

## FDA Calls for Comment on Four Revised FSMA Rules

On September 19, the U.S. FDA proposed revisions to four proposed rules designed to help prevent food-borne illness. When finalized, the proposed rules will implement portions of the Food Safety Modernization Act (FSMA), which aims to strengthen food safety by shifting the focus to preventing food safety problems rather than responding to problems after the fact. Since FSMA was signed into law in January 2011, the FDA has proposed seven rules to implement it. The four updated proposed rules include: produce safety; preventive controls for human food; preventive controls for animal food; and the foreign supplier verification program.

In response to comments, the FDA is proposing to revise the water quality testing provisions in the proposed produce safety rule to account for natural variations in water sources and to adjust its approach to manure and compost used in crop production. The FDA also is proposing a new definition of which farms would be subject to the produce-safety rule. The proposed rule would not apply to farms with \$25,000 or less in produce sales, rather than setting the threshold based on sales of all foods produced on the farm.

FDA will accept comments on the four proposed rules for 75 days while continuing to review comments already received on proposed rules that are staying the same. The agency will issue final rules in 2015. *Source: FDA*



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*PFMA received a United Way Campaign Excellence Award for an increase in charitable giving participation for 2013. PFMA's United Way Committee (L to R): Tonia Milliken, Lesa Althoff, Gail Bryner, Chanell Harris and Shelley Harris.*

## Governor Tom Corbett Approves Philadelphia's New \$2-Per-Pack Cigarette Tax

Gov. Tom Corbett signed Act 131 into law on Sept. 24, which authorized a \$2-per-pack tax on all cigarettes and little cigars sold in Philadelphia. The tax became effective on Oct. 1, 2014 and the money is earmarked for public school funding. PFMA fought hard against the passage of the tax increase, but the bill had strong bipartisan support as well as the support of Governor Corbett.

"PFMA is disappointed in the passage of this major tax increase which only provides temporary relief of a long term problem and will have a negative impact on retailers and lower income residents of Philadelphia," said Alex Baloga, PFMA director of government and public relations.

A new tax stamp has been created for Philadelphia that includes both the state and city cigarette taxes. These new stamps reflect the 8-cent-per-stick state tax and the new 10-cent-per-stick Philadelphia city tax, for a total of \$3.60 per pack of 20 cigarettes/little cigars and \$4.50 per pack of 25 cigarettes/little cigars sold in Philadelphia.

### **Cigarette Retailer Requirements**

Each retailer had to calculate, report and remit cigarette floor tax on all cigarettes and little cigars in inventory and vending machines in Philadelphia as of 12:01 a.m. on October 1. For up to 30 days following the effective date of the Philadelphia cigarette tax, wholesalers may sell Pennsylvania-stamped cigarettes to Philadelphia retailers, so long as the wholesaler charges the Philadelphia

cigarette tax (\$20 per carton) to each retailer in Philadelphia and issues the retailer an invoice showing the Philadelphia tax was paid.

According to the state Department of Revenue, enforcement visits will be conducted to Philadelphia retailers to ensure they are selling correctly stamped and documented packs. Each retailer must maintain for inspection a copy of its floor tax return/inventory and all wholesaler invoices showing Philadelphia tax was paid on additional Pennsylvania stamped product acquired between Oct. 1 - Oct. 31, 2014.

Retail evasion of the Philadelphia cigarette tax will violate state law and be punishable by suspension or revocation of the retailer's cigarette license, criminal fines and/or imprisonment.

All cigarettes in Pennsylvania must be sold in compliance with minimum price statutes. The minimum price of cigarettes sold in Philadelphia will include the state and city tax rates in the calculation.

### **Cigarette Wholesaler Requirements**

To facilitate monitoring of Philadelphia-stamped and Pennsylvania-stamped product across the state, the Pennsylvania Department of Revenue will require wholesalers to report their sales to retail and vending customers monthly. The return and accompanying schedules for this monthly report will be available on the department's website, [www.revenue.state.pa.us](http://www.revenue.state.pa.us).

*(Continued on page 2.)*

## OSHA Issues Workplace Injury Reporting Rule

On September 11, The U.S. Department of Labor's Occupational Safety and Health Administration (OSHA) announced a final rule requiring employers to notify OSHA when an employee is killed on the job or suffers a work-related hospitalization, amputation or loss of an eye. The rule, which also updates the list of employers partially exempt from OSHA record-keeping requirements, will go into effect on Jan. 1, 2015, for workplaces under federal OSHA jurisdiction.

Under the revised rule, employers will be required to notify OSHA of work-related fatalities within eight hours, and work-related in-patient hospitalizations, amputations or losses of an eye within 24 hours. Previously, OSHA's regulations required an employer to report only work-related fatalities and in-patient hospitalizations of three or more employees. Reporting single hospitalizations, amputations or loss of an eye was not required under the previous rule.

All employers covered by the Occupational Safety and Health Act, even those who are exempt from maintaining injury and illness records, are required to comply with OSHA's new severe injury and illness reporting requirements. To assist employers in fulfilling these requirements, OSHA is developing a Web portal for employers to report incidents electronically, in addition to the phone reporting options.

For more information about the new rule, visit OSHA's website at <http://www.osha.gov/recordkeeping2014>.

Source: OSHA

## DEP Small Business Energy Efficiency Grants

The state Department of Environmental Protection (DEP) invites manufacturers, retailers and other small businesses to apply for a Small Business Advantage Grant to finance pollution prevention and energy efficiency projects.

Applications will be considered on a first come, first served basis until funds are exhausted or April 15, 2015, whichever occurs first. The application period opened October 6.

Applicants must be a for-profit corporation, limited liability corporation, partnership, sole proprietorship or other legal entity with 100 or fewer full-time employees. The grant-supported project must be located in Pennsylvania and owned by the applicant.

The grants provide funding to projects that include auxiliary power units deployed as anti-idling technology for trucks, HVAC and boiler upgrades,

high-efficiency lighting, solvent recovery systems and waste recycling systems.

Eligible projects must save the business a minimum of \$500 and 25 percent annually in energy consumption or pollution related expenses. Businesses can apply for 50-percent matching funds of up to \$9,500 to adopt or acquire energy-efficient or pollution-prevention equipment or procedures. Funding is eligible for those costs incurred between October 6, 2014 and June 30, 2015.

Mail applications to the DEP Grants Center, P.O. Box 8776, Harrisburg, PA 17105-8776 or hand deliver to the center, 15th Floor, Rachel Carson State Office Building, 400 Market St., Harrisburg. For more details, visit the Small Business Advantage Grant webpage or contact the Small Business Ombudsman's Office at 717-772-5160 or send email to: [epadvantagegrant@pa.gov](mailto:epadvantagegrant@pa.gov). Source: DEP.

## Philadelphia Cigarette Tax *(continued from front.)*

For up to 30 days following the effective date of the Philadelphia cigarette tax, until Oct. 31, wholesalers may sell Pennsylvania-stamped cigarettes to Philadelphia retailers, so long as the wholesaler charges the Philadelphia cigarette tax to each retailer in Philadelphia and issues the retailer an invoice showing the Philadelphia tax was paid. The Philadelphia cigarette tax collected must be remitted to the Department of Revenue by the 20<sup>th</sup> day of the month following the sale, along with invoice copies to verify the additional tax collected.

Alternatively, wholesalers can exhaust Pennsylvania stamped product by selling to retailers and wholesalers located outside of Philadelphia or returning the state-stamped inventory to a CSA for a refund or a credit toward Philadelphia stamped cigarettes. Additionally, a new return, REV-1142P, is in development for documentation of tax due on unstampable little cigars sold in Philadelphia.

If a wholesaler is unable to exhaust Pennsylvania stamped product, it should inventory and segregate state-stamped product on November 1 and contact the PA Department of Revenue at (717) 783-9374.

### **Cigarette Stamping Agents Requirements**

Cigarette stamping agents must purchase and affix Philadelphia tax stamps to product that will end up in retail and vending locations in Philadelphia. Additionally, cigarette stamping agents will have to

file a separate return (REV-1030P/REV-1036P) to account for cigarettes sold into Philadelphia and the stamps purchased and used on a monthly basis.

Administrative matters related to the Philadelphia cigarette tax:

- Philadelphia tax stamps will be sold in rolls of 7,200 stamps for both 20- and 25-packs of cigarettes.
- A revised REV-1043, Cigarette Stamping Agent Purchase Order, is available at [www.revenue.state.pa.us](http://www.revenue.state.pa.us).
- The 0.87 percent CSA commission does not apply to the Philadelphia cigarette tax, but the commission on state cigarette tax will apply to Philadelphia stamps.
- CSAs purchasing cigarette tax stamps on a consignment basis may need to increase their bond liability amounts by executing and submitting a bond rider to the department.
- Additionally, a new return, REV-1142P, is in development for documentation of tax due on unstampable little cigars sold in Philadelphia.

For questions on the proposed implementation plan for the Philadelphia cigarette tax or any stamping agent that wants to request a refund for Pennsylvania-stamped cigarettes may call the Miscellaneous Tax Section at (717) 783-9374.



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## Biennial FDA Food Facility Registrations

Food facilities required to register with the U.S. FDA must renew their food facility registrations this year during the period beginning on October 1, 2014 and ending on December 31, 2014. FDA encourages food facilities to renew their registrations early on in the three-month renewal period.

The registration requirements in section 415 of the Food, Drug and Cosmetic Act apply to domestic and foreign food facilities that manufacture, process, pack, or hold food for human or animal consumption in the United States.

However, please note that retail food stores, along with restaurants, do not have to register with FDA. Some PFMA retailers have reported erroneously receiving notices to do so. *Source: FDA*



# And its Board of Directors

are pleased to invite you to

## Join us for Cocktails and Conversation

**Wednesday, October 22, 2014**  
~ 5:30 to 7:30 p.m. ~

As part of our Fall 2014 Membership Drive, PFMA is hosting a Cocktail Reception at the West Shore Country Club (WSCC) on Wednesday, October 22 from 5:30 to 7:30 p.m.

Current members are invited to bring along prospective retail and associate members to join our Board of Directors for cocktails and conversation at 100 Brentwater Road, Camp Hill, PA.

Simply take a look at our list of Associate members on pages 11-15 of this month's *Spectrum* and see if your vendors are listed. If you do not see them, then you have the perfect candidates to bring along to this event.

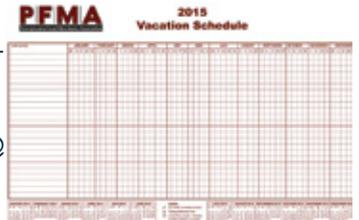
Please RSVP to Jennifer Hamlin, PFMA executive assistant at [jhamelin@pfma.net](mailto:jhamelin@pfma.net) or call (717) 240-5970. Let's get a crowd together and we will see you there!



### Need a 2015 Vacation Scheduler?

The 2015 PFMA vacation scheduler and calendar are available. Download the 11x17 versions here:

[www.pfma.org/calendar-vacation-scheduler.html](http://www.pfma.org/calendar-vacation-scheduler.html)  
or send an email request to [pfma@pfma.net](mailto:pfma@pfma.net) for mailed copies.



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# McMenamin Family ShopRite Names Sean McMenamin President

McMenamin Family ShopRites, based in Philadelphia, announced the promotion of Sean McMenamin to president on August 8, 2014.

McMenamin, 36, takes on the role from his father and company founder Rich McMenamin, who will serve as chairman of the business, which operates two supermarkets in Philadelphia.

McMenamin, who joined the company in 2008, previously served as vice president and general counsel and was actively involved in the supermarket's operations. Before joining the company, he was an attorney concentrating on bankruptcy, corporate restructuring and debtor/creditor rights litigation. He earned his Juris Doctor degree from Temple University and his bachelor's degree from the University of Richmond.

He is co-vice chairman of Wakefern Food Corporation's Sales and Merchandising Committee and the Health and Beauty Care Committee and serves on the ShopRite Supermarkets, Inc. Operating Committee.

McMenamin says he enjoys the variety of work in the supermarkets.

"From real estate, human resources to customer issues, there's always a new challenge, a new issue to keep the job exciting," he says. This is a people business. I really enjoy working with the people, the customers and our associates."

Rich McMenamin remains very much a part of the long-term vision for the company.



**Sean McMenamin**  
*President, McMenamin Family ShopRites*

"He thought it would be a good idea for me to take on even more responsibility for our operations, McMenamin says. "He's the steering force and remains very much a part of the long-term success of our company."

Rich and his wife Rene started the business in 1995 and they, along with their children, continue to work hard to make the stores successful. Their daughter Bria currently serves as vice president of administration.

The new president notes that it is the family's vision to continue to grow and they are actively seeking the right locations.

"We give our people the credit for the success we have had through the years and any growth and success in the future will be due to the strength of our people," he says.

## DEA Allows Secure Drug Collection

On October 9, the U.S. Drug Enforcement Administration's (DEA's) Final Rule for the Disposal of Controlled Substances, which implements the Secure and Responsible Drug Disposal Act of 2010, will take effect.

The Act, in an effort to curtail the prescription drug abuse epidemic, authorized DEA to develop and implement regulations that outline methods to transfer unused or unwanted pharmaceutical controlled substances to authorized collectors for the purpose of disposal. The Act also permits long-term care facilities to do the same on behalf of residents or former residents of their facilities.

Prior to the passage of the Act, the Controlled Substances Act made no legal provisions for patients to rid themselves of unwanted pharmaceutical controlled substances except to give them to law enforcement, and banned pharmacies, doctors' offices, and hospitals from accepting them. Most people flushed their unused drugs down the toilet, threw them in the trash, or kept them in the household medicine cabinet.

Unused medications in homes create a public health and safety concern, because they are highly susceptible to accidental ingestion, theft, misuse, and abuse. Almost twice as many Americans (6.8 million) currently abuse pharmaceutical controlled substances than the number of those using cocaine, hallucinogens, heroin, and inhalants combined, according to the 2012 National Survey on Drug Use and Health. Nearly 110 Americans die

*(continued on page 7)*

## Enter Your Best in the 2014 Pennsylvania's Best Bagger Championship

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## Jennie Knox Joins MEMO Financial Services

MEMO Financial Services, Inc., a PFMA subsidiary, is pleased to announce the addition of Jennie Knox as marketing supervisor. She will work to develop, implement and supervise successful marketing strategies and programs to promote MEMO and its money services products.

“We are pleased to have Jennie as a new member of the MEMO team. Her marketing skills and expertise will certainly elevate the MEMO brand and be value added to the business,” said Tanya Butler, MEMO Financial Services, Inc. president.

Knox previously owned her own business and marketing consulting firm, When Opportunity Knox, which served small business clients in Adams County. She also has experience as a marketing consultant for Emerald Asset Management in Lancaster, Pennsylvania and as a senior marketing coordinator for Brown and Caldwell Environmental Engineers in Orlando, Florida.

She earned her Bachelor of Science degree from



**Jennie Knox**  
**MEMO Marketing Supervisor**

Shippensburg University and her Masters of Business Administration degree from Mount Saint Mary's College in Emmitsburg, Maryland.

## Speedway Closes Deal on Hess Retail Stores

FINDLAY, Ohio, Oct. 1, 2014 – Marathon Petroleum Corp. (NYSE: MPC) announced that on Sept. 30, 2014, its subsidiary, Speedway LLC, closed its acquisition of Hess' retail operations and related assets. The \$2.82 billion transaction includes a \$2.37 billion base purchase price, capital leases that were cash settled at closing for \$263 million, and \$194 million of estimated working capital, subject to post-closing adjustments. The transaction was announced May 22, 2014, and includes all of Hess' retail operations, transport operations, and shipper history on various pipelines.

“This transformative acquisition provides Speedway a significant growth platform by expanding our retail presence to 23 states throughout the East Coast and Southeast,” said MPC President and Chief Executive Officer Gary R. Heminger. “Growing Speedway's footprint as a premier convenience store operator into the Eastern U.S. supports our strategic focus of increased investment in our stable cash-flow businesses. We believe targeting the significant synergy potential in this business, including best practices and economies of scale, should drive continued earnings growth into the future and enhance the value proposition to MPC investors.”

## Giant and PinnacleHealth Partner to Offer In-store Health Clinics

PinnacleHealth System announced this month it is partnering with Giant Food Stores to offer two in store clinics in Camp Hill and Enola, PA. The PinnacleHealth clinics, known as FastCare, will provide retail healthcare without an appointment seven days a week with evening hours. The Camp Hill location opens October 25, followed by the new Enola location in late 2014.

PinnacleHealth FastCare Clinic medical providers can treat a wide range of minor ailments including colds and flu, ear infections, minor burns and rashes, sinus infections and sore throats. These clinics also offer rapid strep tests, sports physicals, TB skin tests, urine pregnancy tests and urinalysis, in addition to immunizations and screenings.

The current PinnacleHealth Evening Care services at Camp Hill will transition to the FastCare Clinic at the Giant Food Store in Camp Hill.

The PinnacleHealth FastCare Clinics will be open Monday through Saturday, 9 a.m. to 9 p.m., and Sunday, 9 a.m. to 5 p.m. Holiday hours are 10 a.m. to 2 p.m.

Most insurances are accepted, as are cash, check, VISA, MasterCard and Discover. Patients without insurance pay a flat fee.

*(continued from page 5)*

## DEA Drug Collection

every day from drug-related overdoses, and about half of those overdoses are related to opioids, a class of drug that includes prescription painkillers and heroin. More than two-thirds (70 percent) of people who misuse prescription painkillers for the first time report obtaining the drugs from friends or relatives, including from the home medicine cabinet.

DEA's goal in implementing the Act is to expand the options available to safely and securely dispose of potentially dangerous prescription medications on a routine basis.

- The Final Rule authorizes certain DEA registrants (manufacturers, distributors, reverse distributors, narcotic treatment programs, retail pharmacies, and hospitals/clinics with an on-site pharmacy) to modify their registration with the DEA to become authorized collectors.

- All collectors may operate a collection receptacle at their registered location, and collectors with an on-site means of destruction may operate a mail-back program.

- Retail pharmacies and hospitals/clinics with an on-site pharmacy may operate collection receptacles at long-term care facilities.

- The public may find authorized collectors in their communities by calling the DEA Office of Diversion Control at 1-800-882-9539.

- Law enforcement has autonomy with respect to how they collect pharmaceutical controlled substances from ultimate users, including holding take-back events. Any person or entity—DEA registrant or non-registrant—may partner with law enforcement to conduct take-back events.

Source: DEA

PFMA members are encouraged to register for the October 28 Northeast Regional Loss Prevention Conference and Exhibition. The program kicks off at the Forsgate Country Club in Monroe Township, NJ at 8:30 a.m.

The day begins with the introduction of the new New Jersey/New York Organized Retail Crime Alliance (ORCA) by Sergeant Tarik Sheppard of the NYPD. He will provide a demonstration of the ORCA website and data sharing tools.

Following that presentation will be an overview of a recent coupon fraud investigation presented by Pennsylvania State Trooper Peterson, and later, Chris Zevlikaris of Sisselman & Schwartz will give a detailed presentation on false arrests and civil liability from an employer's perspective. The day will conclude with a Digital Disaster workshop hosted by Ron Plesco, KPMG and former CEO of the National Cyber Forensic Training Alliance. This workshop will provide a detailed background of recent data breaches and how to best deal with a digital disaster. This is followed by a hands-on experience of what to do in crisis situations that may arise. A closing reception will begin at 3:30 p.m.

Please register online at [www.njfoodcouncilmeeting.com](http://www.njfoodcouncilmeeting.com).

The program is supported by the New Jersey Food Council, New Jersey Retail Merchants Association, Delaware Chamber of Commerce, Delaware Food Industry Council, Pennsylvania Food Merchants Association and the Food Industry Alliance of New York State.

## Weis Markets Revolutionizes its Asset

*Decreased worker's comp. and liability claims add to company's bottom line*

Weis Markets looked at its asset protection efforts more than a year ago and its team realized that it had to change its culture, Adrian Strayer, Weis asset protection manager, told PFMA's Food Protection Committee during its meeting on September 24.

Weis Markets' Rob Wynn, director of food safety and quality control; and Mark Wyand, director of asset protection joined Strayer to answer questions from the group.

"We walked into the break room and the bulletin board was filled with signs," Strayer said. "The information wasn't being read by our associates."

Those posters were supposed to bring about awareness, but they weren't visually engaging. They also contained condescending messaging, no specific cadence and Weis didn't have any type of measurement to see if they worked.

The catalyst for the company's change was the development of the AP Link brand, which is providing better communication and more results.

Weis Markets' Asset Protection team encompasses three divisions: Loss Prevention/Asset Protection/Compliance; Safety, Risk Management and Insurance; and Quality Control.

Weis developed the AP Link brand to represent safety, food safety and loss prevention. "AP" for asset protection and "Link" to designate that success is a team effort. They also worked to provide a positive message for the generally negative view of loss prevention with the "Partners in Success" tagline.

The program implementation was from April 2013 – May 2014, and it featured a year-long messaging campaign for loss prevention and safety. Weis developed materials that were quick, impactful and memorable. Its Communications Center featured eye-catching posters with memorable messaging such as "It's Showtime," which features a well-dressed associate ready to emerge from behind a curtain and emphasized the importance of appearance and customer service. Another poster featured "Take the Mean Out of the Machine," a meat slicer from hell, to promote safety. A new poster debuted monthly along with "Need 2 Knows" or facts to promote safety or loss prevention.



***Weis Markets Asset Protection team members presented their AP Link Program and lessons learned to members of PFMA's Food Protection Committee on September 24. From left, Rob Wynn, director of food safety and quality control; and Mark Wyand, director of asset protection; and Adrian Strayer, asset protection manager.***

Weis also re-introduced its tip line to report theft and other issues. A new graffiti type font helped draw attention to the phone number.

Managers were provided with new tools to assist them in promoting the messaging and measuring success. They included orientation brochures for new associates, flip charts with information for their weekly meetings and an online reporting and compliance site to monitor their progress.

In addition, Weis engaged the associates directly with "Find, Fix and Win" cards and a "Spin to Win" website and a smartphone app for the iPhone, which provided opportunities for associates to win prizes.

After a year in operation, Weis evaluated the program and discussed what needed tweaked. First, more associates were getting involved and engaged with the program. Integrating the reporting and compliance data into the manager's duties was slow in the beginning, but once an AP Link coordinator and district managers were made accountable, compliance rose to 100 percent.

"Surprisingly, participation in the Find, Fix and Win cards, Gotta minutes and the Spin to Win app was low," Strayer said. "With our young associates using SmartPhones, we thought the app would be a winner, but people did not gravitate toward it. It will be dropped from the program."

*(Continued on page 9.)*

## Protection Efforts with AP Link Program



"We are working to incorporate as many tools online as we can," he said. "In year two, the flip chart, Need 2 Knows and orientation brochure went online."

After the first year, Weis Markets reduced its workers' compensation claims by 33 percent and its general liability claims by 19 percent. The company also found the theft cases — both external and employee cases went up as associate awareness increased. In addition, associates started using the 800-tip line and calls increased by more than 200 percent the first month.

For 2014-15, Weis added food safety to the program and it is now paperless. It continues its Communication Center, monthly posters and messaging.

AP Link Awareness and Reporting site features a new hire orientation, 12 awareness modules and food safety and sanitation modules.

Weis associates are using AP Link for food safety and sanitation. It will help ensure store cleanliness for customers and associates, establish food safety certification, and provide basic food safety awareness for all associates.

The food safety modules contain basic food safety topics such as personal hygiene, proper food storage, time and temperature control, cross contamination and cleaning and sanitation. They also feature modules specific to departments such as bakery, meat, seafood, deli and produce.

*(Continued, see page 10, Weis Markets)*

## PSU Offers Oct 14-16 Food Safety Course

Penn State University is offering its Food Safety and Sanitation Course on October 14-16, 2014 at the University Park campus. The course is a comprehensive 2 1/2-day program on the essentials of sanitation in food processing. This educational opportunity is offered for those who are developing in-house food safety programs and want to upgrade their knowledge of the science and technology of cleaning, sanitizing, and pest control. Lectures and lab sessions focus on control of pathogenic and spoilage microorganisms, plant and equipment design, safe handling of chemical products, allergen control, and educational strategies to get your workers involved and committed to your food safety plan. Register at <https://phila.legistar.com/Legislation.aspx>.

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## FDA Gluten-Free Labeling Regulation

According to the Ambler, PA-based National Foundation for Celiac Awareness (NFCA), a new FDA regulation went into effect on August 5, 2014 that states that a food must contain less than 20 parts per million (ppm) of gluten in order to bear a "gluten-free" label. Researchers support less than 20 ppm as a safe threshold for a product to be consumed by individuals with celiac disease and other gluten-related disorders.

A fact sheet on the new regulation can be downloaded from [www.CeliacCentral.org/FDA](http://www.CeliacCentral.org/FDA). An FDA Q&A document on the rule is available at <http://www.fda.gov/Food/GuidanceRegulation/GuidanceDocumentsRegulatoryInformation/Allergens/ucm362880.htm>.

Source: *The National Foundation for Celiac Awareness*

## Weis Markets AP Link Program, cont.



Prior to 2013, associates randomly participated in ServSafe food safety certification. Starting this year, Weis will require certification for all salaried managers, department managers, assistant department managers and certified closers.

Rob Wynn, director of food safety and quality control, said 85 to 92 percent of the associates have completed the e-learning and all associates are required to take it.

"Our challenge is that we have all experience levels of associates with different ages and backgrounds," Wynn said. "We provide help to associates who have not used a computer."

The training modules record all the results and require associates to answer basic knowledge questions before they can move on to other modules. Managers can monitor associate training and they can see their scores, so that they can recommend further training. It's also available to district managers so they can review each store's compliance and report to senior managers.

Weis plans to evaluate the program at the end of the second year and make any necessary additions or adjustments. Other departments are also looking at developing similar programs.

### Rutter's Opens 60<sup>th</sup> Store

Rutter's opened its 60<sup>th</sup> convenience store in Middletown, Pa. on August 8, 2014 with a ribbon cutting ceremony and donations to local organizations.

The 6,280-square-foot convenience store offers 12 fueling stations and four truck diesel fueling spaces. Middletown customers will be able to enjoy Rutter's extensive food menu and a gourmet coffee bar. They can enjoy their purchases in the seating area available for 21 customers with free Wi-Fi and USB charging stations. It operates 24 hours a day/seven days a week.

Rutter's donated \$1,000 to the Middletown Area Blue & Gold Club, the Lower Dauphin High School Falcon Foundation and the Londonderry Township Volunteer Fire Company.

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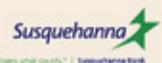
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For **EVENT AND TICKET INFORMATION**, please visit [centralpafoodbank.org](http://centralpafoodbank.org) or call the Central Pennsylvania Food Bank at 717.564.1700. Main event and child tickets are available at Cumberland and Dauphin county GIANT Food Stores, beginning Sunday, September 28.

Sponsored by:



The official registration and financial information of Central Pennsylvania Food Bank may be obtained from the Pennsylvania Department of State by calling, toll free, within Pennsylvania, 1.800.732.0999. Registration does not imply endorsement. Race and Wine tasting not contingent upon ticket purchase.



Photo: Final Cut at Hollywood Casino at Penn National Race Course

# PFMA Buyer's Guide

Your Source for Products and Services

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

#### WEISERMAZARS LLP

501 Office Center Drive, Suite 300, Fort Washington, PA 19034

**Phone:** (267) 532-4408

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

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

### Advertising/Printing

#### REFRIGERATOR MEDIA ADVERTISING

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

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

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

#### STREETMARC

1725 Tower Road, Mifflinburg, PA 17844

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

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

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

### Associations/Partners

#### KEEP PENNSYLVANIA BEAUTIFUL

105 West Fourth Street, 2nd Floor, Greensburg, PA 15601

**Phone:** (877) 772-3673

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

**Website:** [www.keppabeautiful.org](http://www.keppabeautiful.org)

#### NORTHWESTERN PA FOOD COUNCIL

2840 West 21st Street, Erie, PA 16506

**Phone:** (814) 453-7588

**Specialty:** Food retailer representation in state & local government.

#### PENNSYLVANIA NEWS MEDIA ASSOCIATION

3899 North Front Street, Harrisburg, PA 17110

**Phone:** (717) 703-3000

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

**Website:** [www.pa-newspaper.org](http://www.pa-newspaper.org)

#### PENNSYLVANIA RESTAURANT & LODGING ASSOCIATION

100 State Street, Harrisburg, PA 17101

**Phone:** (717) 232-4433

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

**Website:** [www.patourism.org](http://www.patourism.org)

#### PITTSBURGH ASSOC. OF MANUFACTURERS REPRESENTATIVES

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

**Phone:** (412) 655-7574

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

### Construction/Engineering

#### URS CORPORATION

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

**Phone:** (717) 635-7901

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

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

### Energy & Equipment

#### Power Down LLC

2843 Whitetail Court, Doylestown, PA 18902

**Phone:** (267) 885-5069

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

### Environment/Remediation

#### GROUNDWATER SERVICES INTERNATIONAL, INC.

443 McCormick Road, Mechanicsburg, PA 17055

**Phone:** (717) 691-9799

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

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

### Financial Services

#### HERBEIN + COMPANY

2763 Century Boulevard, Reading, PA 19610

**Phone:** (610) 378-1175

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

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

#### MEMO FINANCIAL SERVICES, INC.

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

**Phone:** (800) 922-8079

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

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

### Insurance

#### CO-OP AGENCY, INC.

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

**Phone:** (717) 866-9747

**Specialty:** Full service, independent insurance agency.

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

#### GLEASON, INC.

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

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

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

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

#### THE GRAHAM COMPANY

One Penn Square West, Philadelphia, PA 19102

**Phone:** (215) 701-5259

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

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

#### MILLENIUM INSURANCE GROUP

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

**Phone:** (717) 354-4774

**Specialty:** Medical insurance programs.

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

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## Business & Consulting Services

### Legal Services

#### FLAHERTY & O'HARA, PC

610 Smithfield Street, Suite 300, Pittsburgh, PA 15222

**Phone:** (412) 456-2001

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

**Website:** [www.flaherty-ohara.com](http://www.flaherty-ohara.com)

#### RHOADS & SINON, LLP

1 South Market Square, 12<sup>th</sup> Floor, Box 1146, Harrisburg, PA 17101

**Phone:** (717) 233-5731

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

**Website:** [www.rhoads-sinon.com](http://www.rhoads-sinon.com)

#### MARK N. SUPRENTANT, ATTORNEY AT LAW

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

**Phone:** (484) 604-0850 **Website:** [www.suprenantlaw.com](http://www.suprenantlaw.com)

**Specialty:** Legal services for food industry retailers.

### Loss Prevention

#### AGILENCE, INC.

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

**Phone:** (856) 366-1200

**Specialty:** Leading provider of intelligent video auditing solutions.

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

#### COMMAND CORPORATION

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

**Phone:** (860) 653-1717 **Specialty:** Electronic security & surveillance.

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

#### MARCO, INC.

320 Commerce Drive, Exton, PA 19341

**Phone:** (610) 363-2233 **Specialty:** Fire protection services.

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

### Plastic Bag & Film Products

#### HILEX POLY CO. LLC

101 E. Carolina Avenue, Hartsville, SC 29550

**Phone:** (972) 921-1338

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

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

### Point of Sale Payment Processing

#### WORLDPAY

600 Morgan Falls Road, Atlanta, Georgia, 30350

**Phone:** (571) 395-7846

**Specialty:** Payment Processing Service.

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

### Sales & Marketing

#### M.I. KNIGHT COMPANY

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

**Phone:** (215) 247-3338

**Specialty:** Food Broker/Manufacturing Agent.

#### PACE TARGET BROKERAGE

P.O. Box 337 Williamstown, NJ 08094

**Phone:** (856) 629-2551

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

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

#### PENNSYLVANIA PREFERRED<sup>®</sup> PROGRAM

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

**Phone:** (717) 783-8462

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

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

#### POS TUNING

173 Edgemoor Road, Wilmington, DE 19809

**Phone:** (302) 482-1593

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

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

#### RETAIL MARKETING GROUP LLC

300 Lakeside Drive, Suite 160, Horsham, PA 19044

**Phone:** (215) 293-9600

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

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

#### STREETMARC

1725 Tower Road, Mifflinburg, PA 17844

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

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

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

#### WINDSOR MARKETING GROUP

100 Marketing Group, Suffield, CT 06078

**Phone:** (860) 386-2571

**Specialty:** Innovative Solutions for In-Store Marketing.

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

### Utilities

#### CENTRAL ENERGY NORTHEAST LLC

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

**Phone:** (800) 377-3420

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

**Website:** [www.centralenergy-ne.com/](http://www.centralenergy-ne.com/)

#### ON DEMAND ENERGY L.P.

300 Corporate Center Drive, Suite 50, Moon Township, PA 15108

**Phone:** (421) 299-8900

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

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



Let the experts in payments processing help you grow your business.

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571.395.7846 | [Todd.Turner@Worldpay.us](mailto:Todd.Turner@Worldpay.us)



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# PFMA Buyer's Guide

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## Perishables/Food Service

### Bakery

#### SCHWEBEL'S BAKING COMPANY

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

**Phone:** (570) 286-5845

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

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

### Catering

#### TRIPLE FRESH CATERING

801 Doe Run Road, East Fallowfield, PA 19320

**Phone:** (888) -3fresh-0

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

**Website:** [www.triplefresh.net](http://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](http://www.deanfoods.com)

#### HERSHEY CREAMERY COMPANY

201 South Cameron Street, Harrisburg, PA 17105

**Phone:** (717) 238-8134

**Specialty:** Ice cream and novelties.

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

#### MEADOW BROOK DAIRY

P.O. Box 7219, Erie, PA 16510

**Phone:** (814) 899-3191

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

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

#### UPSTATE FARMS COOPERATIVE, INC.

1730 Dale Road, Buffalo, NY 14225

**Phone:** (716) 892-2121

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

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

### Deli/Meats

#### KESSLER'S INC.

P.O. Box 126, Lemoyne, PA 17043

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

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

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

#### SELTZER'S LEBANON BOLOGNA CO.

230 North College Street, Palmyra, PA 17078

**Phone:** (800) 282-6336

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

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

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

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

#### SNYDER'S-LANCE

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

**Phone:** (973) 216-2037

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

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

#### UTZ QUALITY FOODS

900 High Street, Hanover, PA 17331

**Phone:** (717) 637-6644

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

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

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## 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](http://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](http://www.csp4.com)

#### COMMAND CORPORATION

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

**Phone:** (860) 653-1717

**Specialty:** Electronic security & surveillance.

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

#### GOLD MEDAL PRODUCTS - PITTSBURGH

519 Parkway View Drive, Pittsburgh, PA 15205

**Phone:** (412) 787-1030

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

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

#### KREISER DISTRIBUTING COMPANY

13800 Route 30, North Huntingdon, PA 15642

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

**Specialty:** Foodservice equipment

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

#### MEMO FINANCIAL SERVICES, INC.

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

**Phone:** (800) 922-8079

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

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

#### READING CONSUMER PRODUCTS

80 Witman Road, Reading, PA 19605

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

**Specialty:** Floor care equipment.

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

## 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](http://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](http://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](http://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](http://www.palottery.state.pa.us)

### Money Services

#### MEMO FINANCIAL SERVICES, INC.

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

**Phone:** (800) 922-8079

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

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

#### PREPAID VENTURES, LLC

3333 New Hyde Park Road, New York, NY 11042

**Phone:** (516) 653-2501

**Specialty:** Prepaid Visa cards.

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

### Pharmacy

#### S&L SOLUTIONS LLC

512 Brinker Avenue, Latrobe, PA 15650

**Phone:** (888) 273-0325

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

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

### Store Design & Construction Services

#### CLARK CONVENIENCE STORE PRODUCTS

306 Airport Drive, Smoketown, PA 17576

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

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

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

### Tobacco Products

#### SWEDISH MATCH, NORTH AMERICA, INC.

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

**Phone:** (703) 622-5707

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

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

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## Miscellaneous Services

### Underground Storage Tanks

#### TANK INSTALLERS OF PENNSYLVANIA

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

**Phone:** (717) 624-2111

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

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

### Wholesalers

#### ASSOCIATED WHOLESALERS, INC.

Route 422, P.O. Box 67, Robeson, 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](http://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](http://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](http://www.cooperbooth.com)

#### CORE-MARK MID-CONTINENT

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

**Phone:** (570) 823-2447

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

**Website:** [www.core-mark.com](http://www.core-mark.com)

### Wholesalers

#### LEBANON UNITED JOBBERS

1255 Bittner Boulevard, Lebanon, PA 17046

**Phone:** (717) 273-3241

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

#### LIBERTY USA, INC.

920 Irwin Run Road, West Mifflin, PA 15122

**Phone:** (412) 461-2700

**Specialty:** A full-line convenience store distributor.

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

#### MCLANE EASTERN

2828 McLane Drive, Baldwinsville, NY 13027

**Phone:** (315) 638-7500

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

**Website:** [www.mclaneco.com/wps/portal](http://www.mclaneco.com/wps/portal)

#### OLEAN WHOLESALE GROCERY CO-OP, INC.

P.O. Box 1070, Olean, NY 14760

**Phone:** (716) 372-2020

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

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

#### SUPERVALU, LANCASTER DIVISION

500 S. Muddy Creek Road, Denver, PA 17517

**Phone:** (717) 335-4000

**Specialty:** Full-service wholesaler.

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

#### SUPERVALU, PITTSBURGH DIVISION

400 Paintersville Road, New Stanton, PA 15672

**Phone:** (724) 925-6600

**Specialty:** Full-service wholesaler.

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

#### TRIPIFOODS, INC.

1427 William Street, Buffalo, NY 14206

**Phone:** (716) 853-7400

**Specialty:** Full-line convenience store supplier.

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

#### WAKEFERN FOOD CORPORATION

33 Northfield Avenue, Box 7812, Edison, NJ 08818

**Phone:** (732) 906-5153

**Specialty:** Distributor and merchandiser

**Website:** [www.shoprite.com/WakefernMain.aspx](http://www.shoprite.com/WakefernMain.aspx)

## SPECTRUM

Covering All Aspects of Pennsylvania's Retail Food Industry

### Correspondence:

Annette Knapp & Elizabeth Peroni - Editors

### Contact Information:

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

800.543.8207 or 717.760.5922

Fax: 717.760.5953

[aknapp@pfma.net](mailto:aknapp@pfma.net) & [eperoni@pfma.net](mailto:eperoni@pfma.net)

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



Are you trying to get your product or service recognized by the Pennsylvania retail food industry?

You've Come to the Right Place.

The Pennsylvania Food Merchants Association represents 1,000 food retailers who operate more than 5,000 retail stores.

Call us for more details at 800-543-8207 x5970 or visit our website at [www.pfma.org](http://www.pfma.org).

# SPECTRUM

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## Association Services

- On September 3, PFMA staff met with the Pennsylvania Department of Revenue to discuss the implementation of the new Philadelphia cigarette tax. *(See front page for more details.)*
- PFMA staff attended the September 10 Volunteers of America, Pennsylvania chapter dinner which honored Scott Karns, owner of Karns Quality Foods, for his outstanding service to the community. Karns was honored by friends and family and the well-attended event raised an estimated \$100,000 for the charity.
- PFMA's Annual Meeting Planning Committee, chaired by Paul Rankin, Country Fair division vice president, has met twice to craft the May 12-13, 2015 conference program to be held at the OMNI Bedford Springs Resort and Spa.
- On Sept. 15, staff attended Sunoco's legislative open house in their new Harrisburg location.
- The Pennsylvania's Best Bagger Championship is set for October 29 at Strawberry Square in downtown Harrisburg. Please contact Elizabeth Peroni, PFMA, at 800-543-8207 x5516 with questions or to register baggers for the event.
- On September 26, Alex Baloga, director of Government and Public Relations, participated in the FIAE genetically modified organism (GMO) share group meeting as well as the Pennsylvania GMO Stakeholders Meeting.

## Upcoming Events

October 28, 2014

Northeast Regional Loss Prevention Conference & Exhibition - Forsgate Country Club, Monroe Township, NJ

October 29, 2014

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

