

United Natural Foods, Inc. Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis

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Abstracts

United Natural Foods, Inc. Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between United Natural Foods, Inc. and its competitors. This provides our Clients with a clear understanding of United Natural Foods, Inc. position in the [Commercial Services and Supplies](#) Industry.

The report contains detailed information about United Natural Foods, Inc. that gives an unrivalled in-depth knowledge about internal business-environment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for United Natural Foods, Inc.. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The United Natural Foods, Inc. financial analysis covers the income statement and ratio trend-charts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios

pertaining to profitability, margin analysis, asset turnover, credit ratios, and company's long-term solvency. This sort of company's information will assist and strengthen your company's decision-making processes.

In the part that describes United Natural Foods, Inc. competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of United Natural Foods, Inc. business.

About United Natural Foods, Inc.

United Natural Foods, Inc. engages in the distribution of natural, organic, and specialty foods and non-food products in the United States and Canada.

The company carries approximately 60,000 natural, organic, and specialty products, consisting of national, regional and private label brands in 6 product categories: grocery and general merchandise, produce, perishables and frozen foods, nutritional supplements and sports nutrition, bulk and foodservice products, and personal care items.

Divisions

The company's operations comprise three principal operating divisions: Wholesale division, Retail division, and Manufacturing division.

Wholesale Division

The Wholesale division includes its natural and organic distribution business; UNFI Specialty Distribution Services (UNFI Specialty), which is its specialty distribution

business; UNFI Canada, Inc., which is its natural, organic, and specialty business in Canada; Albert's Organics, Inc. (Albert), which is a distributor of organically grown produce and perishable items; and Select Nutrition, which distributes vitamins, minerals and supplements;

The company's distribution business is organized into three regions—Eastern Region, Western Region, and Canadian region. It distributes natural, organic, and specialty products in its product categories to customers in the eastern and midwestern portions of the United States through its Eastern Region and to customers in the western and central portions of the United States through its Western Region. The company's Canadian Region distributes natural, organic and specialty products in its product categories to its customers in Canada.

The company's UNFI Specialty division operates distribution centers located in Massachusetts and Arkansas, which provide approximately 1.4 million square feet of warehouse space. Through UNFI Specialty, the company distributes specialty food items (including ethnic, kosher, gourmet, organic and natural foods), health and beauty care items and other non-food items.

Through Albert's, the company distributes organically grown produce and non-produce perishables, such as organic milk, dressings, eggs, juices, poultry, and various other refrigerated specialty items.

Through Select Nutrition, the company distributes approximately 14,000 health and beauty aids, vitamins, minerals, and supplements from distribution centers in Pennsylvania and California.

Retail Division

The Retail division operates 12 natural products retail stores within the United States, located primarily in Florida (with 2 locations in Maryland and 1 in Massachusetts), through Natural Retail Group, Inc. (NRG). The company also operates a retail store in Vancouver, British Columbia within Canada that is reflected within its wholesale division.

Manufacturing Division

The Manufacturing division consists of Woodstock Farms Manufacturing, which engages in the international importation, roasting, packaging and distribution of nuts,

dried fruit, seeds, trail mixes, granola, natural and organic snack items, and confections. The company sells these items in bulk and through private label packaging arrangements with health food, supermarket and convenience store chains, and independent owners. The company operates an organic and kosher certified packaging, roasting, and processing facility in New Jersey.

The company's Blue Marble Brands product lines address certain needs or preferences of customers of its wholesale division. It carries approximately 25 brand names, representing approximately 900 products. The company's Blue Marble Brands products are sold through its wholesale division, through third-party distributors in the natural, organic and specialty industry and directly to retailers. The company's Field Day brand is sold to customers in its independent channel.

Acquisitions

In June 2010, the company acquired certain Canadian food distribution assets of the SunOpta Distribution Group business (SDG) of SunOpta Inc. through its wholly-owned subsidiary, UNFI Canada, Inc.

Customers

The company serves approximately 23,000 customer locations, which can be classified as follows: independently owned natural products retailers, which include buying clubs; supernatural chains, which consist of Whole Foods Market, Inc. (Whole Foods Market); conventional supermarkets, including Kroger, Wegman's, Haggen's, Stop and Shop, Giant, Quality Food Centers, Hannaford, Food Lion, Bashas', Shop-Rite, Rainbow, Lowe's, King's, Publix, Fred Meyer, and United Supermarkets; mass market chains, including Target, BJ's Wholesale Club, and Costco; and other, which includes foodservice and international customers outside of Canada.

Suppliers

The company's major supplier is Hain Celestial Group, Inc.

Competition

The company's major competitor in both the United States and Canada is KeHE Distributors, LLC (Kehe), which owns Tree of Life Distribution, Inc.

History

United Natural Foods, Inc. was founded in 1978.

The above Company Fundamental Report is a half-ready report and contents are subject to change.

It means that we have all necessary data in our database to prepare the report but need **2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.

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1 – Data availability depends on company's security policy.

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ANALYSIS FEATURES

SWOT Analysis

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

Enhanced SWOT Analysis

Enhanced SWOT is a 3x3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

PESTEL Analysis

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.

Key Factors Examined by PESTEL Analysis:

Political – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

Economic – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

Sociological – What cultural and societal aspects will work upon the demand for the business's products and operations?

Technological – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

Environmental – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

Legal – What laws and legislation will exert influence on the style the business is carried out?

IFE, EFE, IE Matrices

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors

integrated into one suggestive model.

Porter Five Forces Analysis

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

VRIO Analysis

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources

Financial

Physical

Technological

Organizational

Intangible resources

Human

Innovation and Creativity

Reputation

Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?

Rare?

Costly to imitate?

Organized properly?

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