Revised Requirements for Food Protection Released in 2017 Food Code

The Pennsylvania Department of Agriculture (PDA) recently sent a letter to the food retail community detailing changes included in the 2017 FDA Food Code (9th edition). Those changes are the result of extensive planning and information gathering at the 2016 Conference for Food Protection (CFP), including feedback from regulatory officials, industry leaders, academia, and consumers, and shall be adopted as state regulation following an extensive regulatory approval process.

Of note, revisions were made to the requirements relating to Food Protection Manager Certifications and Persons in Charge (PIC). Previously, regulations required each retail food establishment have at least one supervisory employee per facility that is certified as a Food Safety Manager. That individual would then oversee and train the designated PICs, one of which is required to be on-site at any point during facility operations. The changes, however, now require all Persons in Charge be certified as a Food Protection Manager (fully effective in approximately 2020).

The PDA plans to remind facilities of the changes through continued updates and during inspections throughout the year. Members should begin reviewing the new Food Code and implementing the new policies as needed; however, please be aware the department does not intend on enforcing compliance until January 1, 2019.
LEGISLATIVE-REGULATORY UPDATE

PFMA Joins Coalition in Opposing Advanced Scheduling Legislation Considered by Philadelphia City Council

On Tuesday, March 6, the Philadelphia City Council’s Committee on Children and Youth held a hearing to discuss Councilwoman Helen Gym’s proposed advanced scheduling legislation. She may base her legislation on either Oregon or San Francisco’s advanced scheduling bills, which would make the impact greater on larger or smaller businesses, depending on the model that is used.

PFMA is opposed to dictated scheduling requirements and joined a coalition of organizations in submitting comments to Philadelphia City Council asking members to consider the negative impacts this legislation would have on the food industry and others in the city. Rob Wonderling, president and CEO of The Chamber of Commerce for Greater Harrisburg, presented testimony against scheduling mandates before the committee.

“We…respectfully, but emphatically, oppose making a law that would make city government the maker of personnel policy for broad categories of workplaces,” said Wonderling at the hearing, “Not all businesses and organizations are alike. They range in size, industry, geography, hours of operation, and personnel needs. They should be able to utilize a full set of tools in order to manage their business, employees and competitive advantage. Rather than set down one-size-fits-all rules for the City, or for broad categories of employers, let’s work together to create a win-win, where workers and families thrive, and find a wide range of job opportunities in a prosperous business community.”

PFMA will continue to monitor the issue and provide members with more information once a bill has been formally introduced. Please feel free to contact Alex Baloga (abaloga@pfma.net) with any questions, comments, or concerns you may have regarding the initiative. A full copy of the comments is available on www.pfma.org

Recent surveys performed at the state and federal level indicate that significantly fewer employers are requiring applicants to submit to drug screenings for marijuana use prior to employment. This is especially true in states where both medical and recreational marijuana has been legalized, such as Colorado, where the number of employers who test potential hires for marijuana use has fallen by 15% statewide.

Companies have cited issues with finding qualified candidates who are able to pass pre-employment screenings, and the trend is likely to continue as the use of marijuana for medical and/or recreational use is normalized by cultural changes and legalized at the state level.

As Pennsylvania continues to implement and adjust the new Medical Marijuana Program, and with more than 19,500 patients registered in the program already, employers here can expect to face similar issues.

Additionally, there is a considerable amount of ambiguity as to the exact employment rights of individuals legally taking medical marijuana to treat serious medical conditions, which is unlikely to be resolved without litigation. Until such time, employers can help protect themselves from potential legal issues by maintaining a consistent company drug policy that is clearly communicated to employees and candidates, while fully documenting the employment process and decisions.
Governments around the country - federal, state and local - are unfairly impacting adult tobacco consumers, retailers and wholesalers through excessive taxation and unfair policies and regulations. Help us fight for fair tobacco policies.

TAKE ACTION TODAY!

tobaccoissues.com
C&S Wholesale Grocers Hosts Retailers for ‘Commitment to Community’

C&S Wholesale Grocers hosted its spring show at the Utz Arena in York, Pa. last month. To emphasize the show theme “Commitment to Community,” all leftover products were donated to the Central Pa. Food Bank.

The show featured 287 exhibitors featuring special deals, new products and samples. The wholesaler combined its health and beauty care and general merchandise items and featured a more open floor plan, giving the show a better walk-through and flow. In addition, a “New Items” area put new items into one display, so that retailers could easily locate them.

According to John Hoffman, manager, National Category Merchandising, the wholesaler is promoting its services, such as store development, pharmacy programs and retail technology more than ever, including to C&S customers nationwide.

Top left, CSWG’s Fred Foose checks in with Al D’Onofrio, D’Onofrio’s Food Center, Hermitage, Pa., during the wholesaler’s show at the Utz Arena in York last month.

Bottom left, Ian Portaro, Nancy Potaro and Cory Ober of Eby’s Store, check out the featured new items at the C&S Wholesale Grocers show last month.

Staying Connected

When older Pennsylvanians make the most of programs supported by the Pennsylvania Lottery, we all benefit.

Prescription Drug Programs
Free Transit & Reduced-Fare Shared Rides
Hot Meals Programs
Property Tax & Rent Rebates
Long-Term Living Services

To learn more visit palottery.com.

Players must be 18 or older. Please play responsibly. Compulsive Gambling Hotline: 1-800-848-1880
PCRS will process coupons for Michigan retailers

Pennsylvania Coupon Redemption Services (PCRS), a Pennsylvania Food Merchants Association (PFMA) subsidiary, recently merged the Michigan Grocers Association’s (MGA) Coupon Redemption Program into its program. PCRS has provided the back-office and administrative support for the Michigan program for many years, so the change will be relatively seamless for its customers.

By working directly with PCRS, Michigan retailers will save money; receive their coupon payments faster and have PCRS’ exceptional customer service professionals to assist them.

“MGA has worked hand-in-hand with PCRS for many years,” said Mike Hamelin of MGA. “We are completely confident that the coupon program participants’ experience with PCRS will exceed MGA’s high standards and user expectations.”

“We are pleased to be able to partner with Michigan retailers to serve their coupon processing needs,” said PCRS President Autumn Thomas. “They will find our expert coupon processing and customer service teams readily available to answer any questions about their shipments and payments. We look forward to providing them with competitive prices and top-notch service.”

Established in 1956, PCRS is the largest retail coupon clearinghouse owned and operated by a retail food association. It is also PFMA’s longest-operating business service, processing millions of coupons a year for hundreds of supermarkets, convenience stores and other retailers in Pennsylvania and adjoining states.

For more information on PCRS, call Autumn Thomas at 800-543-8207 x 3129 or visit our website at www.pfma.org/retail-coupon-processing.html.

To the Community’ Show in York

Bill and Mary McGlone, Main Street Market, take a break from their ordering to enjoy a snack.

Jerry Smith, Jerry’s Great Valu, Red Lion, stopped to visit Gary Lauer, FMS Solutions, at his booth.

The Darrenkamp’s Markets team was out in full force to peruse the show deals. From left, Amy Thomas-Proulx, Kerri Snyder, Thomas Hornberger and Tina Huber, Darrenkamp’s; walked the show with CSWG’s Tommie Schoemaker.

Joe Baloga, left, Baker’s Group; shows his products to Mark Moses and Bill Krenitsky Jr. of Quinn’s ShurSave Market. They operate stores in Archbald, Peckville and Pittston.

Lisa Appleby, left, and Bob Appleby, right, of Everett IGA, Saxton, Pa.; check out the products available at the Kraft-Heinz booth exhibited by Joanne Geary, center.

Sam Welsh, Beaver Street Fisheries, places an order for Amita Patel of Sim’s Market in Bethlehem, Pa.
Senator Eichelberger to Speak at PFMA Conference Breakfast

Pennsylvania Senator John Eichelberger (Blair, Cumberland (part), Franklin (part), Fulton and Huntingdon (part) Counties) will join PFMA members for the Annual Conference breakfast on Wednesday, May 9 at the Omni Bedford Springs Resort, Bedford, Pa.

Senator Eichelberger is serving his third term in the Pennsylvania Senate where he has a reputation as one of the most fiscal and social conservative members. During his time in office, he has rallied the government reform movement in Harrisburg. He adopted many cost-saving measures within his own office, including driving his own pickup truck, not requesting reimbursement for eligible in-district mileage and returning his cost of living adjustment. Senator Eichelberger is the Chair of the Education Committee and Vice Chair of the Banking & Insurance Committee. He also serves on the Appropriations, Finance, Judiciary, and Local Government committees.

The breakfast is sponsored by Federated Insurance and Sauder’s Quality Eggs will provide made to order omelets.

NACS’ Lenard to Offer Ideas for ‘Building Healthier Cstores’

As consumers seek healthier foods and beverages, the National Association of Convenience Stores (NACS) conducted pilot programs to help convenience stores offer healthy food options. NACS ran test pilots in stores across the U.S. to see if convenience stores product offering and marketing could result in more healthy food sales.

Jeff Lenard, NACS vice president strategic industry initiatives, will present the education session “Building a Healthier Convenience Store: Marketing your store as a nutritious meal and snack destination,” during the PFMA annual conference on May 9 in Bedford, Pa.

He will share findings from a test of healthy dinner kits at convenience stores, where consumers often stop to fill up on gas before going home to make dinner. In addition, a NACS pilot worked with stores to change their beverage layout and messaging to encourage shoppers to buy healthier beverages.

Lenard has also witnessed how strong community engagement can help stores sell the right products. He will share information from his travels across the country. Register for the conference at pfma.org.

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Pennsylvania Food Merchants Association

Federated Mutual Insurance Company and its subsidiaries* | federatedinsurance.com

Ward’s 50 Top Performer
A.M. Best A (Superior) Rating
You’re invited...Join us for the 2018 Annual Conference & 65th Anniversary Celebration

It’s our 65th year of service to Pennsylvania’s food industry! Join us at the Omni Bedford Springs Resort in Bedford, Pa., May 8 - 9, 2018 to celebrate our 65th year, our leadership and our members.

On January 12, 1953, the Pennsylvania Department of State certified and registered PFMA as a not-for-profit organization. Today, we’re as influential as ever as we look to the future and celebrate the leadership that has made the association strong.

Celebrate with Us!
Join us as we celebrate our 65th Anniversary and the person who has created a lasting imprint on the association and the food industry for years to come — David L. McCorkle.

Under his 35-year leadership with members and staff, PFMA worked to change outdated adult beverage laws; added convenience stores and wholesalers as members; started Merchants Express Money Order Co.; established the Thomas R. and Laura Ridge Scholarship program; developed a responsible tobacco sales program; formed the Delaware Food Industry Council; and implemented committees to discuss issues facing association members.

Enjoy A Day on Bedford's Historic Greens
The Omni Bedford Springs Resort is the home of one of the country’s first golf courses. The restored, historic course offers an experience of the highest caliber to rival the most private of clubs. Bedford Springs Old Course has undergone a total renovation overseen by noted classic golf course restoration architect Ron Forse, restoring it to its original course layout.

Join us for a day of golf, networking and camaraderie on Bedford’s historic and challenging Old course.

Concurrent Educational Opportunities
There are ample opportunities to gain new ideas and insight for your business. Learn about building a healthier convenience store; improving your human resource tactics; providing better product information for your customers, and marketing to and attracting millennials.

Hotel Accommodations
Omni Bedford Springs Resort
2138 Business 220,
Bedford, Pennsylvania 15522
Phone: 814-623-8100;
1-888-444-OMNI (6664)

PFMA Conference Rate:
$199.80/night - Deluxe
(includes $15 resort fee, which covers valet parking, in-room internet, use of pool and fitness center, hiking trails & tennis court; and all taxes & fees)

Register by March 31, 2018 to receive the Early Bird Discount!
8 Spectrum

PENNNSYLVANIA FOOD MERCHANTS ASSOCIATION
2018 ANNUAL CONFERENCE REGISTRATION FORM
May 8-9, 2018 | Omni Bedford Springs Resort | Bedford, PA

Register online today at www.pfma.org. Hurry, the deadline is May 2, 2018.

Company Name __________________________________________________________________________________
Attending:  ☐ May 8 &/or ☐ May 9 event(s)
Company Address __________________________________________________________________________________
Phone (          )  ______________________________________________ Company Email Address _____________________________

Are you a sponsor?  ☐ Yes - Sponsorship Level ____________________________________________________________  ☐ No

Payment:

Conference Cost:

Monday, May 8, 2018: Golf (box lunch and cart): ☐ Member $260  ☐ Non Member $310
Tuesday, May 8, 2018: Golf (foursome): ☐ Member $975  ☐ Non Member $1,175
Tuesday, May 8, 2018: Reception & Dinner: ☐ Member $195  ☐ Non Member $235

Wednesday, May 9, 2018: Breakfast, Seminars & Lunch: ☐ Member $150  ☐ Non Member $180
All Events: Golf, Reception & Dinner, all 5/11 events: ☐ Member $600  ☐ Non Member $720

Early Bird Registration: Register by March 31

All events 5/8 & 5/9 except Golf: ☐ Member $295  ☐ Non Member $365
May 9, 2018 Events Only: Breakfast, Seminars & Lunch: ☐ Member $135  ☐ Non Member $160
All events 5/8 & 5/9 including Golf: ☐ Member $550  ☐ Non Member $650

Total Due $ ___________________________

Refund Policy: Refunds are available until May 2, 2018. Any cancellations after the May 2 deadline, will not be eligible for a refund.

☐ Check Enclosed (payable to “PFMA”)  or  ☐ Credit Card Payment

Credit Card # _______________________________________________ Exp. Month/Year __________
Name on Card ___________________________________ CVV Code _______ Signature ___________________________
Credit Card Billing Address ____________________________

or  ☐ Please invoice us for our conference registration(s) to:

Contact Person _______________________________________________________________________________________
Billing Address _______________________________________________________________________________________
City __________________________________ State ____________ Zip Code _________________
Phone (          )  ____________________________________________ Fax (           ) _______________________________
Title ___________________________________________________ Email Address ________________________________

Hotel Information: REGISTER BEFORE APRIL 6, 2018

Reminder: If hotel accommodations are required, individual PFMA members must contact the hotel directly. Mention “PFMA’s Room Block” to receive the discount rate of: $199.80 per night, May 6-11, 2018 during the room block window, which ends on APRIL 6, 2018.

OMNI BEDFORD SPRINGS RESORT
2138 Business 220, Bedford, PA 15522  Phone: 814-623-8100; 1-888-444-OMNI (6664)

Return this form to: Attn: Jennifer Hamelin
PA Food Merchants Association, P.O. Box 870, Camp Hill, PA 17010  Phone: 800-543-8207, ext. 3670; Fax: 717-731-5472; Email: pfma@pfma.net
ATTENDEE REGISTRATION

1

Name ____________________________
Title ______________________________
Email ______________________________
Address ___________________________
City ________________________________
State/Zip ____________________________
Phone ( ) ____________________________ (For emergencies)
Cell ( ) ____________________________ (For emergencies)

All Events: ☐ Member ($600) ☐ Non Member ($720)
Member: ☐ Golf 5/8 ($260) ☐ Golf Foursome ($975)
☐ 5/8 Reception/Dinner ($195)
☐ 5/9 Breakfast, Seminars & Lunch Only ($150)
Non Member: ☐ Golf 5/8 ($310) ☐ Golf Foursome ($1,175)
☐ 5/8 Reception/Dinner ($235)
☐ 5/9 Breakfast, Seminars & Lunch Only ($180)

Early Bird Discount: All events except golf: ☐ Member ($295) ☐ Non Member ($365)
Register by March 31
All Events 5/8-5/9/18: ☐ Member ($135) ☐ Non Member ($190)
All Events 5/8 Events Only: ☐ Member ($550) ☐ Non Member ($650)

☐ Sponsor/Complimentary ☐ Vegetarian Meals Requested ☐ ADA (Please let us know what you need.)
Badge: How would you like it to read?
First Name/Nickname ____________________________
Full Name ________________________________
Company Name ____________________________

What events do you plan to attend on Wednesday, 5/9/18?
Please indicate for planning purposes:
Breakfast: ☐ Yes or ☐ No Annual Meeting: ☐ Yes or ☐ No Lunch: ☐ Yes or ☐ No
Board Meeting: ☐ Yes or ☐ No Seminar I: Healthy Calories: ☐ Yes or ☐ No Seminar II: HR Issues: ☐ Yes or ☐ No
Seminar III: GMA SmartLabel: ☐ Yes or ☐ No Seminar IV: The Future of Food: ☐ Yes or ☐ No

2

Name ____________________________
Title ______________________________
Email ______________________________
Address ___________________________
City ________________________________
State/Zip ____________________________
Phone ( ) ____________________________ (For emergencies)
Cell ( ) ____________________________ (For emergencies)

All Events: ☐ Member ($600) ☐ Non Member ($720)
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Seminar III: GMA SmartLabel: ☐ Yes or ☐ No Seminar IV: The Future of Food: ☐ Yes or ☐ No

3

Name ____________________________
Title ______________________________
Email ______________________________
Address ___________________________
City ________________________________
State/Zip ____________________________
Phone ( ) ____________________________ (For emergencies)
Cell ( ) ____________________________ (For emergencies)

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Board Meeting: ☐ Yes or ☐ No Seminar I: Healthy Calories: ☐ Yes or ☐ No Seminar II: HR Issues: ☐ Yes or ☐ No
Seminar III: GMA SmartLabel: ☐ Yes or ☐ No Seminar IV: The Future of Food: ☐ Yes or ☐ No

4

Name ____________________________
Title ______________________________
Email ______________________________
Address ___________________________
City ________________________________
State/Zip ____________________________
Phone ( ) ____________________________ (For emergencies)
Cell ( ) ____________________________ (For emergencies)

All Events: ☐ Member ($600) ☐ Non Member ($720)
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Seminar III: GMA SmartLabel: ☐ Yes or ☐ No Seminar IV: The Future of Food: ☐ Yes or ☐ No
Business & Consulting Services

**Accounting**

- **BAKER TILLY**, 221 West Philadelphia Street, 2nd Floor, York, PA 17401-2903  
  Phone: (717) 718-6941; Website: [www.bakertilly.com](http://www.bakertilly.com)  
  Specialty: Full-service accounting & business advisory firm serving agribusiness, food & beverage industry through specialized services & clear industry insight.

- **BOYER & RITTER**, 211 House Ave #101, Camp Hill, PA 17011  
  Phone: (717) 761-7210; Website: [www.cpabrm.com](http://www.cpabrm.com)  
  Specialty: Accounting and business consulting services.

- **FMS SOLUTIONS**, 8208 Ritchie Highway, Ste 212, Pasadena, MD 21122  
  Phone: (717) 501-2046; Website: [www.fmsolutions.com](http://www.fmsolutions.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 & advisory services.

**Advertising/Printing/Mailing Promotional Products**

- **D’ANNA PRINTING & PROMOTIONAL**, 2219 York Road, Suite 303, Timonium, MD 21093  
  Phone: (410) 661-7000; Website: [www.dannaprints.com](http://www.dannaprints.com)  
  Specialty: Solutions company for apparel, promotional products, printing, marketing, & logistics.

**Refrigerator Media Advertising**, 2400 Interlachen Rd., Ste 419, Spring Park, MN 55384  
Phone: (651) 755-7226; Website: [www.refrigeratormediaadvertising.com](http://www.refrigeratormediaadvertising.com)  
Specialty: “Refrigerator Savings” magnet mailer program. Direct mail coupons in a chronologically-released format to hang on a refrigerator for 8 weeks.

**Associations/Partners**

- **KEEP PENNSYLVANIA BEAUTIFUL**, 105 W. Fourth Street, 2nd Floor, Greensburg, PA 15601  
  Phone: (877) 772-3673; Website: [www.keeppabeautiful.org](http://www.keeppabeautiful.org)  
  Specialty: Empower Pennsylvanians to make our communities clean and beautiful.

- **NORTHWESTERN PA FOOD COUNCIL**, 2840 West 21st Street, Erie, PA 16506  
  Phone: (814) 453-7588  
  Specialty: Full service, independent insurance agency.

- **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.pafourtravel.org](http://www.pafourtravel.org)  
  Specialty: Trade association, advocate for Pennsylvania’s hospitality industry.

- **PITTSBURGH ASSOC. OF MANUFACTURERS REPRESENTATIVES**, P.O. Box 426, South Park, PA 15129  
  Phone: (412) 655-7574  
  Specialty: Manufacturer’s representatives association, networking and social events.

**Consulting**

- **SYNERGE/SIGMA DEVELOPMENT CO. LLC**, 249 Fox Chase Drive, Duncansville, PA 16635  
  Phone: (814) 312-6060; Website: synerge.com  
  Specialty: Specializing in convenience & foodservice at retail turnaround & innovation.

**Construction/Engineering**

- **AECOM**, 100 Sterling Parkway, Suite 205, Mechanicsburg, PA 17055  
  Phone: (717) 795-8001; Website: [www.aecom.com](http://www.aecom.com)  
  Specialty: Engineering, environmental, construction & technical services for private companies

- **LYNMAR BUILDERS**, 281 Harvard Avenue, Westville, NJ 08093  
  Phone: (609) 456-0856  
  Specialty: General contracting, Construction Management, 7-days a week with 24-hour maintenance dispatch.

**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**

- **FMS SOLUTIONS**, 8208 Ritchie Highway, Suite 212, Pasadena, MD 21122  
  Phone: (717) 501-2046; Website: [www.fmsolutions.com](http://www.fmsolutions.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.

**Trade Associations**

- **GROCERY INSURANCE PRO.COM (A division of Strickler Insurance Co.)**, 121 E. Park Square, Owatonna, MN 55060-3046  
  Phone: (814) 532-0200; Website: [www.federatedinsurance.com](http://www.federatedinsurance.com)  
  Specialty: Insurance, financial & technology services; slip/fall prevention.

- **EHD**, 1857 William Penn Way; PO Box 11600, Lancaster, PA 17605  
  Phone: (717) 390-4340; Website: [www.ehd-ins.com](http://www.ehd-ins.com)  
  Specialty: Employee benefit & health, commercial property & casualty, personal insurance and risk management to business & individuals.

- **FEDERATED INSURANCE**, 121 E. Park Square, Owatonna, MN 55060-3046  
  Phone: (412) 720-4697; Website: [www.federatedinsurance.com](http://www.federatedinsurance.com)  
  Specialty: Value added insurance protection, specializing in business insurance for selected industries.

- **GROCERY INSURANCE PRO.COM (A division of Strickler Insurance Co.)**, 161 North 8th Street, Lebanon, PA 17046  
  Phone: (717) 273-2641; Website: [www.groceryinsurancepro.com](http://www.groceryinsurancepro.com)  
  Specialty: Full service, independent insurance agency.

- **MILLENIUM INSURANCE GROUP**, 135 E. Main Street, New Holland, PA 17557-1276  
  Phone: (717) 354-4774; Website: [www.milleniuminsurancegroup.com](http://www.milleniuminsurancegroup.com)  
  Specialty: Medical insurance programs.

**Join us...**

Get your company recognized by our members...Call us at 800-543-8207 or visit our website at www.pfma.org and join as an associate member today!
Business & Consulting Services

Legal Services

COHEN SEGALIAS PALLAS GREENHALL & FURMAN PC
240 North Third Street, 7th Floor, Harrisburg, PA 17101
Phone: (717) 234-5530; Website: www.cohensegalias.com
Specialty: Representing clients in industries ranging from construction, development and real estate to manufacturing, transportation, technology, hospitality and professional services

FLAHERTY & O'HARA, PC, 610 Smithfield Street, Suite 300, Pittsburgh, Pittsburgh, PA 15222
Phone: (412) 456-2001; Website: www.flaherty-ohara.com
Specialty: Alcohol beverage counseling (licensing, litigation & related services) for restaurant, hospitality & entertainment industry clients.

MARK N. SUPRENANT, ATTORNEY AT LAW, P.O. Box 1816, West Chester, PA 19380
Phone: (484) 604-0850; Website: www.suprenantlaw.com
Specialty: Legal services for food industry retailers.

Loss Prevention

AGILENCE, INC., 1020 Briggs Road, Suite 110, Mt. Laurel, NJ 08054
Phone: (856) 366-1200; Website: www.agilenceinc.com
Specialty: Leading provider of intelligent video auditing solutions.

Packaging, Plastic Bag & Film Products

BUNZL, 10814 Northeast Avenue, Philadelphia, PA 19116
Phone: (717) 755-3200; Website: 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 POLYCO, LLC, 101 E. Carolina Avenue, Hartsville, SC 29550
Phone: (972) 921-1138; Website: www.hilexpolym.com
Specialty: Leading manufacturer of plastic bag and film products, focusing primarily on high density polyethylene film & related services.

Sales & Marketing

CBL WINE COMPANY, 702 North Third Street, Philadelphia, PA 19123
Phone: (215) 454-2950; Website: www.cblwineco.com
Specialty: Providing small production wineries and importers of boutique wines with outstanding service by distributing, selling, merchandising and marketing their wines.

PACE TARGET BROKERAGE, P.O. Box 337, Williamstown, NJ 08094
Phone: (856) 629-5251 Website: www.pacetaarget.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
Specialty: PA Preferred® certified products are grown, harvested & processed in PA.

RETAIL MARKETING GROUP LLC, 755 Business Center Dr., Ste 100, Horsham, PA 19044
Phone: (215) 293-9600; Website: www.yourlocaliga.com
Specialty: Advertising, promotion and merchandising.

TOM KENNEDY & ASSOCIATES, PO Box 651, Schuylkill Haven, PA 17972
Phone: (610) 368-7805; Website: www.tomkennedyandassociates.com/
Specialty: Sales & business solutions for food & agriculture businesses.

Utilities

ON DEMAND ENERGY L.P., 300 Corporate Center Drive, Suite 50, Moon Township, PA 15108
Phone: (717) 575-4807; Website: www.ondemandenergy.com
Specialty: Energy consulting & advising; gas & electricity broker

PESCO Smart Ideas, 40 W. Evergreen Ave., Suite 101, Philadelphia, PA 19118
Phone: (215) 381-2925; Website: www.pesco.com/biz
Specialty: Financial incentives for PECO business customers to implement energy efficiency

Website Solutions

GREATEST HITS WEBSITES, 614 Washington Street, Huntingdon, PA 16652
Phone: (717) 222-0506; Website: www.ghwebsites.com
Specialty: Supermarket & c-store websites, mobile sites, email marketing, search engine optimization and related services

Perishables/Food Service

Bakery

AMOROSO’S BAKING COMPANY
151 Benigno Blvd., Bellmawr, NJ 08035
Phone: (724) 863-8800; Website: www.amorosobaking.com
Specialty: Classic line of Italian Hearth-Baked Bread and Rolls

COOKIE CUPBOARD/MID-AMERICAN VENTURES
7601 Wall Street, Ste 205, Cleveland, OH 44125-3358
Phone: (216) 524-9074; Website: www.cookiecupboard.com
Specialty: Cookie Cupboard Gourmet Dough™

SCHWEBEL’S BAKING COMPANY, P.O. Box 6018, Youngstown, OH 44501-6018
Phone: (570) 858-5840; Website: 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: (610) -3Fresh-0 Website: www.triplefresh.net
Specialty: Full off-premises catering service.

Dairy/Frozen Foods

DEAN DAIRY PRODUCTS, 1858 Oneida Lane, Sharpsville, PA 16150
Phone: (724) 962-7801; Website: www.deanfoods.com
Specialty: Milk, dairy products and fruit drinks.

MEADOW BROOK DAIRY, P.O. Box 7219, Erie, PA 16510
Phone: (814) 999-3191; Website: www.meadowbrookdairy.com
Specialty: Milk, juice, water, teas and drinks.

Perishables/Food Service

Deli/Meats

DIETZ AND WATSON, INC., 5701 Tacomy Street, Philadelphia, PA 19135
Phone: (215) 831-8000; Website: 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; Website: www.kesslerfoods.com
Specialty: Fresh & smoked meat items, deli items & private label.

SELTZER’S LEBANON BOLOGNA CO., 230 North College Street, Palmry, PA 17078
Phone: (717) 282-6333; Website: www.seltzerslebanonbologna.com
Specialty: Lebanon & sweet bologna, turkey breast & beef sticks.

SMITH PROVISION COMPANY, 1300 Cranberry Street, Erie, PA 16501
Phone: (814) 459-4974; Website: www.smithhotdogs.com
Specialty: Quality wiener’s, sausages, deli meats, bacon & ham.

UNCLE CHARLEY’S SAUSAGE CO., LLC, 1135 Industrial Park Rd., Vandergrift, PA 15690
Phone: (724) 845-3302, x 110; Website: www.unclecharleys.com
Specialty: High quality, premium pork sausage and other pork products.

Eggs/Poultry

HILLANDALE FARMS OF PA, 8477 Dorsey Run Road, North Versailles, PA 15137
Phone: (412) 462-9440; Website: www.hillandalefarms.com
Specialty: Eggs, butter, cheese, meats, bacon & English muffins.

R.W. SAUER, INC., P.O. Box 427, Lititz, PA 17543
Phone: (717) 626-2074; Website: www.sauерeggs.com
Specialty: Eggs - hard boiled, flavored, deviled egg kits, & more.

Produce

THE CLASS PRODUCE GROUP, 8477 Dorsey Run Road, Jessup, MD 20794
Phone: (410) 799-5700; Website: www.ClassProduce.com
Specialty: Wholesale produce distributor and fresh fruit and vegetable processor.
Center Store

Beverage

CANADA DRY/DEL. VALLEY BOTTLING, 8275 Route 130, Pennsauken, NJ 08110
Phone: (856) 661-4503; Website: www.canadadry.com
Specialty: Canada Dry Ginger Ale

CBL WINE COMPANY, LLC, 702 N. 3rd Street, Philadelphia 19123
Phone: (215) 454-2950; Website: www.cblwineco.com
Specialty: Sales, marketing, merchandising & distribution for small production & boutique wine companies in Pennsylvania.

COCA-COLA REFRESHMENTS, 725 E. Erie Avenue, Philadelphia, PA 19134
Phone: (215) 427-4509; Website: www.coca-cola/global/glp.html
Specialty: Coca-Cola Refreshments produces & delivers beverages in the Tri-State Metro OU.

ELLIS COFFEE COMPANY, 2836 Bridge Street, Philadelphia, PA 19137
Phone: (215) 537-9500; Website: www.elliscoffee.com
Specialty: Coffee, other related beverages and items.

ERIE BEER COMPANY, 1341 Liberty Street, PO Box 1205, Erie, PA 16512
Phone: (814) 459-7777; Website: www.eriebeer.com
Specialty: Distributor of specialty beverages in Northwest Pennsylvania

FETZER VINEYARDS, 12901 Old River Road, Hopland, CA 95449
Phone: (857) 939-6154; Website: www.fetzer.com
Specialty: Fetzer, a sustainable practice pioneer, promises to restore, revitalize, and regenerate ecosystems and communities while producing premium quality wines.

PEPSI BOTTLING GROUP, 5701 Perry Highway, Erie, PA 16509-3566
Phone: (814) 868-5234; Website: www.pepsico.com
Specialty: Pepsi and Pepsi products

S.J. MCCULLAGH, INC., 245 Swan Street, Buffalo, NY 14204
Phone: (716) 856-3473; Website: www.mccullaghcoffee.com
Specialty: High quality coffee and teas for retail and foodservice.

WINEBOW GROUP, 622 N. Front Street, Philadelphia, PA 19123
Phone: (267) 242-5573; Website: www.thewinebowgroup.com
Specialty: National importer and distribution houses that offer comprehensive portfolios of fine wine, spirits, and sake from around the world.

Candy/Confections

THE HERSHEY COMPANY, 14 E. Chocolate Avenue, Hershey, PA 17033
Phone: (717) 534-3680; Website: www.hersheys.com
Specialty: Manufacturer of quality chocolate and non-chocolate confectioneries.

Snack Foods

HERR FOODS, 20 Herr Drive, P.O. Box 300, Nottingham, PA 19362
Phone: (610) 932-9330; Website: www.herrsnacks.com
Specialty: Manufacturer and distributor of salty snack foods, including potato chips, pretzels, tortilla chips, cheese curls & popcorn.

FRITO-LAY, 8170 Oliver Road, Erie, PA 16509-4622
Phone: (814) 864-5229; Website: www.fritolay.com
Specialty: PepsiCo subsidiary manufacturing, marketing and selling corn chips, potato chips and other snack foods.

UTZ QUALITY FOODS, 900 High Street, Hanover, PA 17331
Phone: (717) 637-6644; Website: www.utzsnacks.com
Specialty: Grandma Utz’s potato chips, corn & tortilla chips, popcorn, cheese curls, pretzels, onion rings, pork rinds & other chip varieties.

General Merchandise

BIC CONSUMER PRODUCTS USA, One BIC Way, Ste 1, Shelton, CT 06484
Phone: (203) 783-2000; Website: 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

COMMONWEALTH GAMING, LLC, 214 Pine Street, Harrisburg, PA 17101
Phone: (717) 216-3413; Website: 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.

MEMO FINANCIAL SERVICES, INC., P.O. Box 8863, Camp Hill, PA 17001-8863
Phone: (800) 922-8079; Website: 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.

TRIANGLE REFRIGERATION, 3200 Oregon Pike, Leola, PA 17540
Phone: (717) 656-2711; Website: 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
Specialty: Store-use cleaning chemicals.

Coupon Processing

PA COUPON REDEMPTION SERVICES, INC., P.O. Box 8867, Camp Hill, PA 17001
Phone: (800) 543-8207; Website: www.pfmarsa.org/cors.html Specialty: Coupon processing

Construction Services

LYNMR 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., P.O Box 1370, Doylestown, PA 18015
Phone: (215) 340-1840; Website: www.stonehillcontracting.com
Specialty: Specializing in the construction of water and wastewater treatment facilities as well as landfills, bridges and water retention projects.

Customer Experience Consulting/Mystery Shop Surveys

ANONYMOUS INSIGHTS, INC., P.O Box 1548, Dublin, OH 43017
Phone: (614) 761-0939; Website: www.a-insights.com
Specialty: A global, women-owned Customer Experience Consulting firm with 20 years of experience in measuring and improving customer service and satisfaction.

FUEL

GUTTMAN ENERGY, 200 Speers Street, Belle Vernon, PA 15012
Phone: (724) 489-5137; Website: www.guttmannenergy.com
Specialty: A wholesale fuel distributor providing tailored fuel management solutions to retail and commercial markets to help customers navigate price and supply volatility. Diesel and gasoline supplier.

Lottery

PENNSYLVANIA LOTTERY, 1200 Fulling Mill Road, Middletown, PA 17057
Phone: (717) 702-8019; Website: 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
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
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.
Store-Level Solutions

Pharmacy

S&L SOLUTIONS LLC, 512 Brinker Avenue, Latrobe, PA 15650
Phone: (888) 273-0325; Website: www.sandisolutions.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
Specialty: In-house software development group responsible for web-based inventory and corporate reporting called SBOnet®.

Tobacco Products

ALTRIA GROUP DISTRIBUTION, 300 Benwyn Park, Berwyn, PA 19312-1179
Phone: (610) 518-5120; Website: www.altria.com
Specialty: Quality tobacco products made to high-quality standards for both domestic and international markets.

CHEYENNE INTERNATIONAL, 701 S. Battleground Avenue, Grover, NC 28073
Phone: (704) 937-7200; Website: www.cheyenneintl.com
Specialty: A full-line tobacco product manufacturer who creates exciting tobacco products.

ITG BRANDS, 714 Green Valley Drive, Greensboro, NC 27408
Phone: (336) 335-7000; Website: www.itgbrands.com
Specialty: Full line of tobacco products.

LIGGETT VECTOR BRANDS, 680 West Lincoln Highway, Exton, PA 19341
Phone: (610) 518-5120; Website: www.liggettvectorbrands.com
Specialty: Quality tobacco products proudly made in the USA, including Pyramid, Eagle 20's, Liggett Select, Eve and Grand Prix.

M & R HOLDINGS, INC., PO Box 403, Pink Hill, NC 28572
Phone: (800) 451-5729; Website: www.andromedan.com/farmersgold; www.royalicgars.com; deanslargecigars.com
Specialty: Manufacturer of Premium Pipe Tobacco & Filtered Cigars.

NATIONAL TOBACCO COMPANY, 5201 Interchange Way, Louisville, KY 40229
Phone: (800) 331-5962; Website: www.zigzag.com
Specialty: A mid-sized cigarettes and cigars manufacturer in Louisville, KY.

R.J. REYNOLDS TOBACCO CO., 401 N. Main Street, PO Box 2599, Winston-Salem, NC 27101
Phone: (336) 741-8727; Website: 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
Specialty: Snuff, Snus, Loose Leaf, Cigars, & Premium Cigars.

SWISHER INTERNATIONAL GROUP
20 Thomdal Circle, Darien, CT 06820
Phone: (203) 656-8000; Website: 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
Specialty: Non-profit association addressing fuel storage tank issues.

Wholesalers/Distributors

A.J. SILBERMAN & COMPANY, an Eby-Brown Co. PO Box 730, Indianapolis, PA 15051
Phone: (412) 455-1011; Website: www.silbermans.com
Specialty: Customer-oriented distributor offering reasonably priced products & services, while also providing aid at all organizational levels to help grow each customer’s business.

ABL WHOLESALE DISTRIBUTORS, 537 Williamson Avenue, Youngstown, OH 44502
Phone: (330) 744-4443; Website: www.ablwholesale.com
Specialty: Premier single-source distributor servicing retailers in Ohio, Pa. and WVa.

ALLEN BROTHERS WHOLESALE DISTRIBUTION
120 W. Erie Avenue, Philadelphia, PA 19140
Phone: (800) 207-2553; Website: www.abdelivers.com
Specialty: A full-service convenience store distributor and wholesale supplier, providing customers with dramatic cost savings on thousands of items.

ASSOCIATED GROCERS OF NEW ENGLAND, 11 Cooperative Way, Pembroke, NH 03275
Phone: (603) 223-6710; Website: www.agne.com
Specialty: The largest retailer-owned, wholesale grocery distribution center in New England. Serving the needs of independent retail grocers of every store size and format.

BELL’S WHOLESALE GROCERY, INC., 211 Meadow Ridge Rd., Mount Morris, PA 15349
Phone: (724) 324-5525; Website: www.bellswholesale.com
Specialty: A full-line wholesaler serving all of the needs of grocery or convenience stores; stocking over 9,000 items including dry goods, produce, refrigerated, frozen, candies & tobacco.

BLAIR CANDY COMPANY, 3421 Beale Avenue, Altoona, PA 16601
Phone: (814) 444-3581; Website: 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) 326-9030; Website: 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.csgw.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.csgw.com/location/bethlehem-pa
Specialty: A full-line wholesaler servicing the needs of grocery or convenience stores; stocking over 9,000 items including dry goods, produce, refrigerated, frozen, candies & tobacco.

C&S WHOLESALE GROCERS - BLANDON
100 Park Road, Blandon, PA 19510
Phone: (603) 354-7000; Website: www.csgw.com/location/blandon-pa
Specialty: A full-line wholesaler servicing the needs of grocery or convenience stores; stocking over 9,000 items including dry goods, produce, refrigerated, frozen, candies & tobacco.

C&S WHOLESALE GROCERS - DUBOIS
691 Beaver Drive, DuBois, PA 15801
Phone: (814) 375-2869; Website: www.csgw.com/location/dubois-pa
Specialty: A full-line wholesaler servicing the needs of grocery or convenience stores; stocking over 9,000 items including dry goods, produce, refrigerated, frozen, candies & tobacco.

C&S WHOLESALE GROCERS - ROBESONIA
Route 422, PO Box 67, Robesonia, PA 19551
Phone: (610) 693-3161; Website: www.csgw.com
Specialty: A full-line wholesaler servicing the needs of grocery or convenience stores; stocking over 9,000 items including dry goods, produce, refrigerated, frozen, candies & tobacco.

C&S WHOLESALE GROCERS - YORK
4875 Susquehanna Trail, York, PA 17406
Phone: (717) 268-1390; Website: www.csgw.com/location/york-pa
Specialty: A full-line wholesaler servicing the needs of grocery or convenience stores; stocking over 9,000 items including dry goods, produce, refrigerated, frozen, candies & tobacco.

COOPER-BOOTH WHOLESALE CO., 200 Lincoln West Drive, Mountville, PA 17554
Phone: (717) 285-8000; Website: www.cooperbooth.com
Specialty: Wholesale distributor of grocery, food service, candy, tobacco, cigarettes, general merchandise, health and beauty care, beverages & paper supplies.

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

<table>
<thead>
<tr>
<th>Company</th>
<th>Location</th>
<th>Phone</th>
<th>Website</th>
<th>Speciality</th>
</tr>
</thead>
<tbody>
<tr>
<td>H.T. HACKNEY &amp; COMPANY</td>
<td>PO Box 30371, Gahanna, OH 43230</td>
<td>(800) 408-1291; <a href="http://www.hthackney.com">www.hthackney.com</a></td>
<td>Serves more than 30,000 retail customers &amp; stocks over 25,000 products. Strategically located distribution centers provide a 22-state distribution network.</td>
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<tr>
<td>IMPERIAL DISTRIBUTORS</td>
<td>33 Sword Street, Auburn, MA 01050</td>
<td>(508) 450-2879; <a href="http://www.imperialdist.com">www.imperialdist.com</a></td>
<td>Distribution and merchandising of supermarket non-food products.</td>
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</tr>
<tr>
<td>KeHe DISTRIBUTORS</td>
<td>95 Malby Avenue, Smyrna, DE 19777</td>
<td>(570) 905-5211; <a href="http://www.kehe.com">www.kehe.com</a></td>
<td>Specialty: naturalorganic and fresh distributor, servicing customers throughout North America.</td>
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</tr>
<tr>
<td>KEYSSTONE STATE DISTRIBUTING</td>
<td>845 Steiko Blvd., PO Box 1497, Bethlehem, PA 18016</td>
<td>(610) 865-5407; <a href="http://www.keystonedistributing.com">www.keystonedistributing.com</a></td>
<td>Supply the needs of convenience stores, mom &amp; pop grocery stores, tobacco outlets, beer distributors, liquor stores, schools &amp; colleges, hotels, hospitals gift shops and concession stands.</td>
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<tr>
<td>KLAFTER'S INC.</td>
<td>216 N. Beaver Street, New Castle, PA 16101</td>
<td>(724) 655-6561; <a href="http://www.klafters.com">www.klafters.com</a></td>
<td>National distributor for premium cigars, offering hundreds of different brands.</td>
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<tr>
<td>LEBANON UNITED JOBBERS</td>
<td>1255 Bittner Boulevard, Lebanon, PA 17046</td>
<td>(717) 273-3241; <a href="http://www.unitedslushpuppie.com">www.unitedslushpuppie.com</a></td>
<td>Specialty: Slush Puppie distributor and wholesaler offering a full line of beverage products, foodservice items, related equipment and service.</td>
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</tr>
<tr>
<td>LIBERTY USA, INC.</td>
<td>a division of Eby-Brown, 920 Irwin Run Road, West Mifflin, PA 15122</td>
<td>(412) 461-2700; <a href="http://www.libertyusa.com">www.libertyusa.com</a></td>
<td>Full-line convenience store distributor.</td>
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</tr>
<tr>
<td>MCANENY BROS., INC.</td>
<td>470 Industrial Park Road, Ebensburg, PA 15931</td>
<td>(814) 472-9800; <a href="http://www.mcaneny.biz">www.mcaneny.biz</a></td>
<td>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.</td>
<td></td>
</tr>
<tr>
<td>MCLANE EASTERN</td>
<td>2828 Mclane Drive, Baldwinsville, NY 13027</td>
<td>(315) 638-7500; <a href="http://www.mclane.com/wps/portal">www.mclane.com/wps/portal</a></td>
<td>Specialty: Wholesale distributor, serving convenience stores, drug stores, mass merchandisers, &amp; quick service restaurants.</td>
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<tr>
<td>MERCHANT DISTRIBUTORS, INC. (MDI)</td>
<td>5005 Alex Lee Blvd., Hickory, NC 28603</td>
<td>(828) 725-5043; <a href="http://www.merchantdistributors.com">www.merchantdistributors.com</a></td>
<td>A privately-owned wholesale grocery store distributor headquartered in Hickory, NC. MDI supplies over 600 retail food stores with food and non-food items.</td>
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<tr>
<td>MILLER DISTRIBUTING, INC.</td>
<td>300 S. Fourth Street, Saint Clair, PA 19790</td>
<td>(570) 429-1191; <a href="http://www.facebook.com/Miller-Distributing">www.facebook.com/Miller-Distributing</a></td>
<td>Specialty: A mid-sized tobacco product wholesaler.</td>
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<tr>
<td>OLEAN WHOLESALE GROCERY CO-OP, INC.</td>
<td>P.O. Box 1070, Olean, NY 14760</td>
<td>(716) 372-2020; <a href="http://www.oleanwholesale.com">www.oleanwholesale.com</a></td>
<td>Specialty: A full-line wholesale distributor.</td>
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<tr>
<td>RESNICK DISTRIBUTORS</td>
<td>25 Van Dyke Avenue, New Brunswick, NJ 08901</td>
<td>(800) 582-3853; <a href="http://www.resnickdistributors.com">www.resnickdistributors.com</a></td>
<td>Specialty: Offering cigarettes and tobacco, confections, snacks, grocery, frozen food, foodservice, general merchandise, equipment, health &amp; beauty care, paper &amp; plastic supplies, and clothing.</td>
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<tr>
<td>SAM COHEN &amp; SONS</td>
<td>1150 E. Maiden Street, Washington, PA 15301</td>
<td>(724) 222-0400; <a href="http://www.samscohen.com">www.samscohen.com</a></td>
<td>Specialty: Sam Cohen &amp; Sons is a wholesale cigar, cigarette and tobacco dealers that also supplies confectionery items.</td>
<td></td>
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<tr>
<td>SUPERVALU, EAST REGION</td>
<td>8258 Richford Road, Mechanicsville, VA 23116-2008</td>
<td>(804) 746-6000; <a href="http://www.supervalu.com">www.supervalu.com</a></td>
<td>Full-service wholesaler.</td>
<td></td>
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<tr>
<td>SUPERVALU, LANCASTER DIVISION</td>
<td>500 S. Muddy Creek Road, Denver, PA 17517</td>
<td>(717) 335-4000; <a href="http://www.supervalu.com">www.supervalu.com</a></td>
<td>Full-service wholesaler.</td>
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<td>SUPERVALU, PITTSBURGH DIVISION</td>
<td>400 Paintersville Road, New Stanton, PA 15672</td>
<td>(724) 925-6600; <a href="http://www.supervalu.com">www.supervalu.com</a></td>
<td>Full-service wholesaler.</td>
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<td>TEAM SLEDD/SLEDD CO.</td>
<td>PO Box 2018, 100 East Cove Extension, Wheeling, WV 26003</td>
<td>(304) 243-1820; <a href="http://www.teamsledd.com">www.teamsledd.com</a></td>
<td>Specialty: Supplying convenience retail products and services in the six state Mid-Atlantic Region serving all of Pennsylvania, Ohio, Virginia, Maryland, Kentucky and WV.</td>
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<td>THAYER DISTRIBUTION</td>
<td>333 Sweedesboro Avenue, Gibbstown, NJ 08027</td>
<td>(856) 687-000; <a href="http://www.thayerdist.com">www.thayerdist.com</a></td>
<td>Specialty: For more than 30 years, Thayer Distribution has provided Candy, Snack, Gum, and Beverage products to wholesale distributors and vend operators.</td>
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<td>TRIPIFOODS, INC.</td>
<td>1427 William Street, Buffalo, NY 14206</td>
<td>(716) 853-7400; <a href="http://www.tripIFOODS.com">www.tripIFOODS.com</a></td>
<td>Full-line convenience store supplier.</td>
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<tr>
<td>W.A. DEHART, INC.</td>
<td>1130 Old Route 15, New Columbia, PA 17856</td>
<td>(570) 568-1551; <a href="http://www.facebook.com/WA-DeHart-Inc-180787385296747">www.facebook.com/WA-DeHart-Inc-180787385296747</a></td>
<td>Specialty: Candy and confectionery product distributor, located in New Columbia, PA.</td>
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<tr>
<td>WAKEFERN FOOD CORPORATION</td>
<td>33 Northfield Avenue, Box 7812, Edison, NJ 08818</td>
<td>(732) 906-5133; <a href="http://www.shoprite.com/WakefernMain.aspx">www.shoprite.com/WakefernMain.aspx</a></td>
<td>Specialty: Distributor and merchandiser</td>
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<tr>
<td>W.J. BEITLER COMPANY</td>
<td>3379 Stafford Street, Pittsburgh, PA 15204</td>
<td>(412) 771-4204</td>
<td>Specialty: Family business focused on providing superior third party logistics services.</td>
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The Spectrum newsletter is published by the Pennsylvania Food Merchants Association nine times a year. Questions, comments, article ideas, events and inquiries should be directed to the editor.

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Brown Family Celebrates ShopRite of Island Avenue Remodel

The Brown family hosted a ribbon cutting and grand re-opening celebration for the ShopRite of Island Avenue last month, unveiling a new Brown’s Chef’s Market with a variety of hot, prepared and specialty foods; a beer garden and wine cellar; a café and live music.

The Browns began planning to remodel the 14-year old supermarket four years ago, before the city of Philadelphia initiated the beverage tax.

“We’re facing a challenging business climate in the city since the beverage tax was implemented,” said Jeff Brown, president and CEO. “We made the decision to move forward with the plan to keep our commitment to our associates and the community. We hope the exciting new additions to this store will keep customers from leaving the city to shop for groceries and beverages that are not taxed.”

The supermarket, located at 2946 Island Avenue in southwest Philadelphia, was the first in the state to open under the Fresh Food Financing Initiative, which was created in 2004 to help bring supermarkets to food deserts which lack of access to fresh, affordable food.