented and coordinated the successful launch of 2 software systems since 2005.



**JEANNE D'ELIA**

*Vice President*

Jeanne joined AMD Oil Sales in 2009 on a part-time basis and her role grew to full time as she took on more responsibility, particularly a QA project that set the stage for AMD obtaining BRC certification. She is now Vice President and oversees our QA process along with many other operational and quantitative aspects for importing and distributing products.

# MEET THE TEAM



## BEVERLEY MERGL

*Office Manager*

In 2005 Beverley started as office manager and administrative assistant. As in most small business, she had to handle and assist on EVERYTHING else that needs to be done behind the scenes. Her duties and responsibilities are too numerous to capture here.



## CHERYL GUEVARA

*Customer Service*

Cheryl is in full charge of our Customer Satisfaction. She handles all our customers' needs and booking positions.

Cheryl also is proficient in database management and maintains our import database. Started part time in 2013 – is now full time.

# MEET THE TEAM



**KAY-ANN McDONALD**

*Logistics*

Kay-Ann is in charge of managing freight forwarders, importing merchandise into the country, handling warehousing arrangements and, most importantly, arranging the timely and well communicated deliveries to our customers. Kay-Ann started with us in September of 2015. She has taken responsibility for introducing YAMMER into our company social media, as well as spearheading our CRM software training and development.



**BONNIE JAMIESON**

*Full Charge Bookkeeper*

Bonnie started with us in 2014. She has taken on other roles here at AMD. Her duties include some office management tasks, performs reconciling of supplier/vendor invoices to quoted costs for their services, and lot costing. Additionally, Bonnie assists in the vetting and recommendation of charitable organizations to which AMD makes monthly contributions.



# MEET THE TEAM



## MATTHEW CONWAY

*Sales / AMD SPECIAL OIL LLC*

Matt joined AMD Special Oils in 2021 and focuses on managing AMD Special sales; overseeing our customer warehouse programs; and sourcing for new products/ingredients to better service our clients. Matt has extensive experience in both sales and sourcing of imported specialty products.



## JODALIE MAGO

*Quality Assurance and Quality Documentation*

Jodalie started with us in 2021. Her main and significant role is to handle our customer QA documentation inquiries. As well as querying our supplier for GFSI documentation. Jodalie handles all sample requests and coordination of the testing of all our incoming shipments.

# MEET THE TEAM



## SHANA ENCARNACION

*Import Documentation and Customer Service*

Shana started with AMD in July 2022. Hired to keep up with our growing volume. She will be responsible for solidifying our import documentation, Inventory programs and customer service.



# AMD Charitable Involvement



**Jeremiah's Inn**

Helping people through our social model  
recovery program and nutrition center.

# CONTACT US



## **SALES & MARKET UPDATES**

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## **CUSTOMER SERVICE & BULK ORDERS**

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## **SOURCING & QC DOCUMENTATION**

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## **FINANCIAL & CREDIT**

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## **LOGISTICS & IMPORT DEPT**

kayannm@amdoilsales.com

## **PO & OFFICE ADMINISTRATION**

beverleym@amdoilsales.com





# CORE VALUES



## FIND SOLUTIONS

- Be the person who earns TRUST with earnest commitment to getting tasks completed.
- Be accountable in your actions to the team, clients, suppliers and vendors.
- Work with integrity / highest ethical and professional standard to complete action regardless of financial outcome.



## HAVE CLARITY IN COMMUNICATION

- Effectively and with purpose in all aspects, including and not limited to: emails, phone conversations, and listening.
- Be clear, concise and ensure that questions/concerns are addressed for full completion of task, to avoid repeating the process.



## BE COMMITTED

- To work in collaboration with our team to have a seamless supply chain experience for our customers (first), vendors and suppliers.