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**Ben B. Schwartz & Sons going strong this holiday season**

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By

Keith Loria

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Situated on the Michigan Produce Terminal in Detroit, [Ben B. Schwartz & Sons](#) is a trusted partner for local and national chain stores, as well as foodservice providers. The company's strong distribution network stretches through most of the United States and into Canada.

With the calendar turning to December, it represented one of the busiest times of the year for the company.

"Holidays drive more business," said Jordan Grainger, vice president of sales and business development for Ben B. "It can be a 20 percent increase in overall business leading up to the holidays."

Not that business has been slow by any means — Ben B. has experienced a great 2022 and the holiday rush will only add to what it's seen as it delivers the best produce for its customers.

"2022 is turning out to be another great year and another year we have grown," Grainger said. "We expect to end 2022 strong and take us into a very positive looking Q1 for 2023. Our purchasing team and warehouse team work very closely together to make sure we are providing the top overall quality to our customers. Both teams are working on selecting the correct product for the customer and looking at the quality before we deliver."

With more than 100 years of experience, the company understands what works and what doesn't — especially from the retail point of view.

"Increasing the opportunity for a customer to make an impulse buy while shopping for holiday staples is a great way to increase sales during the holiday seasons," Grainger said. "Planograms and item floor placement are very important to get the most out of the holiday rushes."

Looking ahead, the company is excited about what's to come, projecting business will increase over 2022.

"We have a lot of momentum going into the new year and are very excited about 2023," Grainger said. "We expect 2023 to be another consecutive year of growth for our company."

Participating in industry councils and attending industry events is very important to the folks at Ben B., as the company's leaders know that collaboration is one of the ways that the entire industry will be able to face some of the big challenges happening today.

"We feel at these events, it allows our industry to get together and discuss opportunities to strengthen the produce industry through innovation and collaboration," Grainger said. "Labor is

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always difficult and cost increases. We are consistently working on improving our processes to help combat both.”

With this being holiday time, the company is thinking about those less fortunate and are working with Forgotten Harvest — an organization that has a mission dedicated to relieving hunger and preventing nutritious food waste in Metro Detroit.

“We are proud of our employees,” Grainger said. “Working in the produce industry can be taxing. Our employees always rise to the occasion to get the job done and ensure our customers remain our top priority.”

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## About Keith Loria |

A graduate of the University of Miami, Keith Loria is a D.C.-based award-winning journalist who has been writing for major publications for close to 20 years on topics as diverse as real estate, food and sports. He started his career with the Associated Press and has held high editorial positions at magazines aimed at healthcare, sports and technology. When not busy writing, he can be found enjoying time with his wife, Patricia, and two daughters, Jordan and Cassidy.

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