

EBT-Only POS Equipment No Longer Free

In a July 24, 2014 letter to Pennsylvania Supplemental Nutrition Assistance Program (SNAP) program retailers, the state Department of Public Welfare (DPW) outlined the transition of service arrangements for EBT-only point-of-sale (POS) equipment in light of the recent passage of the U.S. Farm Bill.

In February 2014, the U.S. Congress passed the Agricultural Act of 2014 which included changes to the retailer management provisions for SNAP. USDA's Food & Nutrition Service (FNS) is continuing to provide guidance and clarifications to the vendor community regarding the implementation of these revisions. On April 15, 2014, FNS provided information to all SNAP-authorized retailers regarding the changes. Going forward all PFMA member retailers must pay for their own EBT equipment and services.

Xerox stopped providing POS equipment and supply reimbursement for any new non-exempt SNAP-authorized retailer effective May 5, 2014. The next milestone for Xerox as a result of the new Federal guidelines is the transition of existing non-exempt retailers into fee-based arrangements, and terminating existing EBT processing and equipment agreements with those retailers. Beginning July 25, 2014, all existing non-exempt retailers will

(Continued on page 4.)

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Pennsylvania Food Merchants Association

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In July, PFMA got a new building sign featuring logos for subsidiaries Memo Financial Services, Inc and the Pennsylvania Coupon Redemption Service (PCRS).

In this issue

- State Budget Update **P.1**
- Liquor Licenses Worth More Than Gold **P.2**
- Hot Kids in Cars Reminder for Shoppers **P.3**
- Buyer's Guide **P.11-15**

Gov. Corbett Approves Parts of State Budget; Line Item Vetoes Call for Summer Session

On July 8, the Pennsylvania Senate concurred with House amendments to Senate amendments on HB 278, the state fiscal code, by a vote of 26-22. HB 278 was at that time the final piece of the puzzle which should have completed the budget process. However, on July 10 Gov. Tom Corbett signed the budget with several line item vetoes in order to force the legislature back to session this summer to come up with a solution for pension underfunding.

In tandem with budget progress, the state Senate voted to amend and pass HB 1177 which deals with allowing hotel room taxes in certain municipalities and allows for the authorization of a \$2 per-pack cigarette tax in Philadelphia. The major change included in the amendment was that it puts a sunset on the \$2 per-pack tax in Philadelphia after five years ending June 30, 2019. Other controversial changes included adding more hotel room tax areas and City Revitalization and Improvement Zones (CRIZ).

Again, the House will now have to either return sometime this summer to address this legislation or wait until the fall. It is our understanding that the House did not agree to these changes. This is a major development as the City of Philadelphia has stated they need the money from the cigarette tax to operate the school district this year.

PFMA has actively opposed the cigarette tax as it creates an unfair sales burden on retailers

operating in Philadelphia and drives sales outside of the city.

According to *Capitol Wire*, "House Republican spokesman Steve Miskin said, the plan – right now – is for the House to still be in session on August 4th, but that could all change at a moment's notice. And if they are back in session next week, what do they plan to do? Probably alter the cigarette tax bill – House Bill 1177 – to pull out stuff they don't like, which could prompt the Senate to return later next week, but maybe not, and it's no guarantee the Senate would vote to send the bill to Corbett. Meaning HB 1177 might have to wait for further action until, at the earliest, the week of September 15, after students are back in school in Philadelphia. Plus, with HB 1177 the only potential item currently on the "to do" list, it's possible the House decides to not be in session very long next week, i.e. it could drop a day or two from its schedule."

So, when these issues get fully resolved is anyone's guess.

In related news, the parts of the state budget that Governor Corbett did approve included no new taxes or fees for PFMA retailers this year. The vendor sales tax allowance remains intact. A sales tax was not implemented on food purchases to relieve property tax burdens. The Capitol Stock and Franchise Tax (CSFT) phase-out was not slowed. And, that's all good news for members.

Biosimilars Bill Passes State Senate

The Pennsylvania Senate recently passed SB 405, a bill that would require physician approval before dispensing alternatives to patented biological medicines over the protests of insurance companies and pharmacists.

According to the *Associated press*, "The legislation is supported by the Biotechnology Industry Organization, which represents major pharmaceutical makers. The sponsor, Sen. Pat Vance (R-Cumberland), called it a patient safety bill.

It would require a pharmacist to notify the prescribing physician before dispensing what is called a biosimilar medication. Drugmakers say the notification is essential because biosimilars aren't identical to the biological medication they would replace.

But the Insurance Federation of Pa. and Pa. Pharmacists Association say the extra steps would undermine the use and development of biosimilars, which are less expensive than brand-name drugs."

Pennsylvania Liquor Licenses are Considered 'Better Than Gold' *By Kari Andren, Tribune-Review*

In some parts of Pennsylvania, a state liquor license could be the key to living the good life during your golden years — if you can afford to buy one.

Restaurant liquor licenses can sell for \$250,000 or more in Butler County, the top price in Western Pennsylvania.

In Pittsburgh, a license might set you back \$75,000 to \$80,000, compared with about \$65,000 elsewhere in Allegheny County, according to attorneys who handle the purchases.

Liquor licenses have steadily increased in value and rarely decline in price, said Ned Sokoloff, founder of Ross-based Specialty Group. That's a big selling point for buyers, he said.

"You could buy (a Butler County license) today, pay to keep it in safekeeping, and it could gain \$45,000 in three years," said Sokoloff. "It's better than gold."

The licenses can be vital to restaurants' survival.

"If they can afford a license, it's a necessity to make the whole profit-and-loss thing work," said Ron Sofranko, a principal with Sofranko Advisory Group, which brokers license sales and consults with restaurants.

"Most of the money made in this industry is in

alcohol sales, especially with the cost of food rising," said Melissa Bova, director of government affairs for the Pennsylvania Restaurant and Lodging Association.

"For a liquor license, you're spending a lot of money up front that a lot of people don't have, but you also have that license for life," Bova said. "It gains value over time. For many members, their retirement is in that license."

LOCATION, LOCATION, LOCATION

Eric Jones and his wife, Julie, of North Huntingdon recently purchased a liquor license from a restaurant owner as part of a deal that included equipment and furnishings. Jones said they hope to open Tapped Brick Oven & Pour House, offering craft beers and wood-fired pizzas, in early October in Greengate Commons plaza in Hempfield.

"For somebody like myself — new to the restaurant industry — doing something like this is very helpful," he said of buying the license with the restaurant's other assets. "This was the easier path for us."

He would not say how much the couple paid for the license. Its approval is pending before the state Liquor Control Board.

(Continued on page 3.)

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'Better Than Gold' *(Continued from page 2.)*

The value of liquor licenses depends greatly on location. Licenses in Westmoreland County typically sell for \$30,000 to \$40,000; one in Beaver County can cost \$15,000 to \$20,000, industry experts said.

Washington County licenses jumped from about \$40,000 to \$60,000 in the past few years because of the growth of the shale gas industry and development around the Meadows Racetrack & Casino, Sofranko said.

STATE'S SLICE OF THE PIE

Liquor licenses, which are considered property, sell for "fair market value," or the price that a buyer and seller negotiate. The LCB doesn't set or track prices, spokeswoman Stacy Kriedeman said. The state gets its cut through fees.

The LCB receives \$550 to \$700 each time a license is transferred, and \$900 to \$1,400 for issuing new retail liquor licenses. Renewal fees range from \$250 to \$700 annually, depending on a municipality's size.

Mark Flaherty, a partner at the Downtown firm Flaherty & O'Hara, said Allegheny County license prices typically jump in increments of a few thousand dollars, then hold steady for several years. A Pittsburgh license sold for about \$12,000 in the mid-1980s, he said, meaning prices have risen more than 500 percent in about 30 years.

He estimates that Pennsylvania ranks in the top 10 percent for license prices nationally but noted that every state handles it differently. Some states sell licenses for a set fee.

SUPPLY AND DEMAND

Before 2000, liquor licenses were allocated statewide by municipality based on population and could not be transferred across municipal boundaries, Kriedeman said.

As certain municipalities grew, the demand for liquor licenses outstripped supply, raising prices.

Flaherty said a license sold for \$450,000 — the highest price he can remember — in Cumberland County when transfers were limited. The price there has dropped to \$275,000 to \$300,000, observers say.

Cranberry commanded sky-high prices during that time — \$350,000, Flaherty said, "if you could find one. You couldn't; it was hard."

In 2000, state lawmakers changed the liquor code to allocate licenses by county based on population and to allow transfers anywhere within that county if the receiving municipality approves, Kriedeman said.

After that change, license prices in Butler County dropped to about \$150,000 to \$165,000, then increased to \$250,000 to \$275,000, Flaherty said.

Butler County's low unemployment — and in

Cranberry, high per-capita income — makes it a desirable area to open restaurants, said Stan Kosciuszko, president of the Butler County Chamber of Commerce.

The area once was dominated by Pullman Standard manufacturing railroad cars and steel but now hosts Alcoa and Westinghouse. A \$70 million sports medicine and Pittsburgh Penguins practice space will open next year, jointly owned by UPMC and the Penguins.

LESSER LICENSES?

State Rep. Dan Moul, R-Gettysburg, wants to develop an option for restaurants that want to serve just wine and can't afford full liquor licenses.

(Continued on page 4.)

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Nevillewood, PA

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Reminder for Your Customers on Hot Kids in Cars

If your company should need material to remind customers not to leave their children in hot cars this summer, then check out the state Department of Public Welfare's (DPW) reminder:

Pennsylvanians must not leave children alone in cars. A few short minutes could be deadly; it is also illegal.

"Unfortunately, 13 children have died of heatstroke in cars in the U.S. so far this year and we've heard of several life-threatening situations in Pennsylvania just this past week," Department of Public Welfare (DPW) Secretary Beverly Mackereth said.

The children who have died from vehicular heatstroke in the last 15 years across the nation have ranged in age from 5 days to 14 years.

Even with windows partly down, the temperature inside a car can rise to deadly levels in minutes. A child can suffer heatstroke when the outside temperature is as low as 57 degrees. A child's temperature can rise three to five times faster than an adult's.

Adults should establish habits to ensure a child is never in the car alone by:

- Keeping their purse, wallet or cell phone in the back of the car so they open the back door before walking away.
- Putting a reminder such as a stuffed animal in the front seat when a child is in the back.
- Always checking the back seat before locking the car.
- Always locking the car and keeping car keys out of children's reach so kids can't let themselves into the car without an adult knowing.

In Pa. it is illegal to leave a child in a car if it is not within sight and the child's safety or health is compromised. Anyone who sees a child unattended in a car should call 911 immediately and stay with the vehicle.

"I've got tons of restaurants in my district ... that have no desire to sell Jack Daniels, but they would like to offer a glass of wine," Moul said. "There's no way they could even come close to spending \$150,000 to \$200,000 for a liquor license that gives you the privilege to sell all three. They'll never make that money up selling wine only."

Moul introduced a bill to establish a wine-only license in 2012. Tavern owners balked, saying that would cut the value of their licenses, he said.

Amy Christie, executive director of the Pennsylvania Tavern Association, said liquor license prices don't typically squeeze out would-be restaurant owners.

"If they're going up in an area," she said, "it's simply because that area is booming, and it's a great place to get into the business."

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EBT-Only POS Device Transition *(Continued from front page.)*

be notified by mail of the termination of their current Retailer Agreements with Xerox. The effective date of the termination will be Oct. 25, 2014.

Recognizing that this program change will impact more than 70,000 merchants, Xerox has given careful consideration to a transition approach that provides each retailer the option to continue processing EBT transactions, while making minimal changes to its current processing platform. Retailers can choose to continue using the EBT-Only device currently installed in their locations or can choose a third-party processing option that allows for EBT, debit and credit transaction processing. Xerox will work with its partner, CDE, to make this transition as smooth as possible.

CDE, Inc. is an industry-leader in the POS deployment and maintenance marketplace and provides such services today for all Xerox managed POS devices. Xerox will provide CDE a contact list for all retailers receiving a termination notice, in addition to ongoing notification of newly authorized non-exempt retailers. CDE will perform outreach to establish a business relationship with these retailers at terms to be negotiated between CDE and the

retailer. Xerox will provide EBT support services to CDE to continue the acquirer responsibility for retailers reaching an agreement with CDE. Retailers who reach agreement with CDE for continuation of services will experience no interruption in services currently provided to them for EBT processing. If a retailer decides not to continue service through CDE, the current device will be disabled no earlier than October 25, 2014. Please be advised that unless you take action before October 25, 2014, the POS device installed in your location will be disabled on this date.

If retailers do not return the Xerox equipment, they will be held responsible for the cost of the equipment per the Retailer Agreement.

The Xerox and CDE relationship will allow the EBT-Only retailer community more convenient options to continue their current services uninterrupted or, at the merchants' option, allow for a smooth transition to third-party processing services including debit and credit. DPW is confident that this approach will bring significant benefits to retailers and minimize the impact to their businesses of the implementation of the program change. *Source: PA DPW*

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12pm: Lunch 1pm: Shotgun Start

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Package Price: \$1,000 per person.



Philadelphia Cricket Club

Wissahickon Clubhouse

6025 West Valley Green Road

Flourtown, PA 19031

Contact Alex Baloga, PFMA, at abaloga@pfma.net or 800-543-8207 x5918.

PA Lottery Closes Fiscal Year with \$3.8 Billion in Sales

Nets more than \$1 billion for older Pennsylvanians

The Pennsylvania Lottery finished fiscal year 2013-14 with \$3.8 billion in sales, dedicating \$1.08 billion in net revenue to support programs benefiting older Pennsylvanians.

Fiscal year sales were \$99.9 million, or 2.7 percent, above the previous year and prior sales record of \$3.7 billion. Net revenue grew by \$14.1 million, or 1.3 percent, over the previous year and prior record.

The Lottery paid nearly \$2.4 billion in prizes in 2013-14, an increase of \$77.7 million over the previous year and a new all-time record. More than 62 cents of every Lottery sales dollar was returned to players in the form of prizes, and 76 Lottery players won prizes of \$1 million or more last year.

The Lottery's more than 9,100 retailers, many of them family-owned small businesses, earned \$202.4 million in fiscal year 2013-14, an increase of \$6.3 million over the previous year.

"This growth over last year is thanks to our players and retailers, who understand the great things Pennsylvania Lottery games provide," said Lottery Executive Director Sil Lutkewitte. "For the third consecutive year the Lottery generated more than \$1 billion to support vital services and benefits for older adults across the state. This is great news, but the numbers also underscore the importance of getting legislative relief from the statutory minimum rate of return to position the Lottery to deliver more dollars to senior programs in future years."

Congratulations Thomas & Laura Ridge Scholars!

The Pennsylvania Food Merchants Association (PFMA) is pleased to announce the 2014 class of Thomas R. and Laura Ridge Scholarship recipients. An independent judging panel selected the recipients from 188 applicants this year. The students are judged on their academic success, extra-curricular activities, community service and overall character.

All PFMA, Pittsburgh Association of Manufacturers

Representatives and Northwestern Pennsylvania Food Council members, their children and their employees are eligible to apply for the scholarships, which are named to honor former Pennsylvania Governor Tom Ridge's parents, who were strong supporters of education.

Congratulations to the 2014 Class of Scholars. Please take a look at their accomplishments and congratulate them.



Derek Arnold will begin his college studies at the University of Pittsburgh this fall as an accounting and communication major. His mother, Lori Arnold, works for Sheetz in Hollidaysburg, Pennsylvania, sponsor of his scholarship.

The Altoona Area High School graduate was recently named a "20 Under 20 Future

Leader of Central PA" and won second place in the Rotary District 4-Way Speech Contest. He was active in school as president of the Speech League, a Performing Arts Club director, and Junior Academy of Science vice president. He also served on the Principal's Advisory Committee, Aevium/Diversity Group, captain of St. Francis Quiz Bowl and editor of the *Maroon and White Gazette*. He worked on such community service projects as Mountain Lion Backpack, Relay for Life, Gloria Gates Foundation and Sheetz For the Kids.

Ellie Beam is a junior at the University of Pittsburgh where she is majoring in Applied Developmental Psychology with a plan to become a teacher. Her mother, Angela Heck, works for Giant Food Stores in Carlisle, Pa., sponsor of her scholarship.

The Dean's List student is a member of the National Society of Collegiate Scholars and the National Honors Society. She volunteers her time with Gamma Sigma

Sigma, a national service sorority; Arrival Survival, a coordinated effort to assist students moving into campus housing; and Buzzing 4 Change, an annual event where participants shave their heads or cut their hair to make wigs for cancer patients.



After graduating cum laude from Clarion University of Pennsylvania in May, **Kelsey Beichner** began graduate studies in Speech Language Pathology at Clarion.

Throughout college she was active in the National Student

Speech Language and Hearing Association. In addition, she was active as a volunteer for Special Olympics, the Brain Safety Fair and a volunteer for Clarion Area High School Softball.

Her father Kevin Beichner works for Country Fair, a member of the Northwestern Pennsylvania Food Council, sponsor of her scholarship.

Stephanie Burkus, a four-time Ridge Scholar will complete her degree in Mathematics at Westminster College next May, which she plans to use as a Math teacher.

Her activities in college include serving as president of the Kappa Delta Sorority, track and field and Titan Traverse, a customized outdoor education adventure. In addition, she has been active in Girl Scouts throughout high school and college, serving as a Daisy Troop leader and as an aid for the youth day camp program. Her other community service includes Habitat for Humanity, Venture Crew, and Sheetz Family Christmas volunteer.

Her father, Michael Burkus, works for PFMA member Sheetz.

In her essay, Burkus writes about the experience she has received outside the classroom.

"It's a satisfying feeling to be able to help these students, and it gives hands-on experience that can't be gained through classroom lectures, helping to give a realistic glimpse into the role of an educator," she wrote.



Profiles of the 2014-15 Scholarship Recipients



Cameran Burt graduated as Salutatorian of his class at Calvert Hall High School in Maryland. He plans to attend the University of Maryland, College Park, where he will major in Biology.

In high school, he made the honor roll and was inducted into the National Honor Society. He was active in Peer

Education, serving as a team leader; tutoring, Wind Ensemble and Marching Band. He also works part-time as a cashier for Weis Markets in Perry Hall, Maryland.

In his personal essay, Burt wrote about his dream of becoming a doctor.

"A career as a doctor would be the perfect profession for me because it marries my two loves of science and helping others," he wrote.

Brooks Culotta, a five-time Ridge Scholar, is a second year medical student at the Georgetown University School of Medicine. His father, Jared Culotta, works for Wawa, Inc., sponsor of his scholarship.

In school, Culotta served as an assistant in the Chemistry Research Lab and had his research published in the "Journal of American Chemical Society." He participated in Phi Alpha Theta, a national history honor society, and the pre-med society. He also volunteered for Operation Brotherly Love and

the Knights of Columbus, where he served as treasurer.

In his essay, Culotta writes about his goal to become a physician practicing in oncology. "My dream is to play a role in the war on cancer by saving as many lives as I can, either through medical treatment or laboratory research," he wrote.



Thomas DeMarco graduated from Raritan High School in Hazlet, New Jersey, in June and earned the Raritan Scholar Award. He will attend Rutgers University this fall to study Molecular Biology and Biochemistry.

In school, he participated in the National Honors Society; served as captain of

the varsity tennis team; ran indoor track and cross country; and participated in the Math and Science Leagues and the Key Club. He also volunteers for the RAINE Foundation, an organization assisting children and families in crisis; and serves as a tutor for Helping Hands Tutoring.

In addition to school and activities, DeMarco works part-time as a customer service associate for Wawa, sponsor of his scholarship.

Two-time Ridge Scholar **Robert Duran** is a junior at Gannon University in Erie, Pennsylvania where he is pursuing a degree in Environmental Engineering. His father, Juan Duran, works for Bimbo Bakeries, a Northwestern Pennsylvania Food Council member, sponsor of his scholarship.

He plays golf for Gannon University and participates in Theta Tau, a professional engineering fraternity,

and the Chemical Engineering Club. He is an Evans Scholar and serves as an educator for new scholars.

Duran's community service includes participating in food and blood drives, projects for Habitat for Humanity and the YMCA.



Madison Farrell, a Unionville High School graduate, plans to attend the University of Richmond to study international business.

Throughout high school, she tutored other students and ran for the track and field and cross country teams. She earned the

Rotary Leadership Awards, Rotary Student of the Quarter, National Honor Society and National Merit Commendation on the PSAT. She volunteered for Students Helping Other Classmates, serving as vice president, and served as president of Interact, the student Rotary service club.

She is the daughter of Katherine Dickinson and Joseph Farrell, who both work for Wawa, Inc., sponsor of her scholarship.

NGA Session to Focus on Rules for Meat Grinding

The National Grocers Association (NGA) is offering a free webinar on the USDA's proposed rule for meat grinding on Wednesday, August 6, 2014 at 2 p.m. Victoria Levine, program analyst at USDA's Food Safety Inspection Service (FSIS), will present the session.

The USDA FSIS released a proposed rule aimed at improving the traceability of ground meats to prevent the transmission of foodborne pathogens, such as salmonella. After various outbreaks and recalls in the past, FSIS experienced problems in efficiently tracing the origin of contaminated meat. If finalized, the proposed rule would require all makers of ground beef, including grocery stores, to keep better sourcing records in order to help the agency and retailers conduct recalls.

To participate, register as a guest at https://netforum.avectra.com/eweb/DynamicPage.aspx?Site=NGA2&WebCode=EventDetail&vt_key=377df91a-07b6-4abd-a970-0f0a2a498180.

Gauging Member Interest in Vision and Dental Plan

If your company is interested in participating in a PFMA offered vision and dental plan for your employees, please send an email indicating as such to pfma@pfma.org. At this time we are surveying the membership per the interest level.

Pennsylvania's Credit Rating Downgraded

Credit rating agency Moody's has downgraded the Commonwealth's credit rating for \$11.1 billion of its general obligations bonds from Aa2 to Aa3. Appropriation-backed bonds were also reduced.

The downgrade announcement cited the "commonwealth's growing structural imbalance, exacerbated by the fiscal 2015 enacted budget that depends on non-recurring resources; a weak GAAP (generally accepted accounting principles) balance position that will further deteriorate based on the budget's one-time measures; and the expectation that large and growing pension liabilities coupled with modest economic growth will limit Pennsylvania's ability to regain structural balance in the near term."

Governor Corbett reacted by noting Moody's mention of the pension liabilities.

"It's clear that this pension crisis has put severe strain on Pennsylvania's finances," said Corbett in a press release. "As families struggle with skyrocketing property taxes, pension costs are consuming more than 60 cents of every new dollar of state general fund revenues. Doing nothing is not an option and doing nothing fails our families."

Earlier this summer, Governor Corbett noted that a credit downgrade could negatively impact not only Pennsylvania's ability to borrow money, but also lower levels of government within the state.

Congratulations Thomas & Laura Ridge Scholars!



Alexis Gale will attend Drexel University this fall where she plans to study biology/pre-veterinary science. She works part-time as a customer service associate for Wawa, sponsor of her scholarship.

The W. C. Henderson High School graduate served as

president of the Helping Hands Club, a school community service organization, and she was a member of the National Honor Society, National Latin Honor Society and the Latin Club. She also participated in varsity girls cross country, track and field events and swimming.

In addition to her in-school activities, she also taught horseback riding lessons, which helped her make her career choice of veterinarian.

Samantha Goman will soon begin her sophomore year at Seton Hall University where she is studying biology. Her mother, Maria Goman, works for the Royersford, Pa. Giant Food Store, sponsor of her Ridge Scholarship.

At Seton Hall, Goman made the Dean's List and was inducted into the National Society of Collegiate Scholars. She also found time to participate in the

Amnesty International Club, Biology Society, Habitat for Humanity Club and intramural sports, including dodgeball and volleyball.

In addition, Goman volunteered for the Division of Volunteer Efforts or DOVE.



Nathaniel Haggerty, a graduate of Shamokin Area Middle/Senior High School, will attend Bucknell University with his Ridge Scholarship. His father Thomas Haggerty works for Giant Food Stores, sponsor of his scholarship.

In high school, he was active as vice president of the Computer Club, one of two students selected to participate in the School Safety Board, and captain of the Stock Market Team.

In addition, he participated in the Chess, Math, Chemistry and Environmental Clubs. He also won the regional championship for computer programming.

In his essay, Haggerty writes about how he would like to use his Mechanical Engineering degree.

"I have always wanted to become a roller coaster designer," he wrote. "I feel that with my current knowledge and my past riding history, I can create the next supreme attraction that would revolutionize theme parks."

Chelsea Kapes is pursuing a double major in English Language and Literature and Political Science at Gordon College in Wenham, Massachusetts. The college senior plans to attend law school.

At Gordon College, Kapes is in the AJ Gordon Scholars Program and the Jerusalem and Athens Forum Honors Program. She has papers featured in the *Literatures and Linguistics Undergraduate Colloquim* and *The Princemere*, Gordon College's academic journal. In addition, she plays intramural soccer.

Kapes has participated in several mission trips to Alaska, Guatemala and New Orleans, and she volunteers for Gordon-in-Lynn, a boys and girls club.

Her mother, Toni Kapes-Landis, works for Landis Supermarket, Inc. in Telford, Pennsylvania, a PFMA member.



Christina Martin, a Central Dauphin High School graduate, will pursue a political science degree at Susquehanna University this fall. Her father, David Martin, works for Weis Markets, a PFMA member.

During high school, Martin fueled her interest in politics and law by participating in a Mock Trial, serving as president of Youth in Government and president of the Student

Council. She also completed an internship with State Representative Sue Helm and volunteered for her campaign team. Her other school activities included the Recycling and Homecoming committees, Academic Honor Roll and the National Honors Society.

She was a semi-finalist in the George Washington Crossing Foundation, Rotary Student of the Month and earned the Certified Student Leader Award.

In her essay, Martin wrote that her goal is to become either a congresswoman or lawyer.

Profiles of the Thomas & Laura Ridge Scholars



Amanda Neidig will enter her freshman year at Slippery Rock University of Pennsylvania this fall where she plans to study Healthcare Administration and Management. She works part-time for Karns Quality Foods, sponsor of her scholarship.

The Central Dauphin High School graduate played on the Girls' Tennis Team, served as president of Future Business Leaders of America, and was a member of the National Honors Society, Fellowship of Christian Athletes, Cyber Bullying Club, Student Council and Key Club.

In her essay, she wrote about her career goal to work at a nursing home.

Luladay Price will attend Stanford University this fall where she plans to study Psychology.

The Calverton School graduate has played the piano for eight years, participated in Kung Fu and Field Hockey, served as a peer tutor and performed in musicals, theater productions and coffeehouses.

Her awards include AP Scholar, Washington College Presidential Fellows, Magna Cum Laude on the National Latin Exam, High Honor Roll, National Achievement Scholarship Finalist, Coaches Award

for Field Hockey, Bryn Mawr Book Award, Weis Markets Scholarship and a certificate of appreciation for the Center of Rights of Ethiopian Women.

Price co-founded Kids Helping Needy Kids, Inc. with her sisters. The non-profit organization helps impoverished children in Ethiopia.



Claire Rosenberger will use her Ridge Scholarship to attend the Pennsylvania State University, where she plans to study Chemical Engineering.

She graduated from Hollidaysburg Area Senior High School with many honors. They include

the Rensselaer Medal, presented to an outstanding junior in Math or Science; an award at the Pennsylvania

Junior Academy of Sciences regional competition; and Academic Achievement Awards throughout high school.

Rosenberger participated in STEM Club, Spanish Club, National Honor Society and Independent Honors Research. In addition, she served as captain for the cross country team, participated in track and field and indoor track.

Her father Thomas Rosenberger, works for Sheetz, Inc., sponsor of her scholarship.

Shelby Shattuck plans to pursue an accounting degree at Robert Morris University this fall. She works part-time for Crosby's, a member of the Northwestern Pennsylvania Food Council, sponsor of her scholarship.

The McDowell High School graduate performed in the vocal ensemble and mixed chorus. She also participated in Students for Christ and served as a freshman

and junior varsity cheerleader. In addition, she is a member of the National Honor Society.

Her community service activities included coaching Upward Basketball, FAC choir and church activities.



Rebecca Sheedy will use her Ridge Scholarship to attend Lebanon Valley College where she recently enrolled in the pre-medical program. Her father, Ed Sheedy, works for Giant Food Stores, sponsor of her scholarship.

She is a graduate of Central Dauphin High School where she was involved in the Symphonic and Pit Orchestras, vice president of the

German Club, 4 Diamonds and Amnesty International. In addition, she earned the Gold Award from Girl Scouts, National Society of High School Scholars, National Honor Society and Distinguished Honor Roll.

She participates in her Church Youth Group and Caitlyn Smiles.

In her essay, Sheedy wrote about her planned career as a physician and how she hopes to touch the lives of her patients.

Sheetz Announces 'Big Joe' Scholarship Recipients for 2014

An independent judging panel, through the PFMA Education Trust, recently selected 16 recipients for the Big Joe Sheetz Scholarship, sponsored by Sheetz, Inc.

The scholarship honors Joseph M. Sheetz, who headed store development at Sheetz for more than 20 years. He passed away in August 2006 following a battle with kidney cancer.

Congratulations to the following Sheetz scholars:

\$10,000 Scholarship
Claire Rosenberger
Hollidaysburg, PA

Derek Arnold
Altoona, PA

\$5,000 Scholarship
Joseph Cobb
Statesville, NC

Brenda Reavis
Greensboro, NC

Christopher Albright
Martinsburg, PA

Garrett Baird
Somerset, PA

Stephanie Burkus
Connellsville, PA

Jackie Zhang
Frederick, MD

William Elder
Altoona, PA

Brittany McElheny
Cresson, PA

Christian Horberger
Altoona, PA

Sahara Dickison
Cadogan, PA

Destiny Kaznoch
Medina, OH

Brittney Logesky
Murrysville, PA

Chad Steinmiller
Somerset, PA

Josiah Hull
East Liverpool, OH

2014 Weis Markets Scholar Announced



Abbey Sauerwine is the winner of the 2014 Weis Markets Scholarship, a 4-year \$2,500 scholarship. She will attend Wilkes University for engineering.

Sauerwine graduated from Northern Lehigh High School in Slatington, Pennsylvania, where she was awarded as the Slatington Rotary Club Student Observer; Women's Club of Slatington Girl of the Month; and Principal's List.

She participated in Student Council as school spirit chairperson; Interact Club President; Library Club Treasurer; and Varsity Cross Country Captain.

In her essay, Sauerwine wrote that her goal is to become an environmental engineer.

PFMA-DECA Scholar



Jared Schreck was awarded the PFMA-DECA Scholarship for 2014. He will attend La Salle University to major in marketing.

The Northampton Area High School graduate was very active in DECA, a business marketing club. He served as president of the club and was a district representative for state office. He also won many events related to business. His other activities include team captain of the Bowling Club, Future Business Leaders of America member, and Scholastic Scrimmage where he competed on a televised competition.

Congratulations Thomas & Laura Ridge Scholars!



Anna Skamai has plans to earn a degree in Speech Language Pathology & Audiology from Indiana University of Pennsylvania, where she will begin her freshman year this fall.

The West Shamokin High School graduate was active in the band and chorus; served as treasurer of the

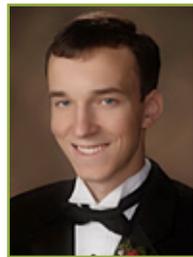
Student Council, historian for the National Honor Society, president of her class and a mentor for the Student Ambassador Program. She recently won the Bernie Smith Scholarship, and earned Distinguished Honor Roll, county band and chorus, and the University of Pennsylvania Sutton Scholars Award. She volunteers as an altar server at her church and for the Leo Club.

Her mother Marguerite Skami works at DiMaio's Market, a PFMA member.

Joseph Alexander "Alex" Smith will pursue a Psychology major at the University of Mary Washington in Fredricksburg, Virginia, this fall. His father, Joseph Smith, works for Martin's Food Markets, sponsor of his scholarship.

Smith attended Prince George High School where he was very active in track. He served as captain of the boy's cross country team and captain of the distance team for indoor track and field. He won many race awards throughout school.

He participated in the Beta Club, Future Business Leaders of America (FBLA), Chemistry Club and National Honor Society. He also served as vice president of his church youth group, where he completed many hours of community service by serving as a Sunday school teacher. He also volunteered for cancer groups, 4-H and food drives.



Mark P. Suprenant will begin his college studies at Johns Hopkins University where he plans to major in biomedical engineering. His father, Mark N. Suprenant, operates a law office, which is a PFMA associate member.

He is a graduate of Bayard Rustin High School in West Chester, Pennsylvania. During school, he participated in the pit orchestra for his

high school's musicals and he played the trumpet in the marching band as well as the brass ensemble.

He was a member of the Academic Team and a tutor for the National Honor Society.

Suprenant's many awards include National Merit Scholarship Program commended student, AP Scholar with Distinction, National Honor Society, Tri-M Music Honor Society, French National Honor Society and Johns Hopkins Center for Talented Youth for Mathematics.

Valerie Thaler will study Meteorology this fall at Rutgers University. She is the daughter of Tammy Thaler, who works for Wawa, sponsor of her scholarship.

Thaler is a graduate of Millville Senior High School in Millville, New Jersey. In school, she ran track and cross country. She served as captain of the winter and spring track teams and the cross country team. In addition, she was a section leader in the marching

band and was a member of the National Honor Society. She earned Student of the Month and Science Student of the Year awards.

In her essay, she wrote that her career goal is to become a Meteorologist.



Marc Wagner is a graduate student at the University of Health Sciences in Philadelphia where he is studying to become a pharmacist. His father, Gary Wagner, works for Giant Food Stores, LLC, a PFMA member. At the Philadelphia College of Pharmacy, Wagner is active as president of Phi Delta Chi, a pro-

fessional pharmacy fraternity; president-elect of the Phi Lambda Sigma, a pharmacy leadership society; and a class representative for the student council. He is also a member of the American College of Apothecaries, the International Academy of Compounding Pharmacists and the Inter-Greek Council.

He has volunteered to assist new pharmacy students, the American Heart Association and St. Jude's Children's Hospital.

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Your Source for Products and Services

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

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/

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

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

NORTHWESTERN PA FOOD COUNCIL

2840 West 21st Street, Erie, PA 16506

Phone: (814) 453-7588

Specialty: Food retailer representation in state & local government.

PENNSYLVANIA NEWS MEDIA ASSOCIATION

3899 North Front Street, Harrisburg, PA 17110

Phone: (717) 703-3000

Specialty: Trade association supporting the newspaper industry in Pennsylvania.

Website: www.pa-newspaper.org

PENNSYLVANIA RESTAURANT & LODGING ASSOCIATION

100 State Street, Harrisburg, PA 17101

Phone: (717) 232-4433

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

Website: www.patourism.org

PITTSBURGH ASSOC. OF MANUFACTURERS REPRESENTATIVES

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

Phone: (412) 655-7574

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

Construction/Engineering

URS CORPORATION

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

Phone: (717) 635-7901

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

Website: www.urs.com

Energy & Equipment

Power Down LLC

2843 Whitetail Court, Doylestown, PA 18902

Phone: (267) 885-5069

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

Environment/Remediation

GROUNDWATER SERVICES INTERNATIONAL, INC.

443 McCormick Road, Mechanicsburg, PA 17055

Phone: (717) 691-9799

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

Website: www.gwater.com

Financial Services

HERBEIN + COMPANY

2763 Century Boulevard, Reading, PA 19610

Phone: (610) 378-1175

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

Website: www.herbein.com

MEMO FINANCIAL SERVICES, INC.

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

Phone: (800) 922-8079

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

Website: www.memoco.com

Insurance

CO-OP AGENCY, INC.

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

Phone: (717) 866-9747

Specialty: Full service, independent insurance agency.

Website: www.coopagency.com

GLEASON, INC.

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

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

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

Website: www.gleasoninc.com

THE GRAHAM COMPANY

One Penn Square West, Philadelphia, PA 19102

Phone: (215) 701-5259

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

Website: www.grahamco.com

MILLENNIUM INSURANCE GROUP

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

Phone: (717) 354-4774

Specialty: Medical insurance programs.

Website: www.millenniuminsurancegroup.com

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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

RHOADS & SINON, LLP

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

Phone: (717) 233-5731

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

Website: www.rhoads-sinon.com

MARK N. SUPRENANT, ATTORNEY AT LAW

885 Empress Road, West Chester, PA 19382

Phone: (484) 604-0850

Specialty: Legal services for food industry retailers.

Loss Prevention

AGILENCE, INC.

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

Phone: (856) 366-1200

Specialty: Leading provider of intelligent video auditing solutions.

Website: www.agilenceinc.com

COMMAND CORPORATION

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

Phone: (860) 653-1717

Specialty: Electronic security and surveillance.

Website: www.commandco.com

MARCO, INC.

320 Commerce Drive, Exton, PA 19341

Phone: (610) 363-2233

Specialty: Fire protection services.

Website: www.marcofire.com

UNITED AMERICAN SECURITY

23 Casey Avenue, Wilkes-Barre, PA 18702

Phone: (570) 825-9696

Specialty: Loss prevention technologies and video surveillance.

Website: www.teamusa.com

Plastic Bag & Film Products

HILEX POLY CO. LLC

101 E. Carolina Avenue, Hartsville, SC 29550

Phone: (972) 921-1338

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

Website: www.hilexpoly.com

Sales & Marketing

M.I. KNIGHT COMPANY

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

Phone: (215) 247-3338

Specialty: Food Broker/Manufacturing Agent.

PACE TARGET BROKERAGE

P.O. Box 337 Williamstown, NJ 08094

Phone: (856) 629-2551

Specialty: Sales & marketing - promoting the food industry.

Website: www.pacetarget.com

PENNSYLVANIA PREFERRED® PROGRAM

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

Phone: (717) 783-8462

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

Website: www.papreferred.com

POS TUNING

173 Edgemoor Road, Wilmington, DE 19809

Phone: (302) 482-1593

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

Website: www.postuning.com

RETAIL MARKETING GROUP LLC

300 Lakeside Drive, Suite 160, Horsham, PA 19044

Phone: (215) 293-9600

Specialty: Advertising, promotion and merchandising.

Website: www.thriftwayshopnbag.com/

STREETMARC

1725 Tower Road, Mifflinburg, PA 17844

Phone: (570) 412-6575

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

Website: www.streetmarc.com

WINDSOR MARKETING GROUP

100 Marketing Group, Suffield, CT 06078

Phone: (860) 386-2571

Specialty: Innovative Solutions for In-Store Marketing.

Website: www.windsormarketing.com

Utilities

CENTRAL ENERGY NORTHEAST LLC

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

Phone: (800) 377-3420

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

Website: www.centralenergy-ne.com/

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

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www.weisermazars.com

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PFMA Buyer's Guide

Your Source for Products and Services

Perishables/Food Service

Bakery

SCHWEBEL'S BAKING COMPANY

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

Phone: (570) 286-5845

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

Website: www.schwebels.com

Catering

TRIPLE FRESH CATERING

801 Doe Run Road, East Fallowfield, PA 19320

Phone: (888) -3fresh-0

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

Website: www.triplefresh.net

Dairy/Frozen Foods

DEAN DAIRY PRODUCTS

1858 Oneida Lane, Sharpsville, PA 16150

Phone: (724) 962-7801

Specialty: Milk, dairy products and fruit drinks.

Website: www.deanfoods.com

HERSHEY CREAMERY COMPANY

201 South Cameron Street, Harrisburg, PA 17105

Phone: (717) 238-8134

Specialty: Ice cream and novelties.

Website: www.hersheyicecream.com

MEADOW BROOK DAIRY

P.O. Box 7219, Erie, PA 16510

Phone: (814) 899-3191

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

Website: www.meadowbrookdairy.com

UPSTATE FARMS COOPERATIVE, INC.

1730 Dale Road, Buffalo, NY 14225

Phone: (716) 892-2121

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

Website: www.upstatefarmscoop.com

Deli/Meats

KESSLER'S INC.

P.O. Box 126, Lemoyne, PA 17043

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

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

Website: www.kesslerfoods.com

SELTZER'S LEBANON BOLOGNA CO.

230 North College Street, Palmyra, PA 17078

Phone: (800) 282-6336

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

Website: www.seltzerslebanonbologna.com

UNCLE CHARLEY'S SAUSAGE COMPANY

1135 Industrial Park Road, Vandergrift, PA 15690

Phone: (724) 845-3302

Specialty: Sausage, kolbassi and bratwurst.

Website: www.unclecharleyssausage.com

BECOME AN ASSOCIATE MEMBER TODAY!

Eggs/Poultry

HILLANDALE FARMS OF PA

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

Phone: (412) 462-9440

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

Website: www.hillandalefarms.com

R.W. SAUDER, INC.

P.O. Box 427, Lititz, PA 17543

Phone: (717) 626-2074

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

Website: www.saudereggs.com

Center Store

Beverage

ELLIS COFFEE COMPANY

2835 Bridge Street, Philadelphia, PA 19137

Phone: (215) 537-9500

Specialty: Coffee, other related beverages and items.

Website: www.elliscoffee.com

TYLER MOUNTAIN WATER

1 Commerce Drive, Pittsburgh, PA 15239

Phone: (412) 795-3100 ext. 303

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

Website: www.aquafilterfresh.com/

THE WATER GUY EXPRESS

2 E. Pointe Drive, Birdsboro, PA 19508

Phone: (610) 478-0300

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

Website: www.waterguys.com

Snack Foods

HERR FOODS

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

Phone: (610) 932-9330

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

Website: www.herrs.com

SNYDER'S-LANCE

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

Phone: (973) 216-2037

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

Website: www.snyderslance.com

UTZ QUALITY FOODS

900 High Street, Hanover, PA 17331

Phone: (717) 637-6644

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

Website: www.utzsnacks.com

PFMA Buyer's Guide

Your Source for Products and Services

Center Store

Equipment

AMF REFRIGERATED PRODUCTS CO.

503 Corporate Drive West, Langhorne, PA 19047

Phone: (866) 579-1130

Specialty: HILL PHOENIX Refrigeration Equipment.

Website: www.amfsales.net

CLARK CONVENIENCE STORE PRODUCTS

306 Airport Drive, Smoketown, PA 17576

Phone: (800) 678-5517 ext. 433

Specialty: Foodservice, refrigeration & beverage equipment & service.

Website: www.csp4.com

COMMAND CORPORATION

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

Phone: (860) 653-1717

Specialty: Electronic security & surveillance.

Website: www.commandco.com

GOLD MEDAL PRODUCTS - PITTSBURGH

519 Parkway View Drive, Pittsburgh, PA 15205

Phone: (412) 787-1030

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

Website: www.goldmedalpittsburgh.com

KREISER DISTRIBUTING COMPANY

13800 Route 30, North Huntingdon, PA 15642

Phone: (724) 863-3360

Specialty: Foodservice equipment

Website: www.kreiserdistributing.com

MEMO FINANCIAL SERVICES, INC.

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

Phone: (800) 922-8079

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

Website: www.memoco.com

READING CONSUMER PRODUCTS

80 Witman Road, Reading, PA 19605

Phone: (610) 939-9716

Specialty: Floor care equipment.

Website: www.readingconsumerproduct.com

Miscellaneous Services

Cleaning Products - Store Use

APTER INDUSTRIES, INC.

1224 Long Run Road, McKeesport, PA 15131

Phone: (412) 672-9628

Specialty: Store-use cleaning chemicals.

Website: www.apterindustries.com

Coupon Processing

PENNSYLVANIA COUPON REDEMPTION SERVICES, INC.

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

Phone: (800) 543-8207

Website: www.pfma.org/pcrs.html

Miscellaneous Services

Construction Services

LYNMAR BUILDERS

261 Harvard Avenue, Westville, NJ 08093

Phone: (856) 456-0856

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

Engineering & LEED/Sustainable Design

CENTURY/EPSYS

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

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

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

Website: www.epsysilc.com

Lottery

PENNSYLVANIA LOTTERY

1200 Fulling Mill Road, Middletown, PA 17057

Phone: (717) 702-8019

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

Website: www.palottery.state.pa.us

Money Services

MEMO FINANCIAL SERVICES, INC.

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

Phone: (800) 922-8079

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

Website: www.memoco.com

PREPAID VENTURES, LLC

3333 New Hyde Park Road, New York, NY 11042

Phone: (516) 653-2501

Specialty: Prepaid Visa cards.

Website: www.nexiscard.com

Pharmacy

S&L SOLUTIONS LLC

512 Brinker Avenue, Latrobe, PA 15650

Phone: (888) 273-0325

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

Website: www.sandlsolutions.com

Store Design & Construction Services

CLARK CONVENIENCE STORE PRODUCTS

306 Airport Drive, Smoketown, PA 17576

Phone: (800) 678-5517 ext. 433

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

Website: www.clarkcstore.com

Tobacco Products

SWEDISH MATCH, NORTH AMERICA, INC.

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

Phone: (703) 622-5707

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

Website: www.swedishmatch.com

PFMA Buyer's Guide

Your Source for Products and Services

Miscellaneous Services

Underground Storage Tanks

TANK INSTALLERS OF PENNSYLVANIA

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

Phone: (717) 624-2111

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

Website: www.tip-pa.com

Wholesalers

ASSOCIATED WHOLESALERS, INC.

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

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

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

Website: www.awiweb.com

BOZZUTO'S, INC.

7168 Daniels Drive, Allentown, PA 18106

Phone: (610) 336-9030

Specialty: A full-line wholesale distributor.

Website: www.bozzutos.com

COOPER-BOOTH WHOLESALE COMPANY

200 Lincoln West Drive, Mountville, PA 17554-1543

Phone: (717) 285-8000

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

Website: www.cooperbooth.com

CORE-MARK MID-CONTINENT

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

Phone: (570) 823-2447

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

Website: www.core-mark.com

Wholesalers

LEBANON UNITED JOBBERS

1255 Bittner Boulevard, Lebanon, PA 17046

Phone: (717) 273-3241

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

LIBERTY USA, INC.

920 Irwin Run Road, West Mifflin, PA 15122

Phone: (412) 461-2700

Specialty: A full-line convenience store distributor.

Website: www.libertyusa.com

MCLANE EASTERN

2828 McLane Drive, Baldwinsville, NY 13027

Phone: (315) 638-7500

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

Website: www.mclaneco.com/wps/portal

OLEAN WHOLESALE GROCERY CO-OP, INC.

P.O. Box 1070, Olean, NY 14760

Phone: (716) 372-2020

Specialty: A full-line wholesale distributor.

Website: www.oleanwholesale.com

SUPERVALU, LANCASTER DIVISION

500 S. Muddy Creek Road, Denver, PA 17517

Phone: (717) 335-4000

Specialty: Full-service wholesaler.

Website: www.supervalu.com

SUPERVALU, PITTSBURGH DIVISION

400 Paintersville Road, New Stanton, PA 15672

Phone: (724) 925-6600

Specialty: Full-service wholesaler.

Website: www.supervalu.com

TRIPIFOODS, INC.

1427 William Street, Buffalo, NY 14206

Phone: (716) 853-7400

Specialty: Full-line convenience store supplier.

Website: www.tripifoods.com

WAKEFERN FOOD CORPORATION

33 Northfield Avenue, Box 7812, Edison, NJ 08818

Phone: (732) 906-5153

Specialty: Distributor and merchandiser

Website: www.shoprite.com/WakefernMain.aspx

SPECTRUM

Covering All Aspects of Pennsylvania's Retail Food Industry

Correspondence:

Annette Knapp & Elizabeth Peroni - Editors

Contact Information:

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

800.543.8207 or 717.760.5922

Fax: 717.760.5953

aknapp@pfma.net & eperoni@pfma.net

www.pfma.org



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Permit No. 533



Upcoming Events

August 8, 2014

Save the Date for the next PFMA Loss Prevention Committee Meeting in Harrisburg, PA.

October 29, 2014

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

Association Services

- David McCorkle, PFMA president and CEO, attended the July 9, 2014 Center for Dairy Excellence Joint Board meeting to talk about the consumer perspective on Genetically Modified Organisms (GMOs). The group discussed the February 6, 2014 announcement by the Grocery Manufacturers Association (GMA) regarding the formation of the Coalition for Safe Affordable Food. The Coalition has urged Congress to seek a federal solution that would establish standards for the safety and labeling of food and beverage products made with genetically modified ingredients.
- Alex Baloga, director of government relations, hosted a Legislative Committee conference call on July 29 to discuss the possibility of the state legislature's return this summer to finalize pension discussions and the future of legislation that would impose a \$2 per-pack cigarette tax in Philadelphia to shore up school funding. Fall legislative priorities were also discussed.
- PFMA President David McCorkle played golf with Northwestern Pennsylvania Food Council (NWPFC) members at their annual PAC fund raiser on July 30 at the Peek 'n Peak Resort, Clymer, New York.
- The Pennsylvania's Best Bagger Championship is set for October 29 at Strawberry Square in downtown Harrisburg. PFMA members should be planning their own contests now. Please contact Elizabeth Peroni, PFMA, at 800-543-8207 x5516 with questions on how to hold your own contest.

