

2014 Successes

In 2014, PFMA successfully passed retail theft legislation (SB 731) which lowered the threshold for felony retail theft from \$2,000 to \$1,000. The law also made changes to the definition of a first-time retail theft (expunged from a criminal record due to participation in a first-time offenders education program) to ensure that the offense returns to a criminal record upon a second offense.

PFMA also helped pass a bill (HB 1846) related to physicians dispensation of medication for workers' compensation claims. The new law limits the amount physicians can charge for dispensing medication in workers compensation cases. It also limits the number of days that physicians can dispense medication to an injured worker in order to eliminate the sale of higher priced medication for the entire duration of a malady.

PFMA secured an extension of the "Heat and Eat" program. We worked with the Corbett administration to ensure the continuation of this program which provides additional SNAP dollars to households receiving LIHEAP assistance.

We also helped secure passage of HB 2110 which amends the Pennsylvania Lottery Law by reducing the percentage of the total revenues accrued from the sale of lottery tickets or shares to be apportioned for property tax relief from 30 to 25 percent after June 30, 2014. The bill also prohibits the Secretary of Revenue from authorizing internet lottery games such as keno without approval by the General Assembly.



On Dec. 19, 2014 PFMA employees (L to R), Tonia Milliken, Wendy Shunk, Shelley Harris and Chanell Harris participated in the Salvation Army Adopt-a-Family program. Christmas gifts and other items were delivered to families in preparation for the holiday. Reggie Burrows was there to cheer them on.

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2014 Pennsylvania Legislative Session Review

The following is an overview of initiatives that PFMA successfully blocked in 2014. At the left sidebar, we outline further legislative successes. Thank you for all of your help in contacting your legislators and public officials to ensure this progress. The spring legislative session begins on January 6. Here's to a prosperous 2015!

Restriction of SNAP Choice — Prevented the passage of amendments to HB 907 which would have put severe limits on the products individuals participating in the Supplemental Nutrition Assistance Program (SNAP) could purchase.

Minimum Wage Increase — Prevented the passage of various bills which sought to increase the state minimum wage from the \$7.25 per hour to anywhere from \$9.00 to \$10.10 per hour.

E-Cigarettes — Halted the passage of HB 1485 which sought to amend the Clean Indoor Air Act by adding e-cigarettes to the list of prohibited products and removing exemptions for certain locations that did not fall under the original law.

Tobacco Taxes — Prevented legislation which sought to increase cigarettes taxes by 80 cents-per-pack in exchange for reducing state property taxes. Also prevented passage of SB 1292 which would have placed new taxes on cigars and chewing tobacco products.

Property Tax Elimination — Prevented passage of bills (HB 76 and SB 76) that would eliminate state property taxes and replace them with increases to the personal income and sales taxes. These bills

also called for broadening the scope of items subject to the sales tax by including more food, home and clothing products.

PFMA also prevented the passage of a related bill, HB 1189, which would have amended the Local Tax Enabling Act to authorize a school district to implement an additional earned income or business privilege tax with the additional revenue used solely for the reduction or elimination of school property taxes. This would have resulted in the tax burden being shifted completely to the business community.

GMO Labeling — Stopped passage of SB 653/HB 1170 which required labeling of all GMO products.

Plastic Bag Fees — Prevented passage of SB 1080 which would have imposed a fee of two cents-per-plastic bag supplied by a retail establishment to a shopper at the point of sale.

State Budget — As part of budget bill negotiations for fiscal year 2014-2015, PFMA prevented the elimination and reduction of the one percent Vendor Sales Tax Collection Allowance so that retailers can continue to be reimbursed for the administrative costs they incur for collecting the tax for the state. We also helped to stop an increase in or freeze on the phase-out of the Capitol Stock and Franchise Tax (CSFT).

Alcohol Sales — PFMA prevented the institution of a modernization plan which would have solely benefited the current state liquor store and wholesale beer distribution system as part of a budget deal.



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Your Employees and Identity Theft: Are They Protected?

Many of our readers may remember recently receiving an email warning the members of the Food Marketing Institute (FMI) of a particular scam that was taking place. The Texas Retail Association informed FMI that in their state a company was approaching retailers, providing misleading information, installing new SNAP terminals and then walking off with the previously installed terminals. Several retailers became the victims of that scam.

The individual consumer is becoming more aware of identity theft largely because of the emergence of an even greater victim: companies. Corporate identity theft is growing at a staggering rate which is causing companies to devote additional time and resources to protect themselves from losses both literal and liability related.

For roughly the past ten years cyber insurance has become more common. It is designed to mitigate losses from a variety of cyber incidents such as, business interruption, data breaches, and network damage. A robust cyber insurance market could help lower the number of successful cyber attacks by first, giving companies more incentive to implement preventative measures in return for more coverage and second, encouraging the implementation of best practices by basing premiums on a company's level of self-protection for both their daily operations and for their employees.

Along with having cyber insurance, training their employees on best practices and working to create a culture of security within their operations, many companies are now offering identity theft protection policies for their employees either as a fringe or voluntary employee benefit. While the company may not have a data breach, individual employees will inevitably experience personal identity theft or experience their minor child's identity being compromised and/or stolen at some point. Voluntary identity theft benefits are a way for a company to mitigate lost productivity among employees whose identities have been stolen and could save the company a few hundred dollars per employee each year. Identity theft can affect employee's credit ratings, their reputations and their morale, which in turn affects the company.

Not only are employees distracted by the emotional turmoil, victims say the emotional impact of identity theft is like that of a violent assault or repeated battering. Individuals can spend hun-



dreds of hours dealing with creditors, collection agencies and the legal system. It's also important to note that 70 to 80 percent of the time, identity theft becomes a legal situation because of the different types of identity theft. A victim is guilty until proven innocent. For example: driver's license identity theft can turn a routine traffic stop into a living nightmare, as was the case with a New Jersey man. After being pulled over for a tail light being out he was arrested and served with a warrant because someone using his license number on a fake driver's license had committed numerous crimes behind the wheel. The NJ driver was guilty because it was on his record already, quite the opposite of innocent until proven guilty by a court of law.

Companies should install and update security software equipped with anti-virus, anti-phishing, anti-spyware, and intrusion prevention software to protect against malicious people and programs. However, at the end of the day, for most companies, the employees still remain their greatest asset. Executives must stop viewing identity theft as only an IT issue, but should start to consider the identities of each man and woman they employ.

Are companies giving their employees an identity theft benefit, fringe or voluntary, that fully restores their identities versus them taking their own time or valuable company time to restore it themselves? Many identity theft services in the market today through clever marketing lead individuals to believe they are protected when in fact they are not.

To find out more about identity theft solutions tailored to employees benefit needs, contact your local LegalShield Representative at 1-877-243-3384.



Reminder: State Fuel Taxes to Increase

The Pennsylvania Department of Revenue published a notice in the December 13, 2014 *PA Bulletin* outlining that the state Oil Company Franchise Tax (OCFT) on gasoline and diesel fuel will be increasing on January 1, 2015. The tax on gasoline will be 50.5 cents per gallon (up 9.8 cents from 2014) and the tax on diesel fuel will be 64.2 cents per gallon (up 13.2 cents from last year).

The increase will finance transportation infrastructure upgrades and replaces a 12 cents-per-gallon retail gas and diesel tax which was eliminated on January 1, 2014.

The OCFT will be adjusted as follows:

- Increases the cap to \$2.49 on January 1, 2015.
- Eliminates the entire cap on January 1, 2017.
- A new "floor price" is established at \$2.99 on January 1, 2017 to protect the state from any sharp declines in price.

The Revenue Department is also required to compute tax rates applicable to each alternative fuel on a gallon-equivalent-basis. The amount determined for each alternative fuel is subject to the OCFT tax currently imposed on one gallon of gasoline (50.5¢).

The 2015 tax rates for Compressed Natural Gas (CNG) and Hydrogen are calculated by using the unit of measurement referred to as the gasoline gallon equivalent (GGE). A GGE is the amount of alternative fuel it takes to equal the energy content of one liquid gallon of gasoline. The Department recognizes the prevailing practice in private industry to adopt the "diesel gallon equivalent" (DGE) for measuring Liquefied Natural Gas (LNG). (Continued on pg. 7)

MAFTO Elects New President for 2015



Mid-Atlantic Food Trades Organization President Mike Mackin, left, congratulates incoming president Tim Summy during the December meeting in Gwynedd, Pa.

Brown Appointed to Gov.-Elect's Transition Team

On December 15, 2014, Governor-Elect Tom Wolf announced the members of his transition team which includes the appointment of Jeff Brown, president and CEO of Brown's Super Stores, Inc., to serve on the Human Services Committee. Michael Rashid, former CEO of AmeriHealth Caritas, will chair the team.

These teams will work with the outgoing administration to better understand the issues and challenges that face the executive branch. Brown intends to focus the attention of the committee on the Supplemental Nutrition Assistance Program (SNAP) and the Low-Income Home Energy Assistance Program (LIHEAP). This fall Wolf publicly stated that if elected, he planned to end the asset test, a measure that ties federal food stamp benefits to people's bank accounts and car ownership. He also said that he would work to reestablish General Assistance (GA), benefits which used to pay \$205 per month to people who were both poor and disabled.

Gov. Corbett instituted the asset test in 2012. The test disqualifies applicants under age 60 who have more than \$5,500 in assets and those who are disabled or over age 60 with more than

\$9,000 in assets. By May 2013 (one year into the program), an estimated 4,000 households had been denied assistance or lost benefits due to the test.

Brown operates 11 ShopRite supermarkets in the Delaware Valley.

The company employs more than 2,300 associates. He has been an advocate for building supermarkets in urban communities that lack access to affordable, fresh and healthy food choices. Brown's supports local community groups working to fight hunger, prevent violence and help underprivileged youth by preparing them for viable careers.



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AMI, NAMA to Merge Effective January 1, 2015

The American Meat Institute (AMI) and the North American Meat Association (NAMA) will join forces and bring a stronger collective voice to the meat industry starting January 1, 2015. The groups will become the North American Meat Institute (NAMI).

Barry Carpenter, originally of NAMA, will lead the new North American Meat Institute as interim president and CEO for up to three years. Jim Hodges, who was originally AMI's Executive Vice President and has been serving as AMI's Interim president and CEO this year, will retire at the end of December.

The groups have similar missions of providing advocacy and monitoring legislation and regulatory issues for the meat industry. In April, AMI's membership unanimously voted for the merger.



NAMI will continue to be based in Washington, DC, just as the groups have been through the years. Many staff members have been retained to work with the association. There are also offices in California, Canada and Mexico.

NAMI will have nearly 700 members following the merger. Its new website is www.MeatInstitute.org.

Former Greensburg Grocer Davis Dies

Robert "Bob" Davis, 93, owner of the former Davis Supermarket in Greensburg, Pennsylvania died Monday, December 15, 2014 at his home in Squirrel Hill.

He operated the supermarket for more than 50 years. After he sold the store in 1996, he continued to oversee the Davis Shopping Center on East Pittsburgh Street. He worked three days a week through age 90.

"Bob Davis was retail food in Greensburg," Ray Charley, an owner of the Charley Brothers Shop 'n Save stores, told Craig Smith of the *Tribune Review*. "He was forward-thinking, almost visionary in how to satisfy customers...he was ahead of his time."

Davis worked to serve the community, especially those in need. He supported organizations such as the Westmoreland County Food Bank, Operation Santa Claus, the Westmoreland County Literacy Council, Boy Scouts, Girl Scouts and AARP.

He was a veteran of World War II, where he served the U.S. Navy aboard a landing craft off Normandy's Utah Beach on D-Day.

He is survived by his wife of 70 years, Phyllis; two daughters Carole Davis and Rachel Leah Davis of Israel; two sons James and Steven Davis of Greensburg; 12 grandchildren; and five great grandchildren.

Services were held at Congregation Emanu-El Israel with interment at Emanu-El Cemetery.

Memorial contributions may be made to Congregation Emanu-El Israel, 222 N. Main Street, Greensburg, PA 15601.

McCorkle Among FIAE Convention Speakers



Julie Miro-Wenger, Delaware Food Industry Council president, says hello to PFMA President David McCorkle and his wife Kathy during a recent at the FIAE Convention.



PFMA President & CEO David McCorkle spoke about coupon issues during the 2014 Food Industry Association Executives Convention, November 12-14, 2014 at The Chateaux Deer Valley, Park City, Utah.

PFMA President and CEO David McCorkle spoke as part of an association management roundtable last month at the Food Industry Association Executives (FIAE) Convention in Park City, Utah.

He noted that many FIAE state association members, including the Pennsylvania Food Merchants Association, have processed coupons for their members since the 1950s as a source of non-dues revenue. PFMA subsidiary Pennsylvania Coupon Redemption Services, Inc. processes coupons for 600 retailers in Pennsylvania and surrounding states.

McCorkle provided couponing statistics based on research from the Food Marketing Institute, Valassis and its subsidiary NCH Marketing Services, Inc., the Grocery Manufacturers Association (GMA) and the National Association of Convenience Stores (NACS).

- According to FMI, all supermarket sales in 2013 totaled nearly \$620 billion and NACS reports convenience store sales, including gas totaled nearly \$210 billion in 2013.

- 315 - 319 billion traditional coupons were distributed in 2013.

- 2.8 - 2.9 billion coupons were redeemed by consumers/retailers in 2013. 66.1 percent for food products and 33.9 percent for non-food items.

- The average face value of a printed coupon was \$1.56 and the value of each redeemed coupon was \$1.30. Consumers saved nearly \$3.77 billion or .45 percent of supermarket and convenience store sales in 2013. The 8 cents per coupon handling fee paid by manufacturers and their agents for processing coupons in 2013 totaled \$232 million.

Wawa Joins KPB's Cleanup Effort

Keep Pennsylvania Beautiful announced Wawa as its newest sponsor of the 2015 Great American Cleanup of PA, March 1 - May 31.

"At Wawa, we are committed to continuously improving how we are working to protect our environment," said Richard Wood, director of Sustainability and Government Relations.

"We believe our partnership with Keep Pennsylvania Beautiful will build on this commitment and further our efforts to be good stewards and improve our communities."

During The 2015 Great American Cleanup of PA, registered events can get trash bags, gloves, and safety vests from PennDOT district offices, as supplies last. Events can be litter cleanups, illegal dump cleanups, beautification projects, special collections, and educational events. As part of this event, the Pennsylvania Department of Environmental Protection and the Pennsylvania Waste Industries Association will sponsor Let's Pick It Up PA – Everyday from April 11 - May 4. During the Pick It Up PA Days, those registered for events will be able to take the trash collected during cleanups to participating landfills for reduced or free disposal.

Wawa joins other 2015 event supporters, including the Pennsylvania Food Merchants Association, Weis Markets, Inc., Giant Eagle Inc., Giant Food Stores, Inc., and Wegmans Food Markets.

For more information on The Great American Cleanup of PA, visit www.gacofpa.org or contact Michelle Dunn, program coordinator, at 1-877-772-3673 ext. 113 or mdunn@keeppabeautiful.org.

Failure of Wilmington Compost Facility

By Neil Seldman, PhD

President, The Institute for Self Reliance (Reprinted with permission)

The rapid increase in community-scale composting in the Mid-Atlantic is sorely needed. The recent closing of the Wilmington Organics Recycling Center in Delaware, due to the loss of its operating permit, has pushed the need for a distributed and diverse composting infrastructure to the forefront. Source separated food discard programs from New York City to Washington, DC, are now scrambling to find alternative sites to tip their loads.

The Wilmington Organics Recycling Center was at the center of expanded food discard collections in the Mid-Atlantic region. Developed, sited, permitted, financed and built by The Peninsula Compost Group (TPCG), the facility was designed to receive 600 tons per day of source separated organic materials from government institutions, grocery chains, schools, food processors, sports venues, restaurants, and other large food waste generators. A separate company, named the Peninsula Compost Company (PCC), was set up to own the plant. Its original members included the EDiS Company and Greenhull Compost LLC (both of Wilmington, Delaware), as well as the developers, TPCG. The facility commenced operations in late 2009 composting around 200 tons per day. For the first two years, TPCG was the managing and operations partner. During that time there were no verified odor complaints or Notices of Violation from the State of Delaware and the compost produced met every Federal and State standard for unrestricted use.

However, the anticipated ramp-up to 600 tons per day of incoming food waste did not occur as anticipated, placing economic strains on the facility. In 2011, Waste Management Inc. (WMI) approached PCC seeking to participate as an investor in the project and to provide food and wood waste to fill the facility's capacity. This overture and ensuing transaction were welcomed given WMI's interest in accelerating organics recycling services and developing value-added compost-based products in the Mid-Atlantic. WMI invested millions into buying the largest individual ownership share of PCC. When WMI announced this strategic investment in PCC in May 2011, it touted the facility's ability to add more than 200,000 tons to the company's processing capacity. Despite incentives to increase the volume of organics processed, WMI was unable to help PCC reach the plant's 600 ton-per-day capacity and the material delivered by all haulers was too often contaminated.

In mid-February 2012 – within a year of WMI's investment – TPCG was removed as the operations manager and eliminated as voting members, a step that made WMI the majority voting member of PCC, with the largest controlling interest. However, WMI maintains it never could



and still cannot control PCC. This is counter intuitive given that all of the Wilmington plant management people were direct employees of PCC, a company that WMI dominated with a majority of the voting shares.

Between mid 2012 and its closure in fall 2014, the facility received hundreds of odor complaints. Notices of Violation from the State of Delaware, and complaints about plastic and glass contamination in the compost. Although W.L. Gore and Associates, the technology provider, and a number of well-known independent compost consultants and experts made recommendations that would have resolved those issues, most of those suggestions were apparently not acted upon. As a result, the operations continued to suffer from contamination and odor problems. Odors reached area neighborhoods and businesses, even though sufficient buffer areas existed. On October 20, 2014, the Delaware Department of Natural Resources and Environmental Control, in the face of permit violations, refused to renew the facility's permit, thus shutting down operations. All active composting of existing material on site must be completed by January 16, 2015. By March 31, all compost and related waste must be removed. The facility's closure has not only crippled business and local government food waste diversion programs, but has also given commercial food waste composting a bad name.

Andrew DiSabatino, Jr., Managing Partner of PCC, reported that the Wilmington Peninsula plant would not be reopened. Another plant that had been planned for the southern part of Prince George's County, Maryland, is unlikely to move forward.

One industry consultant wondered if WMI's goal was to shut down the plant in order to eliminate competition with its regional landfills. Yet, why wouldn't WMI want to clean up the Wilmington Organics Recycling Center – a facility they partly owned with the largest controlling interest – in order to secure on-going capacity for the growing food waste composting sector?

(continued on page 7)

Underscores Need for a Locally-Based and Diverse Composting Infrastructure

Consider that the lack of wood waste was one of the most critical problems facing the Wilmington Organics Recycling Center. (Wood waste was needed as a source of carbon to balance the highly nitrogenous food waste.) WMI could have delivered adequate carbon materials for composting but did not. Its Tullytown, Pennsylvania landfill (approximately 55 miles from Wilmington) receives tens of thousands of tons of yard and wood waste, for which it earns landfill tip fees.

According to WMI spokesperson, John Hambrose, WMI remains committed to organics recycling and is involved in numerous other projects and operations across the U.S and Canada. WMI, for example, is a partner in Harvest Power's wet anaerobic digester project in London, Ontario. That facility accepts 67,000 metric tons of material per year and generates 285 megawatts of electricity and other products. Hambrose points out that WMI has made significant investments to increase its capacity to manage organic material.

"Our customers want this service, so we invest in facilities that will help us meet the demand for composting services," he said. "WMI invests to succeed." WMI operates 39 yard trimming and food waste facilities in the U.S. Referring to the growing 'zero waste to landfill' movement, Hambrose stated, "We need composting capacity to build our business." Indeed, WMI used the Wilmington facility to successfully win the bid to transfer New York City's organics.

Is there too much reliance on distant far-away facilities? ILSR's Composting Makes \$en\$e Director, Brenda Platt, who has been trained as a compost facility operator in Maryland, thinks so. "There is not enough focus on home composting and small-scale farm and community sites, followed by on site institutional systems and then development of medium-sized private and public operations for remaining organics," she asserted. "One beauty of composting is that it can be small-scale, large-scale, and everything in between. We need more emphasis on locally based systems as the priority."

No matter what scale the facility, proper management and quality control are essential. As noted by Nora Goldstein of *BioCycle Magazine*, "What is key in compost manufacturing at any scale is production of a high quality compost as that opens doors to a wide range of markets and end uses — from growing food to managing storm water and erosion. This requires clean incoming feedstock.

Indeed, cities could be developing closed loop local systems to recycle food waste into compost to green neighborhoods and enhance the health of urban soils. Compost is increasingly valued for its ability to improve water retention in soil, treat non-point source pollution, and cut sedimentation run-off via green infrastructure such as rain gardens and bioswales. Centralized, far-away and large-scale facilities make it harder to return finished compost back to the community for use.

The good news is that there is huge potential to expand composting at the local level. ILSR's 2014 report, *Growing Local Fertility: A Guide to Community Composting*, describes successful initiatives in 14 states and the District of Columbia. Programs range from urban to rural and include demonstration/training sites, schools, universities, pedal-powered collection systems, worker-owned cooperatives, community gardens, and farms employing multiple composting techniques. At recent forums in Baltimore (sponsored by BioCycle and ILSR) and Philadelphia (sponsored by the City Council), community-scale composters spoke before enthusiastic audiences.

If implemented, a decentralized approach — one that combines home and community-scale composting with on-farm and medium-sized operations — would create jobs, reduce private and public sector costs for managing waste, and better tie compost to healthy soils and local food production, thereby reinforcing a community culture of sustainability and engaged environmental stewardship. Moreover, with a diverse infrastructure, problems at one site will not disrupt the whole system.

For further information on the benefits of composting, composting basics, national and state statistics, model programs, policy opportunities, and a discussion of community-scale composting, see ILSR's 2014 report *State of Composting in the US: What, Why, Where & How*.

To learn more about our Neighborhood Soil Rebuilders composter-training project (a collaborative project with ECO City Farms), please email us at NeighborhoodSoilRebuilders@gmail.com.

Neil Seldman, Ph.D., co-founded the Institute for Local Self-Reliance and serves as its President. Under ILSR's Waste to Wealth Program he specializes in helping cities and counties recover increasing amounts of materials from the waste stream.



Federal Spending Bill Suspends HOS Restart Rules

On December 16, 2014, President Obama signed a government funding bill (the Consolidated and Further Continuing Appropriations Act of 2015) which includes an industry-supported provision that suspends the Federal Motor Carrier Safety Administration's (FMCSA) Hours of Service (HOS) rules requiring truck drivers to take a 34-hour rest break once per week for two periods between the hours of 1 a.m. to 5 a.m. The provision suspends enforcement of the rule until October 1, 2015 or until the FMCSA completes a study on the rule's effectiveness in promoting highway safety. The 34-hour restart rule provision initially went into effect on July 1, 2013.

Fuel Taxes (cont. from pg. 3)

Like the GGE, a DGE is a unit of measurement which compares the amount of energy content contained in a certain quantity of LNG to another form of energy (which for LNG, is diesel fuel). Industry standard conversions convey that 1.7 gallons of LNG would equal 1 DGE of LNG.

Alt Fuel Liquids	Rate/Conv. BTU/Gal Alt Fuel	Tax per Gal. of alt Fuel
Ethanol	76,330	\$.338
Methanol	57,250	\$.253
Prop/LPG	84,250	\$.372
E-85	82,056	\$.363
M-85	65,838	\$.292

Electric 3,414 BTU/kWh \$0.152/kWh

Alt Fuel Under GGE	GGE Equiv to 1 Gal Gas	Tax Rate per GGE
CNG	1	\$.505
Hydrogen	1	\$.505

LNG DGE Equiv. Tax Rate per DGE
1 \$642

Attention Employees and Students Scholarship Money Is Available



2015-2016

Thomas R. & Laura Ridge Scholarships for Higher Education

The Pennsylvania Food Merchants Association, Pittsburgh Association of Manufacturers Representatives and the Northwestern Pennsylvania Food Council are pleased to announce that Thomas R. and Laura Ridge Scholarship money is available for the 2015-2016 school year.

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- You are the child or step-child of a qualified employee listed above,
- You are the child or step-child of an owner of a PFMA, PAMR, or NWPFC member store.

AND:

2. You will be a full-time college student for the 2015-2016 academic year.

by Monday, March 9, 2015. Winners will be announced the week of April 27, 2015 via mail. It is the applicant's responsibility to make sure that all materials have been received prior to the deadline.

Winners will be selected by an independent panel based on academic success, overall excellence of character and potential for community contributions and leadership. Scholarships will be paid directly to the schools that the winners attend. Applicants agree to accept the independent judging panel's decision as final.

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The scholarships are named to honor Thomas R. and Laura Ridge, the parents of the former Pennsylvania Governor, Tom Ridge. Thomas R. Ridge was a member of the Pennsylvania food industry for 25 years, and this scholarship fund was created in 1995 to honor his memory. In 2001, the scholarship committee decided to include the wife of Thomas R. Ridge, Laura, in the scholarship's name, since she was also a great advocate of education for Tom Ridge, his brother David and sister Vikki.

DEADLINE: MARCH 9, 2015

We're Planting Some Fresh Ideas With Our Members & Customers!

At Associated Grocers of New England, we continually challenge ourselves to find new opportunities and products that will help make our retailers more competitive. For instance, specialty, natural and organic foods are among the fastest growing categories in the U.S. For many independent retailers, these categories have been challenging to purchase. But with a delivery system second to none... that's about to change!

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A photograph of a lush garden with various green plants and colorful flowers. In the foreground, a wooden sign is planted in the ground. The sign is shaped like a shield and has the text "This All Started With A Few Seeds And A Lot Of Hard Work!" written on it in black marker.

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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

Financial Services

HERBEIN + COMPANY

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

MILLENNIUM 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

LEGAL SHIELD

1813 Eberts Lane, York, PA 17406

Phone: (717) 424-0476 **Website:** www.legalshield.com

Specialty: Provider of legal safeguards for small businesses.

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. SUPRENTANT, ATTORNEY AT LAW

P.O. Box 1816, West Chester, PA 19380

Phone: (484) 604-0850 **Website:** www.suprenantlaw.com

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 & surveillance.

Website: www.commandco.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

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.

Sales & Marketing

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 **Website:** www.postuning.com

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

RETAIL MARKETING GROUP LLC

300 Lakeside Drive, Suite 160, Horsham, PA 19044

Phone: (215) 293-9600

Specialty: Advertising, promotion and merchandising.

Website: www.thriftwayshopnbag.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

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 **Website:** www.triplefresh.net

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

Season's Greetings from PFMA Staff!

PFMA Buyer's Guide

Your Source for Products and Services

Perishables/Food Service

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

DIETZ AND WATSON, INC.

5701 Tacony Street, Philadelphia, PA 19135

Phone: (215) 831-9000

Specialty: Manufacturer of deli meats and artisan cheeses.

Website: www.dietzandwatson.com

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

SMITH PROVISION COMPANY

1300 Cranberry Street, Erie, PA 16501

Phone: (814) 459-4974

Specialty: Quality wieners, sausages, deli meats, bacon & ham.

Website: <http://www.smithhotdogs.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

Produce

THE CLASS PRODUCE GROUP

8477 Dorsey Run Road, Jessup, MD 20794

Phone: (410) 799-5700

Specialty: Wholesale produce distributor and fresh fruit and vegetable processor.

Website: www.ClassProduce.com

Wholesale Produce Distributor.
Fresh Cut Fruit & Vegetable Processor.
Kristi Schmidt, Sales Representative
kschmidt@classproduce.com or (410) 799-5700
www.ClassProduce.com

The Class Produce Group
8477 Dorsey Run Road, Jessup, MD 20794

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

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 **Website:** www.utzsnacks.com

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

**Become an Associate Member
Call 800.543.8207 x3165 today!**

PFMA Buyer's Guide

Your Source for Products and Services

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 ENGINEERING

200 Airport Road, New Cumberland, PA 17070

Phone: (717) 901-7055

Specialty: Multi-disciplinary engineering consultants specializing in Civil Engineering & Land Development as well as Mechanical, Electrical & Plumbing design for new construction/renovation.

Website: www.centuryeng.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.sandlsolutions.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

Your Source for Products and Services

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, Robesonia, 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

TRIPIFOODS, 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.

SPECTRUM

1029 Mumma Road • P.O. Box 870 • Camp Hill, Pennsylvania 17001-0870

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Upcoming Events

May 12-13, 2015

Save the Date – Next PFMA Annual Conference at Bedford Springs Resort in Bedford, Pennsylvania.



JANUARY 20, 2015

PFMA is planning to sponsor Governor-Elect Tom Wolf's inaugural activities on January 20, 2015 in Harrisburg. We encourage PFMA members to consider sponsoring events as well. Get more details at <http://wolfinauguration.com/>.

Find us on:  

Help Us Make the Food Industry's Voice Heard.

FOODPAC SUPPORT IS NEEDED.

Your PAC dollars are needed to help PFMA support candidates and elected officials who understand your industry and share your values. Please consider contributing to one or all of the PACs at the addresses listed below.

For more information on our PACs please contact, Alex Baloga, Director of Government and Public Relations, at abaloga@pfma.net or (717) 760-5918.

Thank you for your support.



Food PAC of Pennsylvania - State PAC
1029 Mumma Road • PO Box 870
Camp Hill, PA 17001-0870

Philadelphia Food PAC - Phila PAC
1029 Mumma Road • PO Box 870
Camp Hill, PA 17001-0870

Pennsylvania Food PAC - Federal PAC
1029 Mumma Road • PO Box 870
Camp Hill, PA 17001-0870