Growing your agricultural business in Jefferson County, New York

Comefarmwithus.com

- Jefferson County is home to Great Lakes Cheese and H.P. Hood
- 5.9 Billion pounds of milk produced within 100 miles
- Shovel ready sites available with rail access and 3 phase power
- Strategic access to Canada and the North Eastern U.S.
- Experienced manufacturing workforce
- Tax incentives, financial assistance, and foreign trade zones

Criteria for Agricultural Success

Reason 1. Other dairy manufacturers are located here. Jefferson County is home to the Great Lakes Cheese Company’s Adams, NY plant. In 2007, they built a new $80 million plant here manufacturing naturally aged cheddar cheese. H.P. Hood owns the Crowley Foods Plant in LaFargeville NY manufacturing cottage cheese and sour cream. Next door in Lewis County you’ll find the largest manufacturer of Cream Cheese at the Kraft Foods Plant. Within 100 miles of Watertown there are at least 5 other major dairy manufacturing operations.

Reason 2. We have a great milk supply within a 100 mile radius of Jefferson County, NY: 2,483 Dairy Farms • 275,800 Dairy Cows Producing 5.9 Billion pounds of milk.

According to a recent study by Cornell University, our five counties of northern New York have more than enough milk to supply our current dairy manufacturers and support another 4 million pounds per day plant. Northern New York Dairy Farms have experienced better than average growth in milk production and better than average improvement in milk production per cow.

Reason 3. Shovel ready sites. We have a brand new 80 acre industrial park offering municipal water supply, 3 phase electricity supply, natural gas, municipal sewer system, and a developer willing to help build and make equity investments, that fit their profile, in projects. The Industrial Park is directly adjacent to interstate 81 and will be directly connected to the CSX main railroad that travels from Montreal Canada to Syracuse NY. We have other sites available too.

Reason 4. Direct access to Canada. Watertown is just 25 miles from the Thousand Islands border crossing.

Reason 5. We are directly and easily connected to the rest of the eastern seaboard and northeastern U.S. Interstate 81 traverses Jefferson County allowing your products and services to easily reach anywhere along the eastern seaboard of the U.S. and any of the major metropolitan areas of eastern and central Canada.

Reason 6. Working to ensure your success. The Jefferson County Local Development Corporation has actively helped farmers improve their milk production, expand their farms, and start new farms. We helped Great Lakes Cheese with their expansion project, and we will help you with your project. We can even bring in investors interested in supporting large agricultural projects, if necessary.

Reason 7. Ready and willing workforce. Several large manufacturing businesses already in the area. Fort Drum provides an excellent pool of prospective employees.

For more information contact:
Jay Matteson, Jefferson County Agricultural Coordinator
(315) 782-5865 x 232
coordinator@comefarmwithus.com
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2015-2016 Membership Directory


www.nedairyfoods.org info@nedairyfoods.org www.neastda.org info@neastda.org

427 South Main Street
North Syracuse, NY 13212-2863
Phone: (315) 452-6455
Fax: (315) 452-1643

Bruce W. Krupke, Executive Vice President Gary Latta, Industry Relations Director & Economist
Leanne Ziemba, Executive Assistant

This directory has been compiled and published for the convenience of the association members of Northeast Dairy Foods Association, Inc. and the Northeast Dairy Association, Inc.

We urge all members to use this directory as a handy reference, and to give their support and patronage to those listed whenever possible.

All information is voluntarily provided by our membership. We encourage all members to keep their information current by notifying our office whenever there are changes in personnel or addresses.

This book is for member business use only and may not be reproduced. For additional membership information or additional copies, please contact our office.

Background

Northeast Dairy Foods Association, Inc. was established in 1928 as New York State Milk Distributors, Inc. in 1978 the name was changed to New York State Dairy Foods, Inc. and then in 2008 we became the Northeast Dairy Foods Association, Inc. Northeast Dairy Foods is a full service trade association with members from all over the Northeast. Types of members include milk and dairy product processors, distributors, cheese manufacturers, ice cream plants, retailers and dairy farm producers. To be a member a company must be based or sell dairy products in CT, MA, ME, NH, NJ, NY, RI or VT. All memberships are approved by the board of directors.

The main services of the association include:

1. Monitoring of legislative affairs, lobbying on behalf of the membership, third party information source.
2. Cost saving insurance programs and services.
3. Communications, public relations and promotional programs that promote the sales of those products sold by members.

A Board of Directors elected from the general membership oversees the association’s policy and direction. Director meetings are held 4 times each year including the annual meeting during the association’s annual convention. The association is governed by By-Laws that provide specific direction in accordance with association business law.

Northeast Dairy Foods Association, Inc. encourages all members to be active and take advantage of the association services.

For more information about membership and the services provided, contact our office at 315-452-MILK (6455) or visit our website at www.nedairyfoods.org.
### Executive Board of Directors

<table>
<thead>
<tr>
<th>Position</th>
<th>Name</th>
<th>Company/Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>President</td>
<td>Donald Merrigan</td>
<td>Readington Farms, Inc</td>
</tr>
<tr>
<td>Vice President</td>
<td>Mike Suever, Sr.</td>
<td>HP Hood LLC</td>
</tr>
<tr>
<td>Secretary</td>
<td>Daniel Lausch</td>
<td>Lactalis American Group, Inc.</td>
</tr>
<tr>
<td>Treasurer</td>
<td>Jay Jaskiewicz</td>
<td>Upstate Niagara Cooperatives</td>
</tr>
<tr>
<td>Past President</td>
<td>James Buelow</td>
<td>Worcester Creameries/Elmhurst Milk</td>
</tr>
</tbody>
</table>

### Board of Directors

- James Buelow - Milk Procurement Manager, Worcester Creameries/Elmhurst Dairy
- William Byrne, Jr. - Chairman of the Board, Byrne Dairy
- William Fitchett - VP General Manager, Marcus Dairy
- Jason Huck - General Manager, Dairy, Cornell University
- Terra Jackson - Milk Procurement Manager, Chobani Inc.
- Jay Jaskiewicz - Director of Operations, Upstate Niagara Cooperatives
- Daniel Lausch - Director - Milk Procurement, Lactalis American Group, Inc.
- Donald Merrigan – President, Readington Farms
- Lewis Miller – President, Queenboro Farm Products, Inc.
- Paul Nero - Sales Operations Manager, Garelick Farms of New York
- James Norton – Vice President, Stewart’s Processing Corp.
- James Pratt - Senior VP of Operations, Agri-Mark/Cabot Creamery
- Richard Rzeszotarski - Chairman of the Board, Mohawk Dairy (Z&R Corp.)
- Rick Sedotto – VP of Operations, Midland Farms Dairy
- Michael Suever - Sr. VP R&D, Eng & Milk Procurement, HP Hood LLC
- Michael Young – President, Guida’s Dairy

### Honorary Directors

- Arthur Berger
- Richard P. Boice

### Legal Counsel

- Charles English, Jr. Esq.
- Davis Wright Tremaine LLP
- 1919 Pennsylvania Avenue, NW Suite 800
- Washington DC 20006-3401
- (202) 973-4272

### Committees

- **Budget**: Chair – Jay Jaskiewicz, Lewis Miller
- **Convention**: Chair – Jason Huck
- **Executive**: All four executive board members and past president
- **Insurance**: Chair – William Fitchett
- **Legislative**: Chair – William Fitchett, James Buelow, Donald Merrigan, Lewis Miller, Mike Suever, Daniel Lausch
- **Long Range Planning**: Chair - James Buelow, Donald Merrigan, Lewis Miller, Mike Suever
- **Membership**: Chair – Rick Sedotto, Paul Nero
- **New York City Area Milk Dealers**: Chair – Lewis Miller, James Buelow
- **Nomination**: Chair - William Fitchett, Lewis Miller
- **Quality Assurance**: Chair – Jason Huck, Jay Jaskiewicz
- **CAO Representative**: Chair – James Buelow
- **Cornell University and NY Cheese Manufacturers Liaison**: Chair – Jason Huck
NYS Government Officials

Governor’s Office
Andrew Cuomo
Executive Chamber
State Capitol
Albany, NY 12224  Phone: 518-474-8390
State Website:  www.state.ny.us  Governor’s Website:  www.state.ny.us/governor

Senate Agriculture Committee Chairwoman  
Patricia Ritchie
Legislative Office Bldg., Room 815
Albany, NY 12247
Phone: 518-455-3438  Fax: 518-426-6740

Assembly Agriculture Committee Chairman:  
Assemblyman William Magee
Legislative Office Bldg., Room 828
Albany, NY 12248
Phone: 518-455-4807  Fax: 518-455-5237

NYS Dept. of Agriculture and Markets

10B Airline Drive  Albany, NY 12235  Website:  www.agmkt.state.ny.us

Commissioner: Richard Ball  Phone: 518-457-8876  Fax: 518-457-3087

1st Deputy Commissioner: James Bays  Phone: 518-457-2771  Fax: 518-457-3087

Deputy Commissioner: Ron Rausch  Phone: 518-457-7728  Fax: 518-457-3087

Legal Counsel: Susan Rosenthal  Phone: 518-457-1059  Fax: 518-457-8842

Milk Inspection: Casey McCue, Director  Phone: 518-457-1772  Fax: 518-457-8730

Milk Control and Dairy Services:  
Phone: 518-457-5731  Fax: 518-485-5816

Licensing and Security  
: Charles Huff, Licensing & Auditing  
Phone: 518-457-4142  Fax: 518-485-5816

Food Safety and Inspection Division: Steve Stich  
Phone: 518-457-4492  Fax: 518-485-8986

Package Compliance: Kathy Laviolette  
Phone: 518-457-2050  Fax: 518-485-8730

New York State Fair: Troy Waffner, Acting Director  
581 State Fair Blvd.  Syracuse, NY 13209  
Phone: 315-485-7711  Fax: 315-487-9260

Public Affairs/Communication/FOIL: Joe Morrisey  
Phone: 518-485-7728  Fax: 518-457-3087

Div. of Agricultural Development:  
Tim Pezzolesi, Director  
Phone: 518-457-7076
CT Dept. of Agriculture
165 Capitol Avenue Hartford, CT 06105  Website: http://www.ct.gov/DOAG/site/default.asp

Commissioner: Steven Reviczky  Phone: 860-713-2501  Fax: 860-713-2514
Assistant Director: Wayne Kasacek  Phone: 860-713-2508  Fax: 860-713-2515

MA Dept. of Agricultural Resources
251 Causeway Street, Suite 500 Boston, MA 02114  Website: http://www.mass.gov/agr/

Commissioner: Gregory C. Watson  Phone: 617-626-1700  Fax: 617-626-1850

ME Dept. of Agriculture, Food and Rural Resources
28 State House Station Augusta, ME 04333  Website: http://www.maine.gov/agriculture/index.shtml

Commissioner: Walter Whitcomb  Phone: 207-287-3200  Fax: 207-287-7548
Maine Milk Commission: Tim Drake, Exec Director  Phone: 207-287-7521  Fax: 207-287-7548

NH Dept. of Agriculture, Markets and Foods
PO Box 2042, 25 Capitol Street, 2nd Floor Concord, NH 03302  Website: http://agriculture.nh.gov/

Commissioner: Lorraine Merrill  Phone: 603-271-3551  Fax: 603-271-1109

NJ Dept. of Agriculture
PO Box 330, Trenton, NJ 08625  Website: http://www.state.nj.us/agriculture/

Coordinator Dairy Program and Enforcement:
Dan Wunderlich  Phone: 609-292-6382  Fax: 609-984-2508

Secretary of Agriculture: Douglas Fisher  Phone: 609-292-3976  Fax: 609-292-3978

RI Dept. of Environmental Management
235 Promenade Street Providence, RI 02908  Website: http://www.dem.ri.gov/programs/bnatres/agricult/

Chief: Kenneth Ayars  Phone: 401-222-2781  Fax: 401-222-6047

VT Agency of Agriculture, Food and Market
116 State Street, Drawer 20 Montpelier, VT 05620  Website: http://www.vermontagriculture.com/

Secretary of Agriculture: Chuck Ross  Phone: 802-828-1619  Fax: 802-828-2361
Deputy Secretary: Diane Bothfeld  Phone: 802-828-1619  Fax: 802-828-2361
Northeast Marketing Area – Federal Order 1

Market Administrator:  Erik F. Rasmussen
89 South Street, Suite 301
Boston, MA  02111
Phone:  617-737-7199   Fax:  617-737-8002
Website:  www.fmmone.com

Albany Office:
John Poole    Peter Fredericks
One Columbia Circle  Albany, NY  12203
Phone: 518-452-4410    Fax: 518-464-6468

Alexandria Office:
John Marcucci
PO Box 25828   Alexandria, VA  22313
Phone: 703-549-7000    Fax: 703-549-7003

Cornell University
Website:  www.foodscience.cornell.edu
NYS College of Ag and Life Sciences:
Kathryn J. Boor, Dean
Phone:  607-255-2241

Dept. of Food Science:
Professor Martin Wiedman
Phone: 607-255-7616    Fax: 607-254-4868

New York State Cooperative Extension:
Cornell Cooperative Extension
Dr. Robert Gravani, Director
Phone: 607-255-3262

Milk Quality Improvement Program
Steven Murphy, Sr. Extension Associate
Dr. David M. Barbano,
Director Northeast Dairy Foods
Research Center
Phone: 607-255-2893
Dr. Andrew M. Novakovic, Chairman, ARME
Phone: 607-255-7602    Fax: 607-255-9984

New York State Association For Food Protection:
Marsha Koerner, President
Phone: 607-255-2893
Janene Lucia, Exec. Secretary
172 Stocking Hall
Ithaca, NY  14853
Phone: 607-255-2892    Fax: 607-255-4868

New York State Cheese Manufacturers Association:
Janene Lucia, Asst. Secretary/Treasurer
Cornell University
172 Stocking Hall
Ithaca, NY  14853
Phone: 607-255-2892    Fax: 607-255-4868

The Dairy Practices Council:
Jeff Bloom, Executive Vice President
19 Titus Court
Richboro, PA  18954
Phone: 215-355-5133    Fax: 215-355-5133

Empire State Council of Agricultural Organizations:
Elizabeth Seme, Exec. Secretary
4 Youngs Place
Latham, NY  12110
Phone: 518-783-1322    Fax: 518-783-1258
Association Services

Please use this handy reference when inquiring about services our association provides through these approved and authorized agents. Be sure to mention you are a Northeast Dairy Foods Association, Inc. member to receive authorize participation and receive cost discounts.

Keevily Spero-Whitelaw, Inc. - Thomas McEvily, President Toll Free (800) 523-5516
  Michael McEvily, Vice President/Sales
  Michael Cryan, Buffalo, NY Office (716) 250-4291
  Workers Compensation Safety Group #426
  Since 1949 through the NY State Insurance Fund returning very competitive dividends each year. OSHA and job safety consulting services. Call with any claims problems or questions.
  www.keevily.com

RAL Services, Inc. - Richard A. Longo, President Toll Free (877) 823-8400
  Group NYS DBL Insurance Program
  NYS Mandatory Disability Insurance, (DBL)
  Auto/Truck Health Insurance programs
  Liability Property
  Refrigeration Processing Equipment
  Umbrella
  www.ralservices.com

Unemployment Cost Control - Robert Du Val, Esq, President (201) 798-1313
  Unemployment Cost Control for all Businesses, review claims. No charge for this service, you must authorize, form available, just call. Annual Analysis of yearly unemployment tax rates, attend/assist in preparing for unemployment hearings.

ADP - Payroll and Business Services - Mark Lukasiewicz 315-453-1632 Discount for new Customers, 20% off regular prices. Mention you are a member of our association
  www.adp.com

ASA - Agri-Services Agency - David Wallace, Representative 866-297-7729
  Leaders in Agricultural Insurance Policies
  Options: Property, Crime, Liability, Auto, Umbrella, and NEW Group Discount Products Recall Insurance, Captive Insurance
  PO Box 4910, Syracuse, NY 13221-4910
  www.agri-servicesagency.com

Energy Partner Consultants - Robert Wright, Chief Operating Officer
  Energy Partner Consultants www.energypartnerconsultants.com (518) 879-7066
  Albany, NY - Energy Audit Rebates, Consults and Assists in finding the right energy solutions for your business at the best rates possible, no cost for this service. Real time energy needs bidding partnered with World Energy.

Windstream Communications—David Lewis, 315-703-0019 www.windstream.com
  David.lewis@windstream.com
  Provider of all your business communications and office technology needs can be supplied by this national company including internet, phone, network security, data center, cloud, equipment and business services. Discounts apply, mention you are a member of our association.
Northeast Dairy Foods Association, Inc. Membership

Dean Horowitz, Vice President
145 Powerhouse Road
Roslyn Heights, NY 11577
Phone: (516) 484-5834   Fax: (516) 484-5834
Website: www.madtoppyogurt.com
Company Category: 7 Cultured Product Manufacturer
Territory: USA
In Business Since: 2010
Number of Employees: 8

American Classic Specialties Corp.
Greg Kronrad, Vice President
Theresa Kronrad Gen. Manager
1565 Fifth Industrial Court
Bayshore, NY 11706
Phone: (631) 666-1000   Fax: (631) 666-2934
Website: www.americanclassicicecream.com
Company Category: 5 Ice Cream Manufacturer, 6 Ice Cream Distributor
Territory: Long Island and Metro NY
In Business Since: 1971
Number of Employees: 30

Agri-Mark/Cabot Creamery
Jim Pratt, Senior VP of Operations
Ed Townley VP Finance
Robert Gilchrist
Ed Pcolor Senior VP Manufacturing
193 Home Farm Way
Waitsfield, VT 05673
Phone: (802) 496-1204   Fax: (802) 496-1205
Website: www.cabotcheese.com
Company Category: 3 Cheese Manufacturer
Territory: Dairy Products - United States  Whey Products - International
In Business Since: 1916
Number of Employees: 900

Bartlett Dairy Inc.
Tom Malave Jr., President
105-03 150th Street
Jamaica, NY 11435
Phone: (718) 658-2299   Fax: (718) 725-6626
Website: www.bartlettny.com
Company Category: 2 Milk Distributor
Territory: Queens, Brooklyn, Manhattan
In Business Since: 1990
Number of Employees: 400

ALNYE Trucking
Gary Nye, Vice President
Barney McConnell
Brad Nye
Brian Nye
59 Aurora St.
PO Box 1118
Moravia, NY 13118-1118
Phone: (315) 497-3329   Fax: (315) 497-1669
Website: www.alnyetrucking.com
Company Category: 9 Bulk Tank Hauler
Territory: Northeast
In Business Since: 1951
Number of Employees: 100

Battenkill Valley Creamery
Seth McEachron, Owner
691 County Route 30
Salem, NY 12865
Phone: (518) 859-2923   Fax: (518) 854-7604
Website: www.battenkillcreamery.com
Company Category: 1 Milk Processor
Territory: Upstate NY
In Business Since: 2008
Number of Employees: 9

Alpina Foods
Roger Parkhurst, Industrial Director
5011 Ag Park Drive West
Batavia, NY 14020
Phone: (585) 815-6321   Fax: www.alpina.com
Website: www.alpina.com
Company Category: 7 Cultured Product Manufacturer
Territory:
In Business Since:
Number of Employees:

BelGioioso Cheese, Inc.
Tim Cronin, General Manager
Bob Constantino President
115 Van Gysling Ave
Schenectady, NY 12305
Phone: (518) 374-5064   Fax: (518) 374-4015
Website: www.belgioioso.com
Company Category: 3 Cheese Manufacturer
Territory:
In Business Since: 1921
Number of Employees: 38

Boice Bros. Dairy, Inc.
Richard Boice, Chairman
36 O’Neil Street
Kingston, NY 12401
Phone: (845) 338-3506   Fax: (854) 338-3651
Website:
Company Category: 1 Milk Processor, 2 Milk Distributor, 5 Ice Cream Manufacturer
Territory:
In Business Since: 1914
Number of Employees: 45
Northeast Dairy Foods Association, Inc. Membership

Borden Auto Wash Entp., Inc.
Don Borden, Owner
184 East Fairmont Ave.
Lakewood, NY 14750
Phone: (716) 763-0486  Fax:
Website:
Company Category: 10 Retailer
Territory: Chautauqua county, NY
In Business Since: 1979
Number of Employees: 5

Broadway Heights Dairy, Inc.
Albert Morrison, President
Steven P. Hyland Secretary/Treasurer
Maryann Morrison Office Manager
Patrick Gannon Sales Manager
1510 5th Avenue
Bay Shore, NY 11706-3429
Phone: (631) 969-4000  Fax: (631) 969-7829
Website:
Company Category: 2 Milk Distributor
Territory: Nassau, Queens and Suffolk counties
In Business Since: 1925
Number of Employees: 35

Buttercup’s Dairy Store
Richard Smith, Vice President
285 Boyle Road
Port Jefferson Station, NY 11776
Phone: (516) 928-4607  Fax: (516) 928-4640
Website:
Company Category: 1 Milk Processor
Territory:
In Business Since: 1971
Number of Employees: 20

Byrne Dairy, Inc.
Carl Byrne, President
Bill Byrne Chairman of the Board
Nick Marsella VP Plant Operations
PO Box 176
Lafayette, NY 13084
Phone: (315) 475-2111  Fax: (315) 471-0930
Website: www.byrnedairy.com
Company Category: 1 Milk Processor
Territory: North America
In Business Since: 1933  Number of Employees:

Cayuga Milk Ingredients
Keven Bucklin, Chief Operating Officer
Kevin, Ellis, CEO
131 Genesee Street
Suite 2
Auburn, NY 13021
Phone: (315) 364-0070  Fax: (315) 364-0003
Website:
Company Category:
Territory: International
In Business Since: Number of Employees:

Chobani, Inc.
Terra Jackson, Milk Procurement Manager
Hamdi Ulukaya, President
Halil Ulukaya CEO & Vice President of Operations
669 County Highway 25
New Berlin, NY 13411
Phone: (607) 847-6181  Fax: (607) 847-8847
Website: www.chobani.com
Company Category: 7 Cultured Product Manufacturer
Territory:
In Business Since: 2005
Number of Employees: 900

Commonwealth Dairy LLC
Thomas Moffitt, President
Benjamin Johnson
Angela Timm
Ralph Hapulcu
3 Omega Drive
PO Box 6212
Brattleboro, VT 05301
Phone: (802) 251-2300  Fax: (802) 275-5231
Website: www.commonwealth-dairy.com
Company Category: 7 Cultured Product Manufacturer
Territory: USA
In Business Since: 2009
Number of Employees: 75

Cornell University
Jason Huck, General Manager, Dairy
Department of Food Science
Room 180 Stocking Hall
Ithaca, NY 14853
Phone: (607) 255-3272  Fax: (607) 255-7062
Website: www.foodscience.cornell.edu
Company Category: 1 Milk Processor, 3 Cheese Manufacturer, 5 Ice Cream Manufacturer, 7 Cultured Product Manufacturer
Territory:
In Business Since: NA
Number of Employees: 260

Cream-O-Land Dairies, LLC
Jay Schmeier, President
Robert Schmeier Member
PO Box 146
529 Cedar Lane
Florence, NJ 08518
Phone: (800) 220-6455  Fax: (609) 499-4936
Website: www.creamoland.com
Company Category: 2 Milk Distributor
Territory: NJ, NYC, Long Island, Philadelphia, CT
In Business Since: 1943
Number of Employees: 260
**Northeast Dairy Foods Association, Inc. Membership**

**Crystal Spring Dairy, Inc.**
Peter Donnelly, President
Kathleen Kokes, Vice President
1562 State Route 86
Saranac Lake, NY 12983
Phone: (518) 524-1096 Fax: (518) 891-7048
Website: 
Company Category: 10 Retailer
Territory: Saranac Lake
In Business Since: 1920
Number of Employees: 9

**Cumberland Dairy, Inc.**
Carmine Catalana, IV, President
Frank Catalana, VP Manufacturing
David Catalana, VP Sales & Marketing
Beth Page Administrative Services Manager
890 Landis Ave
PO Box 308
Rosenhayn, NJ 08352
Phone: (856) 451-1300 Fax: (856) 451-2849
Website: www.cumberlanddairy.com
Company Category: 1 Milk Processor
Territory: East Coast
In Business Since: 1932
Number of Employees: 140

**D. M. Ice Cream Corp.**
Roy Castro, Vice President
36-53 35th Street
Astoria, NY 11106-1301
Phone: (718) 392-0197 Fax: (718) 707-3381
Website: 
Company Category: 6 Ice Cream Distributor
Territory: NYC Metro Area
In Business Since: 1968
Number of Employees: 8

**Delicioso CoCo Helado**
Sophia Thiebaud, Bookkeeper
849 St. Ann's Ave.
Bronx, NY 10456
Phone: (718) 292-1930 Fax: (718) 292-1243
Website: 
Company Category: 5 Ice Cream Manufacturer
Territory: New York
In Business Since: 1978 Number of Employees: 20

**Depew Dairy Distributors, Inc.**
David Wargala, President/Owner
PO Box 187
Depew, NY 14043
Phone: (716) 683-9164 Fax: (716) 683-9275
Website: 
Company Category: 2 Milk Distributor
Territory: 
In Business Since: 
Number of Employees: 

**Depew Milk Co., Inc.**
Edward Wargala, President
PO Box 187
Depew, NY 14043-0187
Phone: (716) 683-9164 Fax: (716) 683-9275
Website: 
Company Category: 12 Distribution & Transportation, 2 Milk Distributor
Territory: 9 Western NY counties
In Business Since: 1923
Number of Employees: 19

**Dobert’s Dairy**
Norman Dobert, President
Scott E. Dobert, Manager
68 Third St.
PO Box 947
Glens Falls, NY 12801
Phone: (518) 792-3415 Fax: (518) 798-8595
Website: 
Company Category: 2 Milk Distributor
Territory: 
In Business Since: 1931
Number of Employees: 16

**Elmhurst Dairy, Inc.**
Jay Valentine, Plant Manager
Henry Schwartz, President/Owner
Tom O’Brien, Corporate Credit Manager
155-25 Styler Rd.
Jamaica, NY 11433
Phone: (718) 526-3442 Fax: (718) 297-6385
Website: www.elmhurstdairy.com
Company Category: 1 Milk Processor
Territory: United States/Northeast US
In Business Since: 1919
Number of Employees: 250

**Elmo Transportation Inc.**
Kevin Abramson, President
156-02 Liberty Ave
Jamaica, NY 11433
Phone: (718) 257-2040 Fax: 
Website: 
Company Category: 2 Milk Distributor
Territory: 
In Business Since: Number of Employees: 12

**Empire Specialty Cheese Co., LLC**
Jay Arcata, Manager
330 Fairfield Rd.
PO Box 11111
Fairfield, NJ 07004
Phone: (973) 227-002 Fax: (973) 227-5022
Website: 
Company Category: 3 Cheese Manufacturer
Territory: 
In Business Since: 
Number of Employees: 51
**Everson Dairy Inc.**  
Donald Case, President  
89 Kendall St.  
Clifton Springs, NY 14432-0592  
Phone: (315) 462-5211  Fax:  
Website:  
Company Category:  2 Milk Distributor  
Territory: Ontario and Wayne counties  
In Business Since: 1969  
Number of Employees:  12

**Friendship Dairies LLC**  
Steven Power, Plant Manager  
6701 County Route 20  
Friendship, NY 14739  
Phone: (585) 973-2332  Fax: (585) 973-2401  
Website: www.friendshipdairies.com  
Company Category:  7 Cultured Product Manufacturer  
Territory:  
In Business Since:  
Number of Employees:  250

**Garelick Farms**  
Kevin Begin, General Manager  
1199 West Central Street  
Franklin, MA 02038  
Phone: (508) 553-5225  Fax: (508) 553-5480  
Website: www.deanfoods.com  
Company Category:  1 Milk Processor  
Territory: New England and NY  
In Business Since:  
Number of Employees:  

**Garelick Farms of Maine**  
Kevin Begin, General Manager  
1703 Hammond Street  
Hermon, ME 04401-1120  
Phone: (207) 942-4602  Fax:  
Website: www.deanfoods.com  
Company Category:  1 Milk Processor  
Territory: New England and NY  
In Business Since:  
Number of Employees:  

**Garelick Farms of New York**  
Kevin Begin, General Manager  
504 Third Ave Ext  
Rensselaer, NY 12144  
Phone: (518) 283-0820  Fax: (518) 283-4927  
Website: www.deanfoods.com  
Company Category:  1 Milk Processor  
Territory: New England and NY  
In Business Since:  
Number of Employees:  120

**Garelick Farms-Lynn**  
Kevin Begin, General Manager  
626 Lynn Way  
Lynn, MA 01905-  
Phone: (800) 487-8700  Fax: (781) 599-7810  
Website: www.deanfoods.com  
Company Category:  1 Milk Processor  
Territory: New England and NY  
In Business Since:  
Number of Employees:  500

**Gillette Creamery**  
John Gillette Jr., President  
Stephen I. Gillette Operations Mgr.  
William C. Gillette Comptroller  
Richard H. Gillette General Mgr.  
47 Stevens Lane  
PO Box 256  
Gardiner, NY 12525  
Phone: (845) 419-0900  Fax: (845) 419-0901  
Website:  
Company Category:  6 Ice Cream Distributor  
Territory: NY, Hudson Valley  
In Business Since: 1985  
Number of Employees:  51

**Guida's Dairy**  
Michael Young, President  
David Drezek Director of Distribution  
Dan Tegolini Director of Sales  
Joel Bartolome Director of IT  
Johanna Furgalak Director of Finance  
Hugh O'Hare Director of Quality  
Tom Lee Plant Manager  
433 Park Street  
PO Box 2110  
New Britain, CT 06050  
Phone: (860) 224-2404  Fax: (860) 225-0035  
Website: www.supercow.com  
Company Category:  1 Milk Processor  
Territory: CT, NY, MA, RI and northern NJ  
In Business Since: 1886  
Number of Employees:  270

**Heinchon Marcus Distributors LLC**  
Jeffery Marcus, Vice President  
Sean Marcus  
4 Eagle Road  
Danbury, CT 06810  
Phone: (800) 243-2511  Fax: (203) 791-2759  
Website:  
Company Category:  2 Milk Distributor  
Territory: Purnam, Dutchess, Sullivan, Orange and Columbia counties  
In Business Since: 1923  
Number of Employees:  13
Northeast Dairy Foods Association, Inc. Membership

**Holland Farms Dairy Store**
Suzanne Harrington, President
Marolyn P. Wilson  Vice President
50 Oriskany Blvd.
Yorkville, NY 13495
Phone: (315) 736-6044  Fax: (315) 736-1364
Website: www.hollandfarms.com
Company Category: 10 Retailer, 21 Other
Territory: Oneida county
In Business Since: 1955
Number of Employees: 70

**Hoover's Dairy Inc.**
Robert Hoover, President
Judy Hoover  Office Manager
Rob Hoover Plant Manager
6030 Hoover Rd.
Sanborn, NY 14132
Phone: (716) 731-3822  Fax: (716) 731-3822
Website:
Company Category: 1 Milk Processor
Territory: Niagara county
In Business Since: 1956
Number of Employees: 10

**HP Hood LLC**
Mike Anderson, Plant Manager
349 Park Ave
Portland, ME 04102
Phone: (207) 772-4600  Fax:
Website:
Company Category:
Territory:
In Business Since:
Number of Employees:

**HP Hood LLC**
Freeman Covert, Plant Manager
25 Hurlbut Street
Arkport, NY 14807
Phone: Fax:
Website: www.hphood.com
Company Category:
Territory:
In Business Since:
Number of Employees:

**HP Hood LLC**
Jerry Booth, Plant Manager
219 Allen Street
Barre, VT 05641
Phone: (802) 661-3112  Fax: (802) 476-7497
Website: www.hphood.com
Company Category: 1 Milk Processor, 9 Bulk Tank Hauler
Territory: Vermont and Northern NY
In Business Since: 1946
Number of Employees: 80

**HP Hood LLC**
Phil Campbell, Plant Manager
19 Ward Street
PO Box 930
Vernon, NY 13476-0960
Phone: (315) 829-2350  Fax: (315) 829-3108
Website: www.hphood.com
Company Category:
Territory:
In Business Since:
Number of Employees:

**HP Hood LLC**
Dave Laden, Plant Manager
233 Main Street
Agawam, MA 01001
Phone: Fax:
Website: www.hphood.com
Company Category:
Territory:
In Business Since:
Number of Employees:

**HP Hood LLC**
Peter Fabbri, Plant Manager
1250 East Street South
Suffield, CT 06078
Phone: (860) 623-4435  Fax:
Website: www.hphood.com
Company Category: 5 Ice Cream Manufacturer
Territory:
In Business Since:
Number of Employees:

**HP Hood LLC**
Michael Anderson, Plant Manager
330 North State Street
Concord, NH 03301
Phone: Fax:
Website: www.hphood.com
Company Category:
Territory:
In Business Since:
Number of Employees:

**HP Hood LLC**
Steve Pelkey, Plant Manager
252 Genesee Street
Route 5
Oneida, NY 13421
Phone: Fax:
Website: www.hphood.com
Company Category:
Territory:
In Business Since:
Number of Employees:
**HP Hood LLC**
Freeman Covert, Plant Manager  
PO Box 141  
LaFargeville, NY 13656  
Phone: Fax:  
Website: [www.hphood.com](http://www.hphood.com)  
Company Category: 7 Cultured Product Manufacturer  
Territory:  
In Business Since:  
Number of Employees:  

**Husted Dairy Inc.**
Don Husted Jr., Owner  
Don Husted Sr. Owner  
210 Terminal Rd.  
Linden, NY 13088  
Phone: (315) 475-0014 Fax: (315) 475-0050  
Website:  
Company Category: 2 Milk Distributor  
Territory: Onondaga county  
In Business Since: 1967  
Number of Employees: 10

**HP Hood LLC**
Michael Suever, Sr. VP R&D, Eng & Milk Procurement  
John A. Kanbe Chairman, CEO & President  
Gary Kanbe CFO  
Jeffrey J. Kanbe Executive Vice President  
James F. Walsh Executive VP of Sales  
Theresa M. Bresten Treasurer  
6 Kimball Lane  
Lynnfield, MA 01940  
Phone: (617) 887-8419 Fax: (617) 887-8417  
Website: [www.hphood.com](http://www.hphood.com)  
Company Category: 1 Milk Processor, 4 Cheese Distributor, 5 Ice Cream Manufacturer, 7 Cultured Product Manufacturer  
Territory: USA  
In Business Since: Found  
Number of Employees: 1600

**Jigalin Cheese Co., Inc.**
Gary Raiti, President  
4759 Salina St.  
PO Box 235  
Pulaski, NY 13142  
Phone: (315) 298-2141 Fax: (315) 298-4661  
Website:  
Company Category: 4 Cheese Distributor  
Territory: Central NY, National mail-order  
In Business Since: 1989  
Number of Employees: 15

**Hudsons Dairy Inc.**
Doug Hudson, President  
Heather Hudson Operations Manager  
David Hudson Route Manager  
114 Hart Street  
PO Box 462  
Fulton, NY 13069  
Phone: (315) 593-6455 Fax: (315) 598-3142  
Website: [www.hudsonsdairy.com](http://www.hudsonsdairy.com)  
Company Category: 2 Milk Distributor, 4 Cheese Distributor, 6 Ice Cream Distributor  
Territory: Oswego, Cayuga, Jefferson, Onondaga, Oneida, & Wayne counties  
In Business Since: 1931  
Number of Employees: 9

**Lactalis American Group, Inc.**
Daniel Lausch, Director - Milk Procurement  
Frederick Bouisset President and CEO  
2376 South Park Ave  
Buffalo, NY 14220  
Phone: (716) 823-6262 Fax: (716) 823-6454  
Website: [www.sorrentocheese.com](http://www.sorrentocheese.com)  
Company Category: 3 Cheese Manufacturer  
Territory: United States  
In Business Since: 1947  
Number of Employees: 1500

**Marcus Dairy, Inc.**
William Fitchett, VP General Manager  
Jeffrey Marcus VP/CFO  
Thomas Schiappa Sales Mgr.  
Sean Marcus Warehouse Operations Manager  
4 Eagle Road  
Danbury, CT 06810  
Phone: (203) 748-5611 Fax: (203) 791-2759  
Website: [www.marcusdairy.com](http://www.marcusdairy.com)  
Company Category: 2 Milk Distributor  
Territory: CT, NY  
In Business Since: 1927  
Number of Employees: 70

**Huff Ice Cream**
John Huff, Operations  
Paul Huff Sales Manager  
Robin Pearson Office Manager  
3 Winkler Rd.  
PO Box 238  
Sidney, NY 13838-0238  
Phone: (607) 563-3999 Fax: (607) 563-8303  
Website: [www.huffdelivers.com](http://www.huffdelivers.com)  
Company Category: 6 Ice Cream Distributor  
Territory: Northern NY, Central NY and Northern PA  
In Business Since: 1952  
Number of Employees: 52
Marina Ice Cream Corp.
Mike Barone, Vice Pres.
Frank Barone, President
Deonaraine Harry, Office Manager
Alex Bountinas, Operations Manager
Frank Stracuzzi, Sales Director
Mike Barone, Vice President
129-10 91st Avenue
Richmond Hill, NY 11418
Phone: (718) 297-9090 Fax: (718) 297-9096
Website: www.marinaicecream.com
Company Category: 6 Ice Cream Distributor
Territory: NY, NJ
In Business Since: 1983
Number of Employees: 15

Meadow Brook Dairy/Dean Foods
Jed Davis, General Manager
Leslie Barton, Sales Manager
Mark Chevalier, Key Account Manager
2365 Buffalo Road
Erie, PA 16510
Phone: (814) 882-6188 Fax: (814) 899-8560
Website: www.meadowbrookdairy.com
Company Category:
Territory: Western/Central NY, NW PA, NE OH
In Business Since: 1932
Number of Employees: 170

Mercer's Dairy Inc.
Dalton Givens, President
Roxiana Hurlburt
Jackie Karpinski
13584 NYS Route 12
PO Box 336
Boonville, NY 13309
Phone: (315) 942-2611 Fax: (315) 942-5315
Website: www.mercersdairy.com
Company Category: 21 Other, 5 Ice Cream Manufacturer,
6 Ice Cream Distributor
Territory: all of Northeast
In Business Since: 1945
Number of Employees: 25

Midland Farms Dairy
Rick Sedotto, VP Of Operations
375 Broadway
Menands, NY 12204
Phone: (518) 436-7038 Fax:
Website:
Company Category: 1 Milk Processor
Territory:
In Business Since:
Number of Employees:

Mill Hill Farm Inc.
Philip Peeples, Gen. Mgr.
105 Mill Hill Rd.
Pine Plains, NY 12567
Phone: (518) 398-5325 Fax: (518) 398-5329
Website: www.coachfarm.com
Company Category: 1 Milk Processor
Territory: NY, some US distribution
In Business Since: 1985
Number of Employees: 45

Mohawk Dairy (Z&R Corp.)
Richard Rzeszotarski, Chairman of the Board
Rich Rzeszotarski, President
Rob Rzeszotarski, IT Manager
260 Forest Avenue
Amsterdam, NY 12010-2727
Phone: (518) 842-4940 Fax: (518) 842-4942
Website: www.mohawkdairy.com
Company Category: 2 Milk Distributor
Territory: Capitol District & Northeast NY
In Business Since: 1932
Number of Employees: 45

Mountain View Dairy, Inc.
Zeev Rothschild, Partner
152 James Street
Lakewood, NJ 08701
Phone: (732) 806-8680 Fax: (731) 806-8699
Website:
Company Category:
Territory:
In Business Since:
Number of Employees:

Noga Dairy, Inc.
Eli Paz, Vice President
Zelman Leinson, President
175 Price Parkway
Farmingdale, NY 11735
Phone: (516) 293-5448 Fax: (516) 293-5499
Website:
Company Category: 3 Cheese Manufacturer, 7 Cultured
Product Manufacturer
Territory: NYC Metro Area
In Business Since: 1992
Number of Employees: 15
Northeast Dairy Foods Association, Inc. Membership

Perry's Ice Cream Co., Inc.
Brian Perry, Executive VP and Vice Chairman
Robert Denning, President & CEO
Marsha Koerner, Director of Operations
Tim Cooley, VP Sales & Distribution
Steve Helms, Finance Team Leader
Eva Balazs, Marketing & Co-Pack Manager
One Ice Cream Plaza
Akron, NY 14001
Phone: (716) 542-5492  Fax: (716) 542-2544
Website: www.perrysicecream.com
Company Category: 5 Ice Cream Manufacturer, 6 Ice Cream Distributor
Territory: NYS, Western PA
In Business Since: 1918
Number of Employees: 300

Puritie Ice Cream Co., Inc.
Heather Lane, Owner/Manager
700 Cascadilla Street
Ithaca, NY 14850
Phone: (607) 272-1545  Fax: (607) 272-1546
Website: www.purityicecream.com
Company Category: 6 Ice Cream Distributor
Territory: In Business Since: 1936
Number of Employees: 25

Queensboro Farm Products Inc.
Butch Miller, President
Ron Silver, Vice President
Steve Miller
156-02 Liberty Ave.
Jamaica, NY 11433
Phone: (718) 658-5000  Fax: (718) 658-0408
Website: www.queensborofarms.com
Company Category: 1 Milk Processor, 2 Milk Distributor, 7 Cultured Product Manufacturer
Territory: Northeast United States
In Business Since: 1909
Number of Employees: 68

Quesos La Ricura
Ester Alvarado, President
Gumercindo Cruz, VP
Noris Alicia Cruz, Secretary
Vicente Sirias, Treasurer
225 Park Avenue
Hicksville, NY 11801
Phone: (516) 932-5756  Fax: (516) 932-5784
Website: www.quesoslaricura.com
Company Category: 4 Cheese Distributor
Territory: In Business Since: 1991
Number of Employees: 200

Readington Farms, Inc.
Donald Merrigan, President
PO Box 164
12 Mill Rd.
Whitehouse, NJ 08888
Phone: (908) 534-2121  Fax: (908) 534-5235
Website:
Company Category: 1 Milk Processor
Territory: Northeast
In Business Since: 1888
Number of Employees: 210

Preble Milk Cooperative, Inc.
Jeff Crandall, General Manager
Connie Griswold
Preble Road
Preble, NY 13141
Phone: (315) 696-5447  Fax: (315) 696-5447
Website:
Company Category: 8 Dairy Cooperative
Territory: Central NY
In Business Since: 1940  Number of Employees: 10
Reilly's Dairy Inc.
Richard Reilly, President
9553 Pinnacle Rd.
P.O. Box 433
Sauquoit, NY 13456
Phone: (315) 737-5560  Fax: (315) 737-0455
Website: www.reillysdairy.com
Company Category: 10 Retailer
Territory: Central NY
In Business Since: 1976
Number of Employees: 20

Rollin Dairy Corp.
Juan Monge, President
Rollin Gianella President
1320 Motor Parkway
Islandia, NY 11749
Phone: (631) 847-0558  Fax: (631) 847-0113
Website: www.rollindairy.com
Company Category: 2 Milk Distributor
Territory: NYC Metro Area, Long Island
In Business Since: 1980
Number of Employees: 25

Ronnybrook Farm Dairy Inc.
Richard Osofsky, President
Ronald Osofsky
Kate Osofsky
310 Prospect Hill Rd.
PO Box 267
Ancramdale, NY 12503
Phone: (518) 398-6455  Fax: (518) 398-6464
Website: www.ronnybrook.com
Company Category: 1 Milk Processor, 2 Milk Distributor, 5 Ice Cream Manufacturer, 6 Ice Cream Distributor, 7 Cultured Product Manufacturer
Territory: NY City/Hudson Valley
In Business Since: 1991
Number of Employees: 40

Sears Oil Co. Inc.
Ron Francis, Treasurer
Howard Sears  President
Ronald Francis
PO Box 389
Rome, NY 13440
Phone: (315) 337-1232  Fax: (315) 337-0117
Website:
Company Category: 10 Retailer
Territory:
In Business Since: 1926
Number of Employees: 9

Shamrock Foods Company
Mark Cleveland, Director of Retail Sales
2228 N. Black Canyon Hwy.
Phoenix, AZ 85009
Phone: (602) 206-0850  Fax: (602) 512-7451
Website: www.shamrockfarms.net
Company Category: 1 Milk Processor
Territory:
In Business Since:
Number of Employees:

Skiffs Dairy Farm, LLC
James Skiff, Owner
Vickey Skiff  Member
188 County Hwy. 106
Johnstown, NY 12095
Phone: (518) 762-1456  Fax: (518) 883-4132
Website:
Company Category: 11 Dairy Farm
Territory: Fulton
In Business Since: 1932
Number of Employees: 13

Stewart's Processing Corp.
James Norton, Vice President
Adam Seybolt
PO Box 435
461 Route 9N
Saratoga Springs, NY 12866
Phone: (518) 581-1300  Fax: (518) 581-1309
Website: www.stewartsshops.com
Company Category: 1 Milk Processor, 5 Ice Cream Manufacturer, 7 Cultured Product Manufacturer
Territory: New York
In Business Since:
Number of Employees: 50

Swede Farms, Inc.
Marc Lieberman, President
Fabian Lieberman  Sales Mgr.
Mark Weiss Economist
Joseph Brancazio Consultant
480 Alfred Ave.
Teaneck, NJ 07666-
Phone: (201) 862-9920  Fax: (201) 862-9930
Website: www.swedefarms.com
Company Category: 2 Milk Distributor, 4 Cheese Distributor, 6 Ice Cream Distributor
Territory: New York and New Jersey
In Business Since: 1991
Number of Employees: 34
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Contact Person</th>
<th>Phone</th>
<th>Fax</th>
<th>Website</th>
<th>Territory</th>
<th>Catagory</th>
<th>In Business Since</th>
<th>Number of Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sweet Clover Farms, Inc.</td>
<td>Andrew Kammer, President</td>
<td>(718) 291-1489</td>
<td>(718) 291-1690</td>
<td><a href="#">Website</a></td>
<td>NYC Metro Area</td>
<td>2 Milk Distributor</td>
<td>1993</td>
<td>22</td>
</tr>
<tr>
<td>T &amp; V II, LLC</td>
<td>Cesi Rodriguez, Bookkeeper</td>
<td>(718) 618-0348</td>
<td>(718) 618-0349</td>
<td><a href="#">Website</a></td>
<td></td>
<td>5 Ice Cream Manufacturer</td>
<td>2011</td>
<td>6</td>
</tr>
<tr>
<td>The Habco Corp.</td>
<td>Steven Auleta, Co President</td>
<td>(631) 789-1400</td>
<td>(631) 789-1427</td>
<td><a href="#">www.habco.com</a></td>
<td>USA, primarily Northeast</td>
<td>4 Cheese Distributor</td>
<td>1964</td>
<td>30</td>
</tr>
<tr>
<td>The Hudson Milk Company</td>
<td>Tom Rubino, Owner</td>
<td>(914) 245-0409</td>
<td></td>
<td><a href="#">www.hudsonmilk.com</a></td>
<td></td>
<td>2 Milk Distributor</td>
<td>1987</td>
<td>40</td>
</tr>
<tr>
<td>The Indian Milk &amp; Honey Co.</td>
<td>Amrit Singh, Co-Founder, Partner</td>
<td>(917) 402-5049</td>
<td></td>
<td><a href="#">www.deanfoods.com</a></td>
<td></td>
<td>1 Milk Processor, 2 Milk Distributor, 6 Ice Cream Distributor</td>
<td>1993</td>
<td>27</td>
</tr>
<tr>
<td>The Ice Cream Man, Inc.</td>
<td>Julia Reynolds, President</td>
<td>(518) 692-8382</td>
<td>(518) 692-1298</td>
<td><a href="#">www.the-ice-cream-man.com</a></td>
<td></td>
<td>6 Ice Cream Distributor</td>
<td>1982</td>
<td>22</td>
</tr>
<tr>
<td>Upstate Dairy Farms - Golden Flow</td>
<td>Marton Gutman, President</td>
<td>(718) 488-0795</td>
<td></td>
<td><a href="#">www.upstateniagara.com</a></td>
<td></td>
<td>2 Milk Distributor</td>
<td>1987</td>
<td>40</td>
</tr>
</tbody>
</table>
**Northeast Dairy Foods Association, Inc. Membership**

**Wade's Dairy, Inc.**  
Douglas Wade, President  
Susan Warner, Vice President  
Cassandra Rivera, Human Resources  
1316 Barnum Ave.  
Bridgeport, CT 06610  
Phone: (203) 579-9233  
Fax: (203) 696-6121  
Website: [www.wadesdairy.com](http://www.wadesdairy.com)  
Company Category: 2 Milk Distributor, 4 Cheese Distributor, 6 Ice Cream Distributor  
Territory: Connecticut, New York, New Jersey  
In Business Since: 1893  
Number of Employees: 40

**Worcester Creameries**  
James Buelow, Milk Procurement Manager  
2 Railroad Avenue  
PO Box 249  
Worcester, NY 12197  
Phone: (607) 397-8791  
Fax: (607) 397-8539  
Website: [www.elmhurstdairy.com](http://www.elmhurstdairy.com)  
Company Category: 1 Milk Processor  
Territory:  
In Business Since:  
Number of Employees: 20

**World's Best Cheeses**  
Joseph Gellert, President  
111 Business Pk. Dr.  
PO Box 889  
Armonk, NY 10504  
Phone: (914) 273-7955  
Fax: (914) 273-2052  
Website:  
Company Category: 4 Cheese Distributor  
Territory:  
In Business Since:  
Number of Employees: 20

**Yancey's Fancy, Inc.**  
Brian Bailey, Vice President Operations  
Mike Wimble, VP Sales  
Jodi Stahl, Marketing Manager  
857 Main Road  
Corfu, NY 14036  
Phone: (585) 599-4448  
Fax: (585) 599-3496  
Website: [www.yanceysfancy.com](http://www.yanceysfancy.com)  
Company Category: 3 Cheese Manufacturer  
Territory: National  
In Business Since: 1996  
Number of Employees: 120

---

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**July is Ice Cream Month**
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Tom Caruso: tom@draketruck.com

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NOV. 15-18, 2015

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**July 13, 2016**

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**Raffle – Win Cash Prizes**

If you have any questions or comments, please contact our office at 315-452-6455.

Pictures from past clambakes
Northeast Dairy Association, Inc.

Background

Formation of Northeast Dairy Association, Inc.
In September, 2005 the board of directors of three northeast regional dairy supplier trade associations agreed to merge into the Northeast Dairy Association, Inc., (NDA). These three groups included: the Northeast Ice Cream Suppliers; New England Dairy Technology Society; The New York State Dairy Food Boosters, Inc.. On November 8, 2005 in Albany, NY the board members of each of these organizations met to formally adopt the new name of Northeast Dairy Association, Inc., develop By-laws, mission statement, form committees and elect board members and executive officers. The management of the organization is executed by Bruce W. Krupke, Executive Vice President of Northeast Dairy Association, Inc., located at 427 South Main Street, North Syracuse, NY, 13212-2863.

The Board of Directors and Executive Officers elected are:
- **President** - Kurt Platzbecker, Regional Manager, Tetra-Pak, Inc.
- **Vice President** - Michael Cryan, Regional Sales Rep., Keevily Spero-Whitelaw, Inc.
- **Secretary** - Ron Pietraszek, Market Segment Leader-Food and Beverage, Schneider Packaging Equipment
- **Treasurer** - Ozzi Orsillo, Sales Manager, Evergreen Packaging, Inc.
- **Executive Officer** - Bruce Ritenburg, III, Sales, Ritenburg Enterprises, Inc.
- Bruce Alling, Commercial Manager, Elopak, Inc.
- Joseph Andrews, Regional Sales Manager, DSM Food Specialties
- Bill Elliott, Sales/Johnson Truck Bodies, Northeast Great Dane
- Peter Garafalo, Business Analyst, Derry Management Services
- Brian Kelly, Sales Representative, Virginia Dare
- Gloria Little, Transportation Coordinator, Agri-Mark Cooperative
- Richard Longo, President, RAL Services, Inc.
- Ryan Osterhout, COO & Managing Partner, KCO Resource Management
- Howard VanBuren, NE Territory Manager, CHR Hansen, Inc.
- Tristan Zuber, Dairy Processing Extension Associate, Corn

The Mission Statement of the Northeast Dairy Association, Inc.:
An organization dedicated to the growth and advancement of the dairy food industry through professional communication and interaction.

The Association’s goals and objectives will be:
- a. To provide a professional atmosphere for members to network with those engaged in the business of the dairy food industry.
- b. Support the advancement, development and dissemination of dairy technology and information.
- c. Promote the recruitment of future leaders and support for students and educational institutions that have interests in the dairy food industry.
- d. Enhance the wellbeing of the dairy food industry to increase sales and consumption.

The Association created the following committees to advance the goals and objectives of the Association:
- a. Executive Committee
- b. Convention Committee
- c. Clambake Committee
- d. Dairy Technology Committee

Functions held, sponsored, managed and supported by the three previous organizations will continue under the new association. These functions include the Ice Cream Golf Outing in June in PA, July Clambake in Syracuse, NY; Northeast Dairy Convention in September; and Dairy Technology meetings.

Educational institutions that have a direct interest in the dairy food industry are supported in many ways including scholarships and direct contributions.
Fred Raiser,
11 Clark Court
Elma, NY 14059
Phone: (716) 908-0167  Fax:
Website: 
Company Category: 13 Ingredients
Territory: US
In Business Since:
Number of Employees:

Tony Mazza,
1 Livingston Court
Eatontonn, NJ 07724
Phone: (732) 533-9878  Fax: (732) 676-7849
Website: 
Company Category: 
Territory: 
In Business Since:
Number of Employees:

Charles Noyes, Retired
31 Abrahamson Road
Gray, ME 04039
Phone: (207) 428-3725  Fax:
Website: 
Company Category: 
Territory: 
In Business Since:
Number of Employees:

A & B Process Systems
Andrea Wiese, Marketing Coordinator
Eric Fehrenbach
PO Box 86
201 South Wisconsin Ave
Stratford, WI 54484
Phone: (715) 687-4332  Fax: (715) 687-3225
Website: www.abprocess.com
Company Category: 16 Processing Equipment & Supplies, 20 Services
Territory: Worldwide
In Business Since: 1973
Number of Employees: 375

Accelerated Genetics
Cheryl Carr, Regional Sales Manager
Amy Vandermark
Jill Strangstalien
475 Blue Heron Lane
Waterloo, NY 13165
Phone: (315) 224-5204  Fax:
Website: www.accelgen.com
Company Category: 21 Other
Territory: National/International
In Business Since: 1941
Number of Employees: 500

Accurate Ingredients
Eric Wieland, Account Manager
125 Schmitt Blvd.
Farmingdale NY 11735
Phone: (516) 496-2500  Fax: (516) 496-2516
Website: www.acing.net
Company Category: 13 Ingredients
Territory: National
In Business Since: 1981
Number of Employees: 21

Ace Sanitary
Mark Hess, VP Sales
5031 Winton Road
Cincinnati, OH 45232
Phone: (855) 357-4110  Fax: (513) 541-2492
Website: www.acesanitary.com
Company Category: 19 Sanitation & Maintenance
Territory: Global
In Business Since: 1969
Number of Employees: 24

ADM/Matsutani, LLC
Tu Tran, Regional Sales Manager
PO Box 37
N. Granby, CT 06060
Phone: (860) 413-9922  Fax: (860) 413-9923
Website: www.fibersol.com
Company Category: 13 Ingredients, 14 Other Related Supplies, 21 Other
Territory: 
In Business Since:
Number of Employees:

ADP Small Business Services
Mark Lukasiewicz, Senior District Manager
8035 Fir Drive
Clay, NY 13041
Phone: (315) 254-6699  Fax: (315) 453-2692
Website: www.adp.com
Company Category:
Territory: 
In Business Since:
Number of Employees:

Advanced Process & Integration
Douglas Huntington, Systems Integrator
PO Box 259
Batavia, NY 14021
Phone: (585) 861-0546  Fax: (585) 757-5008
Website: 
Company Category: 16 Processing Equipment & Supplies, 20 Services, 21 Other
Territory: 
In Business Since:
Number of Employees:
Agrana Fruit US, Inc.
Diane Simpson, Key Account Manager
6850 South Pointe Parkway
Brecksville, OH 44141
Phone: (440) 546-1199  Fax: (440) 546-0038
Website: www.agrana.com
Company Category: 13 Ingredients
Territory: Global
In Business Since:
Number of Employees:

Agri-Dairy Products, Inc.
Frank Reeves,
3020 Westchester Ave
Suite #308
Purchase, NY 10577
Phone: (914) 697-9580  Fax: (914) 697-9517
Website: www.agrimark.net
Company Category: 2 Milk Distributor, 3 Cheese Manufacturer, 8 Dairy Cooperative
Territory: US
In Business Since: 1913
Number of Employees: 1000

Agri-Mark Cooperative, Inc.
Gloria Little, Logistics Manager
PO Box 5800
Lawrence, MA 01841
Phone: (800) 325-6613  Fax: (978) 687-7033
Website: www.agrimark.net
Company Category: 2 Milk Distributor, 3 Cheese Manufacturer, 8 Dairy Cooperative
Territory: US
In Business Since: 1913
Number of Employees: 1000

Alex C. Fergusson, Inc. (AFCO)
Mike Hinkle, CEO
5121 Coffey Ave
Chambersburg, PA 17201
Phone: (800) 345-1329  Fax: (717) 264-9182
Website: www.afcocare.com
Company Category:
Territory: North America/Asia/UK
In Business Since: 1855
Number of Employees: 880

Alfa Laval, Inc.
Jim Larsen, National Manager of Business Development
9560 58th Place
Suite 300
Kenosha, WI 53144
Phone: (262) 705-4651  Fax: www.alfalaval.com
Company Category:
Territory: Global
In Business Since: 1885
Number of Employees: 12000+

All Star Association, Inc.
Jeff Sterne, Executive Director
Bruce Daily Director of Purchasing
Greg Bryant V.P. Sales
Joel Bryant Purchasing Manager
PO Box 911050
Lexington, KY 40591-1050
Phone: (859) 255-3644  Fax: (859) 255-3647
Website: www.allstarassociation.com
Company Category: 12 Distribution & Transportation, 13 Ingredients, 14 Other Related Supplies, 15 Packaging Equipment & Materials, 16 Processing Equipment & Supplies, 17 R & D Quality Control, 19 Sanitation & Maintenance, 20 Services, 21 Other
Territory: Continental USA, Puerto Rico, Canada
In Business Since: 1958
Number of Employees: 12

Allen Flavors, Inc
John Wilson, Marketing Manager
23 Progress Street
Edison, NJ 08820
Phone: (908) 561-5995  Fax: (908) 561-4164
Website: www.allenflavors.com
Company Category:
Territory:
In Business Since:
Number of Employees:

All-Freight LLC
Gary Davis, President, Owner
Lynn Davis  Owner
1226 reen Valley Road
Glasgow, KY 42141
Phone: (270) 678-8919  Fax: (270) 678-6664
Website: www.all-freight.com
Company Category: 21 Other
Territory: 38 states east of the Mississippi River
In Business Since: 2005
Number of Employees: 5
ALNYE Trucking
Barney McConnell, Milk Manager
PO Box 1118
Moravia, NY 13118
Phone: (315) 497-3329 Fax: (315) 497-1669
Website: www.alnyetrucking.com
Company Category: 9 Bulk Tank Hauler
Territory: Northeast
In Business Since: 1950
Number of Employees: 100

American Conveyor
Michel Plasse, President
1819 Flushing Ave
Ridgewood, NY 11385
Phone: (718) 386-0480 Fax: (718) 456-1233
Website: www.amerconveyor.com
Company Category: 20 Services, 21 Other
Territory: North America
In Business Since: 1994
Number of Employees: 60

American Dairy Assoc. & Dairy Council, Inc.
Richard Naczi, CEO
Interstate Place 2
100 Elwood Davis Rd.,
N. Syracuse, NY 13212
Phone: (315) 472-9143 Fax: (315) 472-0506
Website: www.adadc.com
Company Category: 20 Services, 21 Other
Territory: Northeast and Eastern Canada
In Business Since: 1895
Number of Employees: 25

Joseph Scarfone, President
2450 W Ridge Road, Suite 300
Rochester, NY 14626
Phone: (585) 227-1110 Fax: (585) 227-1124
Website: www.atlas-automation.com
Company Category: 15 Packaging Equipment & Materials
Territory: USA
In Business Since: 1994
Number of Employees: 40

ATS Engineering
Anthony Subryan, General Manager and CEO
Mark Subryan
104 Hedgedale Road
Brampton, ON L6T 5L2
Phone: (905) 457-2871 Fax: (905) 457-6131
Website: www.atseng.ca
Company Category: 15 Packaging Equipment & Materials
Territory: North America, South American and the West Indies (Caribbean)
In Business Since: 1994
Number of Employees: 15

Autocrat, LLC
Alicia Manning, Regional Sales Manager
10 Blackstone Valley Place
Lincoln, RI 02865
Phone: (401) 333-3300 Fax:
Website: www.autocrat.com
Company Category: 20 Services, 21 Other
Territory: Northeast and Eastern Canada
In Business Since: 1895
Number of Employees:

Baer & Associates, Inc.
Bob Butler, National Account Manager, Packaging
Mike Hastings VP of Business Development
Patrick Loftus President
203 Main Street
Tarkio MO 64491
Phone: (724) 485-2183 Fax:
Website: www.baerandassociatesinc.com
Company Category: 15 Packaging Equipment & Materials
Territory: North America
In Business Since: 1983
Number of Employees: 15

Barclay Transportation Inc.
Steve Pelton, President
10534 Route 514
Monroeton, PA 18832
Phone: (570) 364-5763 Fax: (570) 364-5324
Website:
Company Category:
Territory: PA, NY, NJ
In Business Since: 1971
Number of Employees: 70
Beck Flavors, Inc.
Bob Sloane, President
4710 Interstate Drive
Suite L
Cincinnati, OH 45246
Phone: (513) 444-6987    Fax: (513) 889-1268
Website: www.beckflavors.net

Berkshire Dairy & Food Products, LLC
Dale Mills, Sales Manager
Steve Cinesi
Scott Craig
1258 Penn Ave
Wyomissing, PA 19610
Phone: (610) 378-9999    Fax: (610) 378-4975
Website: www.berkshiredairy.com

Berry Plastics, Inc.
Jack Kelly, Sales
Paul Palerino Plant Manager
2591 Wexford Bayne Road
Suite 303
Sewickley, PA 15143
Phone: (800) 539-6710    Fax: (724) 940-2236
Website: www.berryplastics.com

Big Drum USA
Timothy Miller, President
5706 Westbourne Ave
Columbus, OH 43213
Phone: (855) 244-3786    Fax: 
Website: www.bigdrum-usa.com

Blackhawk Molding Co., Inc.
Kyle Hidding, Sales Manager
Dale Berg G.M.
120 Interstate Road
Addison, IL 60101
Phone: (630) 543-3900    Fax: (630) 543-3904
Website: www.blackhawkmolding.com

Blue Cow Dairy, LLC
Audrey Throne, Vice President
150B Grings Hill Road
Sinking Spring, PA 19608-8918
Phone: (610) 406-5857    Fax: (610) 927-6983
Website: www.bluecowdairy.com

BoDeans Baking Company
Joseph Cook, VP Sales
1790 21 St Southwest
LeMars, IA 51031
Phone: (712) 540-0075    Fax: 
Website: www.bodeansbaking.com

Brandywine Ingredients, LLC
Paul Galajda, Managing Member
PO Box 72271
Thorndale, PA 19372
Phone: (610) 331-1376    Fax: (610) 384-1983
Website: 
Company Category: 13 Ingredients, 14 Other Related Supplies 15 Packaging, Equipment and Materials, 20 Services
Territory: NY, VT, NH, ME, CT, RI, PA, MD, VA, NC, SC, GA, OH
In Business Since: 2014 Number of Employees: 

Bruns Bros. Process Equipment
Bebe Zabilansky, Sales Manager
175 Portland Road
Gray ME 04039-0240
Phone: (207) 210-6226    Fax: (207) 210-6231
Website: www.brunsbros.com
Company Category: 16 Processing Equipment & Supplies, 20 Services
In Business Since: 1985 Number of Employees: 

Burch Bottle & Packaging Inc.
Kevin Darragh, VP Dairy Packaging
430 Hudson River Road
Waterford, NY 12188
Phone: (800) 903-2830    Fax: (518) 273-1846
Website: www.burchbottle.com
Company Category: 
Territory: 
In Business Since: Number of Employees: 

Northeast Dairy Association, Inc. Membership
Burd & Fletcher
Allen English, Eastern Region Manager
5151 East Geospace Drive
Independence MO 64056
Phone: (816) 257-3422  Fax: (770) 643-2033
Website: www.burdfletcher.com
Company Category:
Territory: USA and Canada
In Business Since:  Number of Employees:

Byrne Dairy, Inc.
Mary Fietkiewicz, Director of Sales/National Accounts Manager
PO Box 176
2394 US Route 11
LaFayette, NY 13084
Phone: (315) 475-2121  Fax: (315) 471-0930
Website: www.byrnedairy.com
Company Category: 1 Milk Processor, 10 Retailer, 2 Milk Distributor, 5 Ice Cream Manufacturer, 6 Ice Cream Distributor, 7 Cultured Product Manufacturer
Territory:
In Business Since:  Number of Employees:

C J Irwin Co., Inc.
Dan Irwin III, President
4498 Main Street
Suite 16
Buffalo, NY 14226-3826
Phone: (716) 839-1015  Fax: (716) 839-0438
Website: www.cjirwin.com
Company Category:
Territory:
In Business Since:  Number of Employees:

Cargill
Shannon Lea,
324 Windermere Blvd
Amherst, NY 14179
Phone: (716) 830-2148  Fax: 
Website:
Company Category:
Territory:
In Business Since:  Number of Employees:

Champlainside Farm
Ashely Howlett,
858 Lake Street
Bridport, VT 05734
Phone: (802) 349-4880  Fax: 
Website:
Company Category:
Territory:
In Business Since:  Number of Employees:

Charles J. Husted Inc.
David Husted, President
120 Church Street
Box 134
Mt. Upton, NY 13809
Phone: (607) 764-8572  Fax: (607) 764-8447
Website:
Company Category:
Territory: Upstate NY
In Business Since: 1953
Number of Employees: 40

ChemServe, Inc.
Pat Hastings,
Rob Contino
PO Box 189
Birdsboro, PA 19508
Phone: (610) 327-3888  Fax: (610) 718-1294
Website: www.chr-hansen.com
Company Category:
Territory:
In Business Since: 1996
Number of Employees: 10

CHR Hansen, Inc.
Howard Van Buren, Senior Technical Account Manager
5158 Sage Terrace
Canandaigua, NY 14424
Phone: (585) 739-8924  Fax: (585) 396-1645
Website: www.chr-hansen.com
Company Category:
Territory:
In Business Since:
Number of Employees:

Clofine Dairy & Food Products, Inc.
Frederick Smith, President/CEO
Andri Kuswendra Account Manager
PO Box 335
1407 New Road
Linwood, NJ 08221
Phone: (609) 653-1000  Fax: (609) 653-0127
Website: www.clofinedairy.com
Company Category: 1 Milk Processor, 14 Other Related Supplies, 19 Sanitation & Maintenance, 2 Milk Distributor, 4 Cheese Distributor
Territory: United States
In Business Since: 1910
Number of Employees: 18
Northeast Dairy Association, Inc. Membership

**Colortech, Inc.**
Scott Clegg, Sales Reg
5712 Commerce Blvd
Morristown, TN 37814
Phone: (423) 736-8495  Fax: (423) 736-8495
Website: [www.colortech.com](http://www.colortech.com)
Company Category:  
Territory:  
In Business Since:  
Number of Employees:  

**Comairco Equipment**
Alton Monk, Eastern NYS Manager
101 Edson Street
Amsterdam, NY 12010
Phone: (518) 843-6479  Fax: (518) 843-6318
Website: [www.comairco.com](http://www.comairco.com)
Company Category:  
Territory:  
In Business Since:  
Number of Employees:  

**Concord Foods, Inc.**
Scott Lutz, Account Executive
Jesse Salafia, VP Operations
Diane Douglas, Director R & D
Richard Renna, General Manager Oringer Div.
10 Minuteman Way
Brockton, MA 02301
Phone: (508) 580-1700  Fax: (508) 584-9425
Website: [www.concordfoods.com](http://www.concordfoods.com)
Company Category: 13 Ingredients  
Territory: National  
In Business Since: 1960  
Number of Employees: 175  

**Consolidated Carts, Inc.**
Timothy Eutsler, President
PO Box 253
Fogelsville, PA 18051
Phone: (888) 341-1872  Fax: (888) 341-1872
Website:  
Company Category: 12 Distribution & Transportation  
Territory: National  
In Business Since: 2012  Number of Employees: 4  

**Consolidated Container Co., LLC**
Ellen Misnik, Regional Sales Manager
584 Croasdale Drive
Langhorne, PA 19047
Phone: (678) 742-4600  Fax: (678) 742-4750
Website: [www.cccllc.com](http://www.cccllc.com)
Company Category:  
Territory:  
In Business Since:  
Number of Employees:  

**Cornell University**
Jack Babbush,
2945 Frankel Blvd
Merrick, NY 11566
Phone: (516) 660-3530  Fax: (516) 660-3530
Website:  
Company Category:  
Territory:  
In Business Since: Number of Employees:  

**Cornell University**
Jason Huck, General Manager, Dairy
Department of Food Science
Room 180 Stocking Hall
Ithaca, NY 14853
Phone: (607) 255-3272  Fax: (607) 255-7062
Website: [www.foodscience.cornell.edu](http://www.foodscience.cornell.edu)
Company Category: 1 Milk Processor, 3 Cheese Manufacturer, 5 Ice Cream Manufacturer, 7 Cultured Product Manufacturer  
Territory:  
In Business Since:  
Number of Employees: NA  

**Cowz Leap Creamery**
Crystal Dohner, Owner
369 Kelly Ave
Mount Joy, PA 17552
Phone: (717) 475-2961  Fax: (717) 475-2961
Website: [www.cowzleap.com](http://www.cowzleap.com)
Company Category:  
Territory:  
In Business Since:  
Number of Employees:  

**Crest Foods Co., Inc.**
J. Peter Bullock, District Sales Manager
Ann Wege, National Sales Manager
Steve Meiners, Vice President
905 Main Street
Ashton IL 61006
Phone: (815) 978-3386  Fax: (815) 453-7744
Website: [www.crestfoods.com](http://www.crestfoods.com)
Company Category: 13 Ingredients  
Territory: North America  
In Business Since: 1946  Number of Employees: 740
Northeast Dairy Association, Inc. Membership

**Crompton Sales, Inc.**
John Panagiotakos, President  
60 Danton Drive  
Methuen, MA 01844  
Phone: (978) 687-1207  Fax: (978) 681-1793  
Website: www.cromptonsales.com  
Company Category:  
Territory:  
In Business Since:  
Number of Employees: 12

**Dairy Concepts Inc.**
Bob Furnia, President  
Arthur Darcy  
Don Bowser Sales  
Justin Furnia Office Manager  
PO Box 249  
Marietta, NY 13110  
Phone: (315) 636-8516  Fax: (315) 636-8723  
Website:  
Company Category: 13 Ingredients  
Territory: Northeast  
In Business Since: 1979  
Number of Employees: 4

**Dairy Farmers of America, Inc.**
Brad Keating, Senior VP, DFA Eastern Fluid Group  
Dean Ellinwood Vice President-DFA NE Sales & Marketing  
Jeff McIntyre President-DFA Farm Supplies  
Sharad Mathur Vice President-Dairy Marketing Services  
PO Box 4810  
Syracuse, NY 13221  
Phone: (315) 431-1352  Fax: (315) 433-2345  
Website: www.dfamilk.com  
Company Category: 8 Dairy Cooperative  
Territory: Northeast  
In Business Since: 1999  Number of Employees: 300+

**Dairy Ingredients, Inc.**
Greg Nielsen, Technical Sales  
10465 Enterprise Drive  
Davisburg, MI 48350  
Phone: (248) 922-0900  Fax: (248) 922-0902  
Website: www.dairyingredientsinc.com  
Company Category: 13 Ingredients, 17 R & D Quality Control  
Territory: US/Canada/Central & South America  
In Business Since:  
Number of Employees:
Northeast Dairy Association, Inc. Membership

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**Darifill**
Eric Spencer, Account Manager  
Steve Aspery, President  
David McKay, Account Manager  
750 Green Crest Drive  
Westerville, OH 43081  
Phone: (614) 890-3274  
Fax: (614) 890-4230  
Website: www.darifill.com  
Company Category: 15 Packaging Equipment & Materials  
Territory: United States and Canada  
In Business Since: 2003  
Number of Employees: 25

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**Dart Container**
Judy Voss, National Accounts Manager  
50 Claremont Drive  
Brunswick, OH 44212  
Phone: (216) 429-3090  
Fax: (316) 429-3095  
Website:  
Company Category:  
Territory:  
In Business Since:  
Number of Employees:

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**David Michael & Co., Inc.**
David Rosen,  
10801 Decatur Road  
Philadelphia, PA 19154  
Phone: (215) 632-3100  
Fax: (215) 637-3920  
Website: www.dmflavors.com  
Company Category:  
Territory:  
In Business Since:  
Number of Employees:

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**Davis Brothers, Inc.**
Joe Davis, Co-Owner  
86 Access Road  
Chester, ME 04457  
Phone: (207) 794-1001  
Fax: (207) 794-9009  
Website: www.davisbrothersinc.com  
Company Category: 16 Processing Equipment & Supplies  
Territory: Northwest and MidAtlantic  
In Business Since: 2000  
Number of Employees:

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**DDS Conveyor**
Constantin Lutas, Sales Engineer  
3265 West Post Road  
Las Vegas, NV 89118  
Phone: (347) 707-0490  
Fax:  
Website: www.ddsconveyor.com  
Company Category:  
Territory:  
In Business Since:  
Number of Employees:

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**Denali Flavors, Inc.**
Mark Owen, Regional Vice President-Sales  
4666 Leighton Lake Drive  
Wayland MI 49348  
Phone: (614) 486-0317  
Fax: (614) 486-9297  
Website: www.moosetracks.com  
Company Category: 13 Ingredients  
Territory:  
In Business Since: Number of Employees:

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**Derry Management Services**
Peter Garafalo, Business Analyst  
PO Box 771  
Derry, NH 03038-0771  
Phone: (603) 432-3647  
Fax: (603) 437-4906  
Website:  
Company Category:  
Territory: Northeast  
In Business Since: 1997  
Number of Employees:

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**Designers Folding Box Corp.**
Jeffrey Winney, President  
Donald Rounds, Raw Materials Buyer  
Frank Terrana, Sales  
84 Tennessee Street  
Buffalo, NY 14204-2797  
Phone: (716) 853-5141  
Fax: (716) 853-5149  
Website: www.designersfoldingbox.com  
Company Category: 15 Packaging Equipment & Materials  
Territory:  
In Business Since: 1953  
Number of Employees: 30

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**DMH Ingredients**
Mike Wagman,  
1228 American Way  
Libertyville, IL 60048  
Phone: (847) 632-9977  
Fax: (847) 362-9988  
Website: www.dmhiingredients.com  
Company Category:  
Territory:  
In Business Since: Number of Employees:

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**Domino Sugar**
Alan Henderson,  
99 South Wood Ave  
Suite 901  
Iselin, NJ 08830  
Phone: (732) 590-1190  
Fax: (732) 906-5306  
Website: www.dominosugar.com  
Company Category: 13 Ingredients  
Territory: USA  
In Business Since: 1799  
Number of Employees: 4200
Northeast Dairy Association, Inc. Membership

Double H Plastics
Joe Harp, Jr., Regional Sales Manager
50 W. Street Road
Warminster, PA 18974
Phone: (215) 347-1306 Fax: 
Website: www.doublehplastics.com
Company Category: 15 Packaging Equipment & Materials
Territory: Global
In Business Since: 1974 Number of Employees: 300+

Drake Truck Bodies
Brian Scales, President
Tom Caruso
308 Riverview Crescent
Vernon Bridge, PE C0A 2E0
Phone: (902) 651-2782 Fax: (902) 651-2786
Website: www.draketruck.com
Company Category: 12 Distribution & Transportation, 21 Other
Territory: In Business Since: 1980 Number of Employees:

DSM Food Specialities
Joseph Andrews, Regional Sales Manager
PO Box 1072
Gloversville, NY 12078
Phone: (518) 775-1875 Fax: (518) 752-9672
Website: 
Company Category: 13 Ingredients
Territory: In Business Since: Number of Employees:

Dunkirk Flavors, Inc.
Rosemary Banach, President/Owner
Bob Habich Director of Operations
99 West 4th Street
Dunkirk, NY 14048
Phone: (716) 336-3666 Fax: (716) 336-3666
Website: www.dunkirkflavors.com
Company Category: 13 Ingredients
Territory: In Business Since: 2010 Number of Employees:

Dynamic Marketing & Technology, Inc.
Donald Terkanian, President
19 Rose Ridge Court
Pawtucket, CT 06379
Phone: (860) 599-3928 Fax: (860) 599-2281
Website: 
Company Category: 13 Ingredients, 15 Packaging Equipment & Materials
Territory: In Business Since: Number of Employees:

Eastern Crown / retired
John Grom,
25 Nectarine Lane
Liverpool, NY 13090-
Phone: (315) 652-3296 Fax: (315) 652-3296
Website: 
Company Category: 
Territory: In Business Since: Number of Employees:

Eastern Crown, Inc.
Dustin Zajac, President
4228 Peterboro Road
PO Box 850
Vernon, NY 13476
Phone: (315) 829-3505 Fax: (315) 829-5311
Website: www.easterncrowninc.com
Company Category: 
Territory: NY, PA, VT, NH, MA
In Business Since: 1947 Number of Employees: 12

Ecolab Food & Beverage
Roger Brown, Area Vice President
Nelson Berlardi Corp. Acct. Mgr. 612-812-0758
Keith Bern North Atlantic District Manager 610-248-3161
David Garner Liberty District Manager 215-262-5859
Daniel Seitzer Empire District Manager 610-428-6301
Mike Travers Patriot District Manag 207-604-2143
Route 1 Box 188
Keyser, WV 26726
Phone: (814) 623-0400 Fax: (814) 624-0500
Website: www.ecolab.com
Company Category: 17 R & D Quality Control, 20 Services
Territory: USA & Canada
In Business Since: 1962 Number of Employees: 1550

Edgar A. Weber & Company
James Doig,
James LaBrosse
PO Box 546
Wheeling, IL 60090
Phone: (847) 215-1980 Fax: (847) 215-2073
Website: www.weberflavors.com
Company Category: 13 Ingredients
Territory: In Business Since: Number of Employees:
Northeast Dairy Association, Inc. Membership

**Elanco**
- Shannon Miller, Senior Marketing Consultant
- Vinton Smith, Senior Marketing Consultant
- A Division of Eli Lilly and Company
- 6757 64th Terrace E
- Bradenton, FL 34203
- Phone: (941) 405-4646  Fax: (941) 405-4646
- Website: www.elanco.com
- Territory: Global
- In Business Since: 1953
- Number of Employees: 2000+

**Elopak, Inc.**
- Shane Carey, Technical Service Manager
- 46962 Liberty Drive
- Wixom, MI 48393
- Phone: (248) 446-5387  Fax: (248) 486-4851
- Website: www.elopakus.com
- Territory: In Business Since: 1947
- Number of Employees: 55

**Empire State Container**
- Jason Crouch, Sales Manager
- 151 Midler Park Drive
- Syracuse, NY 13206
- Phone: (315) 437-1181  Fax: (315) 437-1351
- Website: www.buckeyecorrugated.com
- Territory: In Business Since: 1956
- Number of Employees: 2

**Energy Partner Consultants**
- Robert Wright, Vice President
- 878 O’Brien Ave
- Schenectady, NY 12303-3694
- Phone: (518) 879-7066  Fax: (518) 618-3132
- Website: www.energypartnerconsultants.com
- Territory: In Business Since: 20 Services
- Number of Employees: 20 Services

**Ergon Armor - Corrosion Engineering**
- Bob Wagner, Area Sales Manager Northeast Region
- Bruce Luke, Global Sales Manager
- Rob Simpson, Vice President
- Steve Cloutier
- Christine Osborne, National Sales Manager
- 528 Richards Circle
- Potstown, PA 19465
- Phone: (610) 850-2241  Fax: (610) 327-8831
- Website: www.ergon.com
- Territory: In Business Since: 1947
- Number of Employees: 55

**Evans Brokerage Co.**
- Brad Evans, Owner
- 2 Tracey Lane
- Budd Lake, NJ 07828-2203
- Phone: (973) 426-0351  Fax: (973) 426-1478
- Website: www.evansbrokerage.com
- Company Category: 13 Ingredients, 15 Packaging Equipment & Materials
- Territory: East of Mississippi
- In Business Since: 1956
- Number of Employees: 2

**Evergreen Packaging, Inc.**
- Ozzie Orsillo, Director of Sales Adjacent Markets
- 130 Garfield Ave.
- Woburn, MA 01801
- Phone: (617) 877-4134  Fax: (617) 877-4136
- Website: www.everpack.com
- Company Category: 15 Packaging Equipment & Materials
- Territory: In Business Since: 2
- Number of Employees: 2

**F.W. Webb - Process Controls Division**
- Jim Somers, Sales Manager
- Basin Park
- 1150 J Pittsford-Victor Road
- Pittsford, NY 14534
- Phone: (585) 377-2740  Fax: (585) 377-2747
- Website: www.fwwebb.com
- Company Category: 20 Services
- Territory: In Business Since: 20 Services
- Number of Employees: 20 Services
Forbes Chocolate
Keith Geringer, President
Rick Stunek Sales
Cherish Mathews Sales
800 Ken Mar Industrial Parkway
Broadview Heights, OH 44147-2922
Phone: (440) 838-4400 Fax: (440) 838-4438
Website: www.forbeschocolate.com
Company Category: 13 Ingredients
Territory: US & Export
In Business Since: 1901 Number of Employees: 15

Fortney Packages Inc.
Denise Logan, Senior Accountant
Don Brooks Sales
John Joyce Sales
Gene Herritt Sales
PO Box 708
Shippensburg, PA 17257-
Phone: (717) 532-3034 Fax: (717) 532-3783
Website: www.fortneypackages.com
Company Category: 14 Other Related Supplies
Territory: In Business Since: 1965 Number of Employees: 4

Foss North America
James Vecchio, Northeast Regional Sales Manager
8091 Wallace Road
Eden Prairie, MN 55344
Phone: (952) 974-9892 Fax: (952) 974-9823
Website: www.foss.us
Company Category: Territory:
In Business Since: Number of Employees:

Friendly's Ice Cream, LLC
Susan Kakley, Director, Product Development
Walt Lawrence
Stephanie Granfield
Nicholas Pucel
1855 Boston Road
Wilbraham, MA 01095
Phone: (413) 731-4291 Fax: (413) 731-4458
Website: www.friendlys.com
Company Category: 5 Ice Cream Manufacturer, 6 Ice Cream Distributor
Territory:
In Business Since: 1935 Number of Employees: 12000+
Northeast Dairy Association, Inc. Membership

**Fruitcrown Products Corp.**
Robert Jagenburg, President  
Bill Weiskopf  VP Sales  
Daniel Jagenburg Sales/Marketing  
250 Adams Boulevard  
Farmingdale, NY 11735  
Phone: (631) 694-5800  Fax: (631) 694-6467  
Website: www.fruitcrown.com  
Company Category: 13 Ingredients  
Territory: USA  
In Business Since: 1970  
Number of Employees: 90

**Fruition Fruits & Fills**
Roland Love, Plant Manager  
2379 Speers Road  
Oakville, ON L6L-2X9  
Phone: (905) 847-6843  Fax: (905) 847-2305  
Website: www.fruitionff.com  
Company Category:  
Territory: Ontario Canada  
In Business Since: 2005  
Number of Employees: 35

**Fuchs North America, Inc.**
Patrick Laughlin, Director of Marketing  
9740 Reisterstown Road  
Owings Mills, MD 21117  
Phone: (410) 363-1700  Fax: (410) 363-6619  
Website: www.fuchsna.com  
Company Category: 13 Ingredients  
Territory:  
In Business Since: 1929  
Number of Employees:

**Gamay Foods Inc.**
Patricia Updegraff, Senior Account Manager  
2770 S. 171st Street  
New Berlin, WI 53151  
Phone: (609) 802-1650  Fax: (703) 751-7433  
Website: www.gamayfoods.com  
Company Category:  
Territory: North America  
In Business Since: 1988  
Number of Employees:

**GEA Westfalia-Separator, Inc.**
Scott Crosier, Sales Engineer-Dairy  
Mark Litchfield  Market Manager Dairy  
14 Potter Place  
Fairport, NY 14450  
Phone: (201) 245-5568  Fax:  
Website: www.gea.com  
Company Category:  
Territory: Worldwide  
In Business Since: 1881  
Number of Employees: 18000

**General Films, Inc.**
Tom Granata, Vice President of Sales  
645 S. High Street  
Covington, OH 45318  
Phone: (937) 473-2051  Fax: (937) 473-2403  
Website: www.generalfilms.com  
Company Category:  
Territory: USA  
In Business Since: 1947  
Number of Employees:

**Gertrude Hawk Chocolates**
John Pimpo, Sales Manager - East  
1327 Vineyard Drive  
Medina, OH 44256  
Phone: (507) 955-7536  Fax: (507) 338-0966  
Website: www.gertrudehawk.com  
Company Category:  
Territory:  
In Business Since:  
Number of Employees:

**Great Lakes Cheese Co. Inc.**
John Sleggs, Sales Manager  
4520 Haskell Road  
Cuba, NY 14727  
Phone: (585) 968-1552  Fax: (585) 968-2660  
Website: www.greatlakescheese.com  
Company Category: 3 Cheese Manufacturer  
Territory:  
In Business Since:  
Number of Employees:

**Great Lakes Milk Products, Inc.**
Toni Garrett, Accounts Payable  
Frank O’Toole  
Josh Jenkins  
Charlie Randall  
3000 W North Ave  
Melrose Park, IL 60160-1124  
Phone: (708) 544-1692  Fax: (708) 544-1791  
Website: www.greatlakesmilk.com  
Company Category:  
Territory:  
In Business Since:  
Number of Employees:
Green Spot Company
Terry Hughes, Vice President of Sales & Marketing
Stephanie Rodriguez Supply Chain Manager
100 S. Cambridge Ave
Claremont, CA 91711-9001
Phone: (800) 456-3210  Fax: (909) 621-4634
Website: www.greenspotusa.com
Company Category: 13 Ingredients, 21 Other
Territory: USA, Canada, Asia and South America
In Business Since: 1934
Number of Employees: 44

Heartland Farms Dairy & Food Products, LLC
Thomas Jacoby, Jr., Owner
3668 South Geyer Road
Suite 205
St. Louis, MO 63127
Phone: (314) 965-1110  Fax: (314) 965-1118
Website: www.heartlandfarmsdairy.com
Company Category:
Territory: In Business Since:
Number of Employees:

Guida’s Dairy
Michael Young, President
David Drezek  Director of Distribution
Dan Tegolini Director of Sales
Joel Bartolome Director of IT
Johanna Furgalak Director of Finance
Hugh O’Hare  Director of Quality
Tom Lee  Plant Manager
433 Park Street
PO Box 2110
New Britain, CT 06050
Phone: (860) 224-2404  Fax: (860) 225-0035
Website: www.supercow.com
Company Category: 1 Milk Processor
Territory: CT, NY, MA, RI and northern NJ
In Business Since: 1886
Number of Employees: 270

Herbein + Company, Inc.
Carl Herbein, President and CEO
Joel Kunkel CPA
David W. Stonefisher CPA
Ron Mong CPA
2763 Century Blvd
Reading, PA 19610
Phone: (610) 378-1175  Fax: (610) 378-0999
Website: www.herbein.com
Company Category: 20 Services
Territory: United States
In Business Since: 1972
Number of Employees: 135

Hershey’s Ice Cream
Walter Holder, VP Production
Thomas J. Ryan, III
Philip Kenney, II
301 S. Cameron Street
Harrisburg, PA 17101
Phone: (717) 233-8134  Fax: (717) 233-7195
Website:
Company Category: 5 Ice Cream Manufacturer, 6 Ice Cream Distributor
Territory: Eastern United States
In Business Since: 1894  Number of Employees: 425

House of Flavors
Jay Sherman, Vice President
110 N. William Street
Ludington, MI 49431
Phone: (231) 845-7369  Fax: (231) 845-3990
Website:
Company Category:
Territory: USA & International
In Business Since: 1940
Number of Employees: 180

Hatteras Packaging Systems, Inc.
Bryan Schermerhorn, Director of Sales and Operations
5499 State Route 521
Delaware, OH 43015
Phone: (740) 524-0012  Fax: (740) 524-0015
Website: www.hatteraspackaging.com
Company Category: 15 Packaging Equipment & Materials
Territory: National
In Business Since: 1993
Number of Employees: 200

Haylor, Freyer & Coon, Inc.
Scott Wichmann CIC, ARM, Vice President
231 Salina Meadows Parkway
PO Box 4743
Syracuse, NY 13221-4743
Phone: (315) 703-1399  Fax: (315) 703-7615
Website: www.haylor.com
Company Category:
Territory: Nationwide
In Business Since: 1928
Number of Employees: 220
Huhtamaki
Beth Romano,
9201 Packaging Drive
De Soto, KS 66018
Phone: (913) 583-8760  Fax: (913) 583-8755
Website:  
Company Category:  
In Business Since:  
Number of Employees:  

Hussmann Corp.
Mike Janton, Regional Sales Manager
9 Maplegrove Court
Woolwich TWP, NJ 08085
Phone: (856) 297-9467  Fax: (856) 467-7950
Website:  www.hussmann.com
Company Category:  21 Other
Territory:  NY, PA, NJ, MD, VA and DE
In Business Since:  1989
Number of Employees:  4

Hydrite Chemical, Inc.
David Ewing, Director Corporate Accounts & Business Development
James Mahmoudi
1515 Rainbow Drive
Richland Center, WI 53581
Phone: (608) 383-3472  Fax:  
Website:  www.hydrite.com
Company Category:  National
Territory:  In Business Since:  1923
Number of Employees:  

Indian River Transport
John Harned, President
2580 Executive Road
Winter Haven, FL 33884
Phone: (863) 324-2430  Fax: (863) 324-5669
Website:  www.indianrivertransport.com
Company Category:  
Territory:  
In Business Since:  
Number of Employees:  

Industrial Food Ingredients
Scott Hetherington, President
Sharon Black  VP Sales
Sue Kump VP
Kathie Connors
11350 McCormick Road EP1 Suite 902
Hunt Valley, MD 21031
Phone: (410) 771-5593  Fax: (410) 771-5598
Website:  www.ifico.com
Company Category:  21 Other
Territory:  NY, PA, NJ, MD, VA and DE
In Business Since:  1989
Number of Employees:  4

Ingredion
Taren Zimmerman, Senior Account Manager
5263 North End Road
New Tripoli, PA 18066-2348
Phone: (908) 672-5562  Fax:  
Website:  www.ingredion.com
Company Category:  
Territory:  
In Business Since:  
Number of Employees:  

Integrated Industrial Services, Inc.
William Hier, President
PO Box 481
Syracuse, NY 13211
Phone: (315) 385-8720  Fax: (315) 385-8716
Website:  www.iiscny.com
Company Category:  Northeast US
Territory:  
In Business Since:  1993
Number of Employees:  25-30

International Food Products Corporation
David Gerfen, General Manager
150 Larkin Williams Industrial Court
Fenton, MO 63026
Phone: (636) 343-5444  Fax: (636) 717-0215
Website:  www.ifpc.com
Company Category:  13 Ingredients
Territory:  
In Business Since:  
Number of Employees:  35
Northeast Dairy Association, Inc. Membership

**J. Rettenmaier USA LP**
Bob Bellinger, Senior Account Manager  
528 Drift Stone Ave  
Las Vegas, NV 89123  
Phone: (865) 951-4397  Fax:  
Website: [www.jrusa.com](http://www.jrusa.com)  
Company Category:  
Territory: USA & Canada  
In Business Since: 1886  
Number of Employees: 

**J.I.T. Manufacturing, Inc.**
John Norton, President  
50 Peel Street  
Paterson, NJ 07524  
Phone: (973) 247-7300  Fax: (973) 247-7304  
Website: [www.jitpkg.com](http://www.jitpkg.com)  
Company Category: 15 Packaging Equipment & Materials  
Territory:  
In Business Since: 1989  
Number of Employees: 15

**JCS Process & Controls**
Patrick MacDonald, Sales  
Phillip Frechet President  
Rob Frechet Sales Manager  
Robert Vietch Project Manager  
172 Metro Park  
Rochester, NY 14623  
Phone: (585) 227-5910  Fax: (585) 723-3213  
Website: [www.jcs.com](http://www.jcs.com)  
Company Category:  
Territory: Global  
In Business Since: 1988  
Number of Employees: 30

**Jefferson County Local Development Corporation**
Jay Matteson, Agricultural Coordinator  
Don C. Alexander Chief Executive Officer  
Dave Zembiec Deputy Director  
Marshall Weir Marketing Director  
800 Starbuck Avenue  
Watertown, NY 13601  
Phone: (315) 782-5865  Fax: (315) 782-7915  
Website: [www.comefarmwithus.com](http://www.comefarmwithus.com)  
Company Category:  
Territory:  
In Business Since:  
Number of Employees: 7

**Joy Cone Company**
Juergen Kloo, Director, Foodservice Sales  
3435 Lamor Road  
Hermitage, PA 16148  
Phone: (800) 242-2663  Fax: (724) 962-3450  
Website: [www.joycone.com](http://www.joycone.com)  
Company Category: 13 Ingredients, 14 Other Related Supplies  
Territory: United State and Canada  
In Business Since: 1918  
Number of Employees: 

**JRD Solutions & Supply**
James Derway, Consultant  
2025 Route 9N Lot 116  
Greenfield Center, NY 12833  
Phone: (518) 893-6382  Fax: (518) 893-6382  
Website:  
Company Category: 19 Sanitation & Maintenance  
Territory: Northeast US  
In Business Since: 2006  
Number of Employees: 1

**Kaestner LLC**
David Good, VP of Operations  
Emily Echola VP – General Manager  
Mike Corrigan Sales Engineer  
1221 Wallace Street  
York, PA 17403  
Phone: (800) 483-1881 Fax: (855) 483-1888  
Website: [www.kaestnerllc.com](http://www.kaestnerllc.com)  
Company Category: 16 Processing Equipment & Supplies  
Territory: National  
In Business Since: 1860  
Number of Employees: 

**KCO Resource Management**
Ryan Osterhout, COO & Managing Partner  
Jill Osterhout  
Robert Moriarty  
Stacey Carey  
634 Plank Road  
Suite 207  
Clifton Park, NY 12065  
Phone: (518) 348-7800 Fax:  
Website: [www.kcoresource.com](http://www.kcoresource.com)  
Company Category: 20 Services  
Territory:  
In Business Since:  
Number of Employees: 6
Northeast Dairy Association, Inc. Membership

**Keevily, Spero-Whitelaw Inc.**
Mike Cryan, Sales Representative  
Thomas F. McEvily, President  
Michael McEvily, Secretary/Treasurer  
Bernie Cryan, Regional Manager  
500 Mamaroneck Avenue  
Harrison NY 10528  
Phone: (716) 553-4731  Fax: (716) 580-1205  
Website: www.keevily.com  
Company Category:  
Territory:  
In Business Since:  
Number of Employees: 55

**Klass Ingredients**
Pat Backman, President  
3885 North Buffalo Street  
Orchard Park, NY 14127  
Phone: (716) 662-6665  Fax: (716) 662-0285  
Website: www.klassingredients.com  
Company Category:  
Territory: Western PA, Upstate NY, NE, Eastern Canada  
In Business Since: 1984  
Number of Employees: 9

**KleenLine**
Tom Jamieson,  
7 Opportunity Way  
Newburyport, MA 01950  
Phone: (978) 463-0827  Fax:  
Website: www.kleenline.com  
Company Category:  
Territory:  
In Business Since:  
Number of Employees:  

**Kraft Foods Group, Inc.**
Edward Eddinger, Milk Sourcing Manager,  
Cheese & Dairy Procurement  
Three Lakes Drive  
Northfield, IL 60093  
Phone: (847) 646-0381  Fax:  
Website: www.kraftfoods.com  
Company Category:  
Territory:  
In Business Since:  
Number of Employees:  

**Leprino Foods**
Melissa Bischoff, Associate Director  
1830 W 38th Ave  
Denver, CO 80214  
Phone: (303) 480-2847  Fax: (303) 305-6996  
Website: www.leprinofoods.com  
Company Category:  
Territory:  
In Business Since:  
Number of Employees:  

**Loar & Young, Inc.**
David Young, President  
Mark Reedy, Vice President  
Bill Klinefelter, Account Manager  
1603 Oregon Pike  
Lancaster, PA 17604-4335  
Phone: (717) 293-8055  Fax: (717) 293-8960  
Website: www.loar-young.com  
Company Category: 13 Ingredients  
Territory: PA, NJ, MD, Western NY and Eastern OH  
In Business Since: 1906  
Number of Employees: 7

**Losurdo Foods, Inc.**
Eric Steller, Dairy Plant Manager  
20 Owens Road  
Hackensack, NJ 07601  
Phone: (201) 343-6680  Fax: (201) 343-8078  
Website: www.losurdofoods.com  
Company Category:  
Territory:  
In Business Since:  
Number of Employees:  

**Maple Hill Creamery**
Tim Joseph, President  
285 Allendale Road West  
Stuyvesant, NY 12173  
Phone: (518) 758-7777  Fax: (315) 266-1284  
Website: www.maplehillcreamery.com  
Company Category:  
Territory:  
In Business Since:  
Number of Employees:  

**MD & VA Milk Producers Cooperative Association, Inc.**
Bill Chomicki, General Manager  
8321 Leishear Road  
Laurel, MD 20723  
Phone: (301) 953-2964  Fax: (301) 953-1979  
Website:  
Company Category: 1 Milk Processor  
Territory: East Coast  
In Business Since: 1950  
Number of Employees: 55
Northeast Dairy Association, Inc. Membership

**Meadow Brook Dairy/Dean Foods**
Leslie Barton, Sales Manager
Jed Davis
2365 Buffalo Road
Erie, PA 16510
Phone: (814) 464-1367 Fax: (814) 899-8560
Website: www.meadowbrookdairy.com
Company Category: 1 Milk Processor
Territory: Ohio, Pennsylvania and New York
In Business Since: 1932
Number of Employees: 200

**Micro Motion, Inc.**
Ted Reppi, Flow & Density Consultant
5275 Whiskey Hill Road
Wolcott, NY 14590
Phone: (585) 764-6876 Fax:
Website: www.micromotion.com
Company Category:
Territory: Worldwide
In Business Since: 1977
Number of Employees:

**Morgan Corporation**
Dolores Cote, Strategic Account Manager
786 South Mammouth Road
Manchester, NH 03109
Phone: (603) 785-6246 Fax:
Website: www.morgancorp.com
Company Category: 13 Ingredients, 14 Other Related Supplies, 21 Other
Territory: International
In Business Since: 1932
Number of Employees: 300

**Natural Systems Utilities**
Richard Cisterna, Executive Vice President, East Region
2 Clerico Lane
Hillsborough, NJ 08844
Phone: (908) 359-5129 Fax: (908) 359-5193
Website: www.naturalsystemsutilities.com
Company Category: 20 Services
Territory:
In Business Since:
Number of Employees: 90

**Naturally Better Products, Inc.**
David Arms, Jr., President
PO Box 776
Shelburne, VT 05482-0776
Phone: (802) 985-5554 Fax: (802) 985-5700
Website:
Company Category: 20 Services
Territory: Northeast
In Business Since: 1982
Number of Employees: 2

**Nelson-Jameson, Inc.**
Jan Wisnfske, Account Manager
Jerry Lippert
Murray Smith
2400 E. Fifth St.
PO Box 647
Marshfield, WI 54449
Phone: (715) 826-8302 Fax: (715) 387-8746
Website: www.nelsonjameson.com
Company Category:
Territory: All 50 states as well as Canada & Mexico; plus many foreign countries
In Business Since: 1947
Number of Employees: 92

**New Beginnings Farm LLC**
Charles Huften, Owner
PO Box 715
Winsted, CT 06098
Phone: (860) 379-2316 Fax: (860) 379-7464
Website:
Company Category:
Territory:
In Business Since:
Number of Employees:

**New York State Cheese MFG. Association**
Janene Lucia, Exec. Secretary
411 Tower Road
Stocking Hall - Dept. of Food Science
Ithaca, NY 14853
Phone: (607) 255-2892 Fax: (607) 255-7619
Website: www.newyorkcheese.org
Company Category: 21 Other
Territory:
In Business Since:
Number of Employees:

**Newtown Foods USA**
John McDonald, President
6 Penns Trail
Suite 215
Newtown, PA 18940
Phone: (215) 579-2120 Fax: (215) 579-2129
Website: www.newtonfoods.com
Company Category: 13 Ingredients
Territory: USA
In Business Since: 1994
Number of Employees: 4
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Key Personnel</th>
<th>Address</th>
<th>Phone</th>
<th>Fax</th>
<th>Website</th>
<th>Company Category</th>
<th>Territory</th>
<th>In Business Since</th>
<th>Number of Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Nielsen-Massey Vanillas</strong></td>
<td>Dan Fox, Director of Sales</td>
<td>1550 Shields Drive, Waukegan, IL 60085</td>
<td>(847) 578-1550</td>
<td>(847) 578-1570</td>
<td><a href="http://www.nielsenmassey.com">www.nielsenmassey.com</a></td>
<td>13 Ingredients</td>
<td>Worldwide</td>
<td>1907</td>
<td></td>
</tr>
<tr>
<td><strong>Norse Dairy Systems</strong></td>
<td>Dane Aynes, Regional Sales Manager</td>
<td>1740 Joyce Ave, Columbus, OH 43219</td>
<td>(614) 421-5228</td>
<td>(614) 421-5418</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Northeast Great Dane</strong></td>
<td>Bill Elliott, Sales/Johnson Truck Bodies</td>
<td>315 Sunnymeade Road, PO Box 5847, Hillsborough, NJ 08844</td>
<td>(908) 581-2926</td>
<td>(908) 359-9559</td>
<td><a href="http://www.negd.net">www.negd.net</a></td>
<td>16 Processing Equipment &amp; Supplies</td>
<td>New England and Mid-Atlantic</td>
<td>1919</td>
<td>250</td>
</tr>
<tr>
<td><strong>Oliver M. Dean, Inc.</strong></td>
<td>Richard Eldon, Owner/President</td>
<td>125 Brooks Street, Worcester, MA 01606</td>
<td>(508) 856-9100</td>
<td>(508) 853-2532</td>
<td><a href="http://www.omdean.com">www.omdean.com</a></td>
<td>15 Packaging Equipment &amp; Supplies</td>
<td>New England</td>
<td>1865</td>
<td>100</td>
</tr>
<tr>
<td><strong>optek-Danulat, Inc.</strong></td>
<td>Tom Schwalbach, Product Specialist</td>
<td>N118 W18748 Bunsen Drive, Germantown, WI 53022</td>
<td>(888) 814-4288</td>
<td>(262) 437-3699</td>
<td><a href="http://www.optek.com">www.optek.com</a></td>
<td>16 Processing Equipment &amp; Supplies</td>
<td>North America</td>
<td>1986</td>
<td>100</td>
</tr>
<tr>
<td><strong>Orchard View Farm</strong></td>
<td>Richard Long,</td>
<td>7643 Lake Road, Bergen, NY 14416</td>
<td>(845) 494-1069</td>
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<tr>
<td><strong>Oystar USA, Inc.</strong></td>
<td>Arnold Lawner, Vice President Sales</td>
<td>523 Saratoga Center Parkway, Edison, NJ 08837</td>
<td>(800) 777-0300</td>
<td></td>
<td><a href="http://www.oystar-group.com">www.oystar-group.com</a></td>
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<tr>
<td><strong>Pacific Packaging</strong></td>
<td>Paul Daniels, Sales</td>
<td>24 Industrial Way, Wilmington, MA 01887</td>
<td>(814) 865-7535</td>
<td>(814) 863-9513</td>
<td><a href="http://www.pacificpkg.com">www.pacificpkg.com</a></td>
<td>15 Packaging Equipment &amp; Materials</td>
<td>University Park</td>
<td>1865</td>
<td>125</td>
</tr>
<tr>
<td><strong>Penn State Berkey Creamery</strong></td>
<td>Thomas Palchak, Manager</td>
<td>119 Food Science Bldg., University Park, PA 16802</td>
<td>(814) 865-7535</td>
<td>(814) 863-9513</td>
<td><a href="http://www.creamery.psu.edu">www.creamery.psu.edu</a></td>
<td>1 Milk Processor, 3 Cheese Manufacturer, 5 Ice Cream Manufacturer, 7 Cultured Product Manufacturer</td>
<td>University Park</td>
<td>1865</td>
<td>23</td>
</tr>
<tr>
<td>Company Name</td>
<td>Contact Person</td>
<td>Position</td>
<td>Address</td>
<td>Phone</td>
<td>Fax</td>
<td>Website</td>
<td>Company Category</td>
<td>Territory</td>
<td>In Business Since</td>
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<tr>
<td><strong>Pentair Sudmo</strong></td>
<td>Shawn Breeden</td>
<td>Northeast Regional Sales Manager</td>
<td>382 Daniel Drive</td>
<td>North Tonawanda, NY 14120</td>
<td>(262) 725-9026</td>
<td>(866) 673-4621</td>
<td><a href="http://www.sudmona.com">www.sudmona.com</a></td>
<td>Processing Equipment</td>
<td>US and Canada</td>
</tr>
<tr>
<td><strong>Pioneer Adhesive Products</strong></td>
<td>Vinny Skoczylas</td>
<td>President</td>
<td>Robert Porto</td>
<td>Vice President</td>
<td>227 Thorn Ave</td>
<td>Orchard Park, NY 14127</td>
<td>(716) 662-8100</td>
<td>(716) 662-6732</td>
<td><a href="http://www.pioneeradhesive.com">www.pioneeradhesive.com</a></td>
</tr>
<tr>
<td><strong>Plastipak</strong></td>
<td>Danny Mammarella</td>
<td>Business Development Manager</td>
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<tr>
<td><strong>Plumley Engineering, P.C.</strong></td>
<td>Joel Plumley</td>
<td>Owner/President</td>
<td>Dale Vollmer</td>
<td>PE Env. Div. Head</td>
<td>8232 Loop Road</td>
<td>Baldwinsville, NY 13027</td>
<td>(315) 638-8587</td>
<td>(315) 638-9740</td>
<td><a href="http://www.plumleyeng.com">www.plumleyeng.com</a></td>
</tr>
<tr>
<td><strong>Polytainers, Inc.</strong></td>
<td>Dena Foust</td>
<td>Regional Account Manager</td>
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<tr>
<td><strong>Pressure Techniques, Inc.</strong></td>
<td>Peter Rubenstein</td>
<td>President</td>
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<tr>
<td><strong>Prime Packaging</strong></td>
<td>Mark Cill</td>
<td>Sales Executive</td>
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<tr>
<td><strong>Profile Food Ingredients</strong></td>
<td>Ted Benic</td>
<td>CEO</td>
<td>Doug Pawl</td>
<td>Greg Koch</td>
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</tbody>
</table>

Website: [www.polytainersinc.com](http://www.polytainersinc.com)
Website: [www.pressuretechniques.com](http://www.pressuretechniques.com)
Website: [www.primepkg.com](http://www.primepkg.com)
Website: [www.profilefoodingredients.com](http://www.profilefoodingredients.com)
Northeast Dairy Association, Inc. Membership

**ProSpect Analytical Technology, Inc.**
Paul Martin, Senior Account Manager
2950 Xenium Lane North
Suite 140
Plymouth, MN 55441
Phone: (763) 234-6875  Fax: (763) 226-2360
Website: www.prospectanalytical.com
Company Category:
Territory: Worldwide
In Business Since: 2006
Number of Employees: 10

**Quality Dairy Ingredients, Inc.**
William Furnia, President
2380 Donegal Springs Road
Marietta, PA 17547
Phone: (717) 426-1558  Fax: (717) 604-1392
Website:
Company Category: 13 Ingredients
Territory: NJ, NY, PA and New England
In Business Since: 1982
Number of Employees: 1

**R.A. Jones & Co.**
Sharon Hojnacki,
Greg Thompson
Peter Perkins
MaryAnn Walburn
807 West Kimberly Road
Davenport, IA 52806
Phone: (563) 391-1100  Fax: (563) 391-0017
Website: www.oystar-group.com
Company Category: 15 Packaging Equipment & Materials
Territory: global
In Business Since: 1944
Number of Employees: 235

**RAL Services, Inc.**
Richard Longo, President
Craig S. Kane  Vice President
Steve Tokofsky Vice President
240 Plandome Road
Manhasset, NY 11030
Phone: (516) 365-8400  Fax: (516) 365-8690
Website: www.ralservices.com
Company Category: 20 Services
Territory: USA
In Business Since: 1978
Number of Employees: 12

**Randolph Associates, Inc.**
Jayne Randolph, President
Tom Powlin  Senior Associate
Ted Wittenbrink Vice President, Audit Services
George Kellner Manager, Audit Services
3820 3rd Ave South
Suite 100
Birmingham, AL 35222-1827
Phone: (205) 595-6455  Fax: (205) 595-6450
Website: www.raiconsult.com
Company Category: 17 R & D Quality Control, 19 Sanitation & Maintenance, 20 Services
Territory: National and International
In Business Since: 1977
Number of Employees: 40

**Ray Burns + Sons Trucking, Inc.**
Myron Burns, President/CEO
71 Finnegan Road
Canton, NY 13617
Phone: (315) 386-4101  Fax: (315) 386-4097
Website:
Company Category:
Territory:
In Business Since:
Number of Employees:

**Rehrig Pacific Co.**
Luke Jeffers, Dairy Industry Manager
117 Carlton Road
Savannah, GA 31410
Phone: (215) 805-1544  Fax: (215) 402-9446
Website: www.rehrigpacific.com
Company Category: 15 Packaging Equipment & Materials
Territory:
In Business Since:
Number of Employees:

**REL CO, LLC**
Melissa Knott, Mrketing Coordinator
Loren Corle  President
2281 3rd Ave SW
Willmar, MN 56201
Phone: (320) 231-2210  Fax: (320) 231-2282
Website: www.relco.net
Company Category: 15 Packaging Equipment & Materials, 16 Processing Equipment & Supplies
Territory: USA
In Business Since: 1980
Number of Employees: 125
**Rhoads Industries Inc.**  
Al Michie, Sales Manager  
1117 Admiral Pearyway  
Philadelphia, PA 19112  
Phone: (267) 728-6321  
Fax:  
Website: www.rhoadsinc.com  
Company Category:  
Territory: Eastern US  
In Business Since: 1925  
Number of Employees: 125

**Rich Dairy Products, Inc.**  
Wendy Pugliese, Controller  
1020 Plain Street #300  
Marshfield, MA 02050  
Phone: (781) 834-0090  
Fax: (781) 834-0109  
Website: www.richdairy.com  
Company Category:  
Territory:  
In Business Since: 1969  
Number of Employees: 9

**Ritenburg Ingredients Consulting**  
Bruce Ritenburg, III, Sales  
10 W. Beach Road  
Dunkirk, NY 14048  
Phone: (716) 467-1916  
Fax:  
Website:  
Company Category: 21 Other  
Territory:  
In Business Since: Number of Employees:

**Robertet Flavors, Inc.**  
Jack Williams, Account Executive  
Matt Williams Sales Rep  
10 Colonial Drive  
Piscataway NJ 08854  
Phone: (814) 833-2898  
Fax: (814) 833-7560  
Website:  
Company Category: 13 Ingredients  
Territory:  
In Business Since: Number of Employees:

**Rocket Products, Inc.**  
Betty Honaker, Finance Director  
Patty Bunse Director of Purchasing  
Michael Martin Quality Control Director  
Dennis Petroff Sales Representative  
1727 Chase Drive  
Fenton, MO 63026  
Phone: (636) 343-9110  
Fax: (636) 343-9115  
Website: www.rocketproducts.com  
Company Category:  
Territory: United States  
In Business Since: 1953  
Number of Employees: 12

**Rock-Tenn Company**  
Alan Templeton, Director / Dairy Segment  
2048 Industrial Blvd  
Kimball, TN 37347  
Phone: (423) 605-0569  
Fax: (678) 291-7865  
Website: www.rocktenn.com  
Company Category: 15 Packaging Equipment & Materials  
Territory:  
In Business Since: Number of Employees:

**Rogers-Associates**  
Dale Rogers, Owner  
Harold Rogers  
136 Neck Road  
Suite 2  
Ward Hill, MA 01835  
Phone: (978) 758-1069  
Fax: (978) 521-0870  
Website: www.rogers-associates.com  
Company Category: 12 Distribution & Transportation  
Territory: Northeast  
In Business Since: 1987  
Number of Employees: 3

**Rowlands Sales Co., Inc.**  
William Rowlands, President  
David H. Rowlands Vice President  
Nancy J. Bonar Inside Sales Manager  
William Rowlands Chairman of the Board  
Butler Industrial Park  
PO Box 552  
Hazleton, PA 18201-0552  
Phone: (800) 582-6388  
Fax: (570) 454-4790  
Website: www.rowlands.com  
Company Category: 16 Processing Equipment & Supplies  
Territory: Worldwide  
In Business Since: 1957  
Number of Employees: 35

**Schlotterbeck & Foss Co.**  
Sam Mangino, Food Service Sales Manager  
117 Preble Street  
Portland, ME 04101  
Phone: (207) 772-4666  
Fax: (207) 774-3449  
Website: www.schlotterbeck-foss.com  
Company Category:  
Territory: International  
In Business Since: 1866  
Number of Employees: 50
Northeast Dairy Association, Inc. Membership

**Schneider Packaging Equipment**
Bill Buck, Marketing & Applications Project Engineer
Ron Pietraszek Marketing Segment Leader
PO Box 890
5370 Guy Young Road
Brewerton, NY 13029
Phone: (315) 676-3035  Fax: (315) 676-2875
Website: www.schneiderequip.com
Company Category: 15 Packaging Equipment & Materials
Territory: North America
In Business Since: 1970
Number of Employees: 155

**Sensient Flavors, Inc.**
John Hadley, Senior Account Manager
185 Freeman Parkway
Providence, RI 02906
Phone: (401) 572-5340  Fax: (401) 572-5398
Website: www.sensient-tech.com
Company Category: 15 Packaging Equipment & Materials
Territory: North America
In Business Since: 1882
Number of Employees: 155

**SensoryEffects Flavor Systems**
Ed Hamby, Sr. Account Manager
231 Rock Industrial Park Drive
Bridgeton, MO 63044
Phone: (267) 994-1677  Fax: (314) 291-3289
Website: www.sensoryeffects.com
Company Category: 13 Ingredients
Territory: North America
In Business Since: 1982
Number of Employees: 155

**Separators, Inc.**
Joe Fitzgerald, Regional Sales Manager
John Campbell President/CEO
Joe Mansfield CFO
Dave Johnson Mgr of National Dairy
Bill Otter Regional Sales Manager
5707 W Minnesota St.
Indianapolis, IN 46241
Phone: (724) 714-2427  Fax: (724) 946-9409
Website: www.sepinc.com
Company Category: 15 Packaging Equipment & Materials
Territory: North America
In Business Since: 1985
Number of Employees: 155

**Sharon Manufacturing Co., Inc.**
Robert Stamm, President
540 Brook Ave
Deer Park, NY 11729
Phone: (631) 242-8870  Fax: (531) 586-6822
Website: www.sharonmfg.com
Company Category: 15 Packaging Equipment & Materials, 19 Sanitation & Maintenance, 20 Services
Territory: USA
In Business Since: 1982
Number of Employees: 10

**Signature Flavors**
John Creech, President-Sales & Marketing
922 Highway 33, Bldg 7
Suite 1
Freehold, NJ 07728
Phone: (732) 415-8138  Fax: (908) 752-4127
Website: www.signatureflavors.com
Company Category:
Territory: US and Canada
In Business Since: 2011
Number of Employees: 6

**Silgan Plastic Closure Solutions**
Laura Olsen, Corporate Marketing
Joseph Vukcevich VP Sales and Marketing
1140 31st Street
Downers Grove, IL 60515
Phone: Fax:
Website: www.silganpcs.com
Company Category: 19 Other
Territory: US & Mexico
In Business Since:
Number of Employees:

**Sitzman Supply, LLC**
Brett Sitzman, President
1411-B Exchange Street
Alden, NY 14004
Phone: (716) 937-0571  Fax: (716) 937-0572
Website: www.sitzmansupply.com
Company Category:
Territory: NY
In Business Since: 2003
Number of Employees: 5
SPX Flow Technology
Jeremy Steingraeber, Field Sales Specialist, Northeast
Neil O’Connor, Heat Exchangers & Homogenizers
154 Lawton Road
Howes Cave NY 12092
Phone: (518) 331-3841 Fax:
Website: www.gowcb.com
Company Category:
In Business Since:  Number of Employees:

Sweeteners Plus, Inc.
Mark Whitford, Vice President
Jeff Hartline
5768 Sweeteners Blvd.
Lakeville, NY 14480
Phone: (585) 346-2318 Fax: (585) 346-2310
Website: www.sweetenersplus.com
Company Category: 12 Distribution & Transportation, 13 Ingredients, 21 Other, 9 Bulk Tank Hauler
Territory: National
In Business Since: 1983
Number of Employees: 100+

Synergy Flavors, Inc.
Roderick Sowders, President
Bill Marchetti, Vice President
Kim Bubach, VP Sales
1500 Synergy Drive
Wauconda, IL 60084
Phone: (847) 487-1011 Fax: (847) 487-1066
Website: www.synergytaste.com
Company Category: 13 Ingredients
Territory:
In Business Since: 1911 Number of Employees: 98

Syracuse Label & Surround Printing
Kathleen Alaimo, President
110 Luther Avenue
Liverpool, NY 13088
Phone: (315) 422-1037 Fax: (315) 422-6763
Website: www.syrlabel.com
Company Category:
Territory:
In Business Since: 1967
Number of Employees: 80

T.C. Jacoby & Co.
Paul Miklasz, Director Milk Sales
Jennifer Curran, Marketing Assistant
Greg Scheer, Assistant Milk Marketing Manager
1716 Hidden Creek Court
Saint Louis, MO 63131
Phone: (800) 877-9556 Fax: (314) 909-2052
Website: www.jacoby.com
Company Category: 20 Services
Territory:
In Business Since:
Number of Employees:
Northeast Dairy Association, Inc. Membership

**Tate & Lyle Food Systems**
Jennifer McManus, Account Manager
Phil Blythe VP Sales & Marketing
Sarah Clemons
Kevin Harrah
2200 E Eldorado Street
Decatur, IL 62521
Phone: (201) 240-0659  Fax: (815) 899-0590
Website: www.tateandlyle.com
Company Category: 13 Ingredients
Territory: Global
In Business Since: 1972
Number of Employees: 100+

**The YoCrunch Company**
Vanessa Teter, Manager, Product Development
141 Sheridan Drive
Suite A
Naugatuck, CT 06770
Phone: (203) 720-0000  Fax: (203) 720-0443
Website: www.yocrunch.com
Company Category: 13 Ingredients
Territory: In Business Since: 1987
Number of Employees: 160

**Titusville Dairy Products Co.**
Ralph Kerr, General Manager
217 S. Washington Street
PO Box 186
Titusville, PA 16354
Phone: (814) 827-1833  Fax: (814) 827-2510
Website: www.tetrapakusa.com
Company Category: 15 Packaging Equipment & Materials
Territory: Western PA and Southwestern NY
In Business Since: 1926  Number of Employees: 27

**Tremcar USA Inc.**
Pete Turkalj, Regional Sales Manager
2011 Dunkeith Drive NW
Canton, OH 44708
Phone: (330) 477-9070  Fax: (330) 477-9070
Website: www.tremcar.com
Company Category: 5 Ice Cream Manufacturer, 7 Cultured Product Manufacturer
Territory: USA
In Business Since: 1996
Number of Employees: 1

**The Todd A. Andrews Co.**
Todd Andrews, President
19606 Trails End Terrace
Jupiter, FL 33458
Phone: (561) 676-1726  Fax: (561) 676-1726
Website: www.toddandrews.com
Company Category: 13 Ingredients
Territory: Northeastern US
In Business Since: 1995
Number of Employees: 1

**Tri Tank Corp.**
Mark Richardson, Sales Manager
Jim Lawson Service Manager
Kevin Doupe Parts, Warranty & IT
115 Farrell Road
Syracuse, NY 13209
Phone: (315) 451-8663  Fax: (315) 451-6758
Website: www.tritank.com
Company Category: 13 Ingredients, 15 Packaging Equipment & Materials
Territory: Northeast
In Business Since: 2003  Number of Employees: 1
Turkey Hill Dairy, Inc.
Tom Wright, VP Marketing
2601 River Road
Conestoga, PA 17516
Phone: (717) 872-5461  Fax: (717) 871-9884
Website: www.turkeyhill.com
Company Category: 1 Milk Processor, 2 Milk Distributor, 5 Ice Cream Manufacturer, 6 Ice Cream Distributor
 Territory: National
In Business Since: 1932
Number of Employees: 675

T-Way & Associates, Inc.
Craig Treadaway, President
5800 Holland Church Rd.
Raleigh, NC 27603
Phone: (919) 772-9695  Fax: 
Website: 
Company Category: 21 Other
 Territory: Continental US, primarily East Coast
In Business Since: 1995
Number of Employees: 2

TWINCO Inc.
Ron Eiseman, Operations Manager
James Mehduck
Ken Cox
Neil Hopkins
145 Ellicott Road
PO Box 8
West Falls, NY 14170
Phone: (716) 655-1171  Fax: (716) 655-0426
Website: www.twincoinc.com
Company Category: 16 Processing Equipment & Supplies
 Territory: 
In Business Since: 1969
Number of Employees: 43

Univar USA
James Derway,
61 Gates Ave
PO Box 128
Geneva, NY 14456
Phone: (315) 780-3053  Fax: (315) 781-0825
Website: www.univarusa.com
Company Category: 
 Territory: 
In Business Since: 
Number of Employees: 

Upstate Niagara Cooperatives, Inc.
Sherrie Green, Regional Sales Manager
6361 Thompson Rd.
Syracuse, NY 13206
Phone: (315) 432-8809  Fax: (315) 432-8895
Website: www.upstateniagara.com
Company Category: 1 Milk Processor, 2 Milk Distributor, 5 Ice Cream Manufacturer, 7 Cultured Product Manufacturer, 8 Dairy Cooperative
 Territory: 
In Business Since: 
Number of Employees: 

Upstate Utilities
John Thomas, Northeast Sales
2592 Western Ave, Suite #201
Altamont, NY 12009
Phone: (518) 355-4761  Fax: (518) 355-4893
Website: www.upstateutilities.com
Company Category: 21 Other
 Territory: NY, PA, NJ, MA, CT
In Business Since: 2002
Number of Employees: 5

Valcour Process Technologies
Norman LaVigne, President
PO Box 714
Peru, NY 12972
Phone: (518) 561-3578  Fax: 
Website: 
Company Category: 20 Services
 Territory: Primarily Northeastern US & Canada
In Business Since: 2011
Number of Employees: 2

Viking Food Group
Ron Pershall, President
Dave Pershall
1753 Hopewell Road
Elverson, PA 19520
Phone: (610) 286-6384  Fax: (610) 286-9500
Website: www.vikingfoodgroup.com
Company Category: 13 Ingredients
 Territory: US
In Business Since: 1984
Number of Employees: 2
Northeast Dairy Association, Inc. Membership

**Virginia Dare**  
Brian Kelly, Account Executive  
19 E. Mill Station Drive  
Newark, DE 19711  
Phone: (302) 293-7862  Fax: (302) 453-7370  
Website: www.virgiindiare.com  
Company Category: 13 Ingredients  
Territory: National and International  
In Business Since:  
Number of Employees:  

**WCB Ice Cream**  
Neal White, President  
David Keunzler  
267 Livingston Street  
Northvale, NJ 07647  
Phone: (201) 750-6501  Fax:  
Website: www.wcbicecream.com  
Company Category: 16 Processing Equipment & Supplies  
Territory: Global  
In Business Since: 2003  
Number of Employees: 50+

**Vivolac Cultures Corp.**  
David Buteyn, Technical Service/Sales  
6108 West Stoner Drive  
Greenfield, IN 46140  
Phone: (585) 307-2168  Fax:  
Website: www.vivolac.com  
Company Category:  
Territory: National  
In Business Since:  
Number of Employees:  

**WEBBER/SMITH Associates, Inc.**  
Garry Smith, Chairman  
Joe Shaffer, Vice President  
Byron Reed, Lead Process Engineer  
Ray Anater, Director of Business Development  
20 Wright Ave  
Lititz, PA 17543  
Phone: (717) 625-4169  Fax: (717) 625-3708  
Website: www.webbersmith.com  
Company Category: 20 Services  
Territory: USA  
In Business Since: 1978  
Number of Employees: 33

**W.T. Beck Specialty Co., Inc.**  
Tom Beck, President  
PO Box 2896  
Duxbury, MA 02331  
Phone: (781) 585-1783  Fax: (781) 585-4140  
Website:  
Company Category: 16 Processing Equipment & Supplies  
Territory: Northeast  
In Business Since: 1979  
Number of Employees: 5

**WEBER/SMITH Associates, Inc.**  
Garry Smith, Chairman  
Joe Shaffer, Vice President  
Byron Reed, Lead Process Engineer  
Ray Anater, Director of Business Development  
20 Wright Ave  
Lititz, PA 17543  
Phone: (717) 625-4169  Fax: (717) 625-3708  
Website: www.webbersmith.com  
Company Category: 20 Services  
Territory: USA  
In Business Since: 1978  
Number of Employees: 33

**Wadhamms Enterprises**  
Richard Wadhams, Owner  
Bob Carr, Sales Manager  
Mark Stevenson, Operations Director Hauling  
369 Bostwick Road  
Phelps, NY 14532-9309  
Phone: (315) 789-8871  Fax: (315) 789-8879  
Website: www.wadhams.com  
Company Category: 9 Bulk Tank Hauler  
Territory: Northeast  
In Business Since: 1949  
Number of Employees: 500

**Wisdom Adhesives Worldwide**  
Cathy Westhouse, Chief Marketing Officer  
Paul Preston, Vice President of Sales  
Ryan Buchler, Eastern Sales Manager  
Andrea Steiger, Vice President of Customer Relations  
Jeff Wisdom, CEO  
Tom Rolando, COO  
1575 Executive Drive  
Elgin, IL 60123  
Phone:  Fax:  
Website:  
Company Category: 21 Other  
Territory:  
In Business Since:  
Number of Employees:  

57
WM Group Services
Henrique Goncalves, Senior Associate
38 7th Avenue
Two Penn Plaza
New York, NY 10121
Phone: (917) 513-5259 Fax:
Website: www.wmgroupeng.com
Company Category: 
Territory: 
In Business Since: 
Number of Employees: 15

Zajac, LLC
Rene Rheault, National Equipment and Spare Part Sales
120 Lumber Lane Bld 6
Tewksbury, MA 01876
Phone: (978) 858-0190 Fax: (978) 858-0191
Website: www.zajacllc.com
Company Category: 
Territory: 
In Business Since: 
Number of Employees: 
Do you know if it’s clean?
AFCO has the tools to verify!!!

Smart Gel

AFCO SMART GEL visualizes the level of hygiene. It is a 2-component quick-test for surfaces, based on patented technology. Within seconds, Smart Gel reacts with ALL TYPES of contamination of organics (food residues such as proteins, fats, sugars, flavorings, phenolic compounds, oxalates, and microorganisms); whereas most quick-tests are limited to the specific detection of glucose, lactose, or ATP proteins of microorganisms.

Smart Add

AFCO SMART ADD is an intelligent color indicator based on patented persulfate technologies. This notified technology dissolves organic deposits like proteins, fats, saccharides, aromas, phenol compounds, and oxalates by means of oxidation by hydroxyl radicals. It can also be used to detect organic deposits in pipe systems, tanks, heat exchangers, or filling lines by means of a color indication system. The product is applied in conjunction with 0.5 % NaOH solutions.

Intelliglide

AFCO 5554 INTELLIGLIDE is a multi-purpose dry conveyor lubricant designed for use on plastic or stainless steel conveyor belts. AFCO 5554 is designed to reduce or eliminate PET stress cracking precursors such as conveyor soils or lubricant make-up water alkalinity. By maintaining the conveyors in a cleaner condition, AFCO 5554 allows plant operators to run their conveyor lines at their designed speeds. AFCO 5554 will reduce the time and chemicals required for post-production conveyor cleaning. Because AFCO 5554 is applied dry, it contributes to a cleaner, safer plant environment. AFCO 5554 has zero alkalinity and is dilutable up to 600:1.

Engineering & Design, Fabrication, Programming

- Design & Fabrication
  - CIP (High Pressure System)
  - COP (Central Sanitizing)
- In House PLC Programming & System Integration
- CIP Validation

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## Culture Innovation

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<td>Terry Fairfield</td>
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