

# **Congratulations, 2020 Ridge Scholars**

22 students receive awards totaling \$44,500



# SPECTRUM

Covering All Aspects of Pennsylvania's Retail Food Industry

## A message from our President & CEO Alex Baloga

Registration is now open for our 2020 Fall Legislative Conference, which will be held online this year due to the coronavirus pandemic.

We have an outstanding slate of speakers and panelists from state and federal government as well as members with expertise in cybercrime, loss prevention, and hiring.

The event is October 27-28 and if you're a Corporate Leadership sponsor, you get waived registration fees so go to our website under events and sign up soon.

In this edition, you'll want to check out our Ridge Scholars spread on Pages 10-11. The annual awards totaling more than \$44,000 are distributed to employees of our member companies and their families. They were selected by a panel of judges based on academic success, overall excellence of character and potential for community contributions and leadership.

Since 1996, 578 students have received the Ridge Scholarships, totaling more than \$1.1 million.

We also have a profile on our new Board of Directors Chair Tom Cormier. Rising through the ranks of the grocery industry, Tom is the Government Affairs Director

for Retail Business Solutions, a company of PFMA member and sponsor Ahold-Delhaize USA. He continues to work hard on behalf of our membership and the food industry in Pennsylvania.

You'll also want to check out our Legislator Spotlight that features Pennsylvania Senate Democratic Leader Jay Costa.

We're also actively seeking PFMA members to be showcased in a Member Spotlight. Email [associationservices@pfma.net](mailto:associationservices@pfma.net) if you're interested.

Congratulations to Meg Mitchell, VP of Customer Experience for PFMA member and sponsor C&S Wholesale Grocers, who was recently appointed as Secretary of our Board of Directors and congratulations to our members and sponsors Rutter's for another successful Children's Charity Golf Outing and Bill Bracey of Bill's ShopRite for its soon-to-be open supermarket in Moosic, PA!

Lastly, thank you to our front-line heroes who continue to work hard to keep America going through the coronavirus pandemic.



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# Spectrum

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Covering all aspects of the retail food and beverage industry from legislative news, member activity, industry trends.

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### About PFMA

The Pennsylvania Food Merchants Association, a statewide trade association, advocates the views of nearly 800 convenience stores, supermarkets, independent grocers, wholesalers and consumer product vendors. PFMA members operate more than 3,500 stores and employ more than 200,000 Pennsylvanians.

## Wolf administration grants \$50m in hazard pay to life-sustaining businesses



Pennsylvania Governor Tom Wolf awarded more than \$50 million in hazard pay grants to 639 life-sustaining businesses as a way to boost hourly wages for some of the state's frontline workers.

Food manufacturers and retailers received a combined \$7.69 million from the overall amount, including PFMA members such as Boyer's Market & Catering, Inc. in Reading, Kleins Supermarket in Philadelphia, Valley Supermarket Inc. in Scranton, and McAneny Brothers, Inc. in Cambria.

"Pennsylvania's front-line workers put themselves and their loved ones at risk each day they report to work to ensure the continuation of critical goods and services for their communities, and hazard pay is an important

opportunity to compensate these vital workers," Gov. Wolf said. "It is undeniable that COVID-19 has put incredible stress on Pennsylvania's economy, health care system and workforce, and my administration is committed to supporting our businesses and communities as we continue to navigate this global pandemic."

In mid-July the Wolf administration announced it was making available \$50 million from the state's COVID-19 emergency funding supplement to be

used for a hazard pay grant program. Administered by the Department of Community and Economic Development and operating on a tight turnaround, grant recipients were announced on August 17 and included businesses from the healthcare, food retail, food manufacturing, and public transportation sectors, among others.

During the two-week application window the administration received more than 5,000 eligible applications out of more than 10,000 applications total. Ultimately 639 employers were awarded funds of varying amounts. Food manufacturers and retailers received a combined \$7.69 million from the overall amount.

## PA's \$10m Fresh Food Financing Initiative aims to address food insecurity

Gov. Tom Wolf and the state Department of Agriculture, with the help of the Pennsylvania Food Merchants Association, in July, made \$10 million available for Pennsylvania businesses involved in maintaining access to fresh and healthy food during the pandemic.

Funded through the federal CARES Act, the FFFI is designed to help grocery stores, convenience stores, and other food sellers in low-to-moderate income areas that offer access to affordable, high-quality fresh produce, meat and dairy products cover costs associated with the COVID-19 pandemic.

Equipment purchases like personal protective equipment, food access technology such as mobile

EBT readers, and higher inventory costs are some of the eligible areas under FFFI. The application period closed on August 14.

PFMA supported and worked with the Wolf Administration and Department of Agriculture on the fresh food financing initiative and has supported the program on the state and federal level since its inception.

## Philly's flavored cigar ban halted

A Consent Order has been signed by District Court Judge Gene E.K. Pratter temporarily suspending Philadelphia's flavored cigar ban (Ordinance No. 180457) and prohibiting enforcement of the ban until a ruling is issued on a pending motion for a preliminary injunction filed by case plaintiffs.

The Pennsylvania Food Merchants Association supported and helped pass the state preemptions which are the basis for the challenges to the Philadelphia flavored tobacco products and vapor products lawsuits.

A hearing on the motion is scheduled for October 7, 2020 at 10:00 a.m.

While the temporary suspension is in place there is no prohibition on selling any product purportedly banned by the ordinance, including any not on the city's list of unrestricted products.

## Lawmakers approve transparency legislation in midst of COVID-19

Having passed a stopgap budget in late May to level-fund most state government operations through November, many legislators returned to their districts for the summer.

Meanwhile, some legislative committees met in Harrisburg for hearings on COVID-related issues, such as safe reopening of schools, the state's unemployment compensation system, and coronavirus testing challenges.

PFMA is working to ensure that any state budget deal in the fall will include priorities such as alcohol reform, gaming, and other revenue-generating priorities of the membership.

Gov. Wolf in July allowed transparency legislation, House Bill, 2463, to become law without his signature.

The bill prevents a sitting governor from ordering state agencies to ignore public records requests or

delay responses during an emergency declaration. Expressing concerns over requiring commonwealth employees to physically come in to an office to process records requests under dangerous conditions, Gov. Wolf said he would nevertheless "err on the side of transparency" and allow the bill to become law without signing it.

State Rep. Steve Barrar (R-Delaware), cosponsor of the legislation, said Act 77 "provides legislators, Pennsylvania residents and the news media the answers they need to be informed about the data and retrieval methods the Wolf administration is using in its decision-making during this pandemic." The bill had passed both chambers of the General Assembly unanimously.

## U.S. Senate fails to approve another stimulus package before recess

The U.S. Senate left town without an agreement on another stimulus package, leaving a variety of safeguards and funding measures to expire at the end of July, among them the \$600/week pandemic unemployment assistance (PUA) provided to anyone receiving unemployment compensation.

PFMA supports another stimulus which includes liability safe harbor provisions for businesses that have been following state and local guidance. We have communicated those interests to our federal partners. PFMA also supports additional SNAP funding in the next stimulus and support for expanded online snap for retailers.

The House passed its version of another stimulus bill, the HEROES Act, in May, but both chambers and the White House had made little progress in negotiating compromise language. The House bill totals roughly \$3.5 trillion in spending, while the Senate and Trump administration have signaled they are not willing to go beyond \$1 trillion in additional funding. Among its provisions, the HEROES Act would include \$200 billion in hazard pay to life-sustaining workers. Both chambers were not scheduled to return until Labor Day, however Speaker of the House Nancy Pelosi (D-Ca.) has called her chamber back to session to address the unfolding crisis surrounding the Postal Service.

## Legislator Spotlight: State Sen. Jay Costa, D, Pittsburgh

### What are your top three legislative priorities in 2020?

This year, I'd like to see us raise the minimum wage to \$15 per hour, address affordability and access to quality health care, and marshal the resources of the state to help folks recover from the economic problems caused by COVID 19.

### What are the important issues facing your district?

Health care is a big issue for our region. It was just last year that we were facing a split between Highmark and UPMC and access to quality medical care was threatened. While that has been addressed, affordable health insurance is a challenge for many and we need to do more in this space. Our current public health crisis has also shown gaps in accessibility of health care for many in our region. The Affordable Care Act offers many protections but given the uncertainty of the pending federal court challenges, I'd like to see these program benefits solidified at the state level. As we work on recovery from COVID broadly, I'd like our health care system to be part of that conversation.

### Where do you shop locally for food?

I like to stop in the many small grocery stores and shops in our district. There are great, family-owned businesses that are the fabric of our business districts and community and have been around for generations.

### What is your favorite vacation destination and why?

I love the beach and ocean. I have many great memories from our family trips to the Jersey Shore. Nothing better than the beach, the ocean and an evening walk on the boardwalk with your family.

### What are the biggest challenges for grocers in your district?

During COVID-19 period, grocers everywhere consistently face making ends meet with small profit margins, but I think recent mask mandates will create a new and large challenge. Small business owners are responsible for mask adherence of their employees and customers, which will not be easy – although it is a necessary safety precaution. Adapting to the new way folks purchase food and groceries and delivery of these items will also be a new challenge for business owners.

### What are your biggest challenges and successes as a legislator?

One of my biggest successes has been advocating for Pre-K spending at the state level. These are some of the most important dollars that we spend, and they pay back multiple times over in a child's life and development. This is an ongoing issue, and I push early education funding year after year. I am also pleased by our successful efforts in creating a free health care clinic here in Pittsburgh a few years back. Helping to access resources and establish free health care to those in need has been very rewarding.

Reaching consensus is always a challenge – on nearly every issue we address. Everyone comes to the Senate with their ideas and legislative agenda, but to move policy through the chamber, we have to reach agreement within our own caucus and then with the other side of the aisle. When we work together, we're able to accomplish great things but there are some challenging battles in the process.

### What is your favorite food, or meal to cook?

In the fall and winter, I enjoy making many different types of soup. I make a very good Italian wedding soup and I always make enough for my family and friends. Every year, we get together with friends to make soppressata. The process takes a few months, and we start with a few hundred pounds of pork meat and at the end, we have more than 100 sticks to share with family and friends.

### What do you like to do for fun?

I enjoy spending time with my family, and I'm blessed to have a large one – most of whom live locally.



## PFMA shifts Fall Legislative Conference to online, registration now open

Out of an abundance of caution for its membership and staff, the Pennsylvania Food Merchants Association is now hosting its 2020 Fall Legislative Conference online.

Registration for the event, scheduled for October 27-28, is open and can be found on PFMA's homepage at [www.pfma.org](http://www.pfma.org), as well as an agenda and list of educational sessions. Presenters for the event include:

- Pennsylvania House Majority Leader Rep. Kerry Benninghoff
- James Emmett, founder and CEO of James Emmett & Co.
- Dawn Roller, director of loss prevention and point of sale at Brown's Super Stores, Inc.
- Pennsylvania House Democratic Leader Rep. Frank Dermody
- Ron Eidshaug, Vice President, Congressional and Public Affairs, U.S. Chamber of Commerce
- Matt Webb, Senior Vice President, Institute for Legal Reform (ILR), U.S. Chamber of Commerce
- Caroline Harris, Vice President, Tax Policy and

- Economic Development, U.S. Chamber of Commerce
- Rahul Mahna, Managing Director - Cyber Security and Risk for EisnerAmper
- Jason Connotillo, Director, IT Governance and Risk, for EisnerAmper

As we did for our 2020 Annual Conference in June, we are partnering with the event management platform, Socio, to give our attendees the best experience. Educational sessions will be held via Zoom webinars that are included in the Socio app. Attendees will have the opportunity to ask questions following the sessions.

Members of PFMA Corporate Leadership Program are eligible to attend the conference free-of-charge. Cost for attendance for the two-day event is \$99.

More details can be found on PFMA's webpage at [www.pfma.org](http://www.pfma.org). We look forward to seeing you at the conference.

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## Profile: Tom Cormier ascends to lead PFMA Board of Directors

With his father and three siblings in the business, Tom Cormier never had an interest in working in a grocery store. But, like most college kids, he was looking for a little spending money.

The year was 1983 in Westfield, Mass., about 90 miles west of Boston. Carl Yastrzemski was wrapping up a hall-of-fame career with the Red Sox and the New England Patriots were light years away from a football dynasty. Cormier was a freshman at Westfield State College, where he would graduate four years later with a bachelor's degree in Criminal Justice and Corrections.



Cormier worked at Edwards Food Warehouse in Westfield,

and that was the beginning of a career that would span more than three decades in the food industry, mostly with Ahold USA companies, and culminating in being named Government Affairs Manager for Retail Business Services, an Ahold company. In June, Cormier was appointed Chair of the Board of Directors for the Pennsylvania Food Merchants Association, a statewide advocacy organization fighting for the interests of food retailers, wholesalers, distributors, consumer packaged goods companies, and more.

Cormier worked his way up through the ranks of the grocery industry as a manager trainee in store operations to an assistant manager and store manager. The various roles sharpened his skills in hiring, budgeting, sales, inventory management, and customer service. In 2001, he was promoted to district manager of operations for Stop & Shop's New York Metro Division and five years later he became Regional Vice President of Operations for Giant Food in Landover, Md.

But Cormier's focus shifted more drastically from store operations to legislative issues when he was hired as Director of Government Affairs for Ahold USA in May of 2012.

"I've always been a news and political junkie and wanted to try my hand at something different," Cormier recalled.

Soon, Cormier was elbows deep in a variety of laws, permits, costs and regulations at the local, state, and federal levels that affected Ahold companies. He met

with politicians routinely and lobbied for and against numerous pieces of legislation, ordinances, and regulation changes. In 2018, Cormier took the reins as Government Affairs Manager for Retail Business Solutions, the services company of Ahold Delhaize USA, currently providing services to six East Coast grocery brands, including Food Lion, The GIANT Company, Giant Food, Hannaford, and Stop & Shop.

Retail Business Services leverages the scale of the local brands to drive synergies and provides industry-leading expertise, insights and analytics to local brands to support their strategies with services including Information Technology, Merchandising and Marketing Services, Private Brand Products, Pharmacy Services, Sourcing, Not for Resale, Store Services, Financial Services, Legal Services, Communications, Supply Chain and People Systems and Services.

It was 2014 when Cormier started becoming involved with the Pennsylvania Food Merchants Association. His advocacy work dovetailed with the mission of PFMA in fighting for better outcomes for the food and beverage industry as a whole. As a board member of PFMA, Cormier helped drive home some big accomplishments, including expanded restaurant licenses for wine in grocery and convenience stores. He also helped in defending a number of harmful mandates from the government that would cut into retail stores' already-slim profit margins.

Looking forward, Cormier is focusing on many issues, including further liberalization of adult beverages in stores to allow for greater flexibility for customers, as well as more convenience and more choice. He's also helping

**Cormier, continued on Page 19**



Cormier, left, with U.S. Senator Bob Casey, middle, and Scott Sheaffer of The GIANT Company at the PFMA 2019 Fall Legislative Conference.

## PFMA welcomes Michael Howells as Association Services Manager



The Pennsylvania Food Merchants Association in July welcomed its new Association Services Manager, Michael Howells.

Howells started with PFMA on July 7. He previously worked at Pennsylvania Legislative Services (PLS), where he was vice president of content, overseeing the issues-based news service The PLS Reporter. At PLS, he also served as senior editor,

special projects manager, and legislative reporter/data specialist.

At PFMA, Howells will be responsible for leading PFMA's legislative and regulatory issues research, committee meeting schedules, and conference and webinar agenda development.

"We are very pleased to welcome Michael to our staff," PFMA President & CEO Alex Baloga said. "Michael's experience in the Pennsylvania legislative arena will be vital to performing the responsibilities of the Association Services Manager position and we are confident he will be an asset to the organization."

Originally from the United Kingdom, Michael moved to the United States during his school years. He attended Gettysburg College, where he earned a Bachelor's degree in Political Science, and has remained in Central Pennsylvania ever since.

Prior to joining PFMA he was employed for more than a decade at Pennsylvania Legislative Services, a legislative tracking and media organization in Harrisburg, where he covered the state's legislative and executive branches.

Michael is a published author, holds memberships to various local and statewide organizations, and is a Library of Congress "By the People" project volunteer.

## Meg Mitchell of C&S appointed to PFMA Board of Directors Secretary



The Pennsylvania Food Merchants Association (PFMA) is pleased to announce the appointment of Meg Mitchell to Secretary of its Board of Directors.

Mitchell is Vice President, Customer Experience, at PFMA member and sponsor C&S Wholesale Grocers, covering the company's Pennsylvania and upstate New York regions. She joined C&S in April of 2019 and since has helped create and

implement a new customer experience model that continues to drive improvement and collaboration across all functions within the organization to improve the overall experience.

Prior to joining C&S, Meg had an 18-year career at McKesson, where she served as Vice President of Retail National Accounts. Her accounts include Cigna, (PFMA member and sponsor) Wegmans, Topco Associates, (PFMA member) Meijer, and Discount Drug Mart. She also served as the Director of Operations for their Rocky Hill Distribution Center for five years and as the HR Director for the West Region.

Mitchell fills the seat of Gene Cleary. She joins Treasurer Justin Evans of Giant Eagle, Vice Chair Lisa Dell'Alba of Square One Markets, and Tom Cormier of Retail Business Services (an Ahold USA company) as officers on PFMA's Board of Directors.

"Meg has extensive experience managing national retail accounts, particularly in the grocery industry, and we are confident she will be an asset to PFMA's leadership team," PFMA President and CEO Alex Baloga said. "We would like to thank Gene for his service and contributions to PFMA and the food industry."

Mitchell grew up in Southern California and graduated from Cal Poly San Luis Obispo with a Bachelor of Arts in Speech Communication. She played basketball for Cal Poly and won a gold medal in the Olympic Festivals playing Team Handball. She loves all outdoor activities and spends a majority of her off time raising her 8-year-old son. Mitchell currently serves on the board for Connecticut Food Association and New England Food Foundation.

# PFMA congratulates 2020 Thomas R. and Laura Ridge Scholarship recipients; 22 students receive more than \$44K

The Pennsylvania Food Merchants Association in August announced that 22 college students have received 2020 Thomas R. and Laura Ridge Scholarship awards totaling \$44,500.

The annual 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. His wife Laura was a strong advocate of education for their children Tom, David and Vikki. This scholarship fund was created to honor their memory.

“We are thrilled to recognize these students who have worked hard on their educational journeys, showed extraordinary leadership, and positively contributed to their communities,” PFMA President & CEO Alex Baloga said. “At the same time, we are grateful for the PFMA member companies, organizations, and individuals who generously contribute to the fund each year to make the program a success.”



**Kiersten Barr**  
Havertown, Pa.  
Clemson University  
Microbiology/  
Biomedicine  
Wawa



**Rebecca Ditmar**  
Sellersville, Pa.  
DeSales University  
Nursing  
Wawa



**Emma Evans**  
Erie, Pa.  
Penn State  
Architecture  
NWPFCA



**Morgan George**  
Heilwood, Pa.  
Saint Francis  
University  
Accounting  
Sheetz



**Angela Jones**  
Chambersburg, Pa.  
California U. of PA  
Criminal Justice  
PFMA (Dave  
McCorkle)



**Keera Scholl**  
Selinsgrove, Pa.  
Liberty University  
Nursing  
PFMA



**Nathan Sheriff**  
Landisburg, Pa.  
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Bioengineering /  
Chemistry  
Karns Foods



**Jonathan Skee**  
Bethlehem, Pa.  
Grove City College  
Political Science /  
Marketing  
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Nazareth, Pa.  
Kutztown University  
Communications  
Studies / Social Media  
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Political Science  
Sheetz



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Edgewater, N.J.  
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New Enterprise, Pa.  
Penn State Altoona  
Electrical Mechanical  
Engineering Tech.  
PFMA



**Kayli Krohmer**  
Morgantown, Pa.  
Widener University  
Nursing  
Wawa



**Cole Lutcavage**  
Mechanicsburg, Pa.  
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Business Admin. /  
Finance  
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**Ryan McNeill**  
Downingtown, Pa.,  
Penn State  
Undecided  
Wawa



**Kaylee Wilson**  
Lebanon, Pa.  
Drexel University  
Sociology / Political  
Science  
GIANT / Martin's



**Donald Yealy**  
New Oxford, Pa.  
PSU Mont Alto  
Forest Ecosystem  
Management  
PFMA



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Salisbury University  
Business Coaching  
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**Anessa Reid**  
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Liberty University  
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Psychology / Spanish  
PFMA



**Brendan Reichart**  
Durham, N.C.  
Duke Law School  
Law  
Wawa



**Audrey Ritchie**  
Conestoga, Pa.  
Drexel University  
Game Design &  
Production  
GIANT / Martin's



**Camryn Rogers**  
Pottstown, Pa.,  
University of  
Pittsburgh  
Nursing / Spanish  
GIANT / Martin's

An independent judging panel selected the winners based on academic success, overall excellence of character and potential for community contributions and leadership.

Member company owners, their children and employees were eligible to apply for the scholarship.

Since 1996, 578 students have received the Ridge Scholarships, totaling more than \$1.1 million. Learn more at [PFMA.org](http://PFMA.org) > Scholarships.



## Rutter's Raises Over \$375,000 at Annual Children's Charity Golf Outing

PFMA member and sponsor Rutter's raised a record \$375,000 for local charities in 2020 as part of its 18th-annual Children's Charities Golf Outing.

The two-day golf outing began in 2003, and has since raised \$2.5 million for local children's charities in Pennsylvania, Maryland and West Virginia.

This year, Rutter's changed venues for the outing, holding it for the first time at the Country Club of York in their hometown of York, PA. Rutter's will utilize the funds raised from their charity golf outing to benefit its many charitable giving programs in 2020.

"We are extremely grateful to our suppliers, vendors, and partners for their support of our annual golf outing," said Scott Hartman, President and CEO. "During these difficult

## PFMA welcomes grocery delivery giant Instacart to its membership

The Pennsylvania Food Merchants Association is pleased to welcome new associate member Instacart to its membership.

Instacart is an American company that operates a grocery delivery and pick-up service in the United States and Canada with headquarters in San Francisco. Instacart lets you shop from local grocery stores online, then sends a "personal shopper" to fulfill and deliver your order to you the same day.

The company partners with the most popular national and regional retailers such as PFMA members Albertsons, ALDI, Sprouts, and Wegmans. The Instacart marketplace offers more than 300 retailers and trusted local grocers that customers love. You can shop from your favorite national and regional grocers with your computer or mobile device. The Instacart platform also offers a pickup option, which is available at select locations. You simply shop on Instacart's website or app, select a pickup time, then pick up your groceries at the store. Available at select locations.

Instacart is committed to helping fight rising hunger in the wake of COVID-19. In July, it announced the #GiveFromTheCart Challenge, a giving campaign to benefit Feeding America®. The #GiveFromTheCart Challenge invited consumers to turn their grocery cart into good by donating the value of their last grocery cart — or any amount they wish — to Feeding America to support communities struggling with growing food insecurity.

Each dollar raised went toward helping fight hunger and

times, their contributions will give us the opportunity to continue supporting local children through Rutter's Children's Charities."

In 2019, funds raised from Rutter's charity outing benefitted numerous charitable organizations, including:



- \$100,000 to UPMC Memorial Hospital
- \$50,000 to Rutter's Secret Santa program
- \$20,000 to the Children's Cancer Recovery Foundation
- \$20,000 to the Adams Country SPCA
- \$10,000 to the Salvation Army

For more information on Rutter's charitable efforts in their communities, please visit [rutters.com/community](http://rutters.com/community).

Instacart matched each donation, up to 1 million meals\* to Feeding America. Instacart also invites consumers to help raise awareness about growing hunger by creating a #GiveFromTheCart heart out of their groceries, snapping a pic and sharing it on their social channels.

Learn more about Instacart at [www.instacart.com](http://www.instacart.com).



## New Bill's ShopRite supermarket to take place of old Kmart in Moosic

Excitement is building for a new supermarket in the sullen former Kmart along Birney Avenue in Moosic.

PFMA member and sponsor Bill's ShopRite, a family-owned chain that serves the southeastern part of Lackawanna County and Poconos region, bought the building last year for \$3.85 million.

Sweeping renovations appear to be now underway, and the company recently parked a trailer in front of the spot at 3382 Birney Mall emblazoned with a grand opening announcement.

"It is coming soon. As far as exactly when, I don't have a positive date, but it is in the near future," borough Council President Stanley Kania said.

Kmart in the Birney Mall closed in January 2018 and left a gaping hole in a once bustling shopping center. Now that there's some action, other businesses in the plaza feel optimistic that they'll be able to ride the traffic wave a big supermarket will summon.

"I would really find it disappointing if all the businesses already here were not excited," said Tammy Szajkowski, manager at Holiday Hair in the Birney Mall. "I think that this is really a good thing for the community."

With a Gerrity's Supermarket, another PFMA member and locally owned chain that enjoys a fiercely loyal customer base, just a few blocks away on Birney Avenue, that part of town isn't exactly a food desert. Bill's, however, offers an alternative, and plugs a hole in an important part of the borough's commercial real estate portfolio.

"It's huge — especially an operation like Bill's ShopRite. He's a first class operation all the way," Kania said. "It's going to be a fantastic facility for the residents of Moosic and the surrounding areas."

*\*Republished with permission from The Times-Tribune. Article written by Jon O'Connell*



Do you have news about your company you'd like to see in a future Spectrum? We want to hear from you! Email [associationservices@pfma.net](mailto:associationservices@pfma.net) with details and contact information.



## 2020 PFMA BUYER'S GUIDE — Associate Members

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**Specialty:** Accounting and Business Advisory Services Firm

**FMS SOLUTIONS**, 8028 Ritchie Highway, Ste. 212, Pasadena, MD 21122

**Phone:** (410) 761-9400; **Website:** [www.fmssolutions.com](http://www.fmssolutions.com)

**Specialty:** Retail accounting, payroll & bank reconciliation

**HERBEIN + COMPANY**, 2763 Century Boulevard, Reading, PA 19610

**Phone:** (610) 378-1175 **Website:** [www.herbein.com](http://www.herbein.com)

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

**MAZARS LLP**, 501 Office Center Drive, Suite 300, Fort Washington, PA 19034

**Phone:** (267) 532-4408; **Website:** [www.mazars.com](http://www.mazars.com)

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

## Advertising/Integrated Marketing/Printing/Mailing/Promo Products

**D'ANNA BUSINESS SOLUTIONS, INC.**, 2219 York Road, Suite 303, Timonium, MD 21093

**Phone:** (410) 661-7400; **Website:** [www.dannabusiness.com](http://www.dannabusiness.com)

**Specialty:** Labels, Packaging, Printing, Mailing, Promotional Products, Signs & Displays

**PPO&S**, 513 N. Second Street, Ste #1, Harrisburg, PA 17101

**Phone:** (717) 232-1898; **Website:** [www.pposinc.com](http://www.pposinc.com)

**Specialty:** An advertising agency with expertise in developing integrated marketing communications. PPO&S is adept at creating powerful strategies and messaging for a full spectrum of channels so all components work as one to create momentum - and results.

**VALASSIS**, 19975 Victor Parkway, Livonia, MI 48152

**Phone:** (804) 387-9031; **Website:** [www.valassis.com](http://www.valassis.com)

**Specialty:** Valassis is in the business of consumer activation. Application of industry-leading data that anticipates consumer behavior to deliver proven integrated campaigns including direct mail, newspaper inserts and digital advertising.

**WEBER ADVERTISING**, 533 Janet Avenue, Lancaster, PA 17601-4724

**Phone:** (717) 299-1277; **Website:** [www.weberadvertising.com](http://www.weberadvertising.com)

**Specialty:** Weber Advertising offers a wide range of advertising and signage solutions to help grocery stores compete. We do ads, eblasts, circulars, websites, weekly deal signage, window signs, bib tags, store decor and full store design and installs.

## Associations/Partners

**KEEP PENNSYLVANIA BEAUTIFUL**, 105 W. Fourth Street, 2nd Floor, Greensburg, PA 15601

**Phone:** (877) 772-3673; **Website:** [www.keppbeautiful.org](http://www.keppbeautiful.org)

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

**NACS, 600 DUKE STREET, SUITE 700, ALEXANDRIA, VA 22314**

**Phone:** (703) 518-4246; **Website:** [www.convenience.org](http://www.convenience.org) **Contact:** Michael Davis;

**VP;** email: [mdavis@convenience.org](mailto:mdavis@convenience.org) **Specialty:** An international trade association representing more than 2,100 retail and 1,600 supplier company members.

**PA DEPARTMENT OF AGRICULTURE** 2301 N. Cameron Street, Harrisburg, PA17110

**Phone:** (717) 783-8462; **Website:** [www.agriculture.state.pa.us](http://www.agriculture.state.pa.us)

**Specialty:** State agency promoting agriculture and related industries across PA.

**PA NEWS MEDIA ASSOCIATION**, 3899 N. Front Street, Harrisburg, PA 17110

**Phone:** (717) 703-3000; **Website:** [www.panewsmedia.org](http://www.panewsmedia.org)

**Specialty:** Trade association supporting the newspaper industry in Pennsylvania.

**PA RESTAURANT & LODGING ASSOCIATION**, 100 State Street, Harrisburg, PA 17101

**Phone:** (717) 232-4433; **Website:** [www.patourism.org](http://www.patourism.org)

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

**PHILABUNDANCE**, 3616 South Galloway Street, Philadelphia, PA 19418

**Phone:** (215) 339-0900; **Website:** [www.philabundance.org](http://www.philabundance.org)

**Specialty:** A nationwide network of food banks leading the fight against hunger in the U.S.

## Construction/Engineering

**LYNMAR BUILDERS**, 261 Harvard Avenue, Westville, NJ 08093

**Phone:** (856) 456-0856

**Specialty:** General contracting, Construction Management, 7-days a week with 24-hour maintenance dispatch.

**STONE HILL CONTRACTING COMPANY, INC.**, PO Box 1370, Doylestown, PA 18901

**Phone:** (215) 340-1840; **Website:** [www.stonehillcontracting.com](http://www.stonehillcontracting.com)

**Specialty:** A construction industry leader specializing in the construction of water and wastewater treatment facilities as well as landfills, bridges and water retention projects.

## Education

**SAINT JOSEPH'S UNIVERSITY ACADEMY OF FOOD MARKETING**

5600 City Avenue, Philadelphia, PA 19131

**Phone:** (610) 660-1602; **Website:** [www.sju.edu](http://www.sju.edu) **Specialty:** University with degrees in food marketing, non-credit and educational seminars and research.

## Environment/Remediation

**GROUNDWATER SERVICES INTERNATIONAL, INC.**

443 McCormick Road, Mechanicsburg, PA 17055

**Phone:** (717) 691-9799; **Website:** [www.gwater.com](http://www.gwater.com)

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

## Financial Services

**CHASE BANK**, 1853 William Penn Highway, Suite 8, Lancaster, PA 17601

**Phone:** (717) 869-4789 **Website:** [www.chase.com/commercialbanking](http://www.chase.com/commercialbanking)

**Specialty:** Customized financial solutions, scalable to organization's needs and growth

**CONRAD SIEGEL**, 501 Corporate Circle, PO Box 5900 Harrisburg, PA 17110-0900

**Phone:** (717) 652-5633 **Website:** [www.conradsiegel.com](http://www.conradsiegel.com)

**Specialty:** Conrad Siegel is a consultant-owned firm and has grown into one of Pennsylvania's largest employee benefits firms. They are recognized as one of the region's premier retirement, investment, and healthcare consulting firms,

and boast the most actuaries of any similar firm in the region.

**FMS SOLUTIONS**, 8028 Ritchie Highway, Suite 212, Pasadena, MD 21122

**Phone:** 410-761-9400 ext. 1241 **Website:** [www.fmssolutions.com](http://www.fmssolutions.com)

**Specialty:** Retail accounting, payroll & bank reconciliation

**HERBEIN + COMPANY**, 2763 Century Boulevard, Reading, PA 19610

**Phone:** (610) 378-1175 **Website:** [www.herbein.com](http://www.herbein.com)

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

**MEMO FINANCIAL SERVICES, INC.**, P.O. Box 8863, Camp Hill, PA 17001-8863

**Phone:** (800) 922-8079; **Website:** [www.memoco.com](http://www.memoco.com)

**Specialty:** Providing money services since 1986; Money Orders, Bill Payment Services, Sales Support and Pennsylvania -based customer service are all just a phone call away.

**SICPA/MEYERCORD REVENUE**, 8000 Research Way, Springfield, VA 22153

**Phone:** (630) 682-6200; **Website:** [www.sicpa.com/meyercord.com](http://www.sicpa.com/meyercord.com)

**Specialty:** U.S. provider of excise tax collection solutions that help government and law enforcement agencies reclaim lost revenue, close state budget gaps and protect jobs and essential public services.

## Forestry

**METZLER FOREST PRODUCTS**, 26 Timber Lane, Reedsville, PA 17084-9186

**Phone:** (717) 667-2924; **Website:** [www.mfp.bz](http://www.mfp.bz)

**Specialty:** Metzler is dedicated to providing professional timber harvesting and transport, land clearing, contract chipping, grinding, excavation, mulch and firewood products and landscaping supply throughout Pennsylvania and the surrounding regions.

## Insurance

**ARTHUR J. GALLAGHER & CO.**, 210 Industrial Park Drive; Suite 130, Johnstown, PA 15907

**Phone:** (814) 532-0200 **Website:** [www.AJG.com](http://www.AJG.com)

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

**FEDERATED INSURANCE**, 121 E. Park Square, Owatonna, MN 55060-3046

**Phone:** (412) 720-4697; **Website:** [www.federatedinsurance.com](http://www.federatedinsurance.com)

**Specialty:** Valued insurance protection, specializing in business insurance for selected industries.

## Business &amp; Consulting Services

## Consulting, Analytics, and Technology

**IMPACT 21**, 369 Old York Road, New Cumberland, PA

**Phone:** (717) 278-1427; **Website:** [www.impact21.com](http://www.impact21.com)

**Specialty:** Comprehensive consulting and analytics services that provide real world solutions to the changing needs of the petroleum and convenience store, specialty retail, consumer products, foodservice and technology industries, markets, and consumers.

**LUCAS SYSTEMS INC.**, 150 N. Meadows Drive, Wexford, PA 15090-8334

**Phone:** (724) 940-7000; **Website:** [www.lucasware.com](http://www.lucasware.com)

**Specialty:** Lucas Systems is not your typical software company. We think differently about mobile technology and about customers. We make the extra effort to find hidden operational challenges other people might miss, and we actively look for creative solutions to deliver the best possible results for your distribution center. Lucas helps food producers, grocers, convenience stores, and foodservice distributors meet these challenges with innovative solutions that improve DC productivity, accuracy and efficiency.

**GOPUFF**, 537 N. 3rd St. Philadelphia, PA 19123-2936

**Phone:** (855) 400-7833; **Website:** [www.gopuff.com](http://www.gopuff.com)

**Specialty:** goPuff is the first convenience store delivery app and digital convenience retailer. We deliver snacks, drinks, essentials, and all your convenience store needs.

## Legal Services

**FLAHERTY & O'HARA, PC**, 610 Smithfield Street, Suite 300, Pittsburgh, PA 15222

**Phone:** (412) 456-2001; **Website:** [www.flaherty-ohara.com](http://www.flaherty-ohara.com)

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

**PACKAGING, PLASTIC BAG & FILM PRODUCTS**

**BUNZL**, 10814 Northeast Avenue, Philadelphia, PA 19116

**Phone:** (717) 755-3200; **Website:** [www.bunzldistribution.com](http://www.bunzldistribution.com)

**Specialty:** A customized solution provider specializing in supply chain optimization of non-perishable goods for both resale and non-resale categories.

**HILEX POLY CO. LLC**, 101 E. Carolina Avenue, Hartsville, SC 29550

**Phone:** (972) 921-1338; **Website:** [www.hilexpoly.com](http://www.hilexpoly.com)

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

## Sales &amp; Marketing

**ACOSTA CORNERSTONE**, 3 Banyon Court, Jackson, NJ 18527

**Phone:** (732) 543-6990; **Website:** [www.acostafoodservice.com/non-foods.cfm](http://www.acostafoodservice.com/non-foods.cfm)

**Specialty:** A sales and marketing agency representing some of the finest non-foods clients in the foodservice, disposables and JanSanequipment and supplies.

**CBL WINE COMPANY**, 702 North Third Street, Philadelphia, PA 19123

**Phone:** (215) 454-2950; **Website:** [www.cblwineco.com](http://www.cblwineco.com)

**Specialty:** Providing small production wineries and importers of boutique wines with outstanding service by distributing, selling, merchandising and marketing their wines

**CSC SALES & MARKETING**, 116 Bridgeview Dr., Perkasio, PA 18944

**Phone:** (215) 353-3495 **Website:** [www.cscmktg.com](http://www.cscmktg.com)

**Specialty:** A food brokerage business for convenience stores, focusing on food service, beverages, and snacks.

**PACE TARGET BROKERAGE**, P.O. Box 337 Williamstown, NJ 08094

**Phone:** (856) 629-2551 **Website:** [www.pacetaget.com](http://www.pacetaget.com)

**Specialty:** Sales & marketing - promoting the food industry.

**PA PREFERRED® PROGRAM**, 2301 N. Cameron Street, Rm 311, Harrisburg, PA 17110

**Phone:** (717) 783-8462 **Website:** [www.papreferred.com](http://www.papreferred.com)

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

**RETAIL MARKETING GROUP LLC**, 755 Business Center Dr., Ste 100, Horsham, PA 19044

**Phone:** (215) 293-9600; **Website:** [www.yourlocaliga.com](http://www.yourlocaliga.com)

**Specialty:** Advertising, promotion and merchandising.

## Utilities

**ON DEMAND/KINECT ENERGY LP.**, 300 Corporate Center Drive, Suite 50, Moon Township, PA 15108

**Phone:** (717) 575-4807; **Website:** [www.ondemandenergy.com](http://www.ondemandenergy.com)

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

## Perishables/Food Service

## Bakery

**AMOROSO'S BAKING COMPANY**

151 Benigno Blvd., Bellmawr, NJ 02515

**Phone:** (724) 863-8800; **Website:** [www.amorosobaking.com](http://www.amorosobaking.com)

**Specialty:** Classic line of Italian Hearth-Baked Bread and Rolls

**BIMBO BAKERIES USA**, 7111 Dorsey Run Rd. Elkridge, MD 21075-6801

**Phone:** (410) 712-6923; **Website:** [www.grupobimbo.com](http://www.grupobimbo.com)

**Specialty:** Bimbo Bakeries USA focuses on providing the highest quality baked goods at a great value to customers and consumers and is the nation's leading baking company. Bimbo is the only commercial bakery manufacturer to serve all 50 states.

**COOKIE CUPBOARD/MID-AMERICAN VENTURES**

7600 Wall Street. #205, Cleveland, OH 44125-3358

**Phone:** (216) 524-0974; **Website:** [www.cookiecupboard.com](http://www.cookiecupboard.com)

**Specialty:** Cookie Cupboard Gourmet Dough™

**SCHWEBEL'S BAKING COMPANY, P.O. Box 6018, Youngstown, OH 44501-6018**

**Phone:** (570) 286-5845; **Website:** [www.schwebels.com](http://www.schwebels.com)

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

## 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.

## Deli/Meats

**DIETZ AND WATSON, INC.**, 5701 Tacony Street, Philadelphia, PA 19135

**Phone:** (215) 831-9000; **Website:** [www.dietzandwatson.com](http://www.dietzandwatson.com)

**Specialty:** Manufacturer of deli meats and artisan cheeses.

**KESSLER'S INC.**, P.O. Box 126, Lemoyne, PA 17043

**Phone:** (800) 382-1328 or (717) 763-7162; **Website:** [www.kesslerfoods.com](http://www.kesslerfoods.com)

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

**SALADWORKS**, 1001 Conshohocken State Rd., Ste 600 Conshohocken, PA 19428-2908

**Phone:** (512) 635-1616; **Website:** [www.saladworks.com](http://www.saladworks.com)

**Specialty:** Saladworks is a restaurant franchise that serves fresh, made-to-order entrée

salads, wraps, soups, and sandwiches. Saladworks restaurants are categorized as fast casual, and offer a healthy alternative to other fast food fare.

**SELTZER'S LEBANON BOLOGNA CO.**, 230 North College Street, Palmyra, PA 17078

**Phone:** (800) 282-6336; **Website:** [www.seltzerslebanonbologna.com](http://www.seltzerslebanonbologna.com)

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

**SMITH PROVISION COMPANY**, 1300 Cranberry Street, Erie, PA 16501

**Phone**

# BUYER'S GUIDE

## Center Store

### Beverage

**CBL WINE COMPANY, LLC**, 702 N. 3rd Street, Philadelphia 19123

**Phone:** (215) 454-2950; **Website:** [www.cblwineco.com](http://www.cblwineco.com) **Specialty:** Sales, marketing, merchandising & distribution for small production & boutique wine companies in Pennsylvania.

**D.G. YUENGLING & SON, INC.**, 310 Mill Creek Avenue Pottsville, PA 17901-8692

**Phone:** (518) 260-4661; **Website:** [www.yuengling.com](http://www.yuengling.com)

**Specialty:** D.G. Yuengling & Son, Inc. is America's oldest brewery and has three brewery locations - two in Pottsville, PA and one in Tampa, FL.

**STOCKERTOWN BEVERAGE CENTER** **Phone:** (610) 972-4745; **Website:** [www.stockertownbeverage.com](http://www.stockertownbeverage.com)

**Specialty:** Stockertown Beverage Center is a distributor of beer, malt beverages, cider, non-alcoholic beverages and waters, as well as Personal Protective Equipment (PPE) and more.

**LAIRD & COMPANY**, 1 Laird Road, Scobeyville, NJ 07724

**Phone:** (732) 542-0312; **Website:** [www.lairdandcompany.com](http://www.lairdandcompany.com) **Specialty:** The company produces the vast majority of all Applejack and American Apple Brandy on the market, which have been enjoyed since colonial times and equally prized by today's mixology community.

**LIBERTY COCA-COLA**, 725 E. Erie Avenue, Philadelphia, PA 19134

**Phone:** (215) 427-4509; **Website:** [www.coca-cola.com/global/glp.html](http://www.coca-cola.com/global/glp.html) **Specialty:** Coca-Cola Refreshments produce & delivers beverages in the Tri-State Metro OU.

**MONSTER ENERGY**, 1 Monster Way, Corona, CA 92879

**Phone:** (866) 322-4466; **Website:** <https://www.monsterenergy.com> **Specialty:**

Monster Energy is way more than an energy drink. Led by our athletes, musicians, employees, distributors and fans, Monster is a lifestyle in a can!

**ELLIS COFFEE COMPANY**, 2835 Bridge Street, Philadelphia, PA 19137

**Phone:** (215) 537-9500; **Website:** [www.elliscoffee.com](http://www.elliscoffee.com) **Specialty:** Coffee, other related beverages and items.

**FETZER VINEYARDS**, 12901 Old River Road, Hopland, CA 95449

**Phone:** (857) 939-6154; **Website:** [www.fetzer.com](http://www.fetzer.com) **Specialty:** Fetzer, a sustainable practice pioneer, promises to restore, revitalize, and regenerate ecosystems and communities while producing premium quality wines.

**PEPSICO, INC.**, 700 Anderson Hill Road, Purchase, NY 10577-1444

**Phone:** (914) 253-2609; **Website:** [www.pepsico.com](http://www.pepsico.com) **Specialty:** Pepsi and Pepsi products

**MCCULLAGH, INC**, 245 Swan Street, Buffalo, NY 14204

**Phone:** (716) 856-3473; **Website:** [www.mccullaghcoffee.com](http://www.mccullaghcoffee.com) **Specialty:** High quality coffee and teas for retail and foodservice.

### Business Services

**JAMES EMMETT AND COMPANY**, 1249 Pebble Hill Road, Doylestown, PA 18901

**Phone:** (574) 808-9779 **Website:** [www.jamesemmettandcompany.com](http://www.jamesemmettandcompany.com)

Contact: James Emmett, [james@jamesemmettandcompany.com](mailto:james@jamesemmettandcompany.com)

**Specialty:** James Emmett and Company is a national team of Disability Consultants with years of education and experience in the world of disabilities and specific experience in development, implementation and support of an inclusive workforce, from local companies to international corporations.

**MATTHEW P. CASEY & ASSOCIATES**, 355 W. Milton Ave., Rahway, NJ 07065

**Phone:** (732) 651-9955 **Website:** [www.mpcaseyassociates.com](http://www.mpcaseyassociates.com)

Contact: Robert Gorland, Vice President, [Matthew.P.Casey&Associates,Inc.,6252StirrupCourt,Harrisburg,Pennsylvania17111;Office-717-651-9955,Cell-717-979-5602;E-mail-mpcabg@aol.com](mailto:Matthew.P.Casey&Associates,Inc.,6252StirrupCourt,Harrisburg,Pennsylvania17111;Office-717-651-9955,Cell-717-979-5602;E-mail-mpcabg@aol.com) **Specialty:** Pharmacy feasibility studies, site selection, market analysis, customer spotting, and problem store surveys. Competitive research and expert testimony.

**WORKSTREAM TECHNOLOGIES**, 162 S. Park Street, San Francisco, CA

**Phone:** (800) 223-4420 **Website:** [www.ashers.com](http://www.ashers.com) **Specialty:** Workstream is an all-in-one hiring & texting solution based in San Francisco. Join thousands of happy hiring managers. Talk to a real person now: (415) 767-1006

### Candy/Confections

**ASHER'S CHOCOLATE CO.** 80 Wambold Road, Souderton, PA 18964

**Phone:** (415) 800-4754 **Website:** [www.workstream.us](http://www.workstream.us) **Specialty:** Manufacturer of fine chocolate and other classic confections

**THE HERSHEY COMPANY**, 14 E. Chocolate Avenue, Hershey, PA 17033

**Phone:** (717) 534-3660 **Website:** [www.hersheys.com](http://www.hersheys.com) **Specialty:** Manufacturer of quality chocolate and non-chocolate confectioneries.

**S.R. ROSATI, INC./ROSATI ICE**, 201 E. Madison Avenue, Clifton Heights, PA 19018

**Phone:** (610) 626-1818 **Website:** [www.Rosatice.com](http://www.Rosatice.com) **Specialty:** Manufacturer of refreshing, scoopably delicious, Rosati Ice, the nation's original Italian ice manufacturer since 1912. Available 4-oz, 6-oz, 10-oz, and 2.5 gal. tubs. Sold through distributors and mobile vending. Ten-oz cups and 2-qt party pails are sold in supermarkets

## Snack Foods

**CAMPBELL SOUP COMPANY**, 1 Campbell Pl, Camden, NJ 08103

**Phone:** (800) 257-8443; **Website:** [www.campbells.com](http://www.campbells.com) **Specialty:** Multinational food company based in Camden, N.J. and producing high-quality soups and simple meals, beverages and snacks

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

**Phone:** (610) 932-9330; **Website:** [www.herrs.com](http://www.herrs.com) **Specialty:** Manufacturer and distributor of salty snack foods, including potato chips, pretzels, tortilla chips, cheese curls & popcorn.

**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.

### General Merchandise

**BIC CONSUMER PRODUCTS USA**, One BIC Way, Ste 1, Shelton, CT 06484

**Phone:** (203) 783-2000 **Website:** [www.bicworld.com](http://www.bicworld.com)

**Specialty:** BIC® products are known and appreciated all over the world for their quality, their affordability and ease of use, including the ballpoint pen, the pocket lighter, the one-piece shaver are all part of the daily lives of millions of consumers.

## Store-Level Solutions

### Equipment / Gaming

**ACCEL ENTERTAINMENT**, 140 Tower Drive, Willowbrook, IL 60527

**Phone:** (630) 972-2235; **Website:** [www.accelentertainment.com](http://www.accelentertainment.com)

**Specialty:** A Video Gaming Terminal Operator providing Video Gaming Terminals to locations in PA. We are the #1 Slot Machine Terminal Operator in the USA.

**COMMONWEALTH GAMING, LLC**, 214 Pine Street, Harrisburg, PA 17101

**Phone:** (844)752-9848; **Website:** [www.commonwealth-gaming.com](http://www.commonwealth-gaming.com)

**Specialty:** A highly experienced and well-funded Pennsylvania based VGT operator with a proven history of making our customers more profits.

**GOLDEN ENTERTAINMENT, INC.**, 6595 S. Jones Blvd., Las Vegas, NV 89118-3337

**Phone:** (702) 495-4371; **Website:** <http://www.goldenent.com/>

**Specialty:** Golden Entertainment is a gaming company based in Enterprise, Nevada that operates casinos, taverns, and slot routes.

**HOLLYWOOD CASINO AT PNRC -- MARQUEE BY PENN**

777 Hollywood Blvd., Grantville, PA 17028

**Phone:** (610) 401-2042 ; **Website:** [www.hollywoodPNRC.com](http://www.hollywoodPNRC.com)

**Specialty:** Marquee by Penn is Pennsylvania's Premiere VGT Operator with unmatched operational & regulatory experience, as well as a built-in customer base across the Commonwealth to maximize your location's VGT profitability.

**J&J VENTURES GAMING**, 1400 S. Raney Street, Effingham, IL 62401

**Phone:** (217) 342-2288; **Website:** [www.jjventures.com](http://www.jjventures.com)

**Specialty:** The largest privately owned video gaming and amusement terminal operator. Video game products and services set the "gold standard" in maximizing revenue.

**MEMO FINANCIAL SERVICES, INC.**, P.O. Box 8863, Camp Hill, PA 17001-8863

**Phone:** (800) 922-8079; **Website:** [www.memoco.com](http://www.memoco.com)

**Specialty:** Electra money order dispensers. Providing money services since 1986: Money Orders, Bill Payment Services, Sales Support, and PA-based customer service.

**PENN NATIONAL GAMING**, 825 Berkshire Blvd., Reading, PA 19610

**Phone:** (610) 373-2400; **Website:** [www.pngaming.com](http://www.pngaming.com)

**Specialty:** Owns, operates or has ownership interests in 39 gaming and racing facilities, and video gaming terminal operations across the U.S.

**SECOND STATE GAMING**, 7141 Paxton St., Harrisburg, PA 17111

**Phone:** (844) 942-6464; **Website:** [www.secondstategaming.com](http://www.secondstategaming.com)

**Specialty:** Operator of Amusement and Gaming Devices. Whether you're a business looking to add video gaming, or a player looking to hit it big, Second State Gaming should be your first choice.

**TRIANGLE REFRIGERATION**, 3200 Oregon Pike, Leola, PA 17540

**Phone:** (717) 656-2711; **Website:** [www.trianglerefrigeration.com](http://www.trianglerefrigeration.com)

**Specialty:** Commercial HVAC, plumbing, refrigeration, restaurant equipment and energy management services. 24/7 emergency service available

## Miscellaneous Services

### Cleaning Solutions - Store Use

**APTER INDUSTRIES, INC.**, 1224 Long Run Road, McKeesport, PA 15131

**Phone:** (412) 672-9628; **Website:** [www.apterindustries.com](http://www.apterindustries.com)

**Specialty:** Store-use cleaning chemicals.

**FACILITY CLEANING SOLUTIONS**, 107 St. John's Church Rd., Camp Hill, PA 17011

**Phone:** (717) 497-4898; **Email:** [gary@facilitycleaningsolutions.com](mailto:gary@facilitycleaningsolutions.com)

**Specialty:** Addressing your commercial floor cleaning needs.

## Coupon Processing

**PA 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)

**Specialty:** Coupon processing with exceptional customer service and competitive rates.

## 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.

**STONE HILL CONTRACTING COMPANY, INC.**, PO Box 1370, Doyletown, PA 18901

**Phone:** (215) 340-1840; **Website:** [www.stonehillcontracting.com](http://www.stonehillcontracting.com)

**Specialty:** Specializing in the construction of water and wastewater treatment facilities as well as landfills, bridges and water retention projects.

## Lottery

**PENNSYLVANIA LOTTERY**, 1200 Fulling Mill Road, Middletown, PA 17057

**Phone:** (717) 702-8019; **Website:** [www.palottery.state.pa.us](http://www.palottery.state.pa.us)

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

**SCIENTIFIC GAMES**, 1200 Fulling Mill Road, Suite 4, Middletown, PA 17057-3194

**Phone:** (717) 930-1610; **Website:** [www.scientificgames.com](http://www.scientificgames.com)

**Specialty:** A leading innovator in the global lottery and regulated gaming industries.

## Money Services

**MEMO FINANCIAL SERVICES, INC.**, P.O. Box 8863, Camp Hill, PA 17001

**Phone:** (800) 922-8079 **Website:** [www.memoco.com](http://www.memoco.com)

**Specialty:** Providing money services since 1986: Money Orders, Bill Payment Services, Sales Support, and PA-based customer service are all just a phone call away.

## Pharmacy

**S&L SOLUTIONS LLC**, 512 Brinker Avenue, Latrobe, PA 15650

**Phone:** (888) 273-0325; **Website:** [www.sandsolutions.com](http://www.sandsolutions.com)

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

## Software/Systems Management

**DUMAC BUSINESS SYSTEMS**, 19 Corporate Circle, East Syracuse, NY 13057

**Phone:** (315) 463-1010; **Website:** [www.dumac.com](http://www.dumac.com)

**Specialty:** In-house software development group responsible for web-based inventory and corporate reporting called SBOnet®.

## Tobacco Products

**ALTRIA GROUP DISTRIBUTION**, 300 Berwyn Park, Berwyn, PA 19312-1179

**Phone:** (814) 360-5279; **Website:** [www.altria.com](http://www.altria.com)

**Specialty:** Altria is the leading U.S. tobacco manufacturer.

**CHEYENNE INTERNATIONAL**, 701 S. Battleground Avenue, Grover, NC 28073

**Phone:** (704) 937-7200 **Website:** [www.cheyenneintl.com](http://www.cheyenneintl.com)

**Specialty:** A full-line tobacco product manufacturer who creates exciting tobacco products made to high-quality standards for both domestic and international markets.

**INTER-CONTINENTAL CIGAR CORP.**, 3251 Commerce Parkway, Hollywood, FL 33025

**Phone:** (954) 450-1994; **Website:** [www.alcapone-us.com](http://www.alcapone-us.com); [www.dannemann.com](http://www.dannemann.com)

**Specialty:** Manufacturers and distributes cigars in the United States under the brand names Al Capone and Dannemann.

**ITG BRANDS**, 714 Green Valley Drive, Greensboro, NC 27408

**Phone:** (336) 335-7000; **Website:** [www.itgbrands.com](http://www.itgbrands.com)

**Specialty:** U.S. tobacco company with an iconic portfolio of brands including: Winston, Kool, Salem, Maverick & USA Gold cigarettes; Dutch Masters, Backwoods and Phillies cigars; and blu eCigs electronic cigarettes.

**LIGGETT VECTOR BRANDS**, 680 West Lincoln Highway, Exton, PA 19341

**Phone:** (610) 518-5120; **Website:** [www.liggettvectorbrands.com](http://www.liggettvectorbrands.com)

**Specialty:** Quality tobacco products proudly made in the USA, including Pyramid, Eagle 20's, Liggett Select, Eve and Grand Prix.

**NATIONAL TOBACCO COMPANY**, 5201 Interchange Way, Louisville, KY 40229

**Phone:** (800) 331-5962; **Website:** [www.zigzag.com](http://www.zigzag.com)

**Specialty:** A mid-sized cigarettes and cigars manufacturer in Louisville, KY.

# BUYER'S GUIDE

**R.J. REYNOLDS TOBACCO CO.**, 401 N. Main Street, PO Box 2959, Winston-Salem, NC 27101

**Phone:** (336) 741-0727; **Website:** [www.rjrt.com](http://www.rjrt.com)

**Specialty:** Manufacturer of many best-selling cigarette brands, including three of the nation's best-selling brands: Newport, Camel and Pall Mall.

**SWEDISH MATCH, NORTH AMERICA, INC.**

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

**Phone:** (703) 622-5707; **Website:** [www.swedishmatch.com](http://www.swedishmatch.com)

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

**SWISHER INTERNATIONAL GROUP**

20 Thorndal Circle, Darien, CT 06820

**Phone:** (203) 656-8000; **Website:** [www.swisher.com](http://www.swisher.com)

**Specialty:** The world's largest cigar company. Brands include Swisher Sweets, King Edward, and Optimo.

## Underground Storage Tanks

**TANK INSTALLERS OF PENNSYLVANIA**, P.O. Box 67, New Oxford, PA 17350

**Phone:** (717) 624-2111; **Website:** [www.tip-pa.com](http://www.tip-pa.com)

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

## Wholesalers/Distributors

**A&G WHOLESALE CASH & CARRY.**, 5323 W. Jefferson St., Philadelphia, PA 19131-3317

**Phone:** (215) 435-5707; **Email:** [eckstutn@yahoo.com](mailto:eckstutn@yahoo.com)

**Specialty:** A&G Wholesale Cash & Carry is a wholesaler located in Philadelphia. They supply beverages, frozen foods, dairy, deli/meats, eggs/poultry, snack foods and general merchandise.

**Allen Brothers Wholesale Distributors LLC A Division of NCD**

120 W. Erie Avenue, Philadelphia, PA 19140

**Phone:** (800) 207-2553; **Website:** [www.abdelivers.com](http://www.abdelivers.com)

**Specialty:** A full-service convenience store distributor and wholesale supplier, providing customers with dramatic cost savings on thousands of items.

**BLAIR CANDY COMPANY**, 3421 Beale Avenue, Altoona, PA 16601

**Phone:** (814) 944-3581; **Website:** [www.blaircandy.com](http://www.blaircandy.com)

**Specialty:** A full-service wholesale and retail business selling candy-tobacco products and accessories — paper products, party supplies, bar and restaurant supplies; Bingo, Games of Chance and fund-raising candy throughout Pennsylvania.

**BOZZUTO'S, INC.**, 7168 Daniels Drive, Allentown, PA 18106

**Phone:** (610) 336-9030; **Website:** [www.bozzutos.com](http://www.bozzutos.com)

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

**C&S WHOLESALE GROCERS (HQ)**, 7 Corporate Drive, Keene, NH 03431

**Phone:** (603) 354-7000; **Website:** [www.cswg.com](http://www.cswg.com)

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

**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)

## BUYER'S GUIDE

### CORE-MARK PENNSYLVANIA DIVISION

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

Phone: (570) 823-2447; Website: [www.core-mark.com](http://www.core-mark.com)

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

EBY-BROWN COMPANY, 920 Irwin Run Road, West Mifflin, PA 15122

Phone: (412) 461-2700; Website: [www.eby-brown.com](http://www.eby-brown.com)

Specialty: Servicing more than 17,000 retail locations in 25 states for over 127 years. A full service broad line convenience store supplier of cigarettes, tobacco, snacks, grocery products, fresh foods, fresh produce, dairy, beverages, sandwiches & salads.

IMPERIAL DISTRIBUTORS, 33 Sword Street, Auburn, MA 0150

Phone: (508) 450-2879; Website: [www.imperialdist.com](http://www.imperialdist.com)

Specialty: Distribution and merchandising of supermarket non-food products

KLAFTER'S INC., 216 N. Beaver Street, New Castle, PA 16101

Phone: (724) 658-6561 Website: [www.klafters.com](http://www.klafters.com)

Specialty: National distributor for premium cigars, offering hundreds of different brands — Premium Cigars, Machine-Made Cigars, Cigarettes (Pa. & Ohio), Roll-Your-Own Tobacco (Pa. & Ohio) and Accessories, Snuff & Chewing Tobacco Products (Pa. & Ohio), Cigar Accessories, Candy, Gum, Mints & Paper Products.

MCANENY BROS. INC., 470 Industrial Park Road, Ebensburg, PA 15931

Phone: (814) 472-9800; Website: [www.mcaneny.biz](http://www.mcaneny.biz)

Specialty: A family-owned, broad-line distributor to the grocery and convenience store industry throughout PA, MD, WV and OH. Our inventory includes more than 13,000 national brands and private label/signature items.

MCLANE EASTERN, 2828 McLane Drive, Baldwinsville, NY 13027

Phone: (315) 638-7500; Website: [www.mclaneco.com/wps/portal](http://www.mclaneco.com/wps/portal)

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

MERCHANT DISTRIBUTORS, INC. (MDI), 5005 Alex Lee Blvd., Hickory, NC 28603

Phone: (828) 725-5043; Website: [www.merchantdistributors.com](http://www.merchantdistributors.com)

Specialty: A privately-owned wholesale grocery store distributor headquartered in Hickory, NC. MDI supplies over 600 retail food stores with food and non-food items.

RESNICK DISTRIBUTORS, 25 Van Dyke Avenue, New Brunswick, NJ 08901

Phone: (800) 828-3865; Website: [www.resnickdistributors.com](http://www.resnickdistributors.com)

Specialty: Offering cigarettes and tobacco, confections, snacks, grocery, frozen food, foodservice, general merchandise, equipment, health & beauty care, paper & plastic supplies, and clothing.

SAM COHEN & SONS, 1150 E. Maiden Street, Washington, PA 15301

Phone: (724) 222-0400; Specialty: Sam Cohen & Sons is a wholesale cigar, cigarette and tobacco dealers that also supplies confectionery items.

UNFI, ATLANTIC REGION, 8258 Richfood Road, Mechanicsville, VA 23116-2008

Phone: (804) 746-6000; Website: [www.unfi.com](http://www.unfi.com)

Specialty: Full-service wholesaler.

UNFI DISTRIBUTION CENTER, HARRISBURG, 3900 Industrial Rd, Harrisburg, PA 17110

Phone: (717) 547-5000; Website: [www.unfi.com](http://www.unfi.com)

Specialty: Full-service wholesaler.

UNFI, PITTSBURGH DIVISION; 400 Paintersville Road, New Stanton, PA 15672

Phone: (724) 925-6600; Website: [www.unfi.com](http://www.unfi.com)

Specialty: Full-service wholesaler.

**Join us and get your company recognized by our members. Call us or visit our website and join as an associate member today!**

TEAM SLEDD/SLEDD CO., PO Box 2018, 100 East Cove Extension, Wheeling, WV 26003

Phone: (304) 243-1820; Website: [www.teamssledd.com](http://www.teamssledd.com)

Specialty: Supplying convenience retail products and services in the six state Mid-Atlantic Region serving all of Pennsylvania, Ohio, Virginia, Maryland, Kentucky and WV.

TRIPIFOODS, INC., 1427 William Street, Buffalo, NY 14206

Phone: (716) 853-7400; Website: [www.tripifoods.com](http://www.tripifoods.com)

Specialty: Full-line convenience store supplier.

WAKEFERN FOOD CORPORATION, 33 Northfield Avenue, Box 7812, Edison, NJ 08818

Phone: (732) 906-5153; Website: [www.shoprite.com/WakefernMain.aspx](http://www.shoprite.com/WakefernMain.aspx)

Specialty: Distributor and merchandiser



### Cormier (cont.)

lead a charge against government-mandated scheduling legislation, which would interfere and disrupt the employee/ employer relationship. Such legislation would prohibit flexibility in an employee's schedule at their own request.

"Tom's advocacy on behalf of PFMA and the food retail industry has been integral to the many successes we've had on the legislative front," PFMA President & CEO Alex Baloga said. "As Board of Directors Chair, we are confident in Tom's leadership as we fight for the issues that matter most to our members."

In addition to the legislative wins, Cormier said he's made some great friends through his work with PFMA. "There have been some great leaders, and everyone works collaboratively for the greater good of the industry and associations," he said.

One of the challenges facing the food industry, in Cormier's view, is striking the right balance between the need for brick-and-mortar stores and the convenience of online ordering, which has certainly been accelerated by the COVID-19 pandemic. The GIANT Company has been on the cutting edge of providing innovative solutions for both the online and in-person shopper.

In his downtime, you can find Cormier behind the grill. "I like to grill," he said. "I'll grill anything. It's calming and therapeutic with a glass of wine. I just put on my tunes and go."

What kind of tunes? Well, '60s, '70s, and '80s rock and roll is his Pandora station of choice. A typical Sunday meal could be a rib roast with brussel sprouts and pancetta. He and his wife have large families, so they are often hosting. Cormier frequently talks about his love for his family, particularly his 2-year-old grandson.

For getaways, Cormier enjoys the tranquility of the islands with Aruba being his favorite. He also spent two weeks in Italy for his 25th wedding anniversary.

Bucket list items? "I'd like to get to Alaska," he said.

For now, we're happy and grateful to have Cormier in Pennsylvania, fighting for the good of the industry.



From left to right, Cormier, his wife Kathy Cormier, Kathy McCorkle, and Cathy Hartman of Rutter's.



## News Briefs

PFMA member and sponsor **The GIANT Company** in August launched a new new brand platform: for today’s table. Building on the new company name, logo and purpose introduced earlier this year, For Today’s Table maps out a course for the company’s ongoing growth, innovation, and investment. “For Today’s Table is grounded in our strong belief that gathering around the table for a meal with your family to make meaningful connections is now more important than ever,” explained Nicholas Bertram, Giant Co. president. “For almost 100 years, we have been entrusted to help families connect over food, at their table, no matter where or what the ‘table’ may be. It sets the stage for our go-forward strategy, crystalizing our commitment to customers, team members and the community, inspiring us to double down on future growth and investment.”

PFMA member **Instacart** has enacted two new health and safety measures to keep shoppers and customers safe during the COVID-19 pandemic. First, all shoppers and customers are being asked to wear face masks in stores and when they come in contact with customers, although the company did not comment on how it plans to enforce this. Both parties will receive new in-app messages with simple safety tips and reminders to wear these face coverings.

According to its recently released 2019 sustainability report, PFMA member and sponsor **Weis Markets** and its associates continued to make progress in lowering the company’s overall environmental impact last year. The company has reduced its overall greenhouse-gas emissions by 27% since 2008, the year it set sustainability benchmarks, and is on track so far surpass its goal of a 20% reduction by this year. Weis’ report laid out the grocer’s sustainability progress in 2019, which included ongoing measures to lower truck-fleet fuel consumption, boost facility energy efficiencies, reduce refrigerant emissions and divert waste from landfills.

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