

ACHD Approves Food Inspection Grading Plan

On August 3, the Allegheny County Health Department (ACHD) Board gave final approval for the institution of proposed restaurant inspection grading displays (A,B,C grading) with a vote of 6 to 1. The plan now goes to the Allegheny County Council for consideration. If approved by county council, the grading program would be launched in January 2015.

ACHD inspectors currently identify food safety violations, but do not tally scores. Under the proposed scoring system, an inspector starts at 100 points and subtracts points based on violations found. A grade is then assigned to the point tally for posting.

Enforcement actions for those establishments earning below a C grade include posting a Consumer Alert placard or being forced to close.

According to the *Pittsburgh Post-Gazette*, "Plans call for grading restaurants and most of the other food facilities inspected by the health department, including such places as banquet halls, social clubs, church kitchens, caterers, mobile vendors and convenience stores. Under phase two of the program — a time frame for which hasn't been set — supermarkets, school cafeterias, personal-care homes and nursing homes would be added."



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Various Polls have Tom Wolf in the Lead Over Gov. Tom Corbett for Gubernatorial Election

According to *Capitolwire* reports, as poll results keep rolling in, one thing is for certain – Tom Wolf remains in the lead for the November 2014 gubernatorial election.

Franklin & Marshall Poll

According to a poll conducted from August 18-25, 2014 by the Center for Opinion Research at Franklin & Marshall College, Democrat Tom Wolf had a 25-point lead over Republican Gov. Tom Corbett, 49 to 24 percent. The survey of 520 voters was conducted with a sampling error of plus or minus 4.3 percentage points.

Wolf previously led Corbett in F&M's June 2014 poll 47 to 25 percent.

According to the F&M poll, as of Aug. 25, state voter registration statistics show 49.6 percent of registered voters registered as Democrats, 36.8 percent were registered Republican, 8 percent with no affiliation, about a half-a-percent registered as Libertarian, and 5 percent as "all other voters."

Harper Poll

GOP firm Harper Polling has Democrat Tom Wolf holding an 11 percent lead over Corbett among state voters. While Wolf holds a comfortable lead (58-35 percent) in the southeast/Philadelphia region, the race is a draw in the south central (48 percent Corbett, 45 percent Wolf) and the southwest/Pittsburgh

(48 percent Wolf, 46 percent Corbett) regions. Sixty-one percent said, regardless of personal preference, they expect Wolf to win the November election, compared to 33 percent who expect Corbett to win. The polling memo says 8 percent of Corbett voters are supporting the governor, despite expecting him to lose. "It illuminates a challenge for Corbett: making people believe he can win."

On the policy end, the poll also shows 51 percent of surveyed likely voters don't like Wolf's income tax plan – at least based off minimum information available. Wolf has proposed changing Pennsylvania's current flat tax to a more progressive tax rate, meaning households having higher incomes would pay a higher effective tax rate. The poll uses a break-even point of \$90,000 for when the higher effective rate would be borne, but a *Capitolwire* analysis of the plan, based on the little information, found higher effective rates would likely kick in around \$77,700 per household.

Robert Morris University Poll

A Robert Morris University poll released on September 2 has Tom Wolf with an incredible 31-point lead over Tom Corbett. In the RMU poll, which surveyed 500 Pennsylvania voters, Wolf drew 55.5 percent of respondents compared with Corbett's 24.7 percent. The poll had a margin of error of 4.5 percent. *Source: Capitolwire.*

Taylor to Introduce Bill to Decriminalize Out-of-State Alcohol Purchases

Rep. John Taylor (R-Phila.) will introduce legislation to decriminalize the purchase of out-of-state wine and liquor.

"For decades people have driven into New Jersey and Delaware to purchase wines and spirits not available in Pennsylvania, which is illegal, though rarely enforced. When it is enforced, the consequences can be great and often unfair," Taylor said.

Taylor cited the case of Arthur Goldman, a lawyer who purchased more than 2,400 bottles of premium wines purchased out of state that were unavailable through the Pennsylvania system. Goldman was charged with selling liquor from his home, though he was making purchases for friends and family who had requested a specific wine and reimbursed him.

"These valuable wines, which represent a significant investment by the purchaser, were confiscated by the Bureau of Liquor Control Enforcement and could be destroyed," Taylor said. "If he is willing to pay the necessary state taxes, he should have his wines returned to him."

To make sure this does not happen again, Taylor will introduce legislation to decriminalize this activity as long as the person making the purchase pays the Pennsylvania taxes owed on the product.

"My bill will specifically allow residents of Pennsylvania to purchase wine, spirits and beer outside of the Commonwealth and bring those purchases home with them without fear of criminal prosecution," Taylor said.

Furthermore, Taylor's legislation would allow a Pennsylvania resident to be reimbursed by a friend or family member for alcohol purchased outside of Pennsylvania.

"It's time to reform this system," Taylor said.

Source: Rep. Taylor's Office
2 Spectrum

Retail Theft Law Updates Aid Law Enforcement

Column by Adam Nowicki, LPI, LPQ — Wegmans Food Markets



This column was published in the September 2014 edition of the Municipal Police Officer's Education Training Commission newsletter.

Does your jurisdiction have a Shopping Center? Retail theft arrests? On the surface, retail crime can be regarded as petty, yet often enough offenders are linked to activities on the radar of professional law enforcement (regional and interstate organized crime, gang activity, and narcotics to name a few). The FBI has consistently linked revenue of Organized Retail Theft groups to terrorist organizations since Sept. 11, 2001.

On December 23, 2013, Pennsylvania again strengthened its retail theft law by passing Senate Bill 731 (Act 131) into law. The retail theft section of the law, being a cooperative effort led by Sen. John Rafferty (R-Berks/Chester/Montgomery) and Rep. Todd Stephens (R-Montgomery) provides a stricter penalty for burglary, robbery, and theft by specifically amending the grading for the offense of retail theft. Act 131 comes on the heels of the 2010 passage of HB 1720 (Act 33), which added §3929.3 Organized Retail Theft to the crimes code, a felony offense for individuals guilty of managing an ORT "Enterprise." The FBI estimates merchants lose in excess of \$30 billion each year due to this activity, the revenues of which have been linked to organizations including Hamas and Hezbollah.

This activity poses a significant health risk to consumers who unknowingly purchase stolen infant formula, medication, and healthcare items which could have altered expiration dates or may have been improperly stored. Furthermore, the lost tax revenue reduces funding for municipal agencies. The good news is that agencies in the Commonwealth are now prosecuting offenders under §3929.3.

The passage of Act 131 also reduces the felony threshold for retail theft from \$2,000 to \$1,000. Doing so brings Pennsylvania more in line with other states in the U.S. with lower felony level

thresholds. The spirit of the law is to discourage organized crime from viewing Pennsylvania as a target-rich environment as they have in years past. The average shoplifter requires a substantial haul to reach this level and the summary and misdemeanor thresholds remain \$150 for first-time offenders. Another section of this act provides language that now constitutes the use of an Accelerated Rehabilitative Disposition (ARD) program as a prior offense, stating "... the court shall include a conviction, acceptance of Accelerated Rehabilitative Disposition or other form of preliminary disposition, occurring before the sentencing on the present violation, for an offense under this section..."

These two recently updated laws have given Pennsylvania law enforcement additional resources to combat retail crime. "Whether or not you signed up for the first time offender program, it is still a prior offense and this law will help clarify for the patrolman and district magistrate where sometimes the law is interpreted differently," said Detective Gary Hammer of the Colonial Regional Police Department, who has a number of retail locations in his agencies' jurisdiction. "Hopefully this eliminates the catch-22".

Pennsylvania Asset Protection Division Manager Wade A. Hess of Wegmans Food Markets Inc. had this to say, "We need not only the law-enforcement and retail community, but our Judges and elected officials to understand some of these so-called retail thefts are actually fueling much more dangerous enterprises. We can talk at length about the negative impact on the retailers, increased prices passed onto the public and millions in lost tax revenue to our state, but when you talk about crimes that impact the safety of people there is a much greater sense of urgency. It is clear that Organized Retail Crime (ORC) has links to gang violence, drug activity, and even terrorism. This puts our children and our communities at risk. Hopefully these laws will provide law enforcement officers with the correct tools needed to prosecute offenders to the fullest."

With up-to-date retail theft statutes on the books, Pennsylvania retailers and law enforcement agencies have the ability to continue combatting and mitigating the persistent issue of retail crime, which adversely affects citizens and government entities across the Commonwealth.

Register now for the APR Recycling Grocery Rigid Plastics - Continued Progress web seminar!
Tuesday, September 23, 2014 1 - 2:15 p.m.
Register here: <https://attendee.gotowebinar.com/register/3385254825159198210>.

September is We Card Awareness Month

2015 We Card Materials Now Available for Order at WeCard.org

September is We Card Awareness Month across the country, and the Pennsylvania Food Merchants Association (PFMA) encourages all retailers to continue in their efforts to successfully identify and prevent age-restricted product sales to minors.

The legal requirements of U.S. Food and Drug Administration (FDA) regulations governing certain tobacco products, combined with state level restrictions and the rising focus on e-cigarettes, pushes responsible retailing of age-restricted products to a new level.

The national retailer violation rate with youth access to tobacco laws is 9.1 percent — significantly below the target percent rate. Even so, preventing age-restricted product sales to minors continues to be a top retail industry priority. Furthermore, Pennsylvania has a violation rate of 9.6 percent that is just above the national average according to the FFY 2012 Synar Report issued by the U.S. Department of Health and Human Services.

“Pennsylvania retailers are committed to preventing underage sales,” says David McCorkle, President and CEO of the PFMA. “Education and training are important components of any effective strategy and PFMA will continue to work closely with our members to help provide them with the best tools and resources available.”

“Trained retail employees are confident and prepared to identify and deny underage attempts to purchase tobacco, e-cigarettes or other age-restricted products. We Card Awareness Month helps reinforce retailers’ daily efforts and highlights the services and tools We Card avails to help them complete it,” said We Card president Doug Anderson.

FDA requirements of retailers demand the “carding” of every under 27-year old customer for cigarettes, cigarette tobacco, smokeless tobacco or roll-your-own tobacco. Additional products, such as cigars and e-cigarettes may be added to this requirement since FDA proposed adding them to the list of restricted products earlier this year. Since 2010 FDA has completed more than 320,000 retail compliance checks to see if retailers’ are asking for ID of customers under 27 years old and rejecting those underage purchase attempts.

Pennsylvania retailers have experienced more than 20,000 checks since FDA starting doing compliance checks, and that number will only increase.

Furthermore, e-cigarettes are now considered age-restricted products in nearly 40 states so an increased focus on responsible retailing and knowing which products to “card” and deny sales to minors is particularly important for the retail industry.

To help retailers, We Card Awareness Month launches the availability of We Card’s 2015 materials including a range of new age-of-purchase calendars and tools. From Labor Day to New Year’s Eve, it is We Card’s busiest time of the year as retailers order the coming year’s Age-of-Purchase Calendar — a daily reminder age-calculation tool — and a slew of other point-of-sale tools and signage to equip their stores.



We Card also offers award-winning training courses offered online through We Card’s eLearning Center at www.wecard.org or through licensing to retailers and other organizations.

FDA has issued official guidance for Tobacco Retailer Training Programs and We Card’s eLearning training matches and exceeds this federal curriculum with retail-focused emphasis on customer service, role-playing and interactive gaming — earning the training an American

Business Awards 2013 Bronze Stevie® Award as a Best Training Site.

“We Card is a great partner and a great resource for the retail community,” says McCorkle. “For 18 years they’ve been at the forefront of efforts to educate retailers to prevent underage sales, and they continue to provide the very best in tools and training.”

About We Card: The We Card Program, Inc. is a national non-profit organization created 18 years ago to support retailers of tobacco and other age-restricted products. Individual retail establishments as well as large retail chains use We Card’s educational and training services to comply with federal and state laws while working to prevent underage tobacco and age-restricted product sales. National and state retail trade associations, government officials, community groups and others also support We Card’s ongoing efforts to educate and train retailers.

We Card’s Board of Directors represents all classes of trade from independent convenience stores, chains, grocers, and wholesalers. Combined, the board member national associations connect with 235,000 tobacco-selling outlets. Through We Card’s Advisory Board members, We Card reaches some 200,000 retail outlets through direct contact.

PA 13th-Worst State For Debt

Chicago-based economic think tank Truth in Accounting recently released its *State of the States Report* for the 2013 fiscal year, and, according to the report, Pennsylvania has the thirteenth-worst debt of all the states in the nation: \$14,500 per state taxpayer. That was enough to get Pennsylvania the rating of “sinkhole state,” from the group, which advocates for states to include on their balance sheets all real and certain expenses when incurred, not when paid.

The report finds that in 2013 Pennsylvania had a total of \$89.7 billion in total assets, but of that \$41.9 billion were capital assets (roads, buildings and land) that would have to be sold to pay off any state debt, while another \$8.9 billion were restricted assets (meaning the use of the asset, such as a revenue bond, is for a specific stated purpose).

The report considers the remaining \$38.9 billion in assets as available to pay the state’s bills. However, according to the report, the state had \$100.9 billion in liabilities in 2013, meaning a \$62 billion shortfall in the ability to cover debt. Much of that \$62 billion is due to the state’s public pension unfunded liability, which the report set at \$53.8 billion in 2013 (\$34.02 billion for pension benefits, \$19.8 billion for unfunded retiree health care benefits), and only \$3.2 billion of that pension liability is reported on the state’s balance sheet. That pension benefit debt also represents an increase over the 2012 figure (\$29.26 billion) by nearly \$4.8 billion, to keep Pennsylvania solidly in fourth place in the nation for its pension benefit debt, behind Illinois (\$100.5 billion), California (\$59.4 billion) and Texas (\$35.9 billion), and ahead of Massachusetts (\$30.3 billion).

Source: *Capitolwire*

SNAP Sales Transparency

USDA sought comment on a proposal to provide more information to the public about the amount of SNAP benefits redeemed by individual retailers. A Request for Information (RFI) was published in the Federal Register on August 4, 2014. The RFI sought public comment on several questions related to the transparency of SNAP retailer redemption information. The Administration's goal is to provide as much transparency as possible within statutory limits and to consider input from a wide variety of stakeholders. The RFI can be found at <https://federalregister.gov/a/2014-18288>.

USDA undertook two rounds of calls to retailers to inform them of the RFI and to seek their input. USDA also sent emails to those retailers for whom they had addresses. Comments were accepted until 09/08/2014. *Source: USDA*



And its Board of Directors

are pleased to invite you to

Join us for Cocktails and Conversation

Wednesday, October 22, 2014

~ 5:30 to 7:30 p.m. ~

New and prospective association members are invited to join PFMA directors on October 22 at the West Shore Country Club at 100 Brentwater Road, Camp Hill, PA.

Please RSVP to jhamelin@pfma.net or call Jenny at (717) 214-5970.

Staying Connected

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Scott Karns to be Honored at Volunteers of America Tribute Dinner

Volunteers of America of Pennsylvania will honor Scott Karns, owner of Karns Quality Foods, for his outstanding service to the community at its upcoming Tribute Dinner. The event will be held at the Clarion Hotel & Conference Center Harrisburg West in New Cumberland, Pennsylvania on September 10, 2014.

Karns Quality Foods, a locally owned family supermarket chain since 1959, has been a staunch supporter of Volunteers of America of Pennsylvania for many years. Scott Karns' efforts in support of many nonprofit organizations, especially in the human services sector, make him a richly deserving honoree.

"The Karns family lives in, works in and loves Central Pennsylvania," said Karns. "With such a connection to the local community we know and understand the importance of lending support in a variety of ways."

Dr. Melissa Vayda, president and CEO of Volunteers of

America said, "In honoring Scott through this event the community has the opportunity to say thank you for all he has done and to provide vital funds to help individuals and families who are most in need in our community rebuild their lives and reach their full potential."

These services are provided by Volunteers of America through various programs and facilities such as 196 units of affordable housing, a residential treatment facility, thrift stores, a child development center, supportive services for veteran families, after school programs, a business incubator for individuals with disabilities, transportation, and a variety of others.

Proceeds from the Tribute Dinner will help Volunteers of America of Pennsylvania provide critical human services to some of the most vulnerable people in our communities. For reservations and sponsorship information, contact Jim Ingolio, the organization's director of mission advancement, at 717-236-1440 or jingolio@voapa.org.



Scott Karns, owner, Karns Quality Foods, Ltd., will be honored for outstanding community service during the Volunteers of America Tribute Dinner on September 10, 2014.



2014 SJU Food Industry Summit

St. Joseph's University (SJU) is holding its 9th annual Food Industry Summit on October 14, 2014 in the Teletorium at the Haub School of Business

The topic is "Food on Demand" and will highlight how companies are answering the challenge from today's connected consumers. Come hear how some of the best food brands are handling this topic.

Speakers include:

Wakefern President & CEO, Joe Sheridan;

King's/Balducci's President & CEO, Judy Spires;

Dietz & Watson CEO, Louis Eni;

Kraft Vice President Breakthrough Innovations, Barry Calpino;

Marriott Vice President Culinary & Global Corporate Chef, Brad Nelson,;

Ulive/Food Network Director of Marketing, Jeff Greenhouse; and

IRI Principal Segmentaton and Survey Solutions, Carl Edstrom.

You can register directly at: foodindustrysummit.sju.edu.

The presentations are followed by a question and answer period. Please share with your vendors and customers that you think would benefit from this event. There is also plenty of time to network in the morning, lunch, and afternoon. Proceeds from the event are used for student/faculty travel to the various food trade shows.

American Egg Board Elects Paul Sauder Chairman

The American Egg Board (AEB) elected Paul Sauder, R.W. Sauder, Inc., based in Lititz, Pennsylvania, as its new chairman during its March 13 board meeting.



Paul Sauder, president, R.W. Sauder, Inc., accepts the gavel as chairman of the AEB from immediate past chairman Roger Deffner, National Food Corp., Everett, Wash.

(article and photo courtesy of AEB)

"Every decision, every action, we take as a board should be made through the lens of whether the effort will help drive egg consumption during my term as chairman," said

Sauder, who has served on the board during varying years since 1990 with more than 20 years of total service.

"Immediate Past Chair Roger Deffner and his predecessor, Chris Pierce, left big shoes to fill, and I charge this group of board members and alternates with the task of earning the confidence of every egg farmer in America. We'll be looking at all AEB's expenditures and programs to make sure our return-on-investment continues to increase while driving egg consumption."

Rutter's Earns Top Spot Among Top 100 Private Companies in Central PA

Rutter's has earned the #3 rank on the *Central Penn Business Journal's* 2014 list of Top 100 Private Companies in Central Pennsylvania.

Rutter's has been ranked in the top 10 every year since 2005, and also appears this year in the #1 spot on the list of Top 100 Private Companies in York County, PA, according to the Business Journal.

Rutter's Chief Customer Officer, Derek Gaskins, cited the company's consistent innovation as the most compelling reason for the recent recognition.

"We pride ourselves on our rich history and our ability to continuously adapt to our customer's ever changing needs. We are proud of our deep roots in Central Pennsylvania, and we understand that we must consistently innovate to improve our business.

Our goal is to invest in the communities where we operate and empower our team members to better meet the needs of our customers" said Gaskins, "We continue to grow because we have a passion for customer service and creating experiences that satisfy the needs of our employees, customers and communities."



Weis Markets' Opens New Selinsgrove Store

Company welcomes customers with giveaways, a ribbon cutting ceremony and makes donations to twelve community organizations

Sunbury, PA — Weis Markets celebrated the Grand Opening of its new Selinsgrove store, located at the intersection of Route 522 and Broad Street, on August 23, 2014. The new store is just steps away from the previous store's location. With a true Grand Opening celebration, the festivities included a community ribbon cutting ceremony with local public officials and dignitaries, along with company donations to local nonprofits. Customers were also surprised with free bags of groceries during check out at the registers.

"Today we celebrated the exciting launch of a store we've been planning for a number of years. From concept to ground breaking and now grand opening, we have meticulously planned every detail of this state-of-the-art store with great care to ensure our customers receive the very best from Weis Markets," said President and CEO Jonathan Weis. "We have proudly served Snyder County for more than a century and we're honored to continue this for many, many more years to come."

The 66,740 square-foot flagship store features larger fresh departments with more than 700 varieties of produce and a greater selection of organic and natural items, as well as service seafood and meat departments offering hand cut USDA choice dry aged beef, all natural pork and poultry, gourmet burgers, sustainably harvested fish filets and more. Additional enhancements include an international cheese section, more gourmet and international foods, as well as a full-service pharmacy, deli and expanded food service department and bakery. The store's café offers dine-in and take out service, outdoor patio seating, and 750 varieties of domestic and imported beer. The location also has a Gas N' Go fuel station on the premise.

The new store is also designed to be eco-friendly, featuring advanced refrigeration and climate control technologies to lessen its impact on the environment. These technologies will reduce the



Top photo, Weis Chairman Robert Weis, store manager Joe Godfrey, and Jonathan Weis, president and CEO, have lots of help cutting the ribbon to open the new Selinsgrove store. Right, a Weis floral associate stands among the beautiful assortment of flowers available at the store.



store's refrigerant usage by 60 percent compared to that of a conventional supermarket.

The store employs more than 200 full- and part-time associates.

Organizations receiving donations from Weis Markets at the grand opening ceremony were Snyder County Libraries, Selinsgrove Seals Summer Day Camp, Girls on the Run of the Greater Susquehanna Valley, Selinsgrove AYSO (youth soccer), Selinsgrove Football Boosters, All Saints Episcopal Church/Martha's Table, Selinsgrove Youth Football, Meals for Seals, Dauntless Hook and Ladder, Union Snyder Community Action Agency, St. Paul UCC/Five Fishes and Two Loaves and Selinsgrove Area Band Booster Association.

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It's a great way to recognize those team members working
on the front lines of your store daily. Contact Elizabeth Peroni
at eperoni@pfma.net or call 800-543-8207 x5516.***

MAFTO to Hear Acme's Jim Perkins at October Meeting

The Mid-Atlantic Food Trades Organization (MAFTO) will host its fall meeting on Thursday, October 16, 2014 at the Crowne Plaza-King of Prussia. Its special guest speaker is Jim Perkins, president of Acme Markets, Inc.



The reception will be held from 5:30 to 6:30 p.m. Mr. Perkins will speak at 6:30 p.m., followed by dinner. Tickets are \$125 for members and \$150 for non-members. Visit www.mafto.org to register.

PAMR to Honor 'Merchandiser of the Year'

The Pittsburgh Association of Manufacturers Representatives (PAMR) will honor the SUPERVALU/Shop 'n Save merchandising team during its annual luncheon on Friday, September 26 at The Club at Nevillewood, Nevillewood, Pa.

The honorees are Dan Bertok, Bob Christopher, Bob Dumi, Don Fabian, Rich Gray, Charlene Love, Chris Mintus, Gene Signorelli and Bob Tokar.

The reception will start at 11:30 a.m. with lunch at noon. Tickets are \$80 per person, shared table of four guests: \$300, includes a full page ad in the commemorative program, and premium seating. A table of 8 is \$500 and includes a full page ad in the program and premium seating.

For more information, contact PAMR at 412-655-7574 or email at pgh-pamr@comcast.net.

AWI Hosts 2-Day Fall and Winter Show Event



Associated Wholesalers, Inc. hosted its fall and winter show at the York Fairgrounds' Utz Arena on August 19 and 20.

The Otway family was honored for 25 years with the Co-Op. From left, Clarisa, Dennis, James and Edith Otway, Matt Saunders, AWI president and CEO, and Dylan and John Otway, Dutch's Market, Greentown, Pa.

Below, the Burkholder family was also recognized for 25 years with the co-op. From left, Stephanie, Russ and Jesse Burkholder, Burkholder's Country Market, Spring Mills, Pa.



AWI's Charlie Fusco walks the show floor with Stacy and Sam Knipe, Sammy's Fresh Meats, Liberty, Pa.



Ken Post of Stoner, Inc. demonstrates Invisible Glass cleaner with its reach and clean tool, which cleans without streaks and lint. The product is widely used for automobiles and is now moving into household products.



Terry Quigley represented PFMA and MEMO at the show and happily greeted Anjali Patel of Emmaus Avenue Market and Deli, Allentown, Pa.



Joe Toback, Alliance, left, and Bryant McGrath, Alliance, right, Alliance, show Amy Towles, AWI customer service, the flavors of Yuengling ice cream.

at the York Fairgrounds



Marion Pasdon and Charles Steward, left, and James Heavey, all of Jim Thorpe Market, check out the products available from Rochelle White, second from right, of Haddon House.



AWI's Gary Lauer, left, greets long-time co-op member Chris Slike, Lynn's Market and Enola Shurfine.



Roger Carper, Pellman's Desserts, answers questions about the company's desserts from Anita Kerr, Michelle Wilkins and Kaitlin Kerr, all of Kerr's Sales, Wardsville, WV.



AWI's Information Technology team was on hand to show customers the exciting digital marketing products set to be released this fall, including a new phone application. From left, AWI's Alex Fry, Les Morton, Elyse Feitzinger and Nate Shank demonstrate the new products to Dennis Otway, grocery manager at Dutch's Market, Greentown, PA.

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PFMA Buyer's Guide

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COHNREZNICK LLP

500 East Pratt Street, Suite 200, Baltimore, MD 21202

Phone: (410) 783-4900

Specialty: Accounting and assurance, tax, and business advisory. Provides a range of services to help businesses succeed.

Website: www.cohnreznick.com

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501 Office Center Drive, Suite 300, Fort Washington, PA 19034

Phone: (267) 532-4408

Specialty: Unique combination of foresight and experience when fulfilling client needs in accounting, tax and advisory services.

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Advertising/Printing

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2400 Interlachen Road, Suite 419, Spring Park, MN 55384

Phone: (651) 755-7226

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Website: www.streetmarc.com

Associations/Partners

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105 West Fourth Street, 2nd Floor, Greensburg, PA 15601

Phone: (877) 772-3673

Specialty: Empower Pennsylvanians to make our communities clean and beautiful.

Website: www.keppabeautiful.org

NORTHWESTERN PA FOOD COUNCIL

2840 West 21st Street, Erie, PA 16506

Phone: (814) 453-7588

Specialty: Food retailer representation in state & local government.

PENNSYLVANIA NEWS MEDIA ASSOCIATION

3899 North Front Street, Harrisburg, PA 17110

Phone: (717) 703-3000

Specialty: Trade association supporting the newspaper industry in Pennsylvania.

Website: www.pa-newspaper.org

PENNSYLVANIA RESTAURANT & LODGING ASSOCIATION

100 State Street, Harrisburg, PA 17101

Phone: (717) 232-4433

Specialty: Trade association, advocate for Pennsylvania's hospitality industry.

Website: www.patourism.org

PITTSBURGH ASSOC. OF MANUFACTURERS REPRESENTATIVES

P.O. Box 426, South Park, PA 15129

Phone: (412) 655-7574

Specialty: Manufacturers' representatives association, networking and social events.

Construction/Engineering

URS CORPORATION

4507 North Front Street, Suite 200, Harrisburg, PA 17110

Phone: (717) 635-7901

Specialty: Leading provider of engineering, construction, and technical services for private companies around the world.

Website: www.urs.com

Energy & Equipment

Power Down LLC

2843 Whitetail Court, Doylestown, PA 18902

Phone: (267) 885-5069

Specialty: Retrofit businesses with coolers to install EC Motors, energy-efficient lighting, including cooler doors & moisture sensors to regulate anti-sweat devices. **Website:** www.mypowerdown.com

Environment/Remediation

GROUNDWATER SERVICES INTERNATIONAL, INC.

443 McCormick Road, Mechanicsburg, PA 17055

Phone: (717) 691-9799

Specialty: Petroleum loss investigation & remediation services, USTIF claims, ACT 2 closures and Phase I ESAs.

Website: www.gwater.com

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2763 Century Boulevard, Reading, PA 19610

Phone: (610) 378-1175

Specialty: Accounting, auditing, litigation support, business valuation & succession planning.

Website: www.herbein.com

MEMO FINANCIAL SERVICES, INC.

P.O. Box 8863, Camp Hill, PA 17001-8863

Phone: (800) 922-8079

Specialty: Customized turn-key, back office, low priced money order processing, equipment maintenance & depot service. Electronic bill pay.

Website: www.memoco.com

Insurance

CO-OP AGENCY, INC.

729 E. Lincoln Avenue, Myerstown, PA 17067-2200

Phone: (717) 866-9747

Specialty: Full service, independent insurance agency.

Website: www.coopagency.com

GLEASON, INC.

551 Main Street East, P.O. Box 8, Johnstown, PA 15907

Phone: (877) GLEASON or (814) 532-0200

Specialty: Insurance, financial & technology services; slip/fall prevention.

Website: www.gleasoninc.com

THE GRAHAM COMPANY

One Penn Square West, Philadelphia, PA 19102

Phone: (215) 701-5259

Specialty: Insurance brokerage & consulting firm committed to enhancing employee safety & business viability through an action oriented approach.

Website: www.grahamco.com

MILLENIUM INSURANCE GROUP

135 E. Main Street, New Holland, PA 17557-1276

Phone: (717) 354-4774

Specialty: Medical insurance programs.

Website: www.millenniuminsurancegroup.com

PFMA Buyer's Guide

Your Source for Products and Services

Business & Consulting Services

Legal Services

FLAHERTY & O'HARA, PC

610 Smithfield Street, Suite 300, Pittsburgh, PA 15222

Phone: (412) 456-2001

Specialty: Alcohol beverage counseling (licensing, litigation & related services) for restaurant, hospitality & entertainment industry clients.

Website: www.flaherty-ohara.com

RHOADS & SINON, LLP

1 South Market Square, 12th Floor, Box 1146, Harrisburg, PA 17101

Phone: (717) 233-5731

Specialty: Business law, real estate development, tax, corporate & shareholder matters, contracts & defend clients in business disputes.

Website: www.rhoads-sinon.com

MARK N. SUPRENANT, ATTORNEY AT LAW

885 Empress Road, West Chester, PA 19382

Phone: (484) 604-0850

Specialty: Legal services for food industry retailers.

Loss Prevention

AGILENCE, INC.

1020 Briggs Road, Suite 110, Mt. Laurel, NJ 08054

Phone: (856) 366-1200

Specialty: Leading provider of intelligent video auditing solutions.

Website: www.agilenceinc.com

COMMAND CORPORATION

P.O. Box 832, East Granby, CT 06026

Phone: (860) 653-1717

Specialty: Electronic security and surveillance.

Website: www.commandco.com

MARCO, INC.

320 Commerce Drive, Exton, PA 19341

Phone: (610) 363-2233

Specialty: Fire protection services.

Website: www.marcofire.com

UNITED AMERICAN SECURITY

23 Casey Avenue, Wilkes-Barre, PA 18702

Phone: (570) 825-9696

Specialty: Loss prevention technologies and video surveillance.

Website: www.teamusa.com

Plastic Bag & Film Products

HILEX POLY CO. LLC

101 E. Carolina Avenue, Hartsville, SC 29550

Phone: (972) 921-1338

Specialty: Leading manufacturer of plastic bag and film products, focusing primarily on high density polyethylene film & related services.

Website: www.hilexpoly.com

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Point of Sale Payment Processing

WORLDPAY

600 Morgan Falls Road, Atlanta, Georgia, 30350

Phone: (571) 395-7846

Specialty: Payment Processing Service.

Website: www.worldpay.com

Sales & Marketing

M.I. KNIGHT COMPANY

P.O. Box 82, Lafayette Hill, PA 19444

Phone: (215) 247-3338

Specialty: Food Broker/Manufacturing Agent.

PACE TARGET BROKERAGE

P.O. Box 337 Williamstown, NJ 08094

Phone: (856) 629-2551

Specialty: Sales & marketing - promoting the food industry.

Website: www.pacetarget.com

PENNSYLVANIA PREFERRED® PROGRAM

2301 N Cameron Street, Room 311, Harrisburg, PA 17110

Phone: (717) 783-8462

Specialty: PA Preferred® certified products are grown, harvested & processed in PA. 93% of PA consumers want to buy local.

Website: www.papreferred.com

POS TUNING

173 Edgemoor Road, Wilmington, DE 19809

Phone: (302) 482-1593

Specialty: Optimize product presentation at point of sale to improve convenience, minimize shelf care expense, reduce theft & optimize sales.

Website: www.postuning.com

RETAIL MARKETING GROUP LLC

300 Lakeside Drive, Suite 160, Horsham, PA 19044

Phone: (215) 293-9600

Specialty: Advertising, promotion and merchandising.

Website: www.thriftwayshopnbg.com/

STREETMARC

1725 Tower Road, Mifflinburg, PA 17844

Phone: (570) 412-6575

Specialty: Full-service advertising & marketing agency with a speciality in retail shopper promotions with offices in Connecticut, Florida & PA.

Website: www.streetmarc.com

WINDSOR MARKETING GROUP

100 Marketing Group, Suffield, CT 06078

Phone: (860) 386-2571

Specialty: Innovative Solutions for In-Store Marketing.

Website: www.windsormarketing.com

Utilities

CENTRAL ENERGY NORTHEAST LLC

1150 First Avenue, Suite 501, King of Prussia, PA 19406

Phone: (800) 377-3420

Specialty: Commercial Electric and Gas Broker representing numerous energy suppliers and generators.

Website: www.centralenergy-ne.com/

ON DEMAND ENERGY L.P.

300 Corporate Center Drive, Suite 50, Moon Township, PA 15108

Phone: (421) 299-8900

Specialty: Energy consulting & advising; gas & electricity broker.

Website: www.ondemandenergy.com

PFMA Buyer's Guide

Your Source for Products and Services

Perishables/Food Service

Bakery

SCHWEBEL'S BAKING COMPANY

P.O. Box 6018, Youngstown, OH 44501-6018

Phone: (570) 286-5845

Specialty: Bread, rolls, bagels & tortilla products - all baking needs.

Website: www.schwebels.com

Catering

TRIPLE FRESH CATERING

801 Doe Run Road, East Fallowfield, PA 19320

Phone: (888) -3fresh-0

Specialty: Full off-premises catering service for all types of corporate or private functions.

Website: www.triplefresh.net

Dairy/Frozen Foods

DEAN DAIRY PRODUCTS

1858 Oneida Lane, Sharpsville, PA 16150

Phone: (724) 962-7801

Specialty: Milk, dairy products and fruit drinks.

Website: www.deanfoods.com

HERSHEY CREAMERY COMPANY

201 South Cameron Street, Harrisburg, PA 17105

Phone: (717) 238-8134

Specialty: Ice cream and novelties.

Website: www.hersheyicecream.com

MEADOW BROOK DAIRY

P.O. Box 7219, Erie, PA 16510

Phone: (814) 899-3191

Specialty: Milk, juice, water, teas and drinks.

Website: www.meadowbrookdairy.com

UPSTATE FARMS COOPERATIVE, INC.

1730 Dale Road, Buffalo, NY 14225

Phone: (716) 892-2121

Specialty: Milk & dairy products; cooperative owned by local dairy farmers

Website: www.upstatefarmscoop.com

Deli/Meats

KESSLER'S INC.

P.O. Box 126, Lemoyne, PA 17043

Phone: (800) 382-1328 or (717) 763-7162

Specialty: Fresh & smoked meat items, deli items & private label.

Website: www.kesslerfoods.com

SELTZER'S LEBANON BOLOGNA CO.

230 North College Street, Palmyra, PA 17078

Phone: (800) 282-6336

Specialty: Lebanon & sweet bologna, turkey breast & beef sticks.

Website: www.seltzerslebanonbologna.com

UNCLE CHARLEY'S SAUSAGE COMPANY

1135 Industrial Park Road, Vandergrift, PA 15690

Phone: (724) 845-3302

Specialty: Sausage, kolbassi and bratwurst.

Website: www.unclecharleyssausage.com

Eggs/Poultry

HILLANDALE FARMS OF PA

3rd Street & Crooked Run, North Versailles, PA 15137

Phone: (412) 462-9440

Specialty: Eggs, butter, cheese, meats, bacon & English muffins.

Website: www.hillandalefarms.com

R.W. SAUDER, INC.

P.O. Box 427, Lititz, PA 17543

Phone: (717) 626-2074

Specialty: Eggs - hard cooked, flavored, deviled egg kits, & more.

Website: www.saudereggs.com

Center Store

Beverage

ELLIS COFFEE COMPANY

2835 Bridge Street, Philadelphia, PA 19137

Phone: (215) 537-9500

Specialty: Coffee, other related beverages and items.

Website: www.elliscoffee.com

TYLER MOUNTAIN WATER

1 Commerce Drive, Pittsburgh, PA 15239

Phone: (412) 795-3100 ext. 303

Specialty: Water & coffee services as well as all types of water filtration and treatment products.

Website: www.aquafilterfresh.com/

THE WATER GUY EXPRESS

2 E. Pointe Drive, Birdsboro, PA 19508

Phone: (610) 478-0300

Specialty: Installation of bottled water displays of 3 & 5-gallon bottles for retail market; easy delivery services (direct store delivery); case water and 4-gallon nonreturnable bottle water.

Website: www.waterguys.com

Snack Foods

HERR FOODS

20 Herr Drive, P.O. Box 300, Nottingham, PA 19362

Phone: (610) 932-9330

Specialty: Manufacturer and distributor of salty snack foods, including potato chips, pretzels, tortilla chips, cheese curls & popcorn.

Website: www.herrs.com

SNYDER'S-LANCE

1250 York Street, PO Box 6917, Hanover, PA 17331

Phone: (973) 216-2037

Specialty: Manufacturer and distributor of pretzels, sandwich crackers, chips, cookies, tortilla chips, restaurant-style crackers, nuts and more.

Website: www.snyderslance.com

UTZ QUALITY FOODS

900 High Street, Hanover, PA 17331

Phone: (717) 637-6644

Specialty: Grandma Utz's potato chips, corn & tortilla chips, popcorn, cheese curls, pretzels, onion rings, pork rinds & other chip varieties.

Website: www.utzsnacks.com

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Center Store

Equipment

AMF REFRIGERATED PRODUCTS CO.

503 Corporate Drive West, Langhorne, PA 19047

Phone: (866) 579-1130

Specialty: HILL PHOENIX Refrigeration Equipment.

Website: www.amfsales.net

CLARK CONVENIENCE STORE PRODUCTS

306 Airport Drive, Smoketown, PA 17576

Phone: (800) 678-5517 ext. 433

Specialty: Foodservice, refrigeration & beverage equipment & service.

Website: www.csp4.com

COMMAND CORPORATION

P.O. Box 832, 59 Rainbow Road, East Granby, CT 06026

Phone: (860) 653-1717

Specialty: Electronic security & surveillance.

Website: www.commandco.com

GOLD MEDAL PRODUCTS - PITTSBURGH

519 Parkway View Drive, Pittsburgh, PA 15205

Phone: (412) 787-1030

Specialty: Concession equipment & supplies. Gourmet popcorn and Caramel Corn Production.

Website: www.goldmedalpittsburgh.com

KREISER DISTRIBUTING COMPANY

13800 Route 30, North Huntingdon, PA 15642

Phone: (724) 863-3360

Specialty: Foodservice equipment

Website: www.kreiserdistributing.com

MEMO FINANCIAL SERVICES, INC.

P.O. Box 8863, Camp Hill, PA 17001-8863

Phone: (800) 922-8079

Specialty: Standard Register equipment, low-priced money orders & electronic bill payments.

Website: www.memoco.com

READING CONSUMER PRODUCTS

80 Witman Road, Reading, PA 19605

Phone: (610) 939-9716

Specialty: Floor care equipment.

Website: www.readingconsumerproduct.com

Miscellaneous Services

Cleaning Products - Store Use

APTER INDUSTRIES, INC.

1224 Long Run Road, McKeesport, PA 15131

Phone: (412) 672-9628

Specialty: Store-use cleaning chemicals.

Website: www.apterindustries.com

Coupon Processing

PENNSYLVANIA COUPON REDEMPTION SERVICES, INC.

P.O. Box 8867, Camp Hill, PA 17001

Phone: (800) 543-8207

Website: www.pfma.org/pcrs.html

Miscellaneous Services

Construction Services

LYNMAR BUILDERS

261 Harvard Avenue, Westville, NJ 08093

Phone: (856) 456-0856

Specialty: General Contracting, Construction Management, Seven days a week with 24-hour maintenance dispatch.

Engineering & LEED/Sustainable Design

CENTURY/EPSYS

1414 North Cameron Street, Suite A, Harrisburg, PA 17103

Phone: (717) 260-0102, ext. 3312

Specialty: Engineering, tank storage solutions, soil & ground water remediation, environmental construction, pipeline routing & compressor stations, transloading sites for rail/truck chemicals & waste.

Website: www.epsysllc.com

Lottery

PENNSYLVANIA LOTTERY

1200 Fulling Mill Road, Middletown, PA 17057

Phone: (717) 702-8019

Specialty: Lottery games, scratch off tickets, Powerball, etc.

Website: www.palottery.state.pa.us

Money Services

MEMO FINANCIAL SERVICES, INC.

P.O. Box 8863, Camp Hill, PA 17001-8863

Phone: (800) 922-8079

Specialty: Low-priced money orders & electronic bill payments.

Website: www.memoco.com

PREPAID VENTURES, LLC

3333 New Hyde Park Road, New York, NY 11042

Phone: (516) 653-2501

Specialty: Prepaid Visa cards.

Website: www.nexiscard.com

Pharmacy

S&L SOLUTIONS LLC

512 Brinker Avenue, Latrobe, PA 15650

Phone: (888) 273-0325

Specialty: Comprehensive Retail Pharmacy Support Services: Marketing Programs, Business Review, Regulatory Compliance, and Pharmacist Staffing.

Website: www.sandsolutions.com

Store Design & Construction Services

CLARK CONVENIENCE STORE PRODUCTS

306 Airport Drive, Smoketown, PA 17576

Phone: (800) 678-5517 ext. 433

Specialty: Store design & construction services, refrigeration, food & beverage equipment, store fixtures & custom millwork.

Website: www.clarkcstore.com

Tobacco Products

SWEDISH MATCH, NORTH AMERICA, INC.

7300 Beaufont Springs Dr., Ste. 400, Richmond, VA 23225

Phone: (703) 622-5707

Specialty: Snuff, Snus, Loose Leaf, Cigars, & Premium Cigars

Website: www.swedishmatch.com

PFMA Buyer's Guide

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Miscellaneous Services

Underground Storage Tanks

TANK INSTALLERS OF PENNSYLVANIA

P.O. Box 67, New Oxford, PA 17350

Phone: (717) 624-2111

Specialty: Non-profit association addressing fuel storage tank issues.

Website: www.tip-pa.com

Wholesalers

ASSOCIATED WHOLESALERS, INC.

Route 422, P.O. Box 67, Robeson, PA 19551-0067

Phone: (610) 693-3161 or (717) 854-1505 -General Merch. Division

Specialty: Cooperative food distributor, servicing c-stores, super-markets & superettes with grocery, dairy, meat, produce, general merchandise & frozen food.

Website: www.awiweb.com

BOZZUTO'S, INC.

7168 Daniels Drive, Allentown, PA 18106

Phone: (610) 336-9030

Specialty: A full-line wholesale distributor.

Website: www.bozzutos.com

COOPER-BOOTH WHOLESALE COMPANY

200 Lincoln West Drive, Mountville, PA 17554-1543

Phone: (717) 285-8000

Specialty: Wholesale distributor of grocery, food service, candy, tobacco, cigarettes, general merchandise, health and beauty care, beverages and paper supplies.

Website: www.cooperbooth.com

CORE-MARK MID-CONTINENT

100 West End Rd, P.O. Box 1450, Wilkes-Barre, PA 18706-5449

Phone: (570) 823-2447

Specialty: Full line convenience store supplier of cigarettes, groceries, dairy & food service, including milk, salads & sandwiches.

Website: www.core-mark.com

Wholesalers

LEBANON UNITED JOBBERS

1255 Bittner Boulevard, Lebanon, PA 17046

Phone: (717) 273-3241

Specialty: Wholesale distributor of tobacco & tobacco products, confectionary products, chocolate, sweeteners, candy & gum.

LIBERTY USA, INC.

920 Irwin Run Road, West Mifflin, PA 15122

Phone: (412) 461-2700

Specialty: A full-line convenience store distributor.

Website: www.libertyusa.com

MCLANE EASTERN

2828 McLane Drive, Baldwinsville, NY 13027

Phone: (315) 638-7500

Specialty: Wholesale distributor, serving convenience stores, drug stores, mass merchandisers, & quick service restaurants.

Website: www.mclaneco.com/wps/portal

OLEAN WHOLESALE GROCERY CO-OP, INC.

P.O. Box 1070, Olean, NY 14760

Phone: (716) 372-2020

Specialty: A full-line wholesale distributor.

Website: www.oleanwholesale.com

SUPERVALU, LANCASTER DIVISION

500 S. Muddy Creek Road, Denver, PA 17517

Phone: (717) 335-4000

Specialty: Full-service wholesaler.

Website: www.supervalu.com

SUPERVALU, PITTSBURGH DIVISION

400 Paintersville Road, New Stanton, PA 15672

Phone: (724) 925-6600

Specialty: Full-service wholesaler.

Website: www.supervalu.com

TRIFIPODS, INC.

1427 William Street, Buffalo, NY 14206

Phone: (716) 853-7400

Specialty: Full-line convenience store supplier.

Website: www.tripifoods.com

WAKEFERN FOOD CORPORATION

33 Northfield Avenue, Box 7812, Edison, NJ 08818

Phone: (732) 906-5153

Specialty: Distributor and merchandiser

Website: www.shoprite.com/WakefernMain.aspx

SPECTRUM

Covering All Aspects of Pennsylvania's Retail Food Industry

Correspondence:

Annette Knapp & Elizabeth Peroni - Editors

Contact Information:

P.O. Box 870, Camp Hill, PA 17001-0870

800.543.8207 or 717.760.5922

Fax: 717.760.5953

aknapp@pfma.net & eperoni@pfma.net

www.pfma.org



Are you trying to get your product or service recognized by the Pennsylvania retail food industry?

You've Come to the Right Place.

The Pennsylvania Food Merchants Association represents 1,000 food retailers who operate more than 5,000 retail stores.

Call us for more details at 800-543-8207 x5970 or visit our website at www.pfma.org.

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Upcoming Events

September 24, 2014

Save the Date for the next PFMA Food Protection Committee Meeting in Harrisburg, PA.

October 29, 2014

PFMA will host the Pennsylvania's Best Bagger Championship at Strawberry Square, Harrisburg, PA. Come cheer on your Best Baggers!

Association Services

- Association executives and food industry Government Relations leaders attended the FMI State and Federal issues retreat from August 4-7, 2014 in La Jolla, CA. Twenty-seven state association executives and nine major retail corporate representatives attended including Ahold's Tom Cormier and Liz Chace-Marino and ShopRite's Bill Sumas. California's Secretary of Agriculture, Karen Ross, provided an excellent update on the drought crisis and the potential impact on production agriculture in the state.
- The Pittsburgh Association of Manufacturers Representatives (PAMR) held the Western Pennsylvania Fall Golf Tournament on August 25, 2014 at the Club at Nevillewood in Nevillewood, PA. The event hosted 75 golfers to raise money for the food industry.
- On August 18, 24 golfers (including members and friends of PFMA) joined PFMA Chairman Rich McMenemy and President David McCorkle at the newly restored Wissahickon Course at the Philadelphia Cricket Club. Funds were raised to support the FoodPAC.
- The Pennsylvania's Best Bagger Championship is set for October 29 at Strawberry Square in downtown Harrisburg. PFMA is still looking for contestants to win a trip to Las Vegas! It is not required that you host your own contest. Please contact Elizabeth Peroni, PFMA, at 800-543-8207 x5516 with questions or to register baggers for the event.

