

## House Passes PFMA-Supported Out-of-State Pharmacy Bill

HARRISBURG – In an effort to extend protections to residents who use out-of-state pharmacies that regularly do business with customers from the Commonwealth, Rep. Rob Kauffman (R-Franklin) sponsored HB 75, which was passed by the House on February 25. The bill would require out-of-state pharmacies to register with the Pennsylvania State Board of Pharmacy if they fill prescriptions for Commonwealth residents.

Specifically, House Bill 75 would require nonresident pharmacies to register with the Board of Pharmacy every two years and report to the board within 30 days of any disciplinary action taken by the licensing agency in the pharmacy's home state. It also prohibits nonresident pharmacies from advertising their services in Pennsylvania unless they are registered.

"Many residents who live along the borders of Pennsylvania, or who cross state lines for work, may use a pharmacy in a neighboring state to fill their prescriptions; however, because these pharmacies are not registered with the state, we have no oversight or ability to address complaints filed by Commonwealth residents," said Kauffman. "My legislation would ensure that, like 48 other states, out-of-state pharmacies wishing to conduct business with our residents register with the state Board of Pharmacy."



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ON TO THE SENATE...

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*On Feb. 26, the House of Representatives passed a bill to privatize alcohol sales in Pennsylvania. The bill will be part of the upcoming budget negotiations.*

## House Approves Liquor Bill, Again, Sets Budget Negotiating Marker

*By Kevin Zwick, Staff Reporter at Capitolwire*

HARRISBURG (February 26, 2015) – The House passed a bill on February 26 to undo the state's liquor and wine system which the House Republican leadership says will be part of the upcoming budget negotiations with Democratic Gov. Tom Wolf.

HB 466, which is nearly identical to a proposal the House approved in 2013, outlines a starting point on a top priority, said House Majority Leader Dave Reed, R-Indiana. Wolf said he would veto the bill in its current form.

House Democrats criticized the proposal during about five hours of floor remarks Thursday. It passed on a nearly party line vote, 114-87. Reps. Gene DiGirolamo, R-Bucks, Frank Farry, R-Bucks, Mark Gillen, R-Berks, and Tom Murt, R-Montgomery, joined the Democrats in opposing the bill. They also voted against the proposal in 2013.

While Democrats continued to oppose the legislation Thursday, a House Democratic spokesman on Wednesday called a debate and vote on the bill "premature" since liquor will be part of budget negotiations and Wolf is expected to propose something next week during his budget address.

Passage of the bill for a second time in as many years comes as different proposals to generate more money for the commonwealth are being floated by lawmakers as they face a \$2 billion budget deficit.

A Republican fiscal analysis said the proposal would generate \$1.167 billion in one-time revenue through license fees: \$404.6 million would come from the fees from 1,800 licenses (assuming 75 percent of the new 1,200 new wine and spirit licenses going to beer

distributors, and current restaurant and hotel licensees, and 25 percent of the licenses from the 600 existing state stores); \$138.2 million from 830 grocery store licenses (minimum of two per county based on 2013 census); \$615.3 million from 30 wholesale licenses and fees (based on the 2013-14 PLCB costs of goods sold).

The GOP analysis assumes, in the first year after enactment, 75 percent of the 1,200 eligible wine and spirits licenses will be purchased by beer distributors and restaurant and hotel licensees, 830 grocery licenses will be purchased and 300 retail dispenser upgrade fees will be paid, adding \$221.3 million in one-time revenue.

A House Democratic fiscal analysis stated "...it is reasonable to assume that the process would take at least two full years and as long as four years for the \$1 billion in revenue to be realized."

Democrats also raised concerns about the guarantee of the money, especially from sale of wholesale licenses. Their analysis said the total in one-time revenue from the wholesale licenses "assumes that all of the current brands would be purchased by the new wholesalers."

"Some industry experts have estimated the wholesale value at approximately \$325 million, which assumes potential wholesalers will purchase a limited number of lower-end brands, based on experience in other states," the Democrats' analysis said.

Republicans pointed to declining revenues from the Pennsylvania Liquor Control Board. House Appropriations Committee Majority Chairman Bill Adolph, R-Delaware, said the agency's projected growth in operating costs is outpacing its revenue growth. *(Continued on page 2)*

(Continued from front page.)

During House floor remarks, some Republican proponents said the system is an archaic monopoly comparable to bygone statist governments.

"I remind everybody that state-run monopolies are something that are a thing of the past," said House Liquor Control Committee Majority Chairman Chris Ross, R-Chester. "Even Russia and China have given up on the idea of a state-run monopoly, running these kinds of businesses."

"Mr. Wolf, tear down this bureaucracy," said Rep. Stephen Bloom, R-Cumberland, paraphrasing President Ronald Reagan's 1987 reference to the Berlin Wall, which was torn down in 1990.

Democrats said the system should be modernized to be more efficient. "This is not a time to blow the system up," said Rep. Curtis Thomas, D-Philadelphia. "This is a time to improve delivery of the system" so it remains "not just as a profitable asset to the commonwealth but as a real benefit to the people of Pennsylvania."

Democrats also raised concerns about thousands of unionized employees who would lose their jobs under the proposal.

"Roughly 4,000 full- and part-time workers would lose their jobs, which would cost the state millions in workers compensation and payout costs," said House Appropriations Committee Minority Chairman Joe Markosek, D-Allegheny.

The Democrats' fiscal analysis said the cost of unemployment compensation is "unknown." It also says "nothing forces businesses to change their current structure or guarantees that businesses will view the price of licenses as a reasonable value."

Reed told reporters he doesn't expect the Senate to rubber-stamp the House's proposal. The Senate Republican leadership said its top goal is to change the public pension system, although Senate President Pro Tem Joe Scarnati, R-Jefferson, earlier this week did acknowledge changes need to be made to how liquor is sold in Pennsylvania.

## Senator Jim Brewster Introduces Democratic Liquor Modernization Plan

Senate Democrats outlined their liquor modernization plan on February 27, a day after the House passed their privatization plan.

Sen. Jim Brewster (D-Allegheny/Westmoreland), sponsor of the Senate Democratic proposal, said the modernization plan produced by Senate Democrats, introduced as Senate Bill 15, has the potential to produce an extra \$150 million annually. The state's liquor system generated \$320 million in liquor taxes, \$124 million in sales taxes and \$80 million in net profits last year on more than \$2.24 billion in sales.

The lawmaker said the Senate Democratic modernization plan would:

- Remove the cap on the number of stores that can operate on Sunday and extend the permitted hours of operation from 9 a.m. to 9 p.m.;
- Improve opportunities to partner with grocery stores to increase the number of stores-within-a-store;
- Offer customer-service programs to improve customer experiences in stores;
- Sell lottery tickets within wine & spirits stores;
- Require final determinations on store lease arrangements within 90 days;

• Join with other states on purchasing arrangements to help secure the very best price;

• Fashion demand reforms such as allowing beer distributors to sell smaller quantities than cases, and permits for direct wine shipments to homes.

"We have a valued asset in our wine-and-spirits stores and they can be a tremendous resource for our taxpayers for years to come if we modernize and adapt," Brewster said. "The last thing we should do is sell off an asset for a below-market price in an attempt to serve an ideological impulse."

"The Senate Democratic plan would improve convenience, create better access, provide service and delivery options while preserving thousands of jobs."

The House-passed privatization plan, which involves selling 1,200 licenses, has been sold as a way of plugging the \$2.3 billion budget hole created by the Republicans and former Gov. Tom Corbett. However, according to a Republican fiscal analysis, the plan will only raise a small portion of \$2.3 billion in one-time revenue in 2015-16.

The House privatization plan passed 114-87. Gov. Tom Wolf has indicated his opposition to the plan.

Source: Sen. Brewster's Office

### Overview of the House Privatization Bill — HB 466

**INCREASED LICENSES FOR SALE TO BEER DISTRIBUTORS FIRST:** 1,200 wine and spirits licenses will first be offered for sale to beer distributors, then after 12 months to the general public at double the cost to the distributor.

**CREATES GROCERY STORE WINE LICENSE:** The bill creates a grocery store license to allow grocery stores to sell wine but no more than 12 bottles in a single sale for consumption off the licensed premises.

**NO SELF-SCANS:** It prohibits the purchase of wine at a point of sale where the customer scans his own purchases and requires all sales of wine to occur at a point of sale manned by a clerk at all times. Scan machines must be used for wine and spirits licensees for all persons appearing under the age of 35.

**SUNDAY SALES:** Sunday sales permits will be available for all licensees, with different requirements and costs for each.

**RAMP TRAINING:** Persons selling alcohol will have to undergo Responsible Alcohol Management Program (RAMP) training and no person under the age of 18 is permitted to sell alcohol.

**STATE STORE CLOSURES:** Current PLCB stores must close when there is double the amount of new licensees as state stores in a county and all stores will close once the total number of stores reaches less than 100 stores.

**PACKAGE REFORM:** The bill enacts package reform allowing for the sale of growlers, six packs, cases and wine-to-go permits.

**WINE-TO-GO RESTRICTION:** The wine-to-go permits will not be issued to a restaurant licensee that has an interior connection to another licensed business.

**CREDIT CARD PAYMENTS:** Allows distributors and importing distributors to accept credit cards for payment for malt or brewed beverages.

**GAS/ALCOHOL SALES PROHIBITION LIFTED:** The bill removes the restriction on the sale of alcohol at locations that also sell gasoline and would allow for out of state purchases of alcohol so long as Pennsylvania taxes are paid.

**STATE EMPLOYEE ASSISTANCE:** Offers transition assistance to help displaced State Store employees with their search for new employment.

# Sen. Boscola Reintroduces Bill Requiring Snow and Ice Removal from Large Trucks

HARRISBURG (Jan. 22, 2015) – State Sen. Lisa Boscola (D-Northampton/Lehigh) reintroduced legislation that would require the removal of snow and ice from tractor-trailer trucks before driving.

“Ice dislodged from rapidly moving trucks is very dangerous – and sometimes deadly,” Boscola said in Senate floor remarks today. “While public awareness outreach is the key to this process, we must underscore the seriousness of this issue with the force of law.”

Under her bill, drivers would be required to make “all reasonable efforts” to remove accumulated snow or ice from their trucks before driving. If a police officer would determine that accumulated ice or snow “may pose a threat to persons or property,” a driver could be fined from \$25 to \$75.

Boscola said current law only applies if ice debris causes serious bodily injury or death (fines range from \$200 to \$1,000 for each offense). She said her proposal would strengthen the existing law by deterring drivers from leaving ice on their trucks — preventing tragedies before they happen.

The Lehigh Valley lawmaker commended some

local businesses for taking the initiative to construct ice scraping systems for their trucks. She said she hopes other businesses will use the savings from the ten-year low in fuel prices to install similar scraping systems. She said it is in their best interests since the added weight on their trucks caused by ice increases fuel use, causes greater wear to the vehicle, and worsens the wear and tear on our roadways.

Boscola said her legislation was prompted by the tragic death of a local woman, Christine Lambert, who was killed by an 8-inch chunk of flying ice while driving to visit her family on Christmas Day in 2005. Boscola has re-introduced the legislation in every ensuing legislative session.

She said she is more optimistic about the bill's prospects this session with Gov. Tom Wolf and many new lawmakers in office.

“Too many truckers let highway winds do their snow removal for them,” Boscola said. “Snow can easily freeze, harden and turn into chunks of ice that can dislodge from a moving vehicle.”

Source: Sen. Boscola's Office

## Mayor Nutter Signs Paid Sick Leave Bill into Philadelphia Law

City Councilman William Greenlee's bill (141026), which calls for Philadelphia employers (with ten or more employees) to provide their workers with paid sick leave, was signed into law on February 12 by Mayor Nutter.

The bill requires all employers with 10 or more workers to provide them with one hour of paid sick leave for every 40 hours worked — up to a maximum of 40 hours or five days a year.

The ordinance goes into effect 90 days after its signature into law.

2015 is an election year for Philadelphia mayoral and city council positions.



## Make an energy-saving upgrade and earn extra cash

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The costs of energy efficiency programs are recovered through customer rates in accordance with Pennsylvania Act 129 of 2008. FirstEnergy's Pennsylvania utilities, their parents, subsidiaries, employees, affiliates and agents assume no responsibility for the performance of the equipment or equipment warranty, the quality of the work, labor and/or materials supplied, and/or the acts or omissions of any contractor.

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## Gov. Announces Key Economic Development Pieces of Budget Plan

On February 25, Governor Tom Wolf announced that his 2015-16 budget will include significant reforms aimed at economic development.

His business tax plan includes:

- Reducing the Corporate Net Income (CNI) tax by half within two years in order to flip Pennsylvania's ranking from second highest rate (9.99 percent) to the fourth lowest (4.99 percent);
- Eliminating the Capital Stock and Franchise Tax (CSFT); and
- Closing loopholes through combined reporting.

He will unveil the full details of his 2015-2016 budget plan on March 3.

## Welfare Fraud Tip Line Signage Requirement

Included in House Bill 993's language which renamed the state Department of Public Welfare (DPW) to the Department of Human Services (DHS), is a provision that the department establish a toll-free number and email address for people to report suspected fraud or abuse of public assistance programs including food stamps. The bill was signed into law as Act 132 of 2014 and its provisions went into effect on November 24, 2014.

Further requirements include an owner, manager or provider who operates a business or medical facility in a public place who accepts food stamps or medical assistance as a form of payment for goods or services must post a sign containing information regarding the toll-free DHS fraud tip line. An owner, manager or provider must post at least one sign, no smaller than 8 1/2 by 11 inches and no larger than 1 by 2 feet, in a conspicuous manner clearly visible to the public and employees inside the business or medical facility.

Download the DHS flyer (at right) from [http://www.dhs.state.pa.us/cs/groups/webcontent/documents/document/c\\_123251.pdf](http://www.dhs.state.pa.us/cs/groups/webcontent/documents/document/c_123251.pdf)

Pennsylvania Department of Human Services  
**FRAUD TIP LINE**  
**1.844.DHS.TIPS**  
(1-844-347-8477)

If you suspect fraud in a public assistance program:

**PRESS 1** for recipient fraud  
**PRESS 2** for provider fraud  
(You may remain anonymous.)

OR VISIT

[www.dhs.state.pa.us](http://www.dhs.state.pa.us)

Click on "Report Fraud"  
and fill out the form online.



## Allegheny County Council Committee Postpones Grading Hearing

Allegheny County Council Health & Human Services Committee's February 18 meeting

regarding restaurant grading was cancelled. It is likely the issue will be revisited in the spring.

## Staying Connected

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# Giant Now Offers Online Shopping and Delivery to Customers in Harrisburg and York Areas

Giant Food Stores announced February 9 that it now offers online grocery shopping and delivery through its sister company, Peapod, to more than 60 communities in greater Harrisburg and York, Pennsylvania.

A new fulfillment facility inside Giant's Camp Hill store services Peapod by Giant's home and workplace grocery delivery to these communities. The company hired 50 people to staff the center, including personal shoppers and delivery drivers, to provide customers with this new shopping opportunity. In addition, the center also serves grocery pick-up locations at the Camp Hill and Linglestown Road Giant Food Stores.

Shoppers will visit [www.peapod.com](http://www.peapod.com) to shop



and place their grocery order of at least \$60. Delivery fees are \$9.95 for orders between \$60-\$75, \$8.95 for orders between \$75-\$100 and \$7.95 for orders of \$100 or more. Groceries can be delivered as soon as the next day after the order is placed. Shoppers will be able to obtain Gas Rewards and A+ School Rewards for their online purchases.

Peapod recently celebrated its 25<sup>th</sup> anniversary and has delivered more than 30 million orders over the years.

## Weis Opens Beer Café in Ephrata



Ephrata, Pa. — Weis Markets received final Pennsylvania Liquor Control Board (PLCB) approval to open a beer café in its Ephrata, Pa. store located at 331 N. Reading Road on February 20.

The café officially opened for business Monday, Feb. 23. The 30-seat beer café sells beer for both on premise consumption and take-out. It offers nearly 600 varieties, including an extensive collection of local craft beers. A pale ale and double IPA brewed by Saint Boniface Craft Brewing Company, located on West Main Street in Ephrata, will be sold at the café, along with local craft beers from Lancaster Brewing Company and Stoudts Brewing Company.

The café is open Monday through Saturday from 8 a.m. to midnight and on Sunday from 9 a.m. to 11 p.m. It is part of a larger store remodel, which included an expanded prepared meals section, an increased selection of organic and gluten-free products in the fresh and grocery departments and all new décor.

This is the second Weis Markets beer café to open in Lancaster County. The company currently operates a beer café in Lititz and plans to open a third cafe at its Red Rose Commons store.

## Pennsylvania's Best Bagger Competes at NGA National Contest



Pennsylvania's Best Bagger Champion Matt Nonnemacher of Boyer's Food Markets, Hazleton, competed at the National Grocers Association National Best Bagger Championship on February 9. Duff Goldman of Ace of Cakes served as emcee for the event. Top, Matt Nonnemacher was one of 25 contestants vying for the national championship. Nonnemacher, left, listens as Goldman interviews a contestant. Thank you Matt for representing Pennsylvania!

## Welcome New PFMA Associate Members



PFMA President David McCorkle, right, met with new associate members Chris Lehmann, left, The Matworks Company, which offers innovative flooring solutions to businesses, and Gary Henderson, Facility Cleaning Solutions, who facilitated the membership, to explain more about the association and its services. Visit [www.thematworks.com](http://www.thematworks.com).



PFMA is pleased to welcome Eco-Site as its newest associate member. Eco-Site provides wireless infrastructure. The company helps communities transform properties into income producing assets — while enhancing wireless network density and streamlining site access for carriers. Visit [www.eco-site.com](http://www.eco-site.com) for more information.



## Last Call for Ridge Scholarship Applications

The March 9, 2015 application deadline is quickly approaching for the Ridge Scholarship. PFMA member companies, their employees and their families are encouraged to apply for the 2015-16 Thomas R. and Laura Ridge Scholarship, which provides scholarships for students to attend the college or university of their choice.

The applications and all the requirements are available on the PFMA website at [www.pfma.org](http://www.pfma.org).

# Price Chopper Supermarkets Selects Exception Reporting Solution Retail 20/20

*The Golub Corp. will deploy Retail 20/20 in the cloud to provide store-level insight*

MOUNT LAUREL, NJ, – PFMA associate member Agilence, Inc., the leading provider of cloud-based exception reporting solutions, announced this month that Price Chopper will deploy Retail 20/20 exception-based reporting to replace its legacy exception reporting application NaviStor, which has reached end-of-life. Price Chopper, which operates grocery stores in Connecticut, Massachusetts, New Hampshire, New York, Pennsylvania, and Vermont, selected Retail 20/20 for its advanced reporting engine and intuitive interface.

“We were looking for a tool that was very easy to use, while being powerful enough to handle our complex reports and queries,” said Scott Ziter, directorsecurity/LP, PriceChopper. “After a hands-on session with Retail 20/20, and a comparison to our legacy solution, the decision was easy.”

“Retail 20/20 has the ability to generate complex reports with no knowledge of SQL or help from IT departments, something that Price Chopper was very pleased with,” said Russ Hawkins, CEO, Agilence, Inc. “The addition of Price



Chopper to our family is a direct result of our team’s commitment to making a better solution.”

### About Agilence

Agilence ([www.agilenceinc.com](http://www.agilenceinc.com)) is the industry leader in next-generation exception-based reporting solutions for retail loss prevention and operations. Agilence develops Retail 20/20™, a highly flexible and powerful, cloud-based reporting solution that provides visibility into daily store operations to reduce fraud and operational inefficiencies. Retail 20/20 provides users with a complete view of their business, empowering them to make informed decisions faster, to increase efficiency and improve profit margins across the enterprise. Founded in 2006, Agilence, Inc. is headquartered in Mount Laurel, NJ. To learn more about Agilence, please email [sales@agilenceinc.com](mailto:sales@agilenceinc.com) or call 856-366-1200.



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# A Vision for the Future of the Food Industry

## **PFMA** 2015 Pennsylvania Food Merchants Association

### **ANNUAL CONFERENCE**

May 12-13, 2015 | Omni Bedford Springs Resort | Bedford, PA

## Develop Your Vision at Bedford Springs

### SCHEDULE

#### TUESDAY, MAY 12, 2015

- 10:30 a.m.**      **Registration**
- 12 Noon**      **Golf on the Old Course**  
Enjoy a day of golf on this superb, historical course with breathtaking views of the Allegheny Mountains and the Cumberland Valley.
- 5:30 p.m.**      **Registration Begins**
- 6 p.m.**      **Cocktail Reception**  
Networking opportunities
- 7 p.m.**      **Chairman's Thank You Banquet**  
Honoring PFMA Chairman Rich McMenam, McMenam Family ShopRites, Philadelphia, PA  
*Recognition presented by Jeff Reagan, Senior Vice President of Marketing, Wakefern Food Corporation*

#### WEDNESDAY, MAY 13, 2015

- 7:30 a.m.**      **Registration**
- 8 a.m.**      **Networking Breakfast**  
Omelets made to order by Sauder's Eggs
- 9 - 10:15 a.m.**      **State of the Food Industry Report**  
Presented by **Leslie Sarasin**, president & CEO, Food Marketing Institute, and **Hank Armour**, president & CEO of NACS, the association for convenience and fuel retailing.
- 10:15 a.m.**      **Coffee Break**
- 10:30 - 11:45 a.m.**      **The Future of the Food Industry**  
Panel discussion moderated by **Meg Major**, chief content editor, *Progressive Grocer*.  
Panelists: **Joe Sheetz**, president & CEO, Sheetz, Inc.; **Jerry LeClair**, vice president, sales, marketing & merchandising, Giant Eagle, Inc., and a panelist representing a manufacturer or sales & marketing company.
- 11:50 a.m. - Noon**      **PFMA Annual Meeting**  
All PFMA members are welcome to attend.
- Noon - 1 p.m.**      **Lunch**
- 1 p.m. - 3 p.m.**      **PFMA Board Meeting** (board members only)

### MAKE PLANS NOW TO JOIN US IN BEDFORD

Join the Pennsylvania Food Merchants Association (PFMA) at the luxurious Omni Bedford Springs Resort in Bedford, PA. Bring your family and enjoy an extended getaway! The hotel offers a challenging golf course, world-class spa, renowned chefs, and endless activities to please the entire family.

This year, PFMA will honor Rich McMenam, McMenam Family ShopRites, for his dedicated service during the past two years as our chairman. We also have two valuable education sessions featuring industry leaders whose insights will help inspire new ideas for your own business.

PFMA has obtained a fantastic rate for conference attendees to stay at the Omni Bedford Springs Resort. The low \$146 per night (rates are in effect two days prior and post event) is an exceptional price for you to enjoy this AAA four-diamond resort.

### Sponsorships and Group Rates are available.

Find out more about the association, legislation and the trends in the industry. This valuable experience will provide new ideas and vision for your business.

**Don't miss it! Learn more and Register online at [www.pfma.org](http://www.pfma.org).**



## MAFTO Announces May 4 Golf Outing

The Mid-Atlantic Food Trades Organization (MAFTO) will host its annual golf outing on May 4, 2015 at the Commonwealth National Golf Club in Horsham, Pennsylvania.

All attendees receive a gift from MAFTO, 18 holes of golf and lunch served on the course. The day kicks off with a shotgun start at 11 a.m. Immediately following golf there will be an open bar, a cold seafood buffet and assorted hot hors d'oeuvres followed by a barbecue dinner served at 6 p.m. After dinner, golf awards and door prize drawings will conclude the day's events.

Register early! The event is limited to the first 128 golfers. Visit [www.mafto.org](http://www.mafto.org).

## Giant Eagle Plans to Shutter Good Cents

Giant Eagle, Inc. has announced plans to close its eight Good Cents Grocery discount stores in Pennsylvania and Ohio.

In a statement Giant Eagle spokesman Dan Donovan cited numerous business and economic factors that "made it difficult to continue to successfully deliver the shopping experience customers have come to expect from Good Cents."

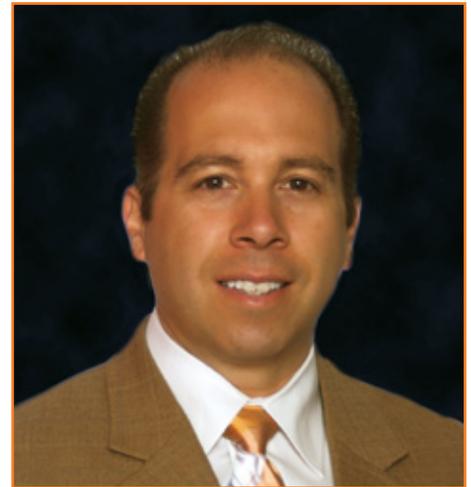
# Dan Croce Named ACME Markets President

Malvern, PA – Albertsons-Safeway has named Dan Croce President of ACME Markets. He succeeds Jim Perkins, who was promoted to Chief Operating Officer of the parent company's East Region.

Croce, a 30-year grocery industry veteran, began his career with SuperFresh/A&P Food Markets. He joined ACME Markets in 2005 as a district manager and subsequently assumed roles of increasing responsibility, including director of operations and vice president of operations. In 2014, Croce was promoted to vice president of marketing & merchandising.

"Dan has a passion for the business and a wealth of experience that make him a great fit for the leadership role at ACME Markets," said Jim Perkins. "That, combined with his exceptional track record of success, makes him well positioned to lead the division."

Croce is a graduate of the University of Delaware where he earned a Bachelor of Science



*Dan Croce succeeds Jim Perkins as president of ACME Markets.*

degree in agricultural business in 1991.

ACME Markets operates more than 100 stores in Delaware, Maryland, New Jersey and Pennsylvania.

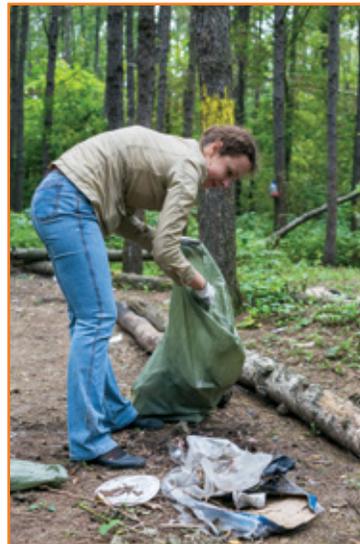
# KPB Announces Registration for the 2015 Great American Cleanup of Pennsylvania

Keep Pennsylvania Beautiful (KPB) is accepting registrations for the 2015 Great American Cleanup of Pennsylvania from March 1 - May 31.

During this period, 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.

Additionally, during the *Pick It Up PA Days*, which run from April 11 to May 4, sponsored by Department of Environmental Protection (DEP), Pennsylvania Waste Industries Association, and participating landfills, registered events have access to reduced or free disposal.

"We are so grateful to our volunteers and sponsors who help make the Great American Cleanup of PA possible," said Shannon Reiter, president



of Keep PA Beautiful. "We are hoping to get even more Pennsylvanians to make the Great American Cleanup of PA an annual event."

DEP Acting Secretary John Quigley said, "By getting involved in a local cleanup, volunteers help us protect our roadsides and waterways from pollution, and improve our quality of life."

This annual event is held in conjunction with Keep America Beautiful's Great American Cleanup and in partnership with support from the Department of

Environmental Protection, PennDOT, Pennsylvania Waste Industries Association, Lancaster County Solid Waste Management Authority, Giant Eagle Inc., Giant Food Stores, Inc., the Pennsylvania Food Merchants Association, Sheetz, ShopRite, Steel Recycling Institute, The Fresh Grocer, Wegmans Food Markets, Weis Markets, Inc., and Wawa, Inc.

# Weis Markets Celebrates Grand Re-Openings of Two Pocono Area Supermarkets

Weis Markets celebrated the grand re-openings of its Stroudsburg and East Stroudsburg stores on March 1 with ribbon cuttings and \$8,000 in donations to local non-profit organizations, including a \$5,000 check presentation to the Pocono Family YMCA.

The newly remodeled Stroudsburg store, located at 1070 N. 9th Street, has been completely redesigned, with brand new, modern décor, expanded food service options and variety, new natural/organic and gluten-free sections and the addition of an in-store beer café, which opened in the fall.

Weis Markets in East Stroudsburg, located at 695 East Courtland Street, underwent similar remodeling. In addition to a beer café, which opened in December, the store also has expanded produce and bakery departments.

Along with the donation to the Pocono Family YMCA, each store presented \$1,500 to community organizations including local fire and police stations and youth associations for a total of \$3,000 in additional donations. The beneficiaries of Weis Markets' donations at the Stroudsburg store included the Stroud Township Fire Department, Monroe County Meals on Wheels and Colonial Intermediate Unit 20's Stroudsburg High School Life Skills Program. The East Stroud-



*As part of its grand re-opening celebrations, Weis Markets made donations to several Pocono area organizations, including \$5,000 to the Pocono Family YMCA. From left, Lori Bentzoni, Weis Markets; Matt Rumph, President/CEO, Pocono Family YMCA; Kevin Willis, Weis Markets; and Linwood Taylor, Weis Markets. Below, donations to the E. Stroudsburg Fire Department, Youth Association and Stroud Area Regional Police Dept.*



burg store presented donations to the East Stroudsburg Fire Department, the East Stroudsburg Youth Association and the Stroud Area Regional Police Department.

## Darrenkamp Shares Family Business Story with Students

Larry Darrenkamp, owner of Darrenkamp's Markets, shared his experience as an entrepreneur with business students at Elizabethtown College last month during the M&M Mars Lecture series.

From left, Mike Mitchell, executive director of the S. Dale High Center for Family Business; Gary Lauer, PFMA; and Joe, Larry and Dave Darrenkamp.

The Darrenkamp family operates four supermarkets in Willow Valley, Mount Joy, Elizabethtown and Etters, Pennsylvania. Their great grandfather Henry Darrenkamp started in the food business selling produce door-to-door more than 70 years ago. His son George expanded the business in 1932 when he opened a general store in a room at the front of his home on Union Street in Lancaster, Pa. His sons Dick and Jerry joined



the family business and in 1948 they opened a 3,000 square foot store next to the home on Union Street. After Dick retired in 1978, Jerry's oldest son, Larry Darrenkamp, joined the business after a tour in the U.S. Navy. Larry Darrenkamp continued his uncle's dedication to offer only the freshest custom cut meats, which continues today.

## Composting is Positive for City

by: Philadelphia Councilman Denny O'Brien

Philadelphia needs to remove hurdles to implementation of a successful composting program by city food-related businesses, while maintaining safeguards that protect citizens' health and neighborhood cleanliness.

I introduced Bill No. 140903 to do just that.

The bill, which was referred out of the Committee on Streets and Services on February 10 tightens up and simplifies the law as it applies to dumpsters, their upkeep and collection.

It also identifies organics composting and anaerobic digestion as forms of recycling, which allows it to be licensed at the same rates as 'traditional' recycling dumpsters (cardboard, paper, single-stream, etc.).

My measure explicitly states that composting dumpsters will receive recycling medallions. This is important to food-related businesses because recycling dumpster medallions are half as expensive as refuse dumpsters. This gives a green financial incentive to businesses.

"This legislation is positive for businesses, residents, and the City," said Phil Bresee, recycling director for the Streets Department. He further added at the committee hearing, "It incentivizes organics recycling, and opens the door to more modern waste management methods while continuing to safeguard the general public against unsanitary conditions, all without significantly impacting the Streets Departments' enforcement programs."

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11 Cooperative Way, Pembroke, NH 03275

\*Within 1/2-hour before or after window.

# PFMA Buyer's Guide

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## Business & Consulting Services

### Accounting

#### 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](http://www.cohnreznick.com)

#### WEISERMAZARS LLP

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.

**Website:** [www.weisermazars.com/](http://www.weisermazars.com/)

### Advertising/Printing

#### REFRIGERATOR MEDIA ADVERTISING

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

**Phone:** (651) 755-7226

**Specialty:** "Refrigerator Savings" magnet mailer program. Direct mail coupons in a chronologically-released format to hang on a refrigerator for 8 weeks.

#### STREETMARC

1725 Tower Road, Mifflinburg, PA 17844

**Phone:** (570) 412-6575

**Specialty:** Full-service advertising/marketing agency offering retail shopper promotions. Connecticut, Florida & Pennsylvania offices.

**Website:** [www.streetmarc.com](http://www.streetmarc.com)

### Associations/Partners

#### KEEP PENNSYLVANIA BEAUTIFUL

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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://www.millenniuminsurancegroup.com)

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## 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](http://www.flaherty-ohara.com)

#### LEGAL SHIELD

1813 Eberts Lane, York, PA 17406

**Phone:** (717) 424-0476 **Website:** [www.legalshield.com](http://www.legalshield.com)

**Specialty:** Provider of legal safeguards for small businesses.

#### RHOADS & SINON, LLP

1 South Market Square, 12<sup>th</sup> 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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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.thriftwayshopnbag.com](http://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](http://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](http://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](http://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](http://www.ondemandenergy.com)

### Wireless Communication Revenue Generation

#### ECO-SITE

240 Leigh Farm Road, Suite 415, Durham, NC 27707-8103

**Phone:** (919) 883-5024

**Specialty:** Eco-Site manages revenue-generating opportunities with wireless communications from concept through construction, to site management and subsequent technology upgrades or modernization.

**Website:** [www.eco-site.com](http://www.eco-site.com)

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## 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](http://www.schwebels.com)

### Catering

#### TRIPLE FRESH CATERING

801 Doe Run Road, East Fallowfield, PA 19320

**Phone:** (888) -3fresh-0 **Website:** [www.triplefresh.net](http://www.triplefresh.net)

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

### 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](http://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](http://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](http://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](http://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](http://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](http://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](http://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

#### HILLDALE 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.hilldalefarms.com](http://www.hilldalefarms.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](http://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](http://www.ClassProduce.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](http://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](http://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](http://www.snyderslance.com)

#### UTZ QUALITY FOODS

900 High Street, Hanover, PA 17331

**Phone:** (717) 637-6644 **Website:** [www.utzsnacks.com](http://www.utzsnacks.com)

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



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## Store-Level Solutions

### Equipment

#### CLARK CONVENIENCE STORE PRODUCTS

306 Airport Drive, Smoketown, PA 17576

**Phone:** (800) 678-5517 ext. 433

**Specialty:** Foodservice, refrigeration & beverage equipment and service. **Website:** [www.csp4.com](http://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](http://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](http://www.goldmedalpittsburgh.com)

#### KREISER DISTRIBUTING COMPANY

13800 Route 30, North Huntingdon, PA 15642

**Phone:** (724) 863-3360

**Specialty:** Foodservice equipment  
**Website:** [www.kreiserdistributing.com](http://www.kreiserdistributing.com)

#### THE MATWORKS

11900 Old Baltimore Pike, Beltsville, MD 20705

**Phone:** (717) 497-4898 **Website:** [www.thematworks.com](http://www.thematworks.com)

**Specialty:** Comprehensive flooring solutions for national retailers that include: matting, entrance solutions, luxury vinyl tile, porcelain, anti-fatigue pharmacy flooring & services; cleaning & installation.

#### 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](http://www.memoco.com)

## Miscellaneous Services

### Cleaning Solutions - 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](http://www.apterindustries.com)

#### READING CONSUMER PRODUCTS

80 Witman Road, Reading, PA 19605

**Phone:** (610) 939-9716

**Specialty:** Floor care equipment.  
**Website:** [www.readingconsumerproduct.com](http://www.readingconsumerproduct.com)

#### RUBBERMAID COMMERCIAL PRODUCTS

3124 Valley Avenue, Winchester, VA 22601

**Phone:** (717) 497-4898

**Specialty:** Commercial offering of cleaning, food service, material handling and washroom solutions.

**Website:** [www.rubbermaidcommercial.com](http://www.rubbermaidcommercial.com)

## Miscellaneous Services

### 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](http://www.pfma.org/pcrs.html)

### 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.

### 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](http://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](http://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](http://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](http://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](http://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](http://www.swedishmatch.com)

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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](http://www.tip-pa.com)

### Wholesalers

#### BOZZUTO'S, INC.

7168 Daniels Drive, Allentown, PA 18106

**Phone:** (610) 336-9030

**Specialty:** A full-line wholesale distributor.

**Website:** [www.bozzutos.com](http://www.bozzutos.com)

#### C&S WHOLESALE GROCERS (HEADQUARTERS)

7 Corporate Drive, Keene, NH 03431

**Phone:** (603) 354-7000

**Specialty:** Food distributor, servicing c-stores, supermarkets & superettes with grocery, dairy, meat, produce, general merchandise & frozen food.

**Website:** [www.cswg.com](http://www.cswg.com)

#### C&S WHOLESALE GROCERS - BETHLEHEM

4930 Hanoverville Road, Bethlehem, PA 18020

**Phone:** (610) 837-5700

**Website:** [www.cswg.com/location/bethlehem-pa](http://www.cswg.com/location/bethlehem-pa)

#### C&S WHOLESALE GROCERS - BLANDON

1060 Park Road, Blandon, PA 19510

**Phone:** (603) 354-7000

**Website:** [www.cswg.com/location/blandon-pa](http://www.cswg.com/location/blandon-pa)

#### C&S WHOLESALE GROCERS - DUBOIS

891 Beaver Drive, DuBois, PA 15801

**Phone:** (814) 375-2869

**Website:** <http://www.cswg.com/location/dubois-pa>

#### C&S WHOLESALE GROCERS - ROBESONIA

Route 422, PO Box 67, Robesonia, PA 19551

**Phone:** (610) 693-3161

**Website:** [www.cswg.com](http://www.cswg.com)

#### C&S WHOLESALE GROCERS - YORK

4875 Susquehanna Trail, York, PA 17406

**Phone:** (717) 268-1390

**Website:** [www.cswg.com/location/york-pa](http://www.cswg.com/location/york-pa)

#### 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 & paper supplies.

**Website:** [www.cooperbooth.com](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](http://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](mailto:aknapp@pfma.net) & [eperoni@pfma.net](mailto:eperoni@pfma.net)

[www.pfma.org](http://www.pfma.org)

# SPECTRUM

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

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## Association Services

- PFMA Director and Ahold USA's Director of Government Affairs, Tom Cormier, PFMA President and CEO, David McCorkle, and several statewide association leaders met with House Speaker, Mike Turzai to discuss a business plan for the privatization of Pennsylvania's state store system.
- Boyer's Food Markets' Matthew Nonnemacher did an excellent job of representing Pennsylvania in the NGA Best Bagger Contest on February 9, 2015 in Las Vegas. Matthew lost to a speedy contestant from Washington State at the national event.

## Upcoming Events

March 24-25, 2015

C&S Wholesale Grocers will host its trade show at the York, PA Fairgrounds. Perishables will be highlighted at the Expo Center on March 24 and general merchandise will be showcased on March 25 at the Utz Arena.

May 12-13, 2015

Next PFMA Annual Conference at Bedford Springs Resort in Bedford, Pennsylvania.

## 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](mailto: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**

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