



DIRECTORY OF PENNSYLVANIA FOOD BROKERS



About This Directory

Development of this directory of PA Food Brokers was a collaborative effort between the Bureau of Market Development of the PA Department of Agriculture, and the Center for Food Marketing at Saint Joseph's University.

The primary objective of this directory is to link small to medium-sized Pennsylvania food companies Pennsylvania brokers interested in representing these companies in various domestic markets, and in neighboring international markets. This effort will promote Pennsylvania's fine food products, and potentially increase sales and profits for both the food companies and food brokers.

The information contained in this directory was researched and compiled by students at the Center for Food Marketing at Saint Joseph's University in Philadelphia, PA using both telephonic and on-line surveys. This project was prepared for the Pennsylvania Department of Agriculture, Bureau of Market Development, through the Pennsylvania Institute for Food Marketing Education and Research (PIFMER) at Saint Joseph's University.

About the Sponsoring Organizations

Pennsylvania Department of Agriculture (PDA)

The Bureau of Market Development is responsible for the domestic and worldwide promotion and marketing of Pennsylvania agribusiness products and services, and developing and administering programs to assist agribusinesses in locating and/or expanding within the Commonwealth.

The Food Marketing Cooperative of Pennsylvania

PDA has initiated the Food Marketing Cooperative of Pennsylvania to assist food manufacturers who are interested in exporting or expanding their sales domestically, but may not, individually, have the financial resources, time or marketing expertise to do so. The Cooperative facilitates members pooling their resources to achieve common goals. Any PA-based food company is eligible to join. Members stipulate which products and in which markets they want to be represented by the cooperative. Please visit www.foodmarketingcoop.com for more information.

Contact:

Mr. Dale Good
Specialist, Bureau of Market Development
PA Department of Agriculture
2301 North Cameron Street
Harrisburg, PA 17110-9408
Email: agmarkets@state.pa.us
Telephone: (717) 787-6041

Pennsylvania Preferred™

Not only is agriculture Pennsylvania's leading industry, but the state's products have earned a worldwide reputation for quality. The Pennsylvania Preferred™ program is designed to identify these locally sourced Pennsylvania products and help you find your way to them. It assists Pennsylvania farmers and food processors by encouraging consumers in and outside the state to purchase Pennsylvania products. At the same time, Pennsylvania Preferred™ comforts consumers with important quality and safety standards.

PA Preferred logos can be found on product packaging, signage and other promotional material in the grocery store aisle, at farm markets, in restaurants, and at other wholesale and retail outlets where Pennsylvania products are proudly offered. Visit [www. www.agric.state.pa.us/papreferred](http://www.agric.state.pa.us/papreferred) for more information.

Contact:

Mr. Frank Jurbala
Specialist, Bureau of Market Development
PA Department of Agriculture
2301 North Cameron Street
Harrisburg, PA 17110-9408
fjurbala@state.pa.us
Phone: (717) 783-8462

The Pennsylvania Institute of Food Marketing Education and Research (PIFMER)

The Pennsylvania Institute of Food Marketing Education and Research (PIFMER) at Saint Joseph's University, in general, supports the PDA in its mission to encourage, protect and promote agriculture and related industries throughout the Commonwealth. Specifically, PIFMER at SJU can assist in adding value to PA businesses and products through improved marketing. PIFMER at SJU provides this assistance through education, research, consultation, and projects. PIFMER is an extension of the Food Marketing program at Saint Joseph's University (SJU) in Philadelphia, PA, which is located about two hours east of Harrisburg. Visit pifmer.org for more information.

Food Marketing at Saint Joseph's University

Saint Joseph's University is a nationally recognized leader in food marketing for over 40 years and is designated as a national center for food marketing excellence by the United States Department of Agriculture. The Food Marketing program at Saint Joseph's University is the only food marketing education program in the country offering undergraduate, graduate, and professional development programming at an internationally accredited school of business. Its vision is to be the global leader in food marketing education and research, and the mission is to develop current and future leaders to meet the needs of the global food industry through academic degrees, industry educational programs, research studies, and thought leadership.

Contact:
Center for Food Marketing
Saint Joseph's University
5600 City Avenue
Philadelphia, PA 19131
E-mail: cfm@sju.edu
Telephone: (610) 660-1623

Summary of Data

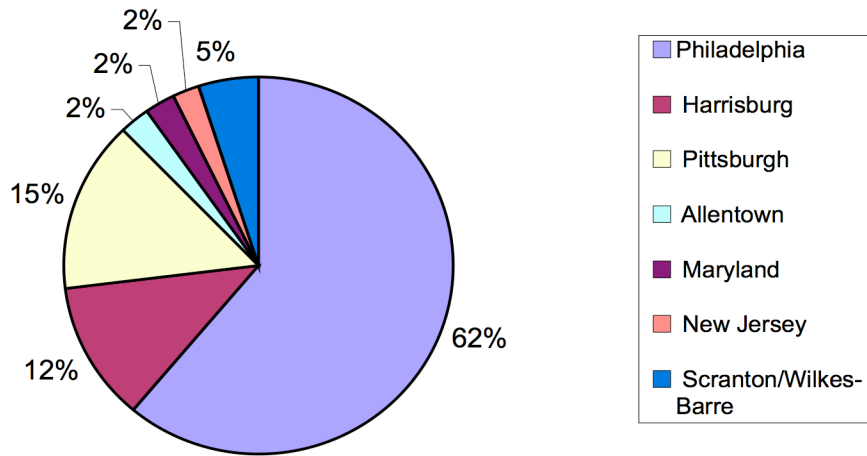
Our survey requested the following information from the broker:

- Key company information
- Geographic areas covered by the firm
- Type of trade accounts called on
- Types of products represented
- Services offered
- Trade show participation
- Business specialties
- Any other information they would like to share

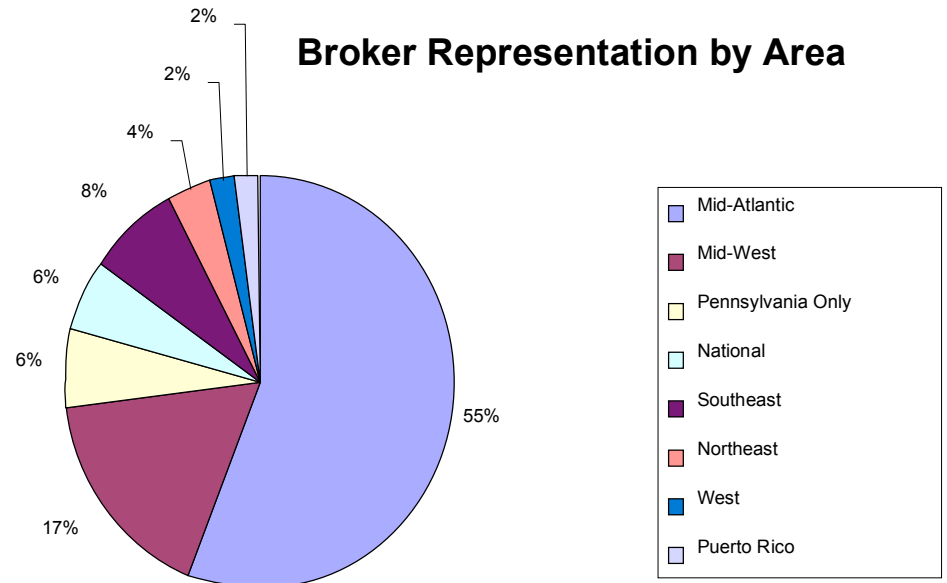
As of July 2007, 42 brokers are included in this directory. Below is a composite of key data about the brokers listed to date:

- The most popular types of products represented by PA food brokers were meat (61%), deli (56%), and frozen foods (53%).
- Most food brokers (89%) participate with clients at trade shows to some extent.
- Pennsylvania brokers offer many services to their accounts. Among the most common are sales (88.9%), consulting (59%), marketing plans (50%), and merchandising (47 %).
- Most of Pennsylvania's food brokers (92%) charge for these services by commission, others by retainers and/or hourly fees.
- Most food brokers (69 %) currently sell products to major grocery store chains. Many also sell to independent grocery stores (61%), food service distributors (67%), wholesalers (59%), and c-stores (53%).
- 69% of brokers are interested in developing sales for their clients in international markets, for example Canada or Mexico.

Broker Headquarters



Broker Representation by Area



Acknowledgements:

Ms. Deanna Hepner (4th year food marketing major/economics minor) led this project as a student intern for the Center for Food Marketing, and was supported by students *Meghna Bhat*, *Monica Cook*, *John Coutts*, *Fatimah Davis*, and *Andrea Lis*. Mr. Dale Good of the Bureau of Market Development provided oversight for the PA Department of Agriculture.

Acosta Sales & Marketing

A division of Acosta Sales & Marketing Company, Jacksonville FL

Principal: Charlie Poletti, General Manager

Address:

Lancaster: 805 Estelle Drive, Suite 209, Lancaster, PA 17601

Pittsburgh: Penn Center West Four, Suite 100, Pittsburgh, PA 15276

Norristown: 1170 Rittenhouse Road, Norristown, PA 19403

Tel:

Pittsburgh: (412) 494-2400

Lancaster: (717) 892-3100

Norristown: (610)666-5665

Fax:

Pittsburgh: (412) 494-2448

Lancaster: (717) 898-3775

Norristown: (610) 666-5442

Website: www.acosta.com

Territory Covered: Extensive national coverage

Areas of Specialization: Baked foods, Candy/Confections, Coffee/Tea, Condiments, Dairy, Deli, Diet Foods, Meat, Private Label, Produce, Seafood, Snacks, Gourmet Foods, Spices, General Grocery, HBC, General Merchandise

Other: Contact directly for details

Advantage Sales & Marketing

Principal: Curt Strunk, General Manager (Harrisburg Division)

Address: 359 East Park Drive, Harrisburg, PA 17111

Tel: (717)564-4040 **Fax:** (717) 564-7695

Website: www.asmnet.com

Territory Covered: National coverage

Areas of Specialization: Grocery, Prepared Foods, Frozen, Meat, Dairy, Produce, Bakery, Deli, Confections, Beverages, General Merchandise, Health & Beauty, Natural Specialty Items

Services Offered: Sales, EDI, Consulting, Merchandising, Market Research, Marketing Plans, Category Management, Planogram Development, Financial Management, Business Analysis, Results Score-Carding, Strategic Planning, Presentation Development

Trade Called On: Major Grocery Stores, Independent Grocery Stores, Wholesalers, Convenience Stores, Drug Stores, Dollar Stores, Mass Merchandisers

Trade Show Participation: Participates with clients at trade shows

Charges for Services By: Commission

Baker's Group, LLC

Principal: David Halushack

Address: 1341 Catawissa Creek Road, Zion, PA 17985

Tel: (570) 668-6797 **Fax:** (570) 668-6768

E-Mail: dhalushack@bakersgroup.com

Contact: Betty Halushack, Controller

Contact E-mail: sales@bakersgroup.com

Years Established: 16

Total # Employees: 13

Territory Covered: Pennsylvania, Maryland, Virginia, New York

Areas of Specialization: Bakery

Services Offered: Sales, Merchandising

Trade Called On: Major Grocery Stores, Independent Grocery Stores, Retail Food Distributors, Convenience Stores

Trade Show Participation: Works at booths as manufacturer's representatives and service customers at each booth

Charges for Services By: Commission

B. Franklin Foodservice

Principal: Frank Szojka, President

Address: 1217 Walnut Street, Lansdale, PA 19446

Tel: (215) 855-8225 **Fax:** (215) 412-7758

E-Mail: bfranklinfood@verizon.net

Years Established: 26

Total # Employees: 6

Other: Contact for details

BBC Ingredient Sales Company

Principal: William Burnett, President

Address: 1603 P.O. Box 26533, Collegeville, PA 19426

Tel: (610) 489-0801 **Fax:** (610) 489-1917

Website: www.BBCIngredient.com

E-Mail: bill@BBCIngredient.com

Years Established: 22

Total # Employees: 3

Territory Covered: Pennsylvania, New Jersey, Maryland, New York,
New England States

Areas of Specialization: Food Ingredients

Services Offered: Consulting

Trade Called On: Food Processing Plants, R&D Locations

Trade Show Participation: We exhibit at 5 regional IFT (Institute of Food Technologies) shows each year-Pennsylvania, New Jersey, Maryland, New York, New England.

Charges for Services By: Commission

Barry Food Sales

Principal: Barry Katz, Owner

Address: P.O. Box 724, 809 N. Bethlehem Pike, Springhouse, PA 19477

Tel: (800) 378-1548 **Fax:** (215) 646-9776

Website: www.barryfoodsales.com

E-Mail: bkatz@barryfoodsales.com

Years Established: 26

Total # Employees: 6

Territory Covered: Pennsylvania, New Jersey

Areas of Specialization: Prepared Foods, Frozen, Meat, Bakery,
Deli

Services Offered: Sales, Wholesale, Distribution, Warehousing,
Merchandising, Market Research

Trade Called On: Food Service Distributors, School Foodservice

Trade Show Participation: Offers trade show participation

Bittinger-Schmid Sales, LLC

Principal: Allen Bittinger, President

Address: P.O. Box 499, Hanover, PA 17331

Tel: (717) 637-3733 **Fax:** (717) 637-2242

Website: www.summitfood.com

E-Mail: abittinger@supernet.com

Years Established: 15

Total # Employees: 2

Territory Covered: Mid-Atlantic States, Florida, Some Mid-West

Areas of Specialization: Grocery, Frozen, Back-Frozen Vegetables

Trade Called On: Major Grocery Stores, Independent Grocery Stores, Retail Food Distributors, Food Service Distributors

Services Offered: Sales, EDI, Warehousing

Trade Show Participation: Offers trade show participation

Charges for Services: Commission

Brandywine Brokerage Company

Principal: Robert B. DeMento, President

Address: 505 White Horse Pike, Haddon Heights NJ 08035

Tel: (856)546-3700 **Fax:** (856)546-3214

E-Mail: bdm@brooksprovisions.com

Years Established: 20 (Since 1986)

Total # Employees: 15

Territory Covered: Tri-State, New York Market- Philadelphia north to Wilkes-Barre, Scranton including Harrisburg, New Jersey, New York Metro Market, Baltimore/Washington, Delaware south to Washington D.C., Chicago Metropolitan Areas

Areas of Specialization: Grocery, Prepared Foods, Frozen, Meat, Dairy, Bakery, Deli, Beverages, Food Ingredients

Services Offered: Sales, EDI, Consulting, Merchandising, Market Research, Marketing Plans, Category Management, Planogram Development, Warehouse Auditing

Trade Called On: Major Grocery Stores, Independent Grocery Stores, Retail Food Distributors, Wholesalers, Dollar Stores, Club Stores

Trade Show Participation: Participates with clients at trade shows with planning, layout, set-up, manning, implementation and execution.

Charges for Services By: Commission

Chase-Goldenberg Associates

Principal: Christopher Chase, President

Address: P.O. Box 72, 655 Conshohocken Road, Conshohocken,
PA 19428

Tel: (610) 828-7057 **Fax:** (610) 828-7848

Website: www.chase-goldenberg.com

E-Mail: chrisc@chase-goldenberg.com

Years Established: 34

Total # Employees: 7

Territory Covered: Eastern & Central Pennsylvania

Areas of Specialization: Grocery, Meat, Confections, Beverages

Services Offered: Sales, EDI, Consulting, Wholesale, Distribution,
Marketing Plans, Category Management, Planogram Development

Trade Called On: Major Grocery Stores, Independent Grocery
Stores, Retail Food Distributors, Wholesalers, Convenience Stores,
Drug Stores, Dollar Stores

Trade Show Participation: Shows products for manufacturers that
they represent

Charges for Services By: Commission

Charles E. Blumer Company, Inc.

Principal: Chuck Blumer, President

Address: 9244 Commerce Hwy., Pennsauken, NJ 08110

Tel: (856) 488-4715 **Fax:** (856) 488-4716

Website: www.cebco.com

E-Mail: chuck@cebco.com

Years Established: 12

Total # Employees: 5

Territory Covered: Mid-Atlantic

Areas of Specialization: Meat, Dairy, Deli

Services Offered: Sales, Consulting, Wholesale, Merchandising,
Market Research, Marketing Plans, Category Management,
Planogram Development

Trade Called On: Major Grocery Stores, Independent Grocery
Stores, Retail Food Distributors, Food Service Distributors,
Wholesalers, Convenience Stores, Club Stores

Trade Show Participation: Participates with clients at trade shows,
is interested in developing sales for clients in international markets

Charges for Services By: Commission

Concept Food Sales

Principal: Carl Dietze, CEO

Address: 294 West Steuben Street, Pittsburgh PA 15205

Tel: (814) 944-9994 **Fax:** (412)250-2310

Website: www.conceptfoodsales.com

E-Mail: cdietze@conceptfoodsales.com

Years Established: 36

Total # Employees: 32

Territory Covered: Central and Western Pennsylvania, West Virginia, Eastern Ohio, the panhandle of Maryland

Areas of Specialization: Grocery, Prepared Foods, Frozen, Meat, Dairy, Bakery, Deli, Confections, Beverages

Services Offered: Sales, EDI, Consulting, Merchandising, Market Research, Marketing Plans

Trade Called On: Major Grocery Stores, Independent Grocery Stores, Food Service Distributors, Wholesalers, Convenience Stores

Trade Show Participation: Offers trade show participation

Charges for Services By: Commission

Crossmark Sales & Marketing

Division of CROSSMARK, Inc., Plano, TX

Principal: Kevin McCormick, Division Manager

Address: 350 Eagle View Boulevard, Exton, PA 19341

Tel: (610) 649-7210 **Fax:** (610) 649-3119

Website: www.crossmark.com

Areas of Specialization: Dairy, Deli, Frozen Foods, General Grocery, Pet Supplies, Seafood, Snacks

Edward Marlier & Associates

Principal: Ed Marlier, Owner

Address: P.O. Box 189, Wildwood PA 15091-0189

Tel: (724) 443-2228 **Fax:** (724) 443-7988

E-Mail: marlier@earthlink.net

Years Established: 12

Total # Employees: 1

Territory Covered: East, Mid-West

Areas of Specialization: Food Ingredients

Services Offered: Consulting, Product Development

Trade Called On: Food Service Distributors, Convenience Stores,
Food Manufacturers

Trade Show Participation: Offers assistance working/selling at
booths

Other: Works primarily with small to medium-sized companies,
selling them ingredients and assisting with new product
development.

EFD Associates/Mandi Foods, Inc.

Principal: Ed DiPasquale, President/CEO

Address: 270 Alpha Drive, Pittsburgh, PA, 15238

Tel: (412) 967-9655 **Fax:** (412) 967-9654

Website: www.afvs.com

E-Mail: edipasquale@mandi-efd.com

Contact: Barbara Salopek, Secretary

E-Mail: bsalopek@mandi-efd.com

Years Established: 25

Total # Employees: 50

Territory Covered: Greater Pittsburgh Area, Ohio, West Virginia

Areas of Specialization: Prepared Foods, Frozen, Meat, Dairy,
Bakery, Deli, Confections, Beverages, Food Ingredients, Food
Service & Retail

Services Offered: Sales, EDI, Consulting, Warehousing,
Merchandising, Marketing Plans

Trade Called On: Major Grocery Stores, Retail Food Distributors,
Convenience Stores, Club Stores, Food Service

Trade Show Participation: Plans and executes food show details
and representation at trade shows.

F. Rothman Enterprise

Principal: Fred Rothman, Owner

Address: 719 Price Street, West Chester PA 19382

Tel: (610) 431-4311 **Fax:** (610) 431-1916

E-Mail: freemail@verizon.net

Years Established: 50

Total # Employees: 2

Areas of Specialization: Meat, Dairy, Bakery, Deli

Services Offered: Sales, Marketing Plans

Trade Called On: Retail Food Distributors, Food Service Distributors, Wholesalers

Trade Show Participation: Offers representation through distribution and at food shows

Charges for Services By: Commission

Fisher's Homestyle Salads

Principal: Henry Fisher, President

Address: 1809 Old Homestead Lane, Lancaster PA 17601

Tel: (717)293-0800 **Fax:** (717) 293-1511

Years Established: 3.5

Total # Employees: 12-15

Territory Covered: Pennsylvania, New Jersey, Delaware, Maryland, Virginia

Areas of Specialization: Prepared Foods

Services Offered: Wholesale

Trade Called On: Major Grocery Stores, Independent Grocery Stores, Retail Food Distributors, Food Service Distributors

Trade Show Participation: Participates with clients at food shows

Food Service Marketing of Pennsylvania

Principal: Allan Acrey, President

Address: P.O. Box 4532, Pittsburgh PA, 15205

Tel: (412) 928-8600 **Fax:** (412) 928-0301

E-Mail: AllanAcrey.fsm@verizon.net

Years Established: 26

Total # Employees: 13

Territory Covered: 150 Mile Radius of Pittsburgh

Areas of Specialization: Grocery, Prepared Foods, Frozen, Meat, Dairy, Bakery, Beverages

Services Offered: Sales, EDI, Wholesale, Market Research, Marketing Plans

Trade Called On: Major Grocery Stores, Food Service Distributors, Wholesalers, Convenience Stores, Food Service

Trade Show Participation: Participates with clients at food shows

Charges for Services By: Commission

Gail Kramer Associates

Principal: Gail Kramer, President

Address: 19 Bala Avenue, Bala Cynwyd, PA, 19004

Tel: (610) 667-0584 **Fax:** (610)667-9476

E-Mail:gailkramer@aol.com

Years Established: 29

Total # Employees:1

Territory Covered: Pennsylvania, New Jersey, Delaware

Areas of Specialization: Grocery, Frozen, Meat, Dairy, Bakery, Deli, Confections, Beverages, Food Ingredients

Services Offered: Sales, EDI, Consulting, Wholesale, Distribution, Merchandising, Market Research, Marketing Plans, Category Management, Planogram Development

Trade Called On: Major Grocery Stores, Independent Grocery Stores, Retail Food Distributors, Food Service Distributors, Wholesalers, Food Service

Trade Show Participation: Participates with clients at trade shows (Introduces customers to vendor's booths, management, introduces vendors to customers, and discusses marketing plans)

Gallagher Brokerage Inc.

Principal: Tim Gallagher, Salesman

Address: 715 Frederic Street, Hanover PA 17331

Tel: (717) 637-6594 **Fax:** (717)632-1976

E-Mail: gbifood@earthlink.net

Years Established: 30

Total # Employees: 3

Territory Covered: Central Pennsylvania, Baltimore/Washington DC markets

Areas of Specialization: Grocery, Dairy, Canned Goods, Commodity focused

Services Offered: Sales

Trade Called On: Major Grocery Stores, Food Service Distributors
Trade Show Participation: Sets up and mans booth at food distributor and other industry shows

Other: Small family organization representing manufacturers/processors since 1976

Grant Hanson Associates

Principal: Eric Hanson, President

Address: 5211 Militia Hill Road, Plymouth Meeting, PA 19462

Tel: (610) 825-5700 **Fax:** (610) 825-6912

Website: www.granthanson.com

Years Established: 50

Total # Employees: 80

Territory Covered: Eastern Pennsylvania, Southern New Jersey, Northern Delaware

Areas of Specialization: Frozen, Meat, Dairy, Beverages

Services Offered: Sales, Merchandising, EDI, Marketing Plans, Category Management

Trade Called On: Food Service Distributors, Convenience Stores

Charges for Services By: Commission

Trade Show Participation: Offers trade show participation

Greater Pittsburgh Food Brokerage Co.

Principal: Randy Buczynski, President

Address: 911 Washington Avenue, Pittsburgh PA 15106

Tel: (412)429-8833 **Fax:** (412)429-0355

E-Mail: randy@greaterpittfood.com

Years Established: 25

Total # Employees: 20

Territory Covered: Pittsburgh, Cleveland, Ohio, Maryland

Areas of Specialization: Prepared Foods, Frozen, Meat, Bakery,
Deli

Services Offered: Sales, Merchandising, Market Research,
Category Management

Trade Called On: Major Grocery Stores, Independent Grocery
Stores, Retail Food Distributors, Food Service Distributors,
Wholesalers

Trade Show Participation: Offers trade show participation

Charges for Services By: Commission

Highbourne Deer Farms

Principal: John Behrmann, President

Address: 7146 Highbourne Lane, Dallastown, PA 17313

Tel: (717) 747-9448 **Fax:** (717) 747-9449

Website: www.highbourne.com

E-Mail: behrwood.cap@verizon.net

Contact: Trent Hutchison, Farm Manager

Contact E-Mail: highbourne1@verizon.net

Years Established: 15

Total # Employees: 8

Territory Covered: East Coast

Areas of Specialization: Meat, Livestock

Services Offered: Sales, Consulting, Wholesale

Trade Called On: Independent Grocery Stores, Wholesalers,
Convenience Stores, Restaurants

Charges for Services By: Commission

Hugh T. Gilmore Company

Principal: Hugh Gilmore, President

Address: P.O Box 5126, 180 Main St, Avoca PA 18641

Tel: (570) 457-7451 **Fax:** (570) 457-0981

Contact: Thomas Gilmore, Vice President

E-Mail: htgilmoreco@verizon.net

Years Established: 46

Total # Employees: 5

Territory Covered: Mid-Atlantic

Areas of Specialization: Grocery, Frozen, Dairy, Deli, Beverages

Services Offered: Sales, Consulting, Wholesale, Merchandising, Market Research, Marketing Plans, Category Management, Planogram Development

Trade Called On: Major Grocery Stores, Wholesalers

Charges for Services By: Commission

Trade Show Participation: None

Innovative Food Sales

Principal: Ron Benjamin, President/CEO

Address: P.O Box 300, 2805 S. Front Street, Philadelphia PA 19148

Tel: (267)861-2044 **Fax:** (267)861-2048

Website: www.innovativefoodsales.com

E-Mail: rbenjamin@cavtel.net

Years Established: 3 months

Total # Employees: 5

Territory Covered: Mid Atlantic region including New Jersey Philadelphia, Delaware, Maryland, DC, and parts of New York. We also have offices in Florida, New England and Boise, Idaho.

Areas of Specialization: Grocery, Prepared Foods, Frozen, Meat, Dairy, Produce, Deli, Beverages, Food Ingredients, Seafood, GM

Services Offered: Sales, Consulting, Wholesale, Distribution, Merchandising, Market Research, Marketing Plans, Category Management, Planogram Development

Trade Called On: Major Grocery Stores, Independent Grocery Stores, Retail Food Distributors, Food Service Distributors, Wholesalers, Convenience Stores, Club Stores

Trade Show Participation: Helps clients setup booths and arrange meetings with potential buyers. Pairs clients with other vendors for cross promotion of products.

Charges for Services By: Commission, Hourly Fees only for certain projects

Interstate Food Services

Principal: Kurt Siegel, President

Address: P.O. Box 371, 648 Teich Drive, Yardley PA 19067

Tel:(215) 736-2567 **Fax:** (215) 736-2567

Website: www.interstatecoastal.com

E-Mail: interstatefs@comcast.net

Years Established: 17

Total # Employees: 7

Territory Covered: Pennsylvania, Maryland, Virginia, New York,
New Jersey

Areas of Specialization: grocery, prepared foods, frozen, deli,
confections

Services Offered: Sales, Consulting, Wholesale, Merchandising,
Market Research, Category Management, Menu Development

Trade Called On: Major grocery stores, independent grocery
stores, retail food distributors, wholesalers, convenience stores

Trade Show Participation: Offers maximum trade show
participation

Charges for Services By: Commission, Retainers

J.W. Newhard Associates

Principal: John W. Newhard, Owner

Address: 1058 South Madison Street, Allentown PA 18103

Tel: (610) 437-6791 **Fax:** (610)437-3154

E-Mail: hardman@acninc.net

Years Established: 15

Total # Employees: 5

Territory Covered: Eastern Pennsylvania

Areas of Specialization: Meat, Bakery, Deli

Services Offered: Sales, Distribution, Merchandising

Trade Called On: Major Grocery Stores, Independent Grocery
Stores, Retail Food Distributors, Food Service Distributors,
Wholesalers, Convenience Stores, Food Service

Trade Show Participation: Offers limited participation with clients at
trade shows

Other: Also distributes bakery products to accounts in eastern
Pennsylvania

Jeffrey J. Donahoe Co.

Principal: Jeffrey Donahoe, President

Address: 2232 N. Washington Avenue, Scranton, PA 18509

Tel: (570) 343-4322 **Fax:** (570) 343-4522

E-Mail: jeff1506@comcast.net

Years Established: 16

Total # Employees: 1

Territory Covered: Mid-Atlantic region, including Pennsylvania, Baltimore, Washington D.C., and Richmond

Areas of Specialization: Grocery, Prepared Foods, Frozen, Meat, Dairy, Produce, Bakery, Deli, General Merchandise/ Health and Beauty Care

Services Offered: Sales, Consulting, Wholesale, Merchandising, Distribution, Warehousing, Market Research, Marketing Plans, Category Management, Planogram Development

Trade Called On: Major Grocery Stores, Independent Grocery Stores, Retail Food Distributors, Food Service Distributors, Wholesalers, Convenience Stores, Drug Stores, Dollar Stores

Trade Show Participation: Private Label Manufacturer's Association, customer sponsored trade shows, and Fancy Food Show

Charges for Services By: Commission, Retainers

KDM Food Sales

Principal: John Devlin, President

Address: 30 S. Valley Road, Paoli, PA 19301

Tel: (610) 644- 8800 **Fax:** (610) 296-8868

Website: www.kdmfoodsales.doc

E-Mail: jgd@kdmfoodsales.com

Years Established: 13

Total # Employees: 4

Territory Covered: Mid-Atlantic, including Pennsylvania, New Jersey, Delaware, Washington D.C.

Areas of Specialization: Meat, Food Ingredients

Services Offered: Sales, Consulting, Market Research

Trade Called On: Food Manufacturers

Trade Show Participation: None

Charges for Services By: Commission, Retainers

L&L Brokerage

Principal: Rogers Edwards, President

Address: 1217 West Chester Pike, West Chester PA 19382

Tel: (610) 696-5363 **Fax:** (610)436-5109

Years Established: 27

Total # Employees: 10

Territory Covered: New York, Eastern Pennsylvania, New Jersey, Baltimore/Washington, Puerto Rico

Areas of Specialization: Grocery, Prepared Foods, Frozen, Meat, Dairy, Produce, Bakery, Deli

Services Offered: Sales, Marketing Plans, Category Management, Planogram Development

Trade Called On: Major grocery stores, Independent Grocery Stores, Retail Food Distribution, Wholesalers, Convenience Stores, Drug Stores, Dollar Stores

Trade Show Participation: Offers sales assistance at trade shows

Charges for Services By: Commission

L.R. Aronson Company*

Principal: Manuel Fargotstein, Owner/President

Address: 144 North Dithridge, Pittsburgh, PA 15213 (Mailing Address PO Box 8247, Pittsburgh, PA 15217)

Tel: (412) 682-7770 **Fax:** (412) 684-8824

Territory Covered: Central and Western Pennsylvania, West Virginia, Eastern Ohio, the panhandle of Maryland

Areas of Specialization: Baked Foods, Confections, Condiments, Dairy, Deli, Meat, Produce, Snacks, Spices

Charges for Services By: Commission

Other: Contact directly for details

Louise Ceccarelli Specialty Foods

Principal: Louise Ceccarelli

Address: 8808 West Chester Pike, Upper Darby PA 19082

Tel: (610) 789-3565 **Fax:** (610) 789-3573

E-Mail: loucecca@rcn.com

Years Established: 24

Total # Employees: 1

Territory Covered: Pennsylvania, west to Harrisburg, New Jersey, Delaware

Areas of Specialization: Grocery, Confections, Beverages, Food Ingredients

Services Offered: Sales and marketing

Trade Called On: Independent Grocery Stores, Specialty Stores, Gift Stores

Trade Show Participation: Will take clients around at tradeshow to meet with the manufacturers and importers they represent

Charges for Services By: Commission

Murazzi Provision Co. Inc.

Principal: John Murazzi, Secretary/Treasurer

Address: 1262 Providence Road. Scranton, PA 18508

Tel: (570) 344-2285

Total # Employees: 10

Territory Covered: Lackawana and Luzern Counties

Areas of Specialization: Meat, Deli

Services Offered: Wholesale, Distribution

Trade Called On: Major Grocery Stores, Independent Grocery Stores, Food Service Distributors, Wholesalers, Convenience Stores

National Heritage Sales, Co., Inc.

Principal: Gerry Gallagher, President

Address: 1512 West Chester Pike # 325, West Chester PA 19382

Tel: (610) 692-0904 **Fax:** (610) 692-6709

E-Mail: ussales@axs2000.net

Years Established: 23

Total # Employees: N/A

Territory Covered: Philadelphia Market, Baltimore/Washington Market and the Richmond, Virginia Market

Areas of Specialization: grocery, prepared foods, frozen, dairy, produce, bakery, deli

Services Offered: Sales, Consulting, Marketing Plans

Trade Called On: Major Grocery Stores, Independent Grocery Stores, Retail Food Distributors, Wholesalers, Convenience Stores

Trade Show Participation: Offers support at trade shows

Charges for Services By: Commission, Retainers

Penmar Resource Management, Inc.

Principal: North A. Woodhead, Owner

Address: 459 Ford Drive, Elizabethtown, PA 17022

Tel: 215-885-8422

E-Mail: woodheadn@aol.com

Years Established: 27

Total # Employees: 1

Services Offered: Sales, Consulting

Trade Called On: Food Processing

Charges for Services By: Commission

Trade Show Participation: None

Philadelphia Brokerage

Principal: Richard Taubman, President

Address: 903 Stratford Avenue, Melrose Park PA 19027

Tel: (215) 782-3677 **Fax:** (215) 782-3679

E-Mail: phillybrokerage@yahoo.com

Years Established: 29

Total # Employees:3

Territory Covered: Philadelphia, South Jersey,
Baltimore/Washington, Virginia

Areas of Specialization: Frozen, Meat

Services Offered: Sales, Consulting, Merchandising, Marketing
Plans

Trade Called On: Major Grocery Stores, Independent Grocery
Stores, Retail Distributors, Wholesalers, Dollar Stores, Club Stores

Trade Show Participation: Set up and work booth

Charges for Services By: Commission

Philadelphia Marketing Group

Principal: Stephen Weinstein, Partner

Address: P.O. Box 677, Willow Grove, PA 19090

Tel: (215) 806-3719 **Fax:** (215) 689-0890

E-Mail: pmgemail@comcast.net

Years Established: 33

Total # Employees: 2

Territory Covered: Eastern Pennsylvania, Southern New Jersey,
Wilmington DE

Areas of Specialization: Janitorial Products, Disposables, Anti-
Bacterial Wipes

Trade Called On: Major Grocery Stores, Mass Merchandisers, Food
Service Distributors, Wholesalers, Convenience Stores, Dollar
Stores

Services Offered: Sales & Consulting

Other: Offers Trade Show Participation

REJ Sales & Marketing

Principal: Dick Joyal, Principal

Address: 702 S. Clifton Street, Philadelphia PA 19147

Tel: (267)231-0427 **Fax:** (215)925-7801

E-Mail: REJMarketing@yahoo.com

Years Established: 8

Total # Employees: 2

Territory Covered:

Areas of Specialization: Prepared Foods, Frozen, Meat, Deli

Services Offered: Sales, Consulting, Marketing Plans, Regional and National Restaurant Chains

Trade Called On: Food Service Distributors, Convenience Stores, Food Service

Charges for Services By: Commission & Retainers

Trade Show Participation: Offers product representation services to clients at trade shows.

Other: We as a master foodservice broker on a regional and also a national level depending on the manufacturer's capabilities. Our company's strength is the fact that we are a proactive company and prides itself on over 40 years of regional, national, and international foodservice experience. Our networking capabilities should give products greater exposure in the national foodservice arena

Sales Management Partners

Principal: Harry Arena, President

Address: 878 Pinetown Road, Fort Washington PA, 19034

Tel: (215) 793-4007 ext. 15 **Fax:** (215) 793-4006

E-Mail: harry.arena@salesmanagementpartners.com

Years Established: 3

Total # Employees: 11

Territory Covered: Cleveland, Western Ohio, Southeastern

Pennsylvania, Central Pennsylvania, New Jersey, Maryland, Virginia, South Carolina, Florida, Texas.

Areas of Specialization: Frozen, Meat, Deli. Dairy, Food Ingredients

Services Offered: Sales, EDI, Merchandising, Market Research, Marketing Plans

Trade Called On: Major Grocery Stores, Mass Merchandisers, Independent Grocery Stores, Retail Food Distributors, Food Service Distributors, Wholesalers, Convenience Stores, Dollar Stores, Club Stores

Trade Show Participation: Offers trade show participation

Charges for Services By: Commission, Retainers, & Hourly Fee

Santucci Associates, Inc.

Principal: Stephen Deleo, Vice President

Address: 1010 Mill Creek Drive, Feasterville, PA, 19053

Tel: (215) 355-1117 **Fax:** (215) 355-0986

Website: www.santucciassoc.com

E-Mail: main@santucciassoc.com

Years Established: 40

Total # Employees: 20

Territory Covered: Metro New York, Pennsylvania, New Jersey,
Maryland, Virginia, North Carolina, South Carolina

Areas of Specialization: Grocery, Produce, Confections, Specialty
Foods

Services Offered: Sales

Trade Called On: Major Grocery Stores, Independent Grocery
Stores, Retail Food Distributors

Charges for Services By: Commission

Trade Show Participation: Offers trade show participation

Summit Food Marketing

Principal: Michael Freed, President

Address: 1495 Alan Wood Road, Suite 3 Conshohocken, PA 19428

Tel: (610) 941-5331 **Fax:** (610) 941-5322

Website: www.summitfood.com

E-Mail: mfreed@summitfood.com

Contact: James Ruddy Jr., Vice-President

Tel: (610) 941-5331 **Fax:** (610) 941-5322

E-Mail: jruddyjr@summitfood.com

Years Established: 48

Total # Employees: 28

Territory Covered: Eastern PA and Southern NJ

Areas of Specialization: Grocery, Prepared Foods, Frozen, Meat,
Dairy, Produce, Bakery, Deli, Beverages

Trade Called On: Food Service Distributors

Services Offered: Sales, EDI, Consulting, Distribution,
Placing/Taking Orders, Marketing

Trade Show Participation: Promotes products to
distributors/operators, supplies personnel to cook, sample, and sell
manufacturers products at booths at food shows.

Charges for Services: Commission

Strategick Sales, Inc.

Principal: Rick Egick, President

Address: 1603 Bow Tree Drive, West Chester, PA 19380

Tel: (610) 696-1739 **Fax:** (610) 696-1643

Website: www.strategicksales.com

E-Mail: regick@strategicksales.com

Years Established: 4

Total # Employees: 6

Territory Covered: Mid-Atlantic, New York, New England

Areas of Specialization: Grocery, Deli, Prepared Foods, HBC/GM,
Drug Channel

Services Offered: Sales, EDI, Consulting, Merchandising, Marketing
Plans, Category Management, Planogram Development

Trade Called On: Major Grocery Stores, Independent Grocery
Stores, Retail Food Distributors, Food Service Distributors,
Wholesalers, Drug Channel

Trade Show Participation: Participates with clients at all applicable
trade shows and consumer show events

Charges for Services By: Commission, Retainers, Hourly Fees,
Other fees as applicable

Superior Food Brokerage, LLC

Principal: Dave Thomas, Owner

Address: 8501 La Salle Road, Suite 308 Towson, MD 21286

Tel: (410) 337-3611 **Fax:** (410) 339-7190

Website: www.superiorfoodbrokerage.com

E-Mail: dthomas@superiorfoodbrokerage.com

Years Established: 30

Total # Employees: 21 full-time

Territory Covered: Central Pennsylvania, Baltimore, Washington
D.C., Richmond & Norfolk Virginia

Areas of Specialization: Prepared Foods, Frozen, Meat, Dairy, Deli

Services Offered: Sales, EDI, Consulting, Merchandising

Trade Called On: Major Grocery Stores, Independent Grocery
Stores, Retail Food Distributors, Food Service Distributors,
Wholesalers

Trade Show Participation: Participates with clients at trade shows
by manning the booth for their manufacturers

Charges for Services By: Commission

