



Northeast Dairy Suppliers Association, Inc.
SINCE 1932

NORTHEAST DAIRY SUPPLIERS ASSOCIATION, INC

BACKGROUND

Formation of Northeast Dairy Suppliers Association, Inc.

In September, 2005 the board of directors of three northeast regional dairy supplier and vendor trade associations agreed to merge into the Northeast Dairy Suppliers Association, Inc., (NDSA). 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 Suppliers Association, Inc., develop By-laws, mission statement, form committees and elect board members and executive officers. The management of the organization is administered by Bruce W. Krupke, Executive Vice President of Northeast Dairy Suppliers Association, Inc., located at 427 South Main Street, North Syracuse, NY, 13212-2863.

MISSION STATEMENT

Northeast Dairy Suppliers Association, Inc. is an organization dedicated to the growth and advancement of the dairy food industry through professional communication and interaction.

THE ASSOCIATION'S GOALS AND OBJECTIVES:

- To provide a professional atmosphere for members to network with those engaged in the business of the dairy food processing, manufacturing and distribution industries
- Support the advancement, development and dissemination of dairy technology and information
- Promote the recruitment of future leaders and provide support for students and educational institutions that have interests in the dairy food industry
- Enhance the well-being of the dairy food industry to increase sales and consumption

Networking industry functions sponsored by NDSA each year include:

- Dairy Industry Clambake – The Spinning Wheel Restaurant, N. Syracuse, N.Y. Always the second Wednesday in July.
- Northeast Dairy Convention – The Otesaga Hotel in Cooperstown NY, September 11-13, 2019
- Annual Fall Dairy Plant Tour – Still to be determined

BOARD MEMBERS

Bruce Alling

Plastipak

John Bucklin

West Rock

Dean Ellinwood

Dairy Farmers of America

Bill Elliott

Northeast Great Dane

Melissa Fryer

Alfa Laval

Gloria Little

Agri-Mark

Wendy Martin

Energy Partner Consultants

Ozzie Orsillo

Evergreen Packaging

Ryan Osterhout

KCO Resource

Bruce Ritenburg

Ritenburg Enterprises

Dan Seitzer

Ecolab

Rick Wadhams

Earl T. Wadhams Trucking

Tristan Zuber-Hrobuchak

CHR Hansen

OFFICERS AND EXECUTIVE COMMITTEE

Ozzie Orsillo – President

Bill Elliott – Vice President

Ryan Osterhout – Secretary

Melissa Fryer – Treasurer

CLAMBAKE COMMITTEE

Ryan Osterhout – Chair

Bruce Alling

Melissa Fryer

CONVENTION COMMITTEE

Wendy Martin – Chair

Gloria Little

DONATIONS AND SCHOLARSHIPS

Tristan Zuber-Hrobuchak – Chair

Dan Seitzer

Bill Elliott

LONG RANGE PLANNING COMMITTEE

Executive Committee

TOUR COMMITTEE

Gloria Little – Chair

Bruce Ritenburg

Rick Wadhams

NOMINATION COMMITTEE

Secretary & Appointed

By the President

BUDGET COMMITTEE

Vice President & Treasurer

MEMBERSHIP COMMITTEE

Melissa Fryer – Chair

Ozzie Orsillo

TECHNOLOGY COMMITTEE

Melissa Fryer – Chair

NORTHEAST DAIRY SUPPLIERS MEMBERS

ACE SANITARY

(1969)

5452 Spellmire Drive
Cincinnati, OH 45246
855-357-4110 FAX: 513-541-2492
EMAIL: sales@acesanitary.com
WEBSITE: www.acesanitary.com

MARK HESS, Vice President and General Manager

EMAIL: mhess@acesanitary.com

GREG EVANS, Northeast Regional Sales

Manager
410-857-4580

EMAIL: gevens@acesanitary.com

BRYAN SHARPE, Operations Manager

EMAIL: bsharpe@acesanitary.com

Company Category: 19 Sanitation & Maintenance
Territory: National
Number of Employees: 25

ADP

445 Electronics Parkway
Liverpool, NY 13088
315-383-5553

TAYLOR SOLLARS, FPS Association District Manager

EMAIL: taylor.sollars@adp.com

GINA VONO, Sales Executive

EMAIL: gina.vono@adp.com

FRANK SAEZ, MBA National Franchise

Director, Mid-Atlantic Division
EMAIL: frank.saez@adp.com

ADVANCED PROCESS TECHNOLOGIES

(2000)

150 Swendra Blvd.
PO Box 939
Cokato, MN 55321
877-230-5060 FAX: 320-286-3055
EMAIL: apt@apt-inc.com
WEBSITE: www.apt-inc.com

JAMIE RIES, Marketing and Officer Coordinator

EMAIL: apt@apt-inc.com

CRAIG CAMPBELL, President

JARED BRANDT, Vice President of Operations

GARY STARKSON, Vice President of Technical Services

TOM RUSSELL, Vice President of Project Engineering

PHILIP CUNNINGHAM, Vice President of Sales

MARK GUSTAFSON, Cheese Technologist/
Master Cheesemaker

BRANCHES:

Corporate Headquarters
PO Box 939
150 Swendra Blvd.
Cokato, MN 55321

Minnesota Plant 2 and Plant 3
165 Swendra Blvd.
Cokato, MN 55321

Idaho Facility
2745 Tucker Court, Suite B
Jerome, ID 83338

California Facility
6830 W. Pershing Ave.
Visalia, CA 93291

Company Category: Packaging Equipment and Materials, Processing Equipment and Supplies
Territory: Nationwide
Number of Employees: 110

AFGRITECH, LLC

810 Waterman Drive
Watertown, NY 13601
315-785-3625 FAX: 315-785-3627
WEBSITE: www.aminomax.com

LISA SAWDEY, Controller

EMAIL: lisa@aminomax.com

LES BERGHORN, General Manager & National Sales Manager

EMAIL: lesb@aminomax.com

Company Category: Farm Services-bypass protein processing technology
Territory: North America

AGRI-DAIRY PRODUCTS, INC.

(1985)

3020 Westchester Ave.
Suite #308
Purchase, NY 10577
914-697-9580 FAX: 914-697-9517
EMAIL: customerservice@agridairy.com
WEBSITE: www.agridairy.com

FRANK REEVES, COO

EMAIL: frankjr@agridairy.com

STEVEN BRONFIELD, Vice President

PAUL MCCLINTOCK, Logistics Manager

AGRI-MARK COOPERATIVE, INC.

(1919)

193 Home Farm Way
Waitsfield, VT 05673
978-552-5500 FAX: 978-552-5587
WEBSITE: www.agrimark.net

ED TOWNLEY, CEO and President

EMAIL: etownley@agrimark.net

THOMAS HERBICK, Vice President of Operations

EMAIL: therbick@cabotcheese.com

GLORIA LITTLE, Logistics Manager

EMAIL: glittle@agrimark.net

JEFF SAFOREK, Chief Operating Officer

EMAIL: jsaforek@cabotcheese.com

NATE FORMALARIE, Brand Communications Manager

EMAIL: nformalarie@cabotcheese.com

DOUG DIMENTO, Director of Communications

EMAIL: ddimento@agrimark.net

ROBERT WELLINGTON, Senior Vice President, Economist

EMAIL: rwellington@agrimark.net

ROBERTA MCDONALD, Senior Vice President of Marketing

EMAIL: rmcdonald@agrimark.net

CATHERINE DE RONDE, Economist

EMAIL: cderonde@agrimark.net

GALE GOODWIN, Senior Logistics Manager

EMAIL: gagoodwin@agrimark.net

TROY FOX, Production Manager- Middlebury Vermont

EMAIL: rmills@agrimark.net

MIKE HASSAY, Plant Manager- West

Springfield Massachusetts

EMAIL: mhassay@agrimark.net

ROB SIMMONS, Quality Assurance Manager

EMAIL: rsimmons@cabotcheese.com

SUSAN ZUCKER, PHD., Director, Supply Chain

EMAIL: szucker@cabotcheese.com

SCOTT WERME, Vice President of Milk Sales & Transportation

EMAIL: swerme@agrimark.net

LEO MACRO, Sales Manager

EMAIL: lmacro@cabotcheese.coop

CHRISTOPHER PEARL, Product Improvement Manager

EMAIL: cpearl@cabotcheese.coop

BRETT WHEELER, Accountant Chateaugay

EMAIL: bwheeler@mccadam.com

BILL BEATON, Senior VP Human Resources

EMAIL: bbeaton@agrimark.net

DENISE CHRITZ, Membership Manager

EMAIL: dchritz@agrimark.net

ALAN DiBENEDETTO, Accounts Payable

EMAIL: adibenedetto@agrimark.net

ROBERT FRADETTE, Transportation

Coordinator

EMAIL: bfradette@agrimark.net

ROSE GOMEZ, YC Coordinator

EMAIL: rgomez@cabotcheese.coop

DAVE KING, Production Supervisor

EMAIL: dking@agrimark.net

JULIE KNODLER, Quality Assurance Manager

EMAIL: jknodler@agrimark.net

AMY LEVINE, Director of Marketing

EMAIL: alevine@agrimark.net

FRANK MEHM, Senior VP Finance, Risk

EMAIL: fmehm@agrimark.net

DONNA MUSTONE, Membership Administrator

EMAIL: dmustone@agrimark.net

JESSIE ROGERS, Category Manager

EMAIL: jfrogers@cabotcheese.com

JOE BARKER, Vice President of Retail Sales & Merchandising

EMAIL: jbarker@cabotcheese.com

PLANT LOCATIONS:

985 Riverdale St.
West Springfield, MA 01089

869 Exchange St.
Middlebury, VT 05753

36 McCadam Lane
Chateaugay, NY 12920

2870 Main St.

NORTHEAST DAIRY SUPPLIERS MEMBERS

Cabot, VT 05647

Company Membership Category: 3 Cheese
Manufacturer, 8 Dairy Cooperative, 2 Milk Distributor
Sales Territory: International
Number of Employees: 1000

AGRI-SERVICES AGENCY, LLC

5001 Brittonfield Parkway
East Syracuse, NY 13057
315-433-2332 FAX: 315-431-1379
WEBSITE: www.agri-servicesagency.com

MAX GANNON, President

EMAIL: max.gannon@
agri-servicesagency.com

CRAIG BUCKOUT, President

EMAIL: craig.buckout@
agri-servicesagency.com

JULIA NEWMAN, Director, Sales & Services

EMAIL: julia.newman@
agri-servicesagency.com

JAMIE MUNN, Service Agent

EMAIL: jamie.munn@
agri-servicesagency.com

JANIL WILSON, Director of Health Underwriting

EMAIL: janil.wilson@
agri-servicesagency.com

KATHY COON, Supervisor and Sales and
Service Agent

EMAIL: kathy.coon@
agri-servicesagency.com

PAUL KULPA, Vice President, Market &
Product Development

EMAIL: paul.kulpa@agri-servicesagency.com

RACHELLE KINSMAN, Senior Care Services
Division

EMAIL: rachelle.kinsman@
agri-servicesagency.com

BRANCHES:

Sales & Services Center
315 S. Main St.
Athens, PA 18810
877-466-9089

ALFA LAVAL, INC.

9560 58th Place
Suite 300
Kenosha, WI 53144
262-605-2600 FAX: 262-605-2664
EMAIL: customerservice.usa@alfalaval.com
WEBSITE: www.alfalaval.us

MELISSA FRYER, Sanitary Heat Transfer BDM

EMAIL: melissa.fryer@alfalaval.com

ZINO LAPPAS, Sanitary Food and Pharma
Manager

EMAIL: zino.lappas@alfalaval.com

JOSH KLECKNER, Sales Manager East

EMAIL: josh.kleckner@alfalaval.com

TED HALEY, Northeast BDM

EMAIL: ted.haley@alfalaval.com

TONY VECERE, Mid-Atlantic BDM

EMAIL: tony.vecere@alfalaval.com

JEFF LOGAN, Food Heat Transfer Manager

EMAIL: jeff.logan@alfalaval.com

DAMON WRIGHT, Technical Support Specialist

EMAIL: damon.wright@alfalaval.com

ALL STAR PURCHASING

(1958)

3121 Wall St.
Lexington, KY 40513
800-930-3644
WEBSITE: www.allstarpurchasing.com

BRYAN STERNE, Business Development
Manager, East

EMAIL: bryan@allstarpurchasing.com

BRUCE DAILY, CEO

EMAIL: bruce@allstarpurchasing.com

JOEL BRYANT, Vice President of Purchasing

EMAIL: joel@allstarpurchasing.com

JEFF HOOGERHEIDE, CFO

EMAIL: jeffh@allstarpurchasing.com

ALLI KEENER, Senior Purchasing Agent

EMAIL: alli@allstarpurchasing.com

Company Category: Packaging, Ingredients, Fleet,
Logistics, Facility Supplies
Territory: USA, Puerto Rico, Canada
Number of Employees: 15

ALL-FREIGHT, LLC

(2005)

1226 Green Valley Road
Glasgow, KY 42141
877-429-5451 FAX: 877-441-2369
EMAIL: info@all-freight.com
WEBSITE: www.all-freight.com

GARY DAVIS, President/CEO

EMAIL: gary@all-freight.com

LYNN DAVIS, Vice President/CFO

877-429-5451 ex.106

EMAIL: lynn@all-freight.com

KELLY ANDERSON, Logistics Sales

Coordinator

877-429-5451 ex.102

EMAIL: kelly@all-freight.com

BRANDON DAVIS, Logistics Sales Coordinator

877-429-5451 ex. 101

EMAIL: brandon@all-freight.com

Company Category: 21 Other
Territory: Nationwide
Number of Employees: 4

ALNYE TRUCKING

(1951)

59 Aurora St.
PO Box 1118
Moravia, NY 13118-1118
315-497-3329 FAX: 315-497-1669
WEBSITE: www.alnyetrucking.com

DON NYE, President

EMAIL: don.nye@alnyetrucking.com

GARY NYE, Vice President

EMAIL: gary@alnyetrucking.com

RYAN NYE, Organic Milk Division Manager

EMAIL: ryan.nye@alnyetrucking.com

BRAD NYE, Fleet Manager

EMAIL: brad.nye@alnyetrucking.com

BRIAN NYE, Petroleum Division Manager

EMAIL: brian.nye@alnyetrucking.com

TAMMI DEWITT, Fuel Division

EMAIL: tammi.vanbenschoten@
alnyetrucking.com

MATT FLICK, Milk Division Manager

EMAIL: matt.flick@alnyetrucking.com

NANETTE RUTLEDGE, HR

EMAIL: nanette.rutledge@alnyetrucking.com

DENISE WHITE, Controller

EMAIL: denise.white@alnyetrucking.com

JOHANNA NYE, Accounting

EMAIL: johanna.nye@alnyetrucking.com

FRED GREENFIELD, Safety Director/Business

Manager

EMAIL: fred.greenfield@alnyetrucking.com

MELISSA BACKUS, Head Dispatcher

EMAIL: melissa.backus@alnyetrucking.com

LEHIGH HESS, Administrative

EMAIL: lehigh.hess@alnyetrucking.com

OFFICE AND BRANCH LOCATIONS:

D&G Enterprises
86 W. Cayuga St.
Moravia, NY 13118

Utica Terminal
2416 Broad St.
Frankfort, NY 13340

Cortland Terminal
3819 US Route 11
Cortland, NY 13045

Company Association Membership Category: 9 Bulk
Tank Hauler
Sales Territory: Northeast U.S.
Number of Employees: 100

AMERICAN DAIRY ASSOCIATION NORTH EAST

(1945)

Interstate Place 2
100 Elwood Davis Road
N. Syracuse, NY 13212
315-472-9143 FAX: 315-472-0506
EMAIL: dairyspot@milky4u.org
WEBSITE: www.americandairy.com

RICHARD NACZI, CEO

EMAIL: rnaczi@milk4u.org

JOANNE TILLS, CFO

EMAIL: jtills@milk4u.org

DAVE DAMRATH, COO

EMAIL: ddamrath@milk4u.org

CINDY WEIMER, SVP Industry Relations

EMAIL: cweimer@milk4u.org

GAIL STREET, SVP Integrated Marketing and
Communications

EMAIL: gstreet@milk4u.org

STEVE TERZO, Director of Business

Development

EMAIL: sterzo@milk4u.org

NORTHEAST DAIRY SUPPLIERS MEMBERS

BRANCH:

1800 JFK Blvd., Suite 444
Philadelphia, PA 19103
315-472-9143 FAX: 315-472-0506

Company Category: 20 Services, 21 Other
Territory: NY, NJ, PA, DL, MD, Washington DC and
Northern Virginia
Number of Employees: 25

ANDERSON-NEGELE

156 Auriesville Road
Fultonville, NY 12072
518-922-5315 FAX: 518-922-8997
EMAIL: info@anderson-negele.com
WEBSITE: www.anderson-negele.com

BRUCE KROHN, Sales Representative
EMAIL: b.krohn@anderson-negele.com
SETH HANSON, Nation Key Accounts and
Sales Manager
Northeastern, Midwestern territory
EMAIL: s.hanson@anderson-negele.com
JEFF SNOW, Technical Service and Training
Manager
EMAIL: j.snow@anderson-negele.com
ALEX ARAUJO, National Key Accounts and
Sales Manager
Southeastern, Mountain, and Western
Region
EMAIL: a.araujo@anderson-negele.com
KAROL GIFFORD, Customer Service
Supervisor
EMAIL: k.gifford@anderson-negele.com
PAUL WAGNER, Director, Marketing
EMAIL: p.wagner@anderson-negele.com
SCOTT LeBRUN, Director of Sales & Service
EMAIL: s.lebrun@anderson-negele.com

BRANCHES:

Anderson-Negele México
Av. Coyoacán 1213,
Col. Del Valle,
03100 México, D.F.,

Germany (Headquarter)
Negele Messtechnik GmbH
87743 Egg an der Guenz.

Anderson-Negele China
4th Floor, Building 9,
No. 518 Fuquan North Road,
Changning District,
Shanghai, 200335.
P.R. CHINA

Anderson-Negele,
Art Guild House, Wing - A, 1st Floor,
Phoenix Market City, LBS Road,
Kurla (West), Mumbai-400 070,
INDI

ATLAS AUTOMATION

(1994)

2450 W. Ridge Road, Suite 300
Rochester, NY 14626
585-227-1110 FAX: 585-227-1124
WEBSITE: www.atlas-automation.com

JOSEPH SCARFONE, President
EMAIL: jscarfone@atlas-automation.com
JOE WEST, Sales Manager
EMAIL: jwest@atlas-automation.com
TERRY HOOVER, Accountant
EMAIL: thoover@atlas-automation.com

BRANCH:

55 Clarkridge Drive
Brockport, NY 14420

Company Category: Processing Equipment & sup-
plies, Sanitation & Maintenance
Territory: USA
Number of Employees: 33

ATS ENGINEERING

(1994)

104 Hedgedale Road
Brampton, ON L6T 5L2
905-457-2871 FAX: 905-457-6131
EMAIL: info@atseng.ca
WEBSITE: www.atseng.ca

ANTHONY SUBRYAN, General Manager and
CEO
EMAIL: info@atseng.ca
MARK SUBRYAN, Vice President of Operations
EMAIL: msubryan@atseng.ca
PIERRE SUBRYAN, Vice President of
Manufacturing
EMAIL: psubryan@atseng.ca

Company Category: 15 Packaging Equipment &
Materials
Territory: North America, South American and the
West Indies (Caribbean)
Number of Employees: 15

AXA ADVISORS

120 Madison St., Suite 1900
Syracuse, NY 13202
315-425-6307
WEBSITE: www.anthonystevens.com

ANDREW HAGEN, Certified Financial Planner
EMAIL: andrew.hagen@axa-advisors.com
JOHN NANOSKY, Financial Consultant
EMAIL: john.nanosky@axa-advisors.com
ANTHONY STEVENS III, Vice President
EMAIL: anthony.stevens@axa-advisors.com

Company Category: Financial Services
Territory: National

BAER & ASSOCIATES, INC.

(1989)

203 Main St.

PO Box 307
Tarkio, MO 64491
660-736-5723 FAX: 660-736-4832

PATRICK LOFTUS, President
EMAIL: ploftus@baerusa.com
MIKE HASTINGS, Vice President of Business
Development
EMAIL: mhastings@baerusa.com
BOB BUTLER, National Account Manager,
Packaging
EMAIL: bbutler@baerusa.com

Company Category: Packaging Sales
Territory: North America
Number of Employees: 10

BATORY FOODS

4294 Manfield Drive
Venice, FL 34293
516-491-6174 FAX: 847-299-1669
EMAIL: info@batoryfoods.com
WEBSITE: www.batoryfoods.com

ABEL FRIEDMAN, Founder and President
EMAIL: afriedman@batoryfoods.com
ALAN KESSLER, Finance Executive
EMAIL: akessler@batoryfoods.com
RON FRIEDMAN, Vice President
EMAIL: rfriedman@batoryfoods.com
KEN VON, Human Resources Executive
EMAIL: kvon@batoryfoods.com
MIKE MILLER, Sales Executive
EMAIL: mmiller@batoryfoods.com
ALLISON JEFFREY, Account Manager
EMAIL: ajeffrey@batoryfoods.com
FRED DINGRUADO, Vice President of
Operations and IT
EMAIL: fdingruado@batoryfoods.com
W. TRAVIS JACOBSEN, Media Relations
EMAIL: william.jacobsen@celanese.com
RITA RAMIREZ, Corporate Excellence Manager
EMAIL: rramirez@batoryfoods.com

BRANCHES:

100 Saw Mill Road
Edison, NJ 08817

4960 Horseshoe Pike
Honey Brook, PA 19344

BEAM MACK SALES & SERVICE, INC.

(1951)

2674 W. Henrietta Road
Rochester, NY 14623
585-424-4860 FAX: 585-272-8851
WEBSITE: www.beammack.com

MARC SCHMIDT, Vice President, Conway
Beam Leasing
EMAIL: marcs@conwaybeamleasing.com
GREG BRIGGS, Vice President, Fixed
Operations
EMAIL: gregb@beammack.com

NORTHEAST DAIRY SUPPLIERS MEMBERS

BOB DUINK Vice President/Horseheads
EMAIL: bduink@beammack.com
BRAD TAYLOR Vice President/Watertown
EMAIL: brad@beammack.com
JEFF BLANK, Bus and Heavy-Duty Service
Manager, Elmira
EMAIL: jwilkens@beammack.com
JACQUE WILKENS, Parts Manager, Elmira
EMAIL: jwilkens@beammack.com
BEN CLARY, Service Manager, Watertown
EMAIL: watbmsvc@beammack.com
TODD LEFEBVRE, Parts Manager, Watertown
EMAIL: tlefebvre@beammack.com
BEN RYAN, Service Manager, Syracuse
EMAIL: bryan@beammack.com
MIKE SUTKUS SR., Parts Manager, Syracuse
EMAIL: msutkus@beammack.com
BRIAN RUND, Service Manager, Rochester
EMAIL: brian@beammack.com
TONY DEMARCO, Parts Manager, Rochester
EMAIL: tonyd@beammack.com

BRANCHES:

6260 E. Molloy Road
E. Syracuse, NY 13057

271 Dingens St.
Buffalo NY 14206

22048 Salmon Run Mall Road
Watertown, NY 13601

3050 Lake Road
Horseheads, NY 14845

Territory: NY
Number of Employees: 293

BERKLEY AGRIBUSINESS

11201 Douglas Ave.
Urbandale, IA 50021
WEBSITE: www.berkleyag.com

SCOTT PAULSON, Business Development
EMAIL: spaulson@berkleyag.com
CHRIS COLEMAN, Underwriting Manager
EMAIL: cjcoleman@berkleyag.com
ZACH SHRADER, Risk Control
EMAIL: zshrader@berkleyag.com
CURT LEIGH, Underwriting
EMAIL: cleigh@berkleyag.com

Company Category: Insurance
Territory: USA & Canada
Number of Employees: 75

BERKSHIRE DAIRY & FOOD PRODUCTS, LLC

(1993)

1258 Penn Ave.
Wyomissing, PA 19610
610-378-9999 FAX: 610-378-4975
EMAIL: info@berkshiredairy.com
WEBSITE: www.berkshiredairy.com

TAMMY AUMAN, Accountant, Customer
Service
EMAIL: tauman@berkshiredairy.com
THRESEA BOWER, Fluid Freight Coordinator
EMAIL: tbower@berkshiredairy.com
STEVE CINESI, Manager, Fluid Products and
Berkshire Cream Pool Manager
EMAIL: scinesi@berkshiredairy.com
JEANINE CONROW, Fluid Coordinator
EMAIL: jconrow@berkshiredairy.com
JEN COPE, Traffic Coordinator, Logistics
Assistant
EMAIL: jcope@berkshiredairy.com
SCOTT CRAIG, National Sales
EMAIL: scraig@berkshiredairy.com
PAUL DEAN, Account Manager
EMAIL: pdean@berkshiredairy.com
CLAY GRAY, Sales Manager, Fluid Products
EMAIL: cgray@berkshiredairy.com
PAUL GUNDERSEN, Logistics Manager
EMAIL: pgundersen@berkshiredairy.com
DEBBIE HENRETTY, Customer Service
EMAIL: dhenretty@berkshiredairy.com
TERRY KLEE, Account Manager
EMAIL: tklee@berkshiredairy.com
DAVE LAVIN, Account Manager
EMAIL: dlavin@berkshiredairy.com
DALE MILLS, JR., Executive Vice President
EMAIL: dmillsjr@berkshiredairy.com
JEN READINGER, Office Services Specialist
EMAIL: jreadinger@berkshiredairy.com
TOM ULRICH, Account Manager
EMAIL: tulrich@berkshiredairy.com

BRANCH:

1523 Fond du Lac Ave.
Kewaskum, WI 53040
262-626-2700

Company Category: 20 Services, 21 Other
Territory: National and International
Number of Employees: 20

BERRY GLOBAL GROUP, INC.

2591 Wexford Bayne Road
Suite 303
Sewickley, PA 15143
800-539-6710 FAX: 724-940-2236
WEBSITE: www.berryplastics.com

JACK KELLY, Sales
EMAIL: jackkelly@berryglobal.com
PAUL PALERINO, Plant Manager
EMAIL: paulpalerino@berryglobal.com
JONATHAN RICH, Chairman of the Board, CEO
EMAIL: jonathanrich@berryglobal.com
MARK MILES, CFO, Treasurer
EMAIL: markmiles@berryglobal.com
CURTIS BEGLE, President of Engineered
Materials Division
EMAIL: curtisbegle@berryglobal.com
JEAN-MARC GALVEZ, President of Consumer
Packaging Division
EMAIL: jeanmarcgalvez@berryglobal.com
JAMES TILL, Executive Vice President,
Controller

EMAIL: jamesstill@berryglobal.com
DUSTIN STILLWELL, IR Contact Officer
EMAIL: dustinstillwell@berryglobal.com
DAVE HEIGLE, Plant Manager
EMAIL: davidheigle@berryglobal.com
STEVE ELLIS, VP of Operations
EMAIL: steveellis@berryglobal.com

BRANCH:

P.O. Box 959
Evansville, IN USA 47706-0959
812-424-2904

BLACKHAWK MOLDING CO., INC. (1949)

120 W Interstate Road
Addison, IL 60101
630-543-3900 FAX: 630-543-3904
WEBSITE: www.blackhawkmolding.com

DOUGLAS HIDDING, President
KYLE HIDDING, Vice President of Sales
DALE BERG, G.M.

BRANCHES:

Gandy & Wheeler Road
P.O. Box 37
Mayflower, AR 72106

990 Deming Way
Sparks, NV 89431

Territory: International
Number of Employees: 150

BLUE COW DAIRY, LLC

(2010)

800 Golden Drive, E3
Blandon, PA 19510
610-223-1526 FAX: 610-927-6983
WEBSITE: www.bluecowdairy.com

AUDREY THRONE, Vice President
EMAIL: audrey@bluecowdairy.com
MICHAEL HARRELL, President
EMAIL: michael@bluecowdairy.com
MELISSA SHOULISKY, Director of
Administration
EMAIL: melissa@bluecowdairy.com

Company Category: 21 Other
Number of Employees: 3

BODEANS BAKING COMPANY

1790 21 St. SW
LeMars, IA 51031
712-540-0075 FAX: 712-548-5477
WEBSITE: www.bodeansbaking.com

JOSEPH COOK, VP Sales
DARREN MAHAN, Assistant Plant Manager

NORTHEAST DAIRY SUPPLIERS MEMBERS

BRONDI & ASSOCIATES

624 Route 208
Franklin Lakes, NJ 07417

BERTRAND J BRONDI, President
EMAIL: bbrondi@aol.com

Company Category: Food Brokerage
Territory: East Coast

BROWN & BROWN EMPIRE STATE (1905)

500 Plum St.
Syracuse, NY 13204
315-433-0100 FAX: 315-431-1378
WEBSITE: www.bbempirestate.com

NICK DERESZYNSKI, President
EMAIL: ndereszynski@bbempirestate.com
STEVE MESSINA, Account Executive
EMAIL: smessina@bbempirestate.com

Company Category: 20 Services
Territory: Central NY
Number of Employees: 90

BRUNS BROS. PROCESS EQUIPMENT

175 Portland Road
PO Box 240
Grey, ME 04039-0240
207-210-6226 FAX: 207-210-6231

MICHAEL BURNS, President
EMAIL: mburns@brunsbros.com
BEBE ZABILANSKY, Sales Manager
EMAIL: bebe@brunsbros.com

Company Category: 16 Processing Equipment &
Supplies, 20 Services
Territory: New York, Vermont, New Hampshire, Maine,
Massachusetts, Connecticut, Rhode Island and
Pennsylvania
Number of Employees: 55

BUCKEYE CORRUGATED, INC. (1958)

151 Midler Park Drive
Syracuse, NY 13206
315-437-1181 FAX: 315-437-1351
WEBSITE: www.buckeyecorrugated.com

DOUG BONSNIK, President and CEO
BOB BUTTERFIELD, Regional Vice President
THOMAS A. HAUGHT, Board of Director
MARK A. HUSTED, Executive Vice President
and CFO
JON MCGURK, Vice President and COO
GORDON K. OPITZ, Board of Director
DEAN E. WESTMAN, Board of Director
JACK NEBESKY, President- Buckeye Division
CHRIS BETSWORTH, General Manager-
Dakota Division
GARY AMES, President- Drake Division

JIM TROMBINO, Region General Manager- NY
Region
MATT HIGHLAND, President- Hawkeye Division
SCOTT TRAYER, Region General Manager- All
Size Division
JASON LANDIS, Design Manager- All Size
Division
DOUGLAS STECHMAN, Production Manager-
All Size Division
PATRICK DOSH, Sales Manager- All Size
Division
PAMELA SNADER, Controller- All Size Division
AMY WARD, Customer Service Manager- All
Size Division
CORY WORKMAN, Production Manager-
Buckeye Division
GREG LOGSDON, Regional Sales Manager-
Buckeye Division
LAURIE JO REHM, Customer Service
Manager- Buckeye Division
GUY PAPP, Graphics Department Manager-
Buckeye Division
ADAM RACE, Field Sales Manager- Buckeye
Division
BILL BURKHART, Design Manager- Buckeye
Division
BEN DERHAMMER, Controller- Buckeye
Division
ERIKA BARRAGAN, Controller- Drake Division
ADAM WILLIAMS, Production Manager- Drake
Division
MIKE HILER, Customer Service Manager-
Drake Division
SCOTT FUSELIER, Sales Manager- Drake
Division
DAVE GAIDOUSEK, Vice President of Sales
and Marketing- Drake Division
BILL MCGUIRE, Field Sales Manager- Drake
Division
DAVID HABA, Sales Manager- Cra-Wal Division
TIM BIRD, Plant Manager- Empire Division
TRACY BREZEE, Customer Service Manager-
Empire Division
TRICIA BAUER, Controller- Empire Division
JASON CROUCH, General Manager- Empire
Division
TARA JUNKER, Controller- Hawkeye Division
RYAN ROBINSON, Production Manager-
Hawkeye Division
PATRICK CAIN, Sales Manager- Hawkeye
Division
KRISTEN ERWIN, General Manager- Koch
Division
NORBERT WOLF, Controller- Koch Division
ROBERT BAILEY, Production Manager- Koch
Division
GENA PALMIERE, Customer Service Manager-
Koch Division
DON LAURIE, Production Manager- Tennessee
Division
RICHARD GREENE, Design Manager-
Tennessee Division
EDDIE CREEKMORE, General Manager-
Tennessee Division
TY HUSTED, Controller- Tennessee Division
SCOTT BARNETT, General Manager-
Tennessee Division

BRANCHES:

3950 Continental Drive
Columbia, PA 17512
717-684-6921

3350 Long Road
Wooster, OH 44691
330-264-6336

184 North 5th St.
Batesville, AR 72501
870-793-1100

4001 S. High School Road
Indianapolis, IN 46241
317-856-3701

4501 2nd Ave. N
Sioux Falls, SD 57104
605-332-3501

1401 Greengrass Drive
Houston, TX 77008
713-869-9121

725 Ida St.
Cedar Falls, IA 50613
319-268-0407

797 Old Dutch Road
Victor, NY 14564
585-924-1600

1500 Elizabeth Lee Parkway
Loudon, TN 37774
865-988-2761

Company Category: Packaging Equipment and
Materials

BURCH BOTTLE & PACKAGING, INC. (1975)

430 Hudson River Road
Waterford, NY 12188
800-903-2830 FAX: 518-273-1846
EMAIL: info@burchbottle.com
WEBSITE: www.burchbottle.com

MICHAEL ALFORD, Treasurer
KEVIN DARRAGH, Vice President of Dairy
Packaging
EMAIL: ktdarragh@gmail.com
GEORGE P, Human Resources Executive

BURD & FLETCHER (1886)

5151 E. Geospace Drive
Independence, MO 64056
816-257-3422 FAX: 770-643-2033
EMAIL: curt.stubblefield@burdfletcher.com
WEBSITE: www.burdfletcher.com

JOHN A YOUNG III, President
EMAIL: john.young@burdfletcher.com
PETER YOUNG, COO
EMAIL: peter.young@burdfletcher.com
JOHN NYCKLEMOE, Vice President, Chief
Sales Officer

NORTHEAST DAIRY SUPPLIERS MEMBERS

EMAIL: john.nycklemoe@burdfletcher.com
ANDREW YOUNG, Vice President of Process
and Development
EMAIL: andrew.young@burdfletcher.com
ANDY AZIERE, Compliance Manager
EMAIL: andy.aziere@burdfletcher.com
CURT STUBBLEFIELD, Key Account Manager
EMAIL: curt.stubblefield@burdfletcher.com

Company Category: Printed Paperboard and Formed
Container Packaging
Territory: USA and Canada
Number of Employees: 350+

BYRNE DAIRY, INC. / BYRNE HOLLOW FARMS / ULTRA DAIRY (1933)

2394 US Route 11
Lafayette, NY 13084
315-475-2121 FAX: 315-471-0930
EMAIL: info@byrnedairy.com
Website: www.byrnedairy.com

MARK V. BYRNE, Executive Vice President and
Treasurer

EMAIL: mark.byrne@byrnedairy.com

DANIEL WOOD, Vice President of Plant
Operations

EMAIL: dan.woods@byrnedairy.com

HANK MALCOM, Director of Human Resources

EMAIL: hank.malcom@byrnedairy.com

GAYLEN OTTER, Benefits Specialist

EMAIL: gaylen.otter@byrnedairy.com

LESLIE BALL, Director of Milk Procurement

EMAIL: leslie.ball@byrnedairy.com

CHRISTIAN BRUNELLE, Sonbyrne Vice

President of Store Development

EMAIL: christian.brunelle@byrnedairy.com

KATE BYRNE, Management

EMAIL: kate.byrne@byrnedairy.com

CARL BYRNE, President

EMAIL: carl.byrne@byrnedairy.com

TOM BYRNE, Quality Assurance Manager

EMAIL: tom.byrne@byrnedairy.com

MARTHA COOK, Controller

EMAIL: martha.cook@byrnedairy.com

BOB COOP, Drive Safety Director

EMAIL: bob.coop@byrnedairy.com

MATT DENNIS, Maintenance Mechanic

EMAIL: matt.dennis@byrnedairy.com

RYAN ELLIOTT, Management

EMAIL: ryan.elliott@byrnedairy.com

MARY FIETKIEWICZ, Executive Secretary

EMAIL: mary.fietkiewicz@byrnedairy.com

ROBERT GILLESPIE, Maintenance Manager

EMAIL: robert.gillespie@byrnedairy.com

JAMES GOSIER, General Counsel

EMAIL: jim.gosier@byrnedairy.com

ERIC GREINER, Vice President of Sales

EMAIL: eric.greiner@byrnedairy.com

MIKE HALDANE, Plant Manager- Ice Cream
Center

EMAIL: mike.haldane@byrnedairy.com

PAUL HATTY, CFO

EMAIL: paul.hatty@byrnedairy.com

STEVE HORNING, Maintenance Safety &
Training Manager

EMAIL: steve.horning@byrnedairy.com

ROSANN MOREY, Materials Manager

EMAIL: rosann.morey@byrnedairy.com

AURELIE MURRAY, Key Account Manager

EMAIL: aurelie.murray@byrnedairy.com

MARK NOLAN, Safety & Training Manager

EMAIL: mark.nolan@byrnedairy.com

ARIEL RAKITA, Sales Administrator

EMAIL: ariel.rakita@byrnedairy.com

JIM RATHBUN, Merchandiser

EMAIL: webmaster@byrnedairy.com

BILL ROBERGE, Manager

EMAIL: bill.roberge@byrnedairy.com

KIMBERLY ROSSI, Media Manager

EMAIL: kim.rossi@byrnedairy.com

TOM RUFFRAGE, Pricing Manager

EMAIL: tom.ruffrage@byrnedairy.com

SCOTT SMITH, Eastern Regional Director of
Sales & Distribution

EMAIL: scott.smith@byrnedairy.com

PAUL SPENCER, Garage Manager

EMAIL: paul.spencer@byrnedairy.com

JEFF TORREY, Regional Manager

EMAIL: jeff.torrey@byrnedairy.com

STEPHEN WALDRON, Director of Purchasing

EMAIL: stephen.waldron@byrnedairy.com

OSCAR MARIN, Director of Warehouse and
Distribution

EMAIL: Oscar.marin@byrnedairy.com

TOM HOWLAND, Plant Manager, Byrne Hollow
Farms

EMAIL: tom.howland@byrnedairy.com

RON RICE, Plant Manager, Downtown Plant

EMAIL: ron.rice@byrnedairy.com

JOE STRONG, Plant Manager, Ultra Dairy

EMAIL: joe.strong@byrnedairy.com

Company Category: 1 Milk Processor, 2 Milk
Distributor, 5 Ice Cream Manufacturer, 7 Cultured
Manufacturer
Territory: US and International
Number of Employees: 2000

C J IRWIN CO., INC.

(1906)

4498 Main St., Suite 16
Buffalo, NY 14226-3826
716-839-1015 FAX: 716-839-0438
WEBSITE: www.cjirwin.com

DAN IRWIN III, President

EMAIL: dan3@cjirwin.com

Company Category: Food Broker and Distributor
Number of Employees: 6

CEDAR LEDGE FARM

4954 Frank Gay Road
Marcellus, NY 13108
315-399-3344

LEON C. GRAVES, Owner

EMAIL: cedarledgefarm@gmail.com

CHARLES J. HUSTED, INC.

(1953)

120 Church St.
Box 134
Mt. Upton, NY 13809
607-764-8572 FAX: 607-764-8447

DAVID HUSTED, President and Treasurer

EMAIL: hustedinc@stny.rr.com

WAYNE HUSTED, Vice President

EMAIL: hustedinc@stny.rr.com

PENNY HUSTED, Secretary

EMAIL: hustedinc@stny.rr.com

SCOTT PORNBECK, General Manager

EMAIL: hustedinc@stny.rr.com

Company Category: Milk Hauler

Territory: Northeast

Number of Employees: 40

CHEMSERVE, INC.

(1996)

PO Box 189
Birdsboro, PA 19508
610-327-3888 FAX: 610-718-1294
WEBSITE: www.chemserveinc.com

PAT HASTINGS, President

EMAIL: patchemserve@aol.com

ROB CONTINO, Partner

EMAIL: robchemserve@aol.com

JOHN DONOVAN, Partner

EMAIL: jdchemserve@aol.com

Company Category: 19 Sanitation & Maintenance

Territory: Northeast

Number of Employees: 13

CHIEF PACKAGING CO., LLC

(2012)

239 Vollmer Ave.
Oldsmar, FL 34677
727-871-4167 FAX: 813-854-4002
EMAIL: customerservice@muellertech.us
WEBSITE: www.chiefpackaging.com

MARTIN MUELLER, Owner

EMAIL: marty@chiefpackaging.com

RICHARD MUELLER, Owner

EMAIL: rich@chiefpackaging.com

JIM HUSS, General Manager

EMAIL: jim.huss@chiefpackaging.com

AMY JONES, Office Manager

EMAIL: amy.jones@chiefpackaging.com

SHELLY SCHMUCKER, Director of Sales

EMAIL: shelly.schmucker@
chiefpackaging.com

Company Category: Packaging

Territory: Nationwide

Number of Employees: 12

CHR HANSEN, INC.

(1874)

9015 W. Maple St.
Milwaukee, WI 53214

NORTHEAST DAIRY SUPPLIERS MEMBERS

EMAIL: info@chr-hansen.com
WEBSITE: www.chr-hansen.com

CEES DE JONG, CEO and President
MICHAEL NEU, Senior Vice President, Food Cultures & Enzymes, North America
EMAIL: usmne@chr-hansen.com
THEIS BACHER, Vice President Sales, Food Cultures & Enzymes, North America
EMAIL: ustba@chr-hansen.com
ERIC HALLSTEAD, East Coast Manager for Food Cultures & Enzymes
EMAIL: useha@chr-hansen.com
HOWARD VAN BUREN, Senior Technical Account Manager for Northeast Food Cultures & Enzymes
EMAIL: ushva@chr-hansen.com
TRISTAN ZUBER, Technical Account Manager for Northeast Food Cultures & Enzymes
EMAIL: ustrzu@chr-hansen.com
MICHAEL CIGICH, Technical Account Manager for Southeast Food Cultures & Enzymes
EMAIL: usmici@chr-hansen.com
SEAN CREEDON, Technical Service Manager
EMAIL: ussecr@chr-hansen.com
JOHN DIKA, Eastern Regional Manager
EMAIL: usdji@chr-hansen.com
JOSH GOLDMAN, Key Account Manager
EMAIL: usjgo@chr-hansen.com
KRISTEN KATZMAN, Corporate Marketing
EMAIL: uskrka@chr-hansen.com

Company Category: Bio Science, Food Solutions, Cultures, Enzymes, and Colors
Territory: Worldwide presence
Number of Employees: 3,000+

CLOFINE DAIRY & FOOD PRODUCTS, INC.

(1910)

Chicago, IL 60606
609-653-1000 FAX: 609-653-0127
EMAIL: info@clofinedairy.com
WEBSITE: www.clofinedairy.com

FREDERICK SMITH, President/CEO
EMAIL: fsmith@clofinedairy.com
ANDRI KUSWENDRA, Account Manager
EMAIL: andri@clofinedairy.com
ROBERT BERNISKY, Account Manager, Dairy Blends
EMAIL: rbernisky@clofinedairy.com
LARRY CLOFINE, Chairman
EMAIL: lclofine@clofinedairy.com
BRAD GONYEAU, Account Manager
EMAIL: bgonyeau@clofinedairy.com
ROBERT SMITH, Commodity Trading and Risk Management
EMAIL: rsmith@clofinedairy.com
DONNA FIELD, Sales Administration
EMAIL: dfield@clofinedairy.com
GLORIA BOLTON, Sales Administration
EMAIL: gbolton@clofinedairy.com
LOUIS CAVALIERE, Account Manager
EMAIL: lcavaliere@clofinedairy.com

BRANCH:

345 N. Canal St., Suite C202
Chicago, IL 60606

Company Category: 1 Milk Processor, 14 Other Related Supplies, 15 Packaging Equipment & Materials, 2 Milk Distributor, 4 Cheese Distributor
Territory: United States, Canada, and Mexico
Number of Employees: 18

CONCORD FOODS, INC.

(1960)

10 Minuteman Way
Brockton, MA 02301
508-580-1700 FAX: 508-584-9425
EMAIL: marketing@concordfoods.com
WEBSITE: www.concordfoods.com

MIKE HENGELSBERG, National Sales Manager – Ice Cream and Industrial Ingredients
EMAIL: mhengelsberg@concordfoods.com
DIANE DOUGLAS, Director R & D
EMAIL: ddouglas@concordfoods.com
RICHARD RENNA, General Manager Oringer Division
EMAIL: rrenna@concordfoods.com
JESSIE SALAFIA, Vice President of Operations
EMAIL: jsalafia@concordfoods.com

Company Category: 13 Ingredients
Territory: National
Number of Employees: 175

CONSOLIDATED CONTAINER CO., LLC

(1999)

3101 Towercreek Parkway, Suite 300
Atlanta, GA 30339
678-742-4600 FAX: 678-742-4750
WEBSITE: www.cccllc.com

SEAN FALLMANN, President and CEO
EMAIL: sean.fallman@cccllc.com
RICHARD SEHRING, CFO
EMAIL: richard.sehring@cccllc.com
LOUIS LETTES, COO
EMAIL: louis.lettes@cccllc.com
BETH DUNCAN, Chief Administrative Officer
EMAIL: beth.duncan@cccllc.com
JEFF BRUBAKER, Senior Vice President of Operations
EMAIL: jeff.brubake@cccllc.com
ALEX GADDY, Senior Director of Business Development
EMAIL: alex.gaddy@cccllc.com
MARK SHAFER, Senior Vice President and General Manager
EMAIL: mark.shafar@cccllc.com
ELLEN MISNIK, Regional Sales Manager
EMAIL: ellen.misnik@cccllc.com
JOSH HOVIS, Sales Director- Beverage
EMAIL: josh.hovis@cccllc.com
ELISA HUENEFELD, National Sales Manager- Beverage
EMAIL: elisa.huenefeld@cccllc.com
KEN DAVID, Regional Sales Manager
EMAIL: ken.david@cccllc.com

Engineering, Design and Development Center

400 Indeco Drive, Suite B
Atlanta, GA 30336

Company Category: Packaging Equipment and Materials
Territory: 56 manufacturing facilities throughout US
Number of Employees: 2,200

CORNELL UNIVERSITY DEPARTMENT OF FOOD SCIENCE

(1880)

Stocking Hall
Ithaca, NY 14853
607-255-2888 FAX: 607-254-4868

KIM BUKOWSKI, Program Director
EMAIL: krb14@cornell.edu
ROB RALYEA, Sr. Extension Associate, General Manager
EMAIL: rdr10@cornell.edu
TIM BARNARD, Cornell Dairy Plant Manager
EMAIL: tjb233@cornell.edu
SARAH LINCOLN, Assistant to the Department of Food Science
EMAIL: sjl38@cornell.edu
OLGA PADILLA-ZAKOUR, Professor
EMAIL: oip1@cornell.edu
DANIEL FESSENDEN, Executive Director, Cornell Ag & Food Technology Park Corp
EMAIL: dfessenden@caftp.org
PAUL FORESTIERE II, Executive Director/CEO, Cornell Cooperative Extension
KATHRYN BOOR PhD, The Ronald P Lynch Dean
EMAIL: kjb4@cornell.edu
TOM OVERTON, Executive Director, Pro Dairy
EMAIL: tro2@cornell.edu
CAROLINE POTTER, Coordinator, Pro Dairy
EMAIL: cjh42@cornell.edu
JULIE SUAREZ, Assistant Dean
EMAIL: jcs433@cornell.edu
LEE TELEGA, Senior Extension Associate
EMAIL: swt2@cornell.edu
ANNA THALACKER-MERCER PhD, Assistant Professor-Division of Nutritional Sciences
EMAIL: aet74@cornell.edu
LARRY VAN DEVALK, Executive Director, LEAD NY
EMAIL: lrv4@cornell.edu
ANIKA ZUBER, Dairy Processing and Marketing Specialist
EMAIL: adz8@cornell.edu
NANCY GLAZIER, Small Farms NWN Y Dairy, Livestock & Field Crops Team
EMAIL: nig3@cornell.edu
DR. MARTIN WIEDMANN, Professor, Department of Food Science
EMAIL: mw16@cornell.edu
ANDREW NOVAKOVIC, Professor of Agricultural Economics
EMAIL: amn3@cornell.edu
DR. MARGARET SMITH, Professor, School of Integrative Plant Species
EMAIL: mes25@cornell.edu
JOSHUA WOODARD, Assistant Professor, Dyson School of Applied Economics & Management
EMAIL: woodardjoshua@gmail.com

NORTHEAST DAIRY SUPPLIERS MEMBERS

DAVID BARBANO, Professor

EMAIL: dmb37@cornell.edu

SAM ALCAINE, Assistant Professor

EMAIL: sda23@cornell.edu

BARB WILLIAMS, Dairy Processing and Marketing Specialist

EMAIL: b2495@cornell.edu

LOUISE FELKER, Program Coordinator, Dairy Foods Extension

EMAIL: lmj226@cornell.edu

Company Category: University
Territory: International

COWZ LEAP CREAMERY

(2012)

369 Kelly Ave.
Mount Joy, PA 17552
717-475-2961
WEBSITE: www.cowzleap.com

CRYSTAL DOHNER, Owner, Principal
EMAIL: crystal.dohner@cowzleap.com

Company Category: Dairy Product Manufacturer
Territory: National

CREST FOODS CO., INC.

(1946)

50 Eastwood Parkway
Depew, NY 14043
815-978-3386 FAX: 815-453-7744
WEBSITE: www.crestfoods.com

J. PETER BULLOCK, Senior District Sales Manager

EMAIL: pbullock@crestfoods.com

STEVEN J. MEINERS, Vice President

EMAIL: smeiners@crestfoods.com

SARAH CLEMONS, District Sales Manager

EMAIL: sclemons@crestfoods.com

ANN WEGE, National Accounts Manager

EMAIL: awege@crestfoods.com

NATHAN TIPPIE, District Sales Manager

EMAIL: nttippie@crestfoods.com

TOMMY HAMM, Director Technical Service

EMAIL: thamm@crestfoods.com

JOE LOQUASTO, R&D Manager

EMAIL: jloquasto@crestfoods.com

HERB WYCKOFF, Technical Director

EMAIL: hwyckoff@crestfoods.com

Company Category: 13 Ingredients
Territory: US, Canada, Central America
Number of Employees: 800

CROMPTON SALES, INC.

60 Danton Drive
Methuen, MA 01844
978-687-1207 FAX: 978-681-1793
EMAIL: customercare@cromptonsales.com
WEBSITE: www.cromptonsales.com

JOHN PANAGIOTAKOS, President
EMAIL: jpanagiotakos@cromptonsales.com

BOB BARBER, Technical Service and Sales

EMAIL: bbarber@cromptonsales.com

S. NEAL LAURENZA, Sales Representative

EMAIL: nlaurenza@cromptonsales.com

SCOTT MUELLER, Vice President

EMAIL: smueller@cromptonsales.com

KIM CHASE, Customer Care

EMAIL: kchase@cromptonsales.com

STEPHEN CROMPTON, CEO

EMAIL: scrompton@cromptonsales.com

GREGORY PANAGIOTAKOS, Sales Representative

EMAIL: gpanagiotakos@cromptonsales.com

STEPHEN CROMPTON JR., Sales Coordinator

EMAIL: scromptonjr@cromptonsales.com

MICHAEL PANAGIOTAKOS, Sales Representative

EMAIL: mpanagiotakos@cromptonsales.com

LAUREN FRITCHY, Customer Care

EMAIL: lfritchyc@cromptonsales.com

PHIL GILLIS, Sales Representative

EMAIL: pgillis@cromptonsales.com

BRIAN WATSON, Sales Representative

EMAIL: bwatson@cromptonsales.com

ALLAN WITMER, Sales Representative

EMAIL: awitmer@cromptonsales.com

Company Category: Packaging and Ingredient Products
Territory: United States
Number of Employees: 12

CUSTOM FABRICATING & REPAIR, INC.

(1984)

1926 E. 26th Street
PO Box 296
Marshfield, WI 54449
713-387-6598 FAX: 713-384-3768
WEBSITE: www.gotocfr.com

STEVE MCCULLOUGH, President

EMAIL: steve.mccullough@gotocfr.com

DANE ANDERSON, Vice President of Dairy Processing

EMAIL: dane.anderson@gotocfr.com

TIM ISENBERG, Vice President of Engineering

EMAIL: tim.isenberg@gotocfr.com

BRANCH:

Minnesota Office
1895 Frontage Road
PO Box 118
Mora, MN 55051 USA

Company Category: Dairy Processing Equipment
Territory: Worldwide
Number of Employees: 400+

D. THOMAS + ASSOCIATES

(1973)

600 Concord Drive
Webster, NY 14580
585-703-0404 FAX: 816-822-0931

CHRIS STRAIT, Senior Sales and Technical Associate
EMAIL: cjstrait@dtos.com

Company Category: Packaging Equipment & Materials
Territory: National
Number of Employees: 40

DAIRY BUSINESS & HOLSTEINWORLD

(1904)

401 W. Fallbrook Ave., Suite 109
Fresno, CA 93711
315-430-7378 FAX: 559-440-6539
WEBSITE: www.dairybusiness.com

JOEL HASTINGS, Editor & Publisher
EMAIL: jhastings@dairybusiness.com

Business Office:
1350C W. Southport Road, Suite 298
Indianapolis, IN 46217

Company Category: Media
Territory: US and Canada
Number of Employees: 10

DAIRY CONCEPTS, INC.

(1979)

PO Box 249
Marietta, NY 13110
315-636-8516 FAX: 315-636-8723
EMAIL: dairyconc@msn.com

BOB FURNIA, President
EMAIL: bobfurnia@dairyconceptsinc.com

ARTHUR DARCY
EMAIL: arthurdarcy@verizon.net

DON BOWSER, Sales
EMAIL: donbowser@nnwifi.com

JUSTIN FURNIA, Office Manager

EMAIL: dairyconc@msn.com

KAREN CLEMONS, Office Manager

EMAIL: karclemons@msn.com

Company Category: 13 Ingredients
Territory: Northeast
Number of Employees: 4

DAIRY FARMERS OF AMERICA, INC.

(1999)

5001 Brittonfield Parkway, PO Box 4844
East Syracuse, NY 13221-4844
315-431-1352 FAX: 315-433-2345
EMAIL: necommunications@dfamilk.com
WEBSITE: www.dfamilk.com

BRAD KEATING, Senior Vice President and Chief Operating Officer, Northeast Area
EMAIL: bkeating@dfamilk.com

JENNIFER HUSON, Director of Council Affairs and Administration, Northeast Area
EMAIL: jhuson@dfamilk.com

DEAN ELLINWOOD, Director of Operations, Northeast Area

NORTHEAST DAIRY SUPPLIERS MEMBERS

EMAIL: dean.ellinwood@
DairyMarketingServices.com

BRANCH:

Headquarters:
1405 N. 98th St.
Kansas City, KS 66111

Company Category: 8 Dairy Cooperative
Territory: Northeast
Number of Employees: 300+

DAIRY INGREDIENTS, INC.

(1983)

10465 Enterprise Drive
Davisburg, MI 48350
248-922-0900 FAX: 248-922-0902
EMAIL: customerservice@
dairyingredientsinc.com
WEBSITE: www.dairyingredientsinc.com

GREG NIELSEN, Technical Sales
EMAIL: gnielsen@dairyingredientsinc.com

Company Category: 13 Ingredients
Territory: US/Canada/Central & South America

DAIRY.COM

(2010)

3801 Parkwood Blvd.
Suite 300
Frisco, TX 75034
214-360-0061 FAX: 214-360-0169
WEBSITE: www.dairy.com

ERIC NELSON, Director of Trading and
Transportation

EMAIL: eric.nelson@dairy.com

SCOTT SEXTON, Chairman and CEO

EMAIL: scott.sexton@dairy.com

PHIL PLOURD, President, Services Division
(Blimling and Associates)

EMAIL: pplourd@blimling.com

MITCH NORBY, CTO; President of Technology
Division

EMAIL: mitch.norby@dairy.com

DUANE BANDEROB, COO

EMAIL: dbanderob@blimling.com

JIM BOYKIN, Senior Sales Representative

EMAIL: jim.boykin@blimling.com

RYAN MERTES, Chief Solutions Officer,
President, DSI

EMAIL: rrmertes@dataspecialists.com

TOM FILAK, VP Business Development

EMAIL: tfilak@dataspecialists.com

BRANCHES:

Data Specialists, Inc.
1021 Proctor Drive
Elkhorn, WI 53121

Blimling and Associates
2810 Crossroads Drive, Suite 3900
Madison, WI 53718

Company Category: Technology & Services
Territory: Worldwide
Number of Employees: 77

DARIFILL

(2003)

750 Green Crest Drive
Westerville, OH 43081
614-890-3274 FAX: 614-890-4230
EMAIL: info@darifill.com
WEBSITE: www.darifill.com

STEVE ASPERY, President
EMAIL: saspery@darifill.com
ERIC SPENCER, Account Manager
EMAIL: اسپنسر@darifill.com
DAVID MCKAY, Account Manager
EMAIL: david.mckay@darifill.com

Company Category: Packaging Equipment
Territory: United States and Canada
Number of Employees: 32

DART CONTAINER CORPORATION

(1937)

500 Hogsback Road
Mason, MI 48854
EMAIL: sales@dart.biz
WEBSITE: www.dart.biz

JUDY VOSS, National Accounts Manager
EMAIL: judy.voss@dart.biz

Company Category: Food Service disposables
Territory: Global

DELAVAL

11100 N. Congress Ave.
Kansas City, MO 64153
816-891-7700 FAX: 816-891-1606
WEBSITE: www.delaval.com

GREG ECONOMOU, Regional Sales Manager

EMAIL: greg.economou@delaval.com

STEVE MARTIN, Senior Technical Specialist

EMAIL: steve.martin@delaval.com

ALAN MOYER, Account Manager

EMAIL: alan.moyer@delaval.com

Company Category: 13 Ingredients
Territory: Worldwide

DENALI INGREDIENTS, LLC

(2006)

2400 S. Calhoun Road
New Berlin, WI 53151
262-784-3010 FAX: 262-784-0522
WEBSITE: www.denaliingredients.com

KENNY HALLER, Executive Vice President,
Sales
EMAIL: kenny.haller@denaliingredients.com

ANN LIEBERGEN, Account Executive

EMAIL: ann.liebergen@

denaliingredients.com
KEVIN HARRAH SR. Manager, Sales and
Technical Services
EMAIL: kevin.harrah@denaliingredients.com
NEAL GLAESER, President
EMAIL: neal.glaeser@denaliingredients.com
MARK OWEN, Regional Vice President, Sales
EMAIL: mark.owen@denaliingredients.com

Company Category: 13 Ingredients
Territory: USA/Canada/Caribbean
Number of Employees: 120

DESIGN GROUP FACILITY SOLUTIONS

5 Chenell Drive
Concord, NH 03301
413-658-5812
WEBSITE: www.dgfacilitysolutions.com

MICHAEL JENKINS, Director
EMAIL: michael.jenkins@
bwdesigngroup.com

Company Category: Engineering Consultant
Territory: National
Number of Employees: 1200

DOPKINS & COMPANY, LLP

(1955)

200 International Drive
Buffalo, NY 14221
716-634-8800 FAX: 716-634-8987
EMAIL: marketing@dopkins.com
WEBSITE: www.dopkins.com

ANDREW READING, Director

EMAIL: areading@dopkins.com

JAY MCWATTERS, Partner

EMAIL: jmcwatters@dopkins.com

JIM KRUPINSKI, Director

EMAIL: jkrupinski@dopkins.com

THOMAS EMMERLING, Managing Partner

EMAIL: temmerling@dopkins.com

BART MCGLOIN, Partner

EMAIL: bmcgloin@dopkins.com

GREGORY URBAN, Partner

EMAIL: gurban@dopkins.com

WILLIAM PROHN, Managing Director, Dopkins

System Consultants

EMAIL: wprohn@dopkins.com

Company Category: Services- Accounting
Territory: USA
Number of Employees: 140

DOUBLE H PLASTICS

(1974)

13902 Bayport Landing Road
Midlothian, VA 23112
804-301-7377 FAX: 804-739-7186
EMAIL: sales@doublehplastics.com
WEBSITE: www.doublehplastics.com

BRUCE ALLING, Regional Sales Manager,
EMAIL: balling@doublehplastics.com

NORTHEAST DAIRY SUPPLIERS MEMBERS

JUDY ROGERS, Sales Manager
EMAIL: jrogers@doublehplastics.com
PETER HANEY, Director of Sales and
Marketing
EMAIL: phaney@doublehplastics.com

BRANCHES:

50 W. Street Road
Warminster, PA 18974

2548 W. 26th St.
Marion, IN 46953

5300 E. Morris Blvd.
Morristown, TN 37813-1137

Company Category: 15 Packaging Equipment &
Materials
Number of Employees: 300+

DSM FOOD SPECIALITIES, INC. (1906)

620 Progress Ave., PO Box 1609
Waukesha, WI 53186
262-549-2529
WEBSITE: www.dsm.com

KENT VOGEL, Technical Sales Manager
EMAIL: kent.vogel@dsm.com
ERIC ASPENSON, Regional Sales Manager
EMAIL: eric.aspen@dsm.com
FEIKE SIJBESMA, CEO/Chairman of the
Managing Board
EMAIL: feike.sijbesma@dsm.com
HUGH WELSH, Director Regional (NA)
Communications & External Affairs
EMAIL: hugh.welsh@dsm.com

Company Category: Food & Beverage Dietary
Supplements
Territory: Global
Number of Employees: 30000

DUPONT NUTRITION & HEALTH

Four New Century Parkway
New Century, KS 66031-0026
800-255-683
WEBSITE: www.food.dupont.com

PHIL BROWN, Account Manager
EMAIL: philip.brown@dupont.com
ROLAD MASON, Director of Sales, Dairy
EMAIL: roald.mason@dupont.com
DOUG VARGO, Technical Account
Development Manager
EMAIL: doug.vargo@dupont.com
DAVID HOROWITZ, Direct Sales Manager
EMAIL: david.horowitz@dupont.com

Company Category: Ingredients, Packaging & Safety
Technology
Territory: International

EAGLE BAY REFRIGERATION (2016)

201 E. Jefferson St.
Syracuse, NY 13202
315-320-6385
WEBSITE: www.eaglebayrefrigeration.com

MICHAEL COLLINS, President
EMAIL: michael.collins@
eaglebayrefrigeration.com

Company Category: Supplier Refrigeration
Territory: Upstate NY
Number of Employees: 3

EARL T. WADHAMS, INC. (1949)

369 Bostwick Road
Phelps, NY 14532-9309
315-789-8871 FAX: 315-789-8879
WEBSITE: www.wadhams.com

RICHARD WADHAMS, Owner
EMAIL: rick.wadhams@wadhamas.com
BOB CARR, Sales Manager
EMAIL: bob.carr@wadhamas.com
PETER WADHAMS, Operations EJ Wadhams
Inc.
EMAIL: peter.wadhams@wadhamas.com
KEVIN WATROUS, Operations EJ Wadhams
Inc.
EMAIL: kevin.watrous@wadhamas.com
MICHAEL LYNCH, Risk Management and
Compliance
EMAIL: michael.lynch@wadhamas.com

BRANCHES:

6845 Paterson Court
Allentown, PA 18106

1632 Grand Central Ave.
Elmira, NY 14901

7846 Oxbow Road
13032 Canastota, NY

7 Franklin St.
12816 Cambridge, NY

Company Category: 9 Bulk Tank Hauler
Territory: Northeast
Number of Employees: 500

EASTERN CROWN, INC. (1947)

4228 Peterboro Road, PO Box 850
Vernon, NY 13476
315-829-3505 FAX: 315-829-5311
WEBSITE: easterncrown.com

DUSTIN ZAJAC, President
EMAIL: eastcrown@aol.com

Territory: NY, PA, VT, NH, MA
Number of Employees: 12

ECOLAB FOOD & BEVERAGE (1923)

215 Stacy Lane (This is a Home office location
and not an Ecolab office)
Warner Robins, GA 31088
215-805-1544 FAX: 215-402-9446
WEBSITE: www.ecolab.com

LUKE JEFFERS, Senior Corporate Account
Manager
EMAIL: luke.jeffers@ecolab.com
THOMAS ZANDER, Senior Vice President and
General Manager, NORTH AMERICA Food &
Beverage
EMAIL: thomas.zander@ecolab.com
JOE LANGEHENNIG, Avp F&B Corporate
Accounts
EMAIL: joe.langehennig@ecolab.com
DAVID GOFORTH, Area Vice President, East
Region Food & Beverage
EMAIL: david.goforth@ecolab.com
NELSON BELARDI, Corporate Account
Manager, Food & Beverage
EMAIL: nelson.belardi@ecolab.com
JOSHUA SHOWALTER, Marketing North
America Food & Beverage
EMAIL: joshua.showalter@ecolab.com
DAN SEITZER, District Manager New York
District, Food & Beverage
EMAIL: daniel.seitzer@ecolab.com

BRANCHES:

Headquarters:
1 Ecolab Place
St Paul, MN 55102

2300 Premier Way
Sherwood Park, AB, Canada T8H 2L2

6040 - 46 St. S.E.
Calgary, AB, Canada T2C 4P9

1055 Truman St.
Burlington, ON, Canada L7R 3V7

750 boul. Pierre-Bertrand
Suite 180
Québec, QC, Canada G1M 3L2

5105 Tomken Road
Mississauga, ON, Canada L4W 2X5

114 W. Stratford Drive
Suite B
Peoria, IL 61614

5000 Cheshire Lane
Suite 2
Plymouth, MN 55446

315 W. First St.
Suite 201
Duluth, MN 55802

Company Category: 15 Packaging Equipment &
Materials
Territory: 170 countries
Number of Employees: 45,000

NORTHEAST DAIRY SUPPLIERS MEMBERS

EDGAR A. WEBER & COMPANY DBA WEBER FLAVORS

549 Palwaukee Drive
Wheeling, IL 60090
847-215-1980 FAX: 847-215-2073
EMAIL: sales@weberflavors.com
WEBSITE: www.weberflavors.com

ANDREW PLENNERT, President
EMAIL: andrewp@weberflavors.com
TIM CARTER, Vice President of Sales
EMAIL: sales@weberflavors.com

Company Category: 13 Ingredients
Territory: North America

ELOPAK, INC.

46962 Liberty Drive
Wixom, MI 48393
248-486-4600 FAX: 248-486-4851
EMAIL: americasales@elopak.com
WEBSITE: www.elopak.com

REGIS REHEL, President, Elopak Americas
EMAIL: regis.rehel@elopak.com
MARK ROY, VP Marketing, Sales & Supply
Chain
EMAIL: mark.roy@elopak.com
SHANE CAREY, Technical Service Manager
EMAIL: shane.carey@elopak.com
MARK LAJOIE National Sales Manager
EMAIL: mark.lajoie@elopak.com
JOSE ORTIZ SR., Commercial Manager
EMAIL: jose.ortiz@elopak.com
KATHY SINGLETARY National Account
Manager
EMAIL: kathy.singletary@elopak.com

Company Category: Packaging Equipment & Materials
Territory: Worldwide
Number of Employees: 2800

ENERGY PARTNER CONSULTANTS (2009)

52 Mill Road
Latham, NY 12110
518-331-4627 FAX: 631-649-8165
EMAIL: info@epchq.com
WEBSITE: www.energypartnerconsultants.com

WENDY MARTIN, CEO
EMAIL: wendym@epchq.com
LINA KOHANDOUST, COO
EMAIL: linak@epchq.com
RACHEL BAUMGARTNER, Client Support
Coordinator
EMAIL: rachelb@epchq.com
SCOTT NOELLE, Director of NY Sales Division
EMAIL: scottn@epchq.com
RICHARD SUKER, Capital Region Senior
Consultant
EMAIL: richs@epcny.com

Company Category: 20 Services
Territory: All the U.S.
Number of Employees: 10

(1902) ERGON ARMOR - CORROSION ENGINEERING

154 Saxer Ave.
Springfield, PA 19064
484-479-3390
WEBSITE: www.tufchem.com

BOB WAGNER, Area Sales Manager-
Northeast Region
EMAIL: bob.wagner@ergon.com
BRUCE LUKE, Global Sales Manager
EMAIL: bruce.luke@ergon.com
CURT HARVEY, National Sales Manager
EMAIL: curtis.harvey@ergon.com
STEVE CLOUTIER, Tufchem Tile Manager
EMAIL: steve.cloutier@ergon.com
BOB EDWARDS, Construction Innovations- NY
Sales Rep
EMAIL: bob.edwards@ergon.com
MARTY HARRINGTON, Construction
Innovations- NY Sales Rep
EMAIL: marty.harrington@ergon.com
MARK MURRAY, Construction Innovations- NY
Sales Rep
EMAIL: mark.murray@ergon.com

Company Category: 21 Other
Territory: US and International
Number of Employees: 55

EUROFINS DQCI, LLC

702 Electronic Drive
Horsham, PA 19044
612-499-4185
EMAIL: info@eurofins.com
WEBSITE: www.eurofinsus.com

ANN GLADWELL, President
EMAIL: anngladwell@eurofinsus.com
ERICH NEAL, National Sales Manager
EMAIL: erichneal@eurofinsus.com
JOHN PCSOLAR, National Sales Manager
EMAIL: johnpcsolar@eurofinsus.com
MICHAEL SHEA, Business Unit Manager
EMAIL: michael Shea@eurofinus.com

BRANCHES:

5205 Quincy St.
Mounds View, MN 55112-1400

4842 Jacquelyn Ave.
Fresno, CA 93722

Company Category: Laboratory
Territory: National
Number of Employees: 80

EVANS BROKERAGE COMPANY

1 Riverview Drive
Barrington, RI 02806
973-426-0351 FAX: 973-426-1478

WEBSITE: www.evansbrokerage.com

BRAD EVANS, Owner
EMAIL: brad@evansbrokerage.com
THERESA BERQ, Customer Service
EMAIL: theresa@evansbrokerage.com

Company Category: 13 Ingredients, 15 Packaging
Equipment & Materials
Territory: East of Mississippi
Number of Employees: 2

EVERGREEN PACKAGING EQUIPMENT

2400 Sixth St. SW
Cedar Rapids, IA 52404
319-399-3200 FAX: 319-540-8768
EMAIL: evergreen.packaging@everpack.com
WEBSITE: www.evergreenpackaging.com

JOHN ROONEY, President
EMAIL: john.rooney@everpack.com
GARY NISSEN, General Manager-Evergreen
Packaging Equipment
EMAIL: gary.nissen@everpack.com
ANDY DWIVEDI, Sales Director-Evergreen
Packaging Equipment
EMAIL: andy.dwivedi@everpack.com
DEWITT CLARK, VP North American Packaging
Sales & Marketing
EMAIL: dewitt.clark@everpack.com
OZZIE ORSILLO, Director of Sales Northeast
EMAIL: james.orsillo@everpack.com
PAUL KNOERL, Packaging Equipment
Specialist - Evergreen Packaging Equipment
EMAIL: paul.knoeri@everpack.com
KATIE SIMMONS, Marketing Manager
EMAIL: katie.simmons@everpack.com
JUDY ZEIGLER, Marketing Services Manager
EMAIL: judy.zeigler@everpack.com

BRANCHES:

2400 Sixth St. SW
Cedar Rapids, IA 52404

2315 Miller Road
Kalamazoo, MI 49001

7920 Mapleway Drive
Olmsted Falls, OH 44138

2215 S. Wilmington St.
Raleigh, NC 27603

5201 Fairfield Road
Pine Bluff, AR 71601

600 Dairy Pak Road
Athens, GA 30607

81 Old Howell Mill Road
Waynesville, NC 28786

41 Main St.
Canton, NC 28716

NORTHEAST DAIRY SUPPLIERS MEMBERS

175 Main St.
Canton, NC 28716

2104 Henderson Way
Plant City, FL 33563

1500 W. Main Street
Turlock, CA 95380

Company Category: 15 Packaging Equipment & Materials
Territory: Global
Number of Employees: 4,100

F.W. WEBB - PROCESS CONTROLS DIVISION

Basin Park
1150-J Pittsford-Victor Road
Pittsford, NY 14534
585-377-2740 FAX: 585-377-2747
WEBSITE: www.fwwebb.com

JOHN POPE, Owner
JEFF POPE, President
EMAIL: jeff.pope@fwwebb.com
BOB MUCCIARONE, COO
EMAIL: bob.mucciarone@fwwebb.com
JAMES SOMERS, Sales Manager
EMAIL: jfs@fwwebb.com
COREY POST, General Manager
EMAIL: post@fwwebb.com
ERNIE COUTERMARSH, Senior Vice President of Industrial Business Development
EMAIL: ernie.coutermarsh@fwwebb.com
RUTH MARTIN, Senior Vice President of Human Resources
EMAIL: ruth.martin@fwwebb.com
MICHAEL MICHAUD, Senior Vice President of Information Technology
EMAIL: michael.michaud@fwwebb.com
BREBDAN MONAGHAN, Senior Vice President of Operations
EMAIL: brebdan.monaghan@fwwebb.com
JEFF THOMPSON, Vice President of Purchasing
EMAIL: jeff.thompson@fwwebb.com
JEFF MACDOWELL, Senior Director of Showroom Sales
EMAIL: jeff.macdowell@fwwebb.com
RICHARD BOYNTON, Director of HVAC/R Sales
EMAIL: richard.boynton@fwwebb.com
ALICIA CRINITI, Director of Marketing
EMAIL: alicia.crinti@fwwebb.com
CHUCK FIORINO, Director of Business Development
EMAIL: chuck.fiorino@fwwebb.com
MICHAEL LEANDER, Director of Industrial Sales
EMAIL: mikel@fwwebb.com
MICHAEL DELCONTE, Heating Sales Manager
EMAIL: michael.delconte@fwwebb.com
RICHARD FOX, Propane Gas Sales Manager
EMAIL: richard.fox@fwwebb.com
SCOTT SMITH, Plumbing Products Manager
EMAIL: scott.smith@fwwebb.com
JOE RUGGIERO, Heating Products Manager

EMAIL: joe.ruggiero@fwwebb.com
MICHAEL STANTON, Water Works Sales Manager
EMAIL: michael.stanton@fwwebb.com
TIM VANDENBURGH, Regional Manager, NY
EMAIL: tim.vandenburg@fwwebb.com
RUTH MARTIN, Senior Vice President of Human Resources
EMAIL: ruth.martin@fwwebb.com

BRANCHES:

17 Erie Blvd.
Albany, NY 12204-2589

1 Mccrea Hill Road
Ballston Spa, NY 12020

62 Griswold St.
Binghamton, NY 13904

One Carriage Lane Place
Cazenovia, NY 13035

600 Corporate Blvd.
Newburgh, NY 12550-6405

452 Tom Miller Road
Plattsburgh, NY 12901

3 Highland Ave.
Queensbury, NY 12804

6792 Townline Road
Syracuse, NY 13211

415 Broad St.
Utica, NY 13501-1284

Company Category: Processing & Plumbing Equipment, HVAC, Refrigeration
Territory: Northeast United States

FARM CREDIT EAST

(1916)

240 South Road
Enfield, CT 06082
860-741-4380 FAX: 888-278-2955
EMAIL: www.farmcrediteast.com/contact
WEBSITE: www.farmcrediteast.com

TOM COSGROVE, Senior Vice President, Public Affairs and Knowledge Exchange
EMAIL: tom.cosgrove@farmcrediteast.com
ERIC POHLMAN, Vice President of Commercial Lending
EMAIL: eric.pohlman@farmcrediteast.com
KRISTIE SCHMITT, Director of Marketing & Communications
EMAIL: kristie.schmitt@farmcrediteast.com
CHRIS LAUGHTON, Director of Knowledge Exchange
EMAIL: chris.laughton@farmcrediteast.com

BRANCHES:

29 Landis Ave.
Bridgeton, NJ 08302-4396

9 County Road 618
Lebanon, NJ 08833-3028

1281 Route 58
Riverhead, NY 11901-2097

669 E. Main St.
Middletown, NY 10940-2640

67 Bedford St., PO Box 720
Middleboro, MA 02346-0720

785 Hartford Pike
Dayville, CT 06241-1739

190 State Route 9H
Hudson, NY 12534-3819

2 Constitution Drive
Bedford, NH 03110-6010

394 State Route 29
Greenwich, NY 12834-2650

7397 State Highway 80
Cooperstown, NY 13326

1155 Airport Road
Hornell, NY 14843-9144

25417 NY Route 12
Watertown, NY 13601-5730

1450 Route 14
Phelps, NY 14532-9542

28 E. Chautauqua St.
Mayville, NY 14757-0163

One Pioneer Drive
Potsdam, NY 13676-3273

26 Rice St.
Presque Isle, ME 04769-2265

Company Category: Credit and Financial Services
Territory: NY, NJ, CT, MA, ME, RI, NH
Number of Employees: 470

FELDMEIER EQUIPMENT

(1954)

6800 Townline Road
Syracuse, NY 13211
315-454-8608 FAX: 315-454-3701
Website: www.feldmeier.com

DAVE POLLOCK, Vice President of Sales
EMAIL: dpollock@feldmeier.com
BRUCE DYE, Inside Sales
EMAIL: bdye@feldmeier.com
KYLE BROWN, Engineering Director
EMAIL: kbrown@feldmeier.com
NATE HICKEY, Regional Manager - Eastern USA
EMAIL: nhickey@feldmeier.com
STEVEN HOUGH, Regional Manager - in Western USA

NORTHEAST DAIRY SUPPLIERS MEMBERS

EMAIL: shough@feldmeier.com
RANDY WILLIAMS, Regional Manager -
Central USA
EMAIL: rwilliams@feldmeier.com
JASON RICHARDSON, Heat Exchangers and
Systems
EMAIL: anelson@feldmeier.com
JIM HULBERT, Field Fabrication and Custom
Fabrication
EMAIL: jhulbert@feldmeier.com
MIKE PAWELEK, Inside Sales
EMAIL: mpawelek@feldmeier.com
KEVIN DONAHOE, Inside Sales
EMAIL: kdonahoe@feldmeier.com
DREW BROWN-PAUL, Inside Sales
EMAIL: drew@feldmeier.com
DAVE COLLINS, Engineering and Agitation
EMAIL: dcollins@feldmeier.com
STEPHANIE JONES, Sales & Marketing
Coordinator
EMAIL: sjones@feldmeier.com

BRANCHES:

575 E. Mill St.
Little Falls, NY 13365

245 Riverside Industrial Parkway
Little Falls, NY 13365

2053 Mitchell Young Road
Montgomery, AL 36108

32682 Highway 3
Shell Rock, IA 50670

375 Industrial Drive
Fernley, NV 89408

Territory: National
Number of Employees: 425

FLAVORCHEM

(1971)

1525 Brook Drive
Downers Grove, IL 60515
978-828-7263 FAX: 978-446-0935
WEBSITE: www.flavorchem.com

JOHN PASCIUTO, Northeast Technical Sales
EMAIL: jpasciuto@flavorchem.com

BRANCHES:

271 Calle Pintoresco
San Clemente, CA 92672

Company Category: Flavors & Ingredients
Territory: Northeast

FLOWTREND, INC.

PO Box 590690
Houston, TX 77259
281-990-8582 FAX: 281-990-8644
EMAIL: info@flowtrend.com
WEBSITE: www.flowtrend.com

ERIC COPELAND, District Sales Manager
EMAIL: ecopeiland@flowtrend.com
JAN H. HANSEN, President
EMAIL: jhansen@flowtrend.com
JOE ALLMAN, Vice President
EMAIL: jallman@flowtrend.com
STEVE STOVALL, District Sales Manager
EMAIL: sbs@flowtrend.com

BRANCHES:

11512 Space Center Blvd.
Houston TX, 77059

Company Category: Fluid Handling Equipment
Territory: International

FOOD SPECIALTIES

2650 Meadowvale Blvd. #10
Mississauga ON, L5N 6M5
905-567-7573 FAX: 905-567-7864
EMAIL: www.foodspecialties.ca

RUSSELL MORLEY, President
EMAIL: russell@foodspecialties.ca

FORBES CHOCOLATE

(1901)

800 Ken Mar Industrial Parkway
Broadview Heights, OH 44147-2922
440-838-4400 FAX: 440-838-4438
EMAIL: orders@forbeschocolate.com
WEBSITE: www.forbeschocolate.com

KEITH GERINGER, President
EMAIL: kgeringer@ForbesChocolate.com
RICK STUNEK, Sales
EMAIL: rstunek@ForbesChocolate.com
CHERISH MATHEWS, Account Representative
EMAIL: cmathews@ForbesChocolate.com
JUDY JOHNSON, Customer Service/Sales
Support
EMAIL: jjohnson@forbeschocolate.com

BRANCHES:

Biagi Bros.
3655 E. Airport Road
Ontario, CA 91761

United Warehouse
603 S.E. Assembly Ave. 210
Vancouver, WA 98661

Quality Distribution (Warehouse)
6010 Amelia Earhart
Salt Lake City, UT 84116

Far West Distributors, Inc.
1617 N. Plaza Drive
Visalia, CA 93291

Company Category: 13 Ingredients
Territory: US & Export
Number of Employees: 15

FORTNEY PACKAGES, INC.

(1965)

225 S. Fayette St.
PO Box 708
Shippensburg, PA 17257
717-532-3034 FAX: 717-532-3783
EMAIL: www.fortneypackages.com

DENISE LOGAN, Administrative Officer
EMAIL: dlogan@fortneypackages.com
DON BROOKS, Sales
EMAIL: donbrooks@fortneypackages.com
JOHN JOYCE Sales
EMAIL: jjoyce@fortneypackages.com
CINDY TURCIC Customer Service
EMAIL: cturcic@fortneypackages.com
GENE HERRITT, Sales
EMAIL: gherritt@fortneypackages.com

Company Category: 14 Other Related Supplies
Number of Employees: 3

FOSS NORTH AMERICA

6509 Flying Cloud Drive, Suite 130.
Eden Prairie, MN 55344
EMAIL: info@fossna.com
WEBSITE: www.foss.us

JAMES VECCHIO, Sr. Northeast Regional
Sales Manager
EMAIL: jvecchio@fossna.com

BRANCHES:

568 Barretts Mill Road
Concord, MA 01742
952-235-7069 FAX: 952-974-9823

Company Categories: R&D, Quality Control,
Processing Equipment & Supplies, Dairy Test
Instrumentation Manufacturer

FRUITCROWN PRODUCTS CORP.

(1970)

250 Adams Blvd.
Farmingdale, NY 11735
631-694-5800 FAX: 631-694-6467
EMAIL: info@fruitcrown.com
WEBSITE: www.fruitcrown.com

ROBERT JAGENBURG, President and CEO
EMAIL: rjagenburg@fruitcrown.com
BILL WEISKOPF, Vice President of Sales
EMAIL: bweiskopf@fruitcrown.com
DANIEL JAGENBURG, Sales and Marketing
EMAIL: djagenburg@fruitcrown.com
ERIC DUCEY, Assistant Operations Manager
EMAIL: educey@fruitcrown.com
CHRISTOPHER JAGENBURG, Technical Sales
EMAIL: cjagenburg@fruitcrown.com
BOB FOX, Sales and Marketing
EMAIL: rfox@fruitcrown.com
ED MAHER, Technical Specialist
EMAIL: emaher@fruitcrown.com

NORTHEAST DAIRY SUPPLIERS MEMBERS

Company Category: 13 Ingredients
Territory: USA
Number of Employees: 90

FRUITION FRUITS & FILLS

(2005)

2379 Speers Road
Oakville, ON CANADA L6L-2X9
905-847-6843 FAX: 905-847-2305
EMAIL: info@fruitionff.com
WEBSITE: www.fruitionff.com

MARK PYMAKL, Plant Manager
EMAIL: pyymakl_mark@fruitionff.com
IAN CLANACHAN, General Manager
EMAIL: clanachan_ian@fruitionff.com
TOME CERENALPKOVIX, Plant Manager
EMAIL: cerenalpkovix_tome@fruitionff.com
MARIA KRAJNIK, Q&A&C Manager
EMAIL: krajniak_maria@fruitionff.com
GAIL SWEEZIE, R&D Manager
EMAIL: sweezie_gail@fruitionff.com
JULIE MIZZONI, Office and Accounting
Administrator
EMAIL: mizzoni_julie@fruitionff.com

Company Category: 13 Ingredients
Territory: Ontario Canada
Number of Employees: 35

FUCHS NORTH AMERICA, INC.

(1939)

3800 Hampstead-Mexico Road
Hampstead, MD 21047
800-365-3229 FAX: 410-363-6619
EMAIL: rwicke@fuchsna.com
WEBSITE: www.fuchsna.com

KEN WUESTENFELD, Vice President of Sales
and Technical Services
EMAIL: kwuestenfeld@fuchsna.com
HELGA NELSON, Director of Research and
Development
EMAIL: hnelson@fuchsna.com
SHANNON CUSHEN, Director of Marketing
EMAIL: scushen@fuchsna.com
MICHAEL LOEHFELM, Director of Sales
EMAIL: mloehfelm@fuchsna.com
PAUL AJEMIAN, Director of Sales
EMAIL: pajemian@fuchsna.com
JIM WILLS, Senior Sales Manager
EMAIL: jwills@fuchsnorthamerica.com
TOM ESPOSITO, Vice President of Sales
EMAIL: tesposito@fuchsnorthamerica.com

BRANCH:

1951 N. 42nd St.
Grand Forks, ND 58203

Company Category: 13 Ingredients
Territory: North America
Number of Employees: 150

G & D CHILLERS, INC.

760 Bailey Hill Road
Eugene, OR 97402
541-345-3903 FAX: 541-345-8835
WEBSITE: www.gdchillers.com

JUSTIN THOMAS, President
EMAIL: justin@gdchillers.com
PETE RUSSELL, Emerging Markets &
Technologies
EMAIL: pete@gdchillers.com
ANDY BACKER, VP Sales
EMAIL: andy@gdchiller.com

GEA MECHANICAL EQUIPMENT US, INC.

(1881)

14 Potter Place
Fairport, NY 14450
201-245-5568 FAX: 201-767-3904
WEBSITE: www.gea.com

SCOTT CROSIER, Eastern Region Dairy Sales
Engineer – Separation
EMAIL: scott.crosier@GEA.com
JON FISHER, East Coast Sales – Flow
Components
EMAIL: jon.fisher@GEA.com
JOE CONNELL, Regional Manager –
Homogenization Sales
EMAIL: joe.connell@GEA.com
SCOTT TEPAS, Market Manager Dairy
Separation
EMAIL: scott.tepas@GEA.com
RON ROETHLISBERGER, Dairy Process
Specialist
EMAIL: ron.roethlisberger@GEA.com
MIKE VICK, Head of Equipment Sales, North
America
EMAIL: michael.vick@GEA.com

Territory: Worldwide
Number of Employees: 18000

GELPAC, ROUVILLE PACKAGING

16 Rogers Road
East Longmeadow, MA 01028
413-525-4305 FAX: 413-525-4306
WEBSITE: www.gelpac.com

MARK HALEY, Northeast Sales
EMAIL: mhalley@gelpac.com

GEOSAF, INC.

803-5605 deGaspe
Montreal, QC H2T 2A4
514-331-4147 FAX: 514-331-4226

JEAN DION, Vice President of Business
Development
EMAIL: jean.dion@geosaf.com

GERTRUDE HAWK INGREDIENTS

(1936)

9 Keystone Park Drive
Dunmore, PA 18512
507-955-7536 FAX: 507-338-0966
WEBSITE: www.gertrudehawk.com

JOHN PIMPO, Sales Manager – East
JOE BARANOSKI, Business Manager,
Ingredients and Contract Manufacturer
BRENDA KELLY, Customer Service Manager

BRANCH:

9 Keystone Park
Dunmore, PA 18512

GESTION QUALTECH, INC.

1880 Leon Harmel
Quebec, CA G1N 4K3
WEBSITE: www.qualtech.ca

GEORGE ANTON, VP of Business and Product
Development
EMAIL: george.anton@qualtech.ca
DELICIE CABRAL, Sales and Marketing
Coordinator
EMAIL: delcie.cabral@qualtech.ca
ANDRE GIGUERE, CEO
EMAIL: andre.giguere@qualtech.ca
PAT SCHRADLE, Sales Representative-
Cheese Specialist
EMAIL: pat.schradle@qualtech.ca

Company Category: Machinery
Number of Employees: 320

GILROY, KERNAN & GILROY

210 Clinton Road
PO Box 542
New Hartford, NY 13413
WEBSITE: gkginsurance.com

LARRY T. GILROY, President
EMAIL: ltg@gkgrisk.com
DAVID WALLACE, Strategic Business
EMAIL: davidw@gkgrisk.com

GRAM EQUIPMENT

(2003)

1 South Gold Drive
Hamilton, NJ 08691
609-699-1200 FAX: 201-784-1116
EMAIL: sales@gram-equipment.com
WEBSITE: www.gram-equipment.com

RICH THOMAS, President
EMAIL: rth@gram-equipment.com
HERB FISH
EMAIL: whf@gram-equipment.com
JIM LAMBERT
EMAIL: jla@gram-equipment.com

NORTHEAST DAIRY SUPPLIERS MEMBERS

KATINA PUSKAR, Customer Service
Representative
EMAIL: kpu@gram-equipment.com

Company Category: 16 Processing Equipment &
Supplies
Territory: Global
Number of Employees: 50+

GREAT LAKES CHEESE COMPANY, INC.

(1958)

4520 Haskell Road
Cuba, NY 14727
585-968-1552 FAX: 585-968-2660
EMAIL: glcinfo@greatlakescheese.com
WEBSITE: www.greatlakescheese.com

HANS EPPRECHT, Founder
EMAIL: epprechth@greatlakescheese.com

KURT EPPRECHT, VP of Procurement
EMAIL: epprechtk@greatlakescheese.com

TOM EASTHAM, Director of Manufacturing
EMAIL: eastham@greatlakescheese.com

CRAIG FILKOWSKI, VP of Operations
EMAIL: filkowski@greatlakescheese.com

JOHN JENNINGS, Plant Manager
EMAIL: jennings@greatlakescheese.com

ERIN SHIRKEY, Senior Sales Operations
Manager
EMAIL: shirkey@greatlakescheese.com

JOHN SLEGGs, Sales Manager Manufacturing
EMAIL: sleggsg@greatlakescheese.com

MANUFACTURING LOCATION:

23 Phelps St.
Adams, NY 13605
315-232-4511

Company Category: 3 Cheese Manufacturer and
Packaging – 9 plants
Territory: United States
Number of Employees: 3000

GREEN SPOT PACKAGING

(1934)

100 S. Cambridge Ave.
Claremont, CA 91711-9001
800-456-3210 FAX: 909-621-4634
EMAIL: info@greenspotusa.com
WEBSITE: www.greenspotusa.com

ARMIE ANABO, Accountant
EMAIL: aanabo@greenspotusa.com

JOHN TSU, CEO
EMAIL: johntsu09@gmail.com

DONALD KOURY, CFO
EMAIL: dkoury@greenspotusa.com

DANA STAAL, COO
EMAIL: dstaal@greenspotusa.com

RON HULL, Controller
EMAIL: rhull@greenspotusa.com

GREG FAUST, Lab and Sales Manager
EMAIL: greg@greenspotusa.com

TERRY L. HUGHES, VP Sales & Marketing
EMAIL: thughes@greenspotusa.com

Company Category: 13 Ingredients, 21 Other
Territory: USA, Canada, Asia and South America
Number of Employees: 20+

GREENE TRUCKING, INC.

1881 State Highway 5S
Amsterdam, NY 12010
518-843-3220 FAX: 518-843-6476

ERIC ERIKSEN, President and Owner

Company Category: 18 Bulk Tank Hauler
Territory: New York State
Number of Employees: 10

GREINER PACKAGING CORP.

(2014)

225 Enterprise Way
Pittston, PA 18640
570-602-3900
EMAIL: office.pittston@greiner-gpi.com
WEBSITE: www.greiner-gpi.com

JEFF BRENNAN, Sales Director
EMAIL: j.brennan@greiner-gpi.com
JOHN BORRELLI, Key Account Manager
EMAIL: j.borrelli@greiner-gpi.com
JOHN WHITAKER, Key Account Manager
EMAIL: j.whitaker@greiner-gpi.com
CHRIS ORTIZ Key, Account Manager
EMAIL: c.ortiz@greiner-gpi.com

Company Category: 5 Packaging Materials &
Equipment
Territory: International
Number of Employees: 40

GUIDA'S DAIRY

(1886)

433 Park St., PO Box 2110
New Britain, CT 06050
860-224-2404 FAX: 860-225-0035
WEBSITE: www.guidas.com

MICHAEL YOUNG, President
EMAIL: myoung@guidas.com
DAVID DREZEK, Director of Distribution
EMAIL: ddrezek@guidas.com
ANDY LINSKY, Senior Director of Sales
EMAIL: alinsky@guidas.com
JOEL BARTOLOME, Director of IT
EMAIL: jbartolome@guidas.com
DAREK TABASZEWSKI, Controller
EMAIL: databaszewski@guidas.com
TIM LEE, Plant Manager
EMAIL: tlee@guidas.com
PAIGE MCHUGH, Executive Assistant
EMAIL: pmchugh@guidas.com
ALANA NEGRI, HR Manager
EMAIL: anegri@guidas.com
JOEL BARTOLOME, Director of IT
EMAIL: jbartolome@guidas.com

Company Category: 1 Milk Processor
Territory: CT, NY, MA, RI, VT, ME and northern NJ

Number of Employees: 240

H.S. CROCKER CO., INC.

(1856)

12100 Smith Drive
Huntley, IL 60142
847-669-3600 FAX: 847-669-1170
EMAIL: bsuarez@hscrocker.com
WEBSITE: www.hscrocker.com

WAYNE DIXON, Senior Sales Rep
EMAIL: wdixon@hscrocker.com

Company Category: Flexible Packaging
Territory: North America
Number of Employees: 135

HANCOCK ESTABROOK, LLP

(1889)

1500 AXA I
100 Madison St.
Syracuse, NY 13202
315-565-4500 FAX: 315-565-4600
WEBSITE: www.hancocklaw.com

WHITNEY KUMMEROW, Attorney
EMAIL: wkummerow@hancocklaw.com

90 S. Swan St., 3rd Floor
Albany, New York 12210

401 E. State St., Suite 304
Ithaca, NY 14850

217 N. Washington St.
Rome, NY 13440

Company Category: Services – Law Firm

HAYLOR, FREYER & COON, INC.

(1928)

231 Salina Meadows Parkway
Syracuse, NY 13212
315-703-1399 FAX: 315-703-7615
WEBSITE: www.haylor.com

SCOTT WICHMANN, Vice President
EMAIL: swichmann@haylor.com
JOSEPH PEPLINSKI
EMAIL: jpeplinski@haylor.com
RICHARD MACDONALD, CPCU- Director of
Sales
EMAIL: rmacdonald@haylor.com

Company Category: Risk Management and Insurance
Territory: Nationwide
Number of Employees: 200

HENKEL CORPORATION

229 S. Alfred Ave.
Elgin, IL 60123
847-209-9853
WEBSITE: www.henkel.com

NORTHEAST DAIRY SUPPLIERS MEMBERS

PAUL FANNIN, Key Account Manager
EMAIL: paul.fannin@henkel.com

HERBEIN + COMPANY, INC.

(1972)

2763 Century Blvd.
Reading, PA 19610
610-378-1175 FAX: 610-378-0999
EMAIL: reading@herbein.com
WEBSITE: www.herbein.com

DAVID W. STONESIFER, Managing Partner-
Elect

EMAIL: dwstonesifer@herbein.com

KYLE LEVENGOOD, Senior Manager

EMAIL: kdlevengood@herbein.com

BRYANNA L. FREDERICKS, Manager

EMAIL: blfredericks@herbein.com

JACK M. KOLMANSBERGER, Chief Marketing
Officer

EMAIL: jmkolmansberger@herbein.com

RONALD W. MONG, Senior Manager

EMAIL: rwmong@herbein.com

JOSH A. POLLET, Partner

EMAIL: japollet@herbein.com

BRANCHES:

7535 Windsor Drive, Suite B100
Allentown, PA 18195

2858 Oxford Blvd.
Allison Park, PA 15101

530 Pellis Road, Suite 7000
Greensburg, PA 15601

707 Grant St., Suite 2900
Pittsburgh, PA 15219

1303 N. Charlotte St.
Pottstown, PA 19464

751 Route 73 N
Suite 15
Marlton, NJ 08053

727 Norristown Road
Lower Gwynedd, PA 19002

Company Category: 20 Services
Territory: United States
Number of Employees: 220

HERSHEY'S ICE CREAM

(1894)

301 S. Cameron St.
Harrisburg, PA 17101
717-238-8134 FAX: 717-233-7195
EMAIL: info@hersheyicecream.com
WEBSITE: www.hersheyicecream.com

WALTER HOLDER, Vice President of
Production

EMAIL: holderw@hersheyicecream.com

THOMAS J. RYAN, III, Vice President,
Purchasing

EMAIL: thomasryan@hersheyicecream.com

PHILIP KENNEY II, Plant Manager

EMAIL: kenney2@hersheyicecream.com

ZACH WAITE, Executive Branch Manager

EMAIL: waitez@hersheyicecream.com

TODD HITCHINGS, Area Manager

EMAIL: hitchingst@hersheyicecream.com

TOM HOLDER, Vice President, Treasurer

EMAIL: holder@hersheyicecream.com

JIM HOLDER, Corporate Accounts Manager

EMAIL: holder@hersheyicecream.com

DAVID KIMBALL, Branch Manager

EMAIL: kimballd@hersheyicecream.com

MIKE VANBUREN, Vice President

EMAIL: vanburenm@hersheyicecream.com

GEORGE HOLDER, President

EMAIL: gholder@hersheyicecream.com

CHARLES SHAMBAUGH, Human Resource
Manager

EMAIL: shambaughc@hersheyicecream.com

SCOTT TROUTMAN, Maintenance Manager

EMAIL: troutmans@hersheyicecream.com

DISTRIBUTION OFFICES AND BRANCHES:

1370 Upper Lenox Ave.
Oneida, NY 13421

Main St.
Maine, NY 13802

9568 Executive Drive
Brighton, MI 48116

Company Category: 5 Ice Cream Manufacturer, 6 Ice
Cream Distributor
Territory: Eastern United States
Number of Employees: 425

HOUSE OF FLAVORS

(1940)

110 N. William St.
Ludington, MI 49431
231-845-7369 FAX: 231-845-3990
EMAIL: info@houseofflavors.com
WEBSITE: www.houseofflavors.com

WHIT GALLAGHER, President

JAY SHERMAN, Vice President

EMAIL: hfjay@houseofflavors.com

Company Category: Ingredients
Territory: USA & International
Number of Employees: 180

HSMS, LLC

(1986)

346 Emery Road
Fulton, NY 13069
315-529-2126
WEBSITE: www.hsmssolutions.com

ALAN AVRICH, Safety and Health Risk
Management Consultant
EMAIL: aavrich@hsmssolutions.com

Company Category: Safety and Health Risk
Management Consulting

Territory: Upstate NY- Central, Western and Southern
Tier Counties
Number of Employees: 2

HUHTAMAKI

9201 Packaging Drive
De Soto, KS 66018
913-583-8763 FAX: 913-583-8755
EMAIL: info@us.huhtamaki.com
WEBSITE: www.huhtamaki.com

KEVIN GUNNING

EMAIL: kevin.gunning@huhtamaki.com

JOAN MACFARLANE, Sales Account Manager

EMAIL: joan.macfarlane@huhtamaki.com

GRACE SHA, Account Manager

EMAIL: grace.sha@huhtamaki.com

JUKKA MOISIO, CEO

EMAIL: jukka.moisio@huhtamaki.com

THOMAS GEUST, CFO

EMAIL: thomas.geust@huhtamaki.com

SAMI PAUNI, Senior Vice President, Corporate
Affairs and Legal, Group General Counsel

EMAIL: sami.pauni@huhtamaki.com

TEIJA SARAJARVI, Senior Vice President,
Human Resources

EMAIL: teija.sarajarvi@huhtamaki.com

PETER DOMIN, Executive Vice President, Fiber
Packaging

EMAIL: peter.domin@huhtamaki.com

CLAY DUNN, Executive Vice President, North
America

EMAIL: clay.dunn@huhtamaki.com

OLLI KOPONEN, Executive Vice President,
Flexible Packaging

EMAIL: olli.koponen@huhtamaki.com

ERIC LE LAY, Executive Vice President,

Foodservice Europe-Asia- Oceania

EMAIL: eric.lelay@huhtamaki.com

MICHAEL GICS, Systems Support
Representative

EMAIL: michael.gics@huhtamaki.com

TONI KUROWSKI, Administrative Assistant

EMAIL: toni.kurowski@huhtamaki.com

MEGHAN LAKE, Account Manager

EMAIL: megghan.lake@huhtamaki.com

CARRIE SUDAC, Consumer Goods Division
Controller

EMAIL: carrie.sudac@huhtamaki.com

BRANCHES:

608 Mathis Mill Road
P.O. Box 1548
Albertville, AL 35950

4000 Commerce Center Drive
Franklin, OH 45005

4209 East Noakes St.
Los Angeles, CA 90023

100 State St.
Fulton, NY 13069

242 College Ave.

NORTHEAST DAIRY SUPPLIERS MEMBERS

Waterville, ME 04903

1985 James Sauls, Sr. Drive
Batavia, OH 45103

5566 New Vienna Road
New Vienna, OH 45159

11 Fireslate Place
Lewiston, ME 04240

8450 Gerber Road
Sacramento, CA 95828

Company Category: 5 Packaging Materials, 6
Processing Equipment
Territory: International

I. RICE & CO., INC.

(1884)

11500 Roosevelt Blvd.
Building D
Philadelphia, PA 19116
215-673-7423 FAX: 215-673-2616
WEBSITE: www.iriceco.com

ROD ORINGER, Vice President of Sales and
Marketing

EMAIL: roringer@iriceco.com

JOSEPH DIMEDIO, COO

EMAIL: jdimedio@iriceco.com

STEVEN KUHL, CEO and President

EMAIL: skuhl@iriceco.com

Company Category: 2 Ingredients
Territory: United States

INDIAN RIVER TRANSPORT

(1974)

2580 Executive Road
Winter Haven, FL 33884
863-324-2430 FAX: 863-324-5669
WEBSITE: www.indianrivertransport.com

JOHN HARNED, President and CEO

EMAIL: jharned@indianrivertransport.com

JJ HARNED, Vice President of Sales &

Marketing

EMAIL: harnedj@indianrivertransport.com

TERMINALS:

2580 Executive Road
Winter Haven, FL 33884

8444 West Doe Ave.
Visalia CA 93291

5312 Mabry Drive
Clovis, New Mexico

1528 Bristol Pike
Bensalem, PA 19020

906 Business Park Drive
Mission, TX 78572

Company Category: Bulk Tank Hauler

Territory: Continental USA, Canada, and Mexico
Number of Employees: 750

INDUSTRIAL FOOD INGREDIENTS (1989)

11350 McCormick Road EP1
Suite 902
Hunt Valley, MD 21031
410-771-5593 FAX: 410-771-5598
WEBSITE: www.ifico.com

SCOTT HETHERINGTON, President

EMAIL: scott@ifico.com

SHARON BLACK, Vice President of Sales

EMAIL: sharon@ifico.com

SUE KUMP, Vice President

EMAIL: sue@ifico.com

PENNY KIRDY, Customer Service Manager

EMAIL: penny@ifico.com

Company Category: 21 Other
Territory: NY, PA, NJ, MD, VA and DE
Number of Employees: 4

INGREDIA, INC.

(2008)

625 Commerce Drive
Wapakoneta, OH 45895
419-738-4060 FAX: 419-738-4426
EMAIL: ingredia-america@ingredia.com
WEBSITE: www.ingredia.com

TAMMY KEISER, US Sales and Marketing
Director

EMAIL: t.keiser@ingredia.com

DAN BREIHOF, West Coast Sales Manager

EMAIL: d.breihof@ingredia.com

EMMA CLUNE, Marketing Manager-America

EMAIL: e.clune@ingredia.com

BRANCHES:

Corporate Office
51 av F. Lobbedez - CS 60946
62033 Arras France

Asia Office
26 Sin Ming Lane
Midview City #06 128
SINGAPORE 573971

Primary Manufacturing Facility
ZI Route d'Ostreville
62130 St Pol/Ternoise France

Company Category: Dairy Ingredients
Territory: International
Number of Employees: 500+ (Global)

INTEGRATED INDUSTRIAL SERVICES, INC.

(1993)

PO Box 481
6169 Eastern Ave.
Syracuse, NY 13211

315-385-8720 FAX: 315-385-8716
EMAIL: solutions@iiscny.com
WEBSITE: www.iiscny.com

PAUL PAYNE, President

EMAIL: paul@iiscny.com

SCOTT CUMMINGS, Vice President

EMAIL: scott@iiscny.com

SANDY SHEA, Project Manager

EMAIL: sandy@iiscny.com

Company Category: Other
Territory: Northeast US
Number of Employees: 25-30

INTERNATIONAL FOOD PRODUCTS CORPORATION

150 Larkin Williams Industrial Court
Fenton, MO 63026
800-227-8427 FAX: 636-717-0215
EMAIL: info@ifpc.com
WEBSITE: www.ifpc.com

FRED E. BROWN, Chairman

EMAIL: fbrown@ifpc.com

CLAYTON BROWN, CEO

EMAIL: cbrown@ifpc.com

JAMIE MORITZ, Vice President of Sales and
Marketing

EMAIL: jmortiz@ifpc.com

TONY ARMITAGE, Vice President of
Purchasing

EMAIL: tarmitage@ifpc.com

MARY ELLEN ROWLAND, Vice President of
Quality and Regulatory

EMAIL: mrowland@ifpc.com

JENNIFER HOERCHLER, Vice President of
Supply Chain

EMAIL: jhoerchler@ifpc.com

MARK WARREN, Vice President of
Manufacturing

EMAIL: mwarren@ifpc.com

DAVID GERFEN, Vice President, Category
Management- Cocoa, Dairy and Dry Blends

EMAIL: dgerfen@ifpc.com

AN HO, Director of Research and Development

EMAIL: aho@ifpc.com

MICHAEL LANE, Category Manager, Oil,
Starch, and Corn Sweeteners

EMAIL: mlane@ifpc.com

JIM MITCHELL JR., Category Manager, Fine
Ingredients

EMAIL: jmitchell@ifpc.com

CORNELL VAN DEUTEKOM, Vice President,
Technical Sales

EMAIL: cvandutekom@ifpc.com

CARL ZIMMERMAN, Category Manager, Flour

EMAIL: czimmerman@ifpc.com

BILL BOWEN, Sales

EMAIL: bbowen@ifpc.com

DAVID HILLYARD, Sales

EMAIL: dhillyard@ifpc.com

Company Category: 13 Ingredients
Territory: International
Number of Employees: 35

NORTHEAST DAIRY SUPPLIERS MEMBERS

IPACOLUTIONS, INC.

(2001)

371 Fern Lake Road
Ausable Forks, NY 12912
518-524-2643
EMAIL: info@ipacsolutions.com
WEBSITE: www.ipacsolutions.com

JENNIFER KETCHELL, Business Development
EMAIL: jketchell@ipacsolutions.com
BOB KETCHELL, Founder and Owner
EMAIL: rketchell@ipacsolutions.com

Company Category: 15 Packaging Equipment & Materials
Territory: United States
Number of Employees: 3

J. HORROCKS DESIGN

(1991)

1732 Hopewell Road
Elverson, PA 19520
WEBSITE: www.JHdesign.com

JEFFERY HORROCKS, Owner
EMAIL: jeff@jhdesign.com
ROB HORROCKS, Officer
EMAIL: rob@jhdesign.com
JUSTIN HORROCKS, Food Production Division
EMAIL: justin@jhdesign.com

J. RETTENMAIER USA

(1900)

16369 US 131 Highway
Schoolcraft, MI 49087
269-679-2340
WEBSITE: www.jrusa.com

JOHN BIENUS, Account Manager
EMAIL: jbienus@jrusa.com
BOB BELLINGER, Senior Account Manager
EMAIL: bbellinger@jrusa.com
GERARD VERSTEEGH, Senior Vice President,
Global Ingredients
EMAIL: gversteegh@jrusa.com
JEFF GOUGH, Chief Human Resource Officer
EMAIL: jgough@jrusa.com
THORSTEN WILLMAN, CEO
EMAIL: jwillman@jrusa.com

Company Category: 2 Ingredients, Cheese Anti-Cake
Territory: International

J.I.T. MANUFACTURING, INC.

(1989)

50 Peel St.
Paterson, NJ 07524
973-247-7300 FAX: 973-247-7304
EMAIL: sales@jitpkg.com
WEBSITE: www.jitpkg.com

JOHN NORTON, President
EMAIL: johnn@jitpkg.com
ANDREW GRAZIANO, Vice President
EMAIL: andrewg@jitpkg.com

Company Category: 15 Packaging Equipment & Materials
Number of Employees: 15

JAVLYN PROCESS SYSTEMS

(1990)

3136 Winton Road S
Suite 102
Rochester, NY 14623
585-697-5211 FAX: 585-424-3110
EMAIL: sales@javlyn.com
WEBSITE: www.javlyn.com

RON BIELINIS, Vice President
EMAIL: ron@javlyn.com
TIM MAIER, Process System Integration
EMAIL: tmaier@javlyn.com
GREG RICHARDS, Project Manager
EMAIL: greg@javlyn.com
MIKE TRIASSI, Business Development
Management
EMAIL: mtriassi@javlyn.com

Company Category: 6 Processing Equipment & Supplier – Greenfield Projects
Territory: United States

JC EHRLICH PEST CONTROL

(1927)

6300 Collett Road W
Farmington, NY 14425
800-621-0309 FAX: 585-924-7139
EMAIL: rochester@jcehrlich.com
WEBSITE: www.jcehrlich.com

JASON FRANKLIN, District Manager
EMAIL: jason.franklin@jcehrlich.com
VICTOR H. HAMMEL, CEO
EMAIL: victor.hammel@jcehrlich.com
STEPHEN CERTA, President
EMAIL: stephen.certa@jcehrlich.com
DAVID FISHER, Technical and Development
Director
EMAIL: david.fisher@jcehrlich.com
BILL MINAHAN, District Manager in Albany
EMAIL: bill.minahan@jcehrlich.com

BRANCH:

1125 Berkshire Blvd.
Suite 150
Reading, PA 19610

23 Walker Way
Albany, NY 12205

505 Duke Road, Suite 300
Cheektowaga, NY 14225

47 Nepperhan Ave.
Elmsford, NY 10523

245 Wisner Ave., Suite D
Middletown, NY 10940

46-34 11th St.
Long Island City, NY 11101

6462 Ridings Road
Syracuse, NY 13206

549 Keystone Drive, Unit B
Warrendale, PA 15086

Company Category: Pest Control Services
Territory: United States
Number of Employees: 20K+

K. POPE & SONS, INC.

(2001)

247 Cemetery Hill Road
Shoreham, VT 05770
802-897-7256 FAX: 802-897-7257
EMAIL: kpopesons@gmail.com

KENNETH POPE, President
EMAIL: kpopesons@gmail.com
STEVE POPE, Vice President
JOHN GOSSELIN, Vice President

Company Category: Transportation
Territory: Vermont & New York
Number of Employees: 20

KCO RESOURCE MANAGEMENT

(2009)

PO Box 4450
Clifton Park, NY 12065
518-348-7800
EMAIL: info@kcoresource.com
WEBSITE: www.kcoresource.com

JILL OSTERHOUT, CEO and Founder
EMAIL: josterhout@kcoresource.com
RYAN OSTERHOUT, COO and Managing
Partner
EMAIL: rosterhout@kcoresource.com
STACEY CAREY, Executive Director of Shared
Services
EMAIL: scarey@kcoresource.com
TALIA FURCHAK, Senior Recruiting and
Research Coordinator
EMAIL: tfurchak@kcoresource.com
ALYSSA SPARROW, Supervisor-Recruiting
Coordination
EMAIL: asparrow@kcoresource.com

Company Category: 20 Services
Territory: US and International
Number of Employees: 5

KLASS INGREDIENTS, INC.

(1984)

3885 N. Buffalo St.
Orchard Park, NY 14127
716-662-6665 FAX: 716-662-0285
WEBSITE: www.klassingredients.com

PAT BACKMAN, President, Senior Account
Executive
EMAIL: patb@klassingredients.com
DANIELLE JAMES, Account Executive
EMAIL: daniellej@klassingredients.com
LENNIE ZIZZO, Sr. Account Executive

NORTHEAST DAIRY SUPPLIERS MEMBERS

EMAIL: lenniez@klassingredients.com
KELLY WIMMER, Business Operations
Manager
EMAIL: kellyw@klassingredients.com
KATHIE SEMPERT, Customer Service
Representative
EMAIL: kathies@klassingredients.com
LINDA LOHR, Accountant
EMAIL: lindal@klassingredients.com

Territory: Western PA, Upstate NY, NE
Number of Employees: 6

KROHNE, INC.

55 Cherry Hill Drive
Beverly, MA 01915
WEBSITE: www.krohne.com

JOE INCONTRI, Director of Marketing
EMAIL: j.inccontri@krohne.com

LIQUI-BOX CORP.

(1961)

3249 Endicott Drive
Tallahassee, FL 32311
863-944-7905
WEBSITE: www.liquibox.com

KEVIN GRIFFIN, Dairy Industry Manager
EMAIL: kgriffin@liquibox.com

KEN SWANSON, President and CEO
EMAIL: kswanson@liquibox.com

LOU MARMO, CFO
EMAIL: lmarmo@liquibox.com

GREG GARD, Senior Vice President, Research
and Development
EMAIL: ggard@liquibox.com

STEVEN SHUDER, Senior Vice President,
Operations
EMAIL: sshuder@liquibox.com

DAVE KLOPP, Vice President, Sales
EMAIL: dklopp@liquibox.com

PAUL KASE, Vice President, Sales, Marketing
and Customer Service
EMAIL: pkase@liquibox.com

JOSEPH RAKER, Vice President, Sourcing,
Logistics and Equipment, Parts and Service
EMAIL: jraker@liquibox.com

SIMON WALLER, Vice President and General
Manager, EMEA
EMAIL: swaller@liquibox.com

ERIC CHEN, Vice President and Managing
Director
EMAIL: echen@liquibox.com

ED LOGAN, Account Manager
EMAIL: elogan@liquibox.com

KIM SPATH, National Industry Manager
EMAIL: kspath@liquibox.com

MIKE KOHLER, NY State Sales Representative
EMAIL: mkohler@liquibox.com

BRANCHES:

1817 Masters Ave.
Ashland, OH 44805

104 S. Scenic Highway
Lake Wales, FL 33853

5000 Warehouse Way
Sacramento, CA 95826

901 E. Byrd St. 1105
Richmond, VA 23219

480 Schrock Road, Suite G
Columbus, OH 43229

519 Raybestos Drive
Upper Sandusky, OH 43351

Company Category: 15 Packaging Equipment &
Materials
Territory: Global
Number of Employees: 700

LOAR & YOUNG, INC.

(1906)

1603 Oregon Pike
Lancaster, PA 17601
1-800-327-0490 FAX: 717-293-8960
WEBSITE: www.loaryoung.com

MARK REEDY, President
EMAIL: mark@loaryoung.com

Company Category: Ingredients
Number of Employees: 7

LOCHHEAD VANILLAS

211 Dores Drive
Metropolis, IL 62960
618-645-2770
WEBSITE: www.locheadvanilla.com

DARIAN ROTTMANN, National Sales Manager
EMAIL: darian@locheadvanilla.com

Company Category: 2 Ingredient Supplier
Territory: United States

LOSURDO FOODS, INC.

(1959)

34 Union St.
Heuvelton, NY 13654
201-343-6680 FAX: 201-343-8078
EMAIL: info@losurdofoods.com
WEBSITE: www.losurdofoods.com

MARC JX LOSURDO, President and CEO
EMAIL: marc@losurdofoods.com

MARIA LOSURDO, Treasurer
EMAIL: maria@losurdofoods.com

ERIC STELLER, Director of Operations
EMAIL: eric@losurdofoods.com

JEFF DEFRAANCE, Plant Manager
EMAIL: jeff@losurdofoods.com

GREGORY LEACH, Director of Quality
Assurance
EMAIL: leachg@losurdofoods.com

RANA RITORTO, Comptroller
EMAIL: controller@losurdofoods.com

OFFICES AND BRANCHES:

20 Owens Road
Hackensack, NJ 07601

78 Sam Stratton Road
Amsterdam, NY 12010

Company Category: Bakery and Dairy
Territory: US
Number of Employees: 85

MARKTEC PRODUCTS, INC.

8785 Ag Park Drive N.
Batavia, NY 14020
585-344-4102 FAX: 585-344-4109
WEBSITE: www.marktecprods.com

BILL COX, President/CEO
EMAIL: bill.cox@marktecprods.com
HALEY READ, Marketing Specialist
EMAIL: haley.read@marktecprods.com

Company Category: Industrial Distributor of Inkjet,
Labeling, and Packaging Systems
Territory: NY, PA & VT
Number of Employees: 6

MD & VA MILK PRODUCERS COOPERATIVE ASSOCIATION, INC.

(1950)

8321 Leishear Road
Laurel, MD 20723
301-953-2964 FAX: 301-953-1979
EMAIL: info@mdvamilk.com
WEBSITE: www.mdvamilk.com

MATT HOFF, President
EMAIL: mhoff@mdvamilk.com
KEVIN SATTERWHITE, First Vice President
EMAIL: ksatterwhite@mdvamilk.com

JIM BIDDLE, Second Vice President
EMAIL: jbiddle@mdvamilk.com

BILL CHOMICKI, Director of Ingredient Sales
EMAIL: bchomicki@mdvamilk.com

JAY BRYANT, CEO
EMAIL: jbryant@mdvamilk.com

MICHAEL JOHNSON, Director of Operations,
Laurel
EMAIL: mjohnson@mdvamilk.com

TROYE COOPER, Director of Milk Marketing
EMAIL: tcooper@mdvamilk.com

MIKE CURTIS, Director of Ingredient Sales
EMAIL: mcurtis@mdvamilk.com

MICHAEL JOHN, Milk Marketing COO
EMAIL: mjohn@mdvamilk.com

DAVID HEDRICK, Plant Manager
EMAIL: dhedrick@mdvamilk.com

BRANCHES:

1985 Isaac Newton Square W., Suite 200
Reston, VA 20190-5094

10115 Kinsey Ave., Suite 190

NORTHEAST DAIRY SUPPLIERS MEMBERS

Huntersville, NC 28078

Company Category: 1 Milk Processor
Territory: East Coast
Number of Employees: 55

MICRO MOTION, INC.

(1977)

5275 Whiskey Hill Road
Wolcott, NY 14590
585-764-6876
EMAIL: infocentral@emersonprocess.com
WEBSITE: www.emerson.com

TED REPPi, Flow & Density Consultant
EMAIL: ted.reppi@emerson.com
DAVID N. FARR, Chairman and CEO
EMAIL: david.farr@emerson.com
EDWARD L. MONSER, President
EMAIL: edward.monser@emerson.com
FRANK DELLAQUILA, Senior Executive Vice
President and CFO
EMAIL: frank.dellaquila@emerson.com
ED PURVIS, Executive Vice President and COO
EMAIL: ed.purvis@emerson.com
KATHERINE BUTTON BELL, Senior Vice
President and Chief Marketing Officer
EMAIL: katherine.buttonbell@emerson.com
STEVE PELCH, Executive Vice President,
Organization Planning and Development
EMAIL: steve.pelch.buttonbell@
emerson.com
ROBBERT T. SHARP, Executive President,
Emerson Commercial and Residential
Solutions
EMAIL: robbert.sharp.buttonbell@
emerson.com
MICHAEL TRAIN, Executive President,
Emerson Automation Solutions
EMAIL: michael.train.buttonbell@
emerson.com
JIM LINDMANN, Executive Vice President,
Chief Operating Officer of Emmerson
Commercial and Residential Solutions
EMAIL: jim.lindmann.buttonbell@
emerson.com
DANIEL SNYDER, North American Marketing
Manager
EMAIL: daniel.snyder.buttonbell@
emerson.com

BRANCHES:

8000 W. Florissant Ave., P.O. Box 4100
St. Louis MO 63136

66 Leek Crescent
Richmond Hill Ontario L4B 1H1
Canada

Company Category: 6 Process Equipment & Supplies
Territory: Worldwide

NATURALLY BETTER PRODUCTS, INC.

(1982)

PO Box 776

Shelburne, VT 05482-0776
802-985-5554 FAX: 802-985-4252
EMAIL: dcarmsr@usa.net

DAVID ARMS, JR., President

Company Category: 20 Services
Territory: Northeast
Number of Employees: 2

NELSON-JAMESON, INC.

(1947)

2400 E. Fifth St.
PO Box 647
Marshfield, WI 54449
800-826-8302 FAX: 800-387-8746
EMAIL: sales@nelsonjameson.com
WEBSITE: www.nelsonjameson.com

MURRAY SMITH, Vice President, Sales and
Marketing
EMAIL: m.smith@nelsonjameson.com
JEROME LIPPERT, President
EMAIL: j.lippert@nelsonjameson.com
JAMES BANKS, Sales
EMAIL: j.banks@nelsonjameson.com
DAVE ANDERSON, National Accounts Manager
EMAIL: d.anderson@nelsonjameson.com
RICHARD CORSETTE, Sales
EMAIL: r.corsette@nelsonjameson.com
JAN WISNEFSKE, Account Manager
EMAIL: j.wisnefske@nelsonjameson.com

BRANCHES:

3004 Humphrey Court
Turlock, CA 95381

568 Grange Lane
Twin Falls, ID 83301

1221 Wallace St.
York, PA 17403

8840 Centerport Blvd.
Amarillo, TX 79108

180 N. Wacker Drive, Suite 350
Chicago, IL 60606

Company Category: Dairy Ingredients, Ingredients,
Packaging Equipment and Materials, Processing
Equipment and Materials, and Sanitation and
Maintenance
Territory: All 50 states as well as Canada; plus many
foreign countries
Number of Employees: 150

NEW BEGINNINGS FARM, LLC

(2003)

PO Box 715
Winsted, CT 06098
860-379-2316 FAX: 860-379-7464
EMAIL: ghufften2316252@charter.net

CHARLES HUFTEN, Owner
EMAIL: ghufften2316252@charter.net
GEORGE E. HUFTEN III, Principal

EMAIL: ghufften2316252@charter.net

Company Category: Bulk Tank Hauler, Other Services
Territory: Northeast-Mid-Atlantic
Number of Employees: 19

NEW YORK STATE CHEESE MFG. ASSOCIATION

(FOUNDED IN 1864 – REFORMED
IN 1943)

PO Box 348
Dryden, NY 13053
607-255-2892 FAX: 607-708-4040
EMAIL: jgg3@cornell.edu
WEBSITE: www.nyscheesemakers.com

TOM EASTHAM, President
EMAIL: eastham@greatlakescheese.com
CHERIE KADI, Treasurer
EMAIL: ckadi@upstateniagara.com
BRIAN BAILEY, Vice President
EMAIL: bbailey@yancey'sfancy.com
JANENE LUCIA, Secretary and Assistant
Treasurer
EMAIL: jgg3@cornell.edu
KATHRYN J. BOOR, Scientific Advisor
EMAIL: kjb4@cornell.edu
MARTIN WIEDMANN, Scientific Advisor
EMAIL: mw16@cornell.edu
DAVID K. BANDLER, Secretary Emeritus
EMAIL: dkb2@cornell.edu
JOHN JENNINGS, Director
EMAIL: jennings@greatlakescheese.com
KRAIG STUBE, Director
EMAIL: kraig@stube.com
ROBERT N. BASLOE, Director
EMAIL: rbasloe@herkimerfoods.com
DANIEL LAUSCH, Director
EMAIL: daniel.lausch@lactalis.us
HOWARD VANBUREN, Director
EMAIL: ushva@chr-hansen.com
EDWARD G. PCOLAR, Director
EMAIL: epcolar@cabotcheese.com
DEAN ELLINWOOD, Director
EMAIL: dean.ellinwood@
DairyMarketingServices.com
SHARAD MATHUR, Director
EMAIL: smathur@dfamilk.com

Company Category: Dairy Educational Association

NEWTOWN FOODS USA

(1994)

6 Penns Trail
Suite 215
Newtown, PA 18940
215-579-2120 FAX: 215-579-2129
EMAIL: info@newtownfoods.com
WEBSITE: www.newtownfoods.com

JOHN MCDONALD, President
EMAIL: john@newtownfoods.com

Company Category: 13 Ingredients
Territory: USA
Number of Employees: 4

NORTHEAST DAIRY SUPPLIERS MEMBERS

NIELSEN-MASSEY VANILLAS

(1907)

1550 Shields Drive
Waukegan, IL 60085
847-578-1550 FAX: 847-578-1570
EMAIL: industrial@nielsenmassey.com
WEBSITE: www.nielsenmassey.com

KIRK TROFHOLZ, CEO
EMAIL: kirkt@nielsenmassey.com
DAN FOX, Director of Sales
EMAIL: danf@nielsenmassey.com

Company Category: 13 Ingredients
Territory: Worldwide

NORTH AMERICAN MILLWRIGHT

4480 North Point Blvd.
Baltimore, MD 21219
WEBSITE: www.namillwright.com

JIM RUSSELL, COO
EMAIL: jrussell@namillwright.com

NORTHEAST GREAT DANE

(1973)

315 Sunnymeade Road
PO Box 5847
Hillsborough, NJ 08844
908-581-2926 FAX: 908-359-9559
WEBSITE: www.negd.net

JOHN GENDELMAN, President
EMAIL: jgendelman@negd.net
BILL ELLIOTT, Sales/Johnson Truck Bodies
EMAIL: belliot@negd.net
KEVIN KOTCH, Director of Parts Operations-
New Jersey
EMAIL: kkotch@negd.net

FRANK SEVERINI, Service Manager- New
Jersey
EMAIL: fseverini@negd.net

AJ RUBARSKY, Trailer Sales- New Jersey,
Florida
EMAIL: arubarsky@negd.net

GEORGE GAY, Service Manager-
Massachusetts
EMAIL: ggay@negd.net

WILLIAM O'BRIEN, Trailer Sales-
Massachusetts
EMAIL: bobrien@negd.net

JIM SMITH, Parts Manager- Buffalo
EMAIL: jsmith@negd.net

TOM SAMBORSKI, Service Manager- Buffalo
EMAIL: tsamborski@negd.net

BRIAN KENT, Trailer Sales- Buffalo, North
Syracuse
EMAIL: bkent@negd.net

KURT GUSTAFSON, Service Manager- Florida
EMAIL: kgustafson@negd.net

JAMES BOMBARD, Service Manager- North
Syracuse
EMAIL: jbombard@negd.net

BRANCHES:

442 Washington St.
Auburn, MA 01501

3875 Walden Ave.
Buffalo, NY 14086

4434 Randall St. Route 94
Florida, NY 10921

7424 Eastman Road
North Syracuse, NY 13212

315 Sunnymeade Road, P.O Box 5847 (base
branch)
Hillsborough, NJ 08844

Company Category: Transportation and Truck Bodies
Territory: Northeast
Number of Employees: 250

OLIVER M. DEAN, INC.

(1919)

125 Brooks St.
Worcester, MA 01606
508-856-9100 FAX: 508-853-2532
EMAIL: sales@omdean.com
WEBSITE: www.omdean.com

RICHARD ELDON, Owner, President
EMAIL: reldon@omdean.com
ANOTHONY FLORE, Vice President
EMAIL: aflore@omdean.com
LEO COUTURE, Sales Engineer
EMAIL: lcouture@omdean.com
CHRISTOPHER DOCKRAY, Sales Engineer
EMAIL: cdockray@omdean.com
DAN ELDON, Sales Engineer
EMAIL: deldon@omdean.com
GREG GLOVER, Sales Engineer
EMAIL: gglover@omdean.com
KERRY WELCOME, Administrative Assistant
EMAIL: kwelcome@omdean.com

Company Category: 16 Processing Equipment &
Supplies
Territory: New England and Mid-Atlantic
Number of Employees: 30

OSGOOD INDUSTRIES, INC., BOSCH GROUP

601 Burbank Road
Oldsmar, FL 34677
813-855-7337 FAX: 813-855-3068
EMAIL: sales.packaging-olr@bosch.com
WEBSITE: www.boschpackaging.com
OSGOOD: https://bit.ly/2N91gPz

RICH MUELLER, V.P. Sales & Marketing
EMAIL: rich.mueller@bosch.com
GEORGE HOFF, General Manager
EMAIL: george.hoff@bosch.com
JONATHAN VIENS, North America Sales
Manager
EMAIL: jonathan.viens@bosch.com

Company Category: Packaging Equipment
Territory: North America

Number of Employees: < 200

PACKERS CHEMICAL

PO Box 338
3729 Peddle Hollow Road
Kieler, WI 53812
888-671-5366 FAX: 608-568-7582
EMAIL: rrector@packerschemical.com
WEBSITE: www.packerschemical.com

RICK RECTOR, National Accounts Manager
EMAIL: rrector@packerschemical.com

Company Category: 9 Sanitation & Maintenance

PARTNERS ENVIRONMENTAL CONSULTING

(2009)

209 Second St.
Liverpool, NY 13088
315-263-3183
EMAIL: svalentine@partnersenv.com
WEBSITE: www.partnersenv.com

STEPHEN VALENTINE, CIH, Director, EHS
Compliance
EMAIL: svalentine@partnersenv.com
ROBERT WALTERS, Associate Director,
Environmental Compliance
EMAIL: rwalters@greystone-env.com

BRANCHES:

31100 Solon Road, Suite G
Solon, OH 44139

33 Broad St., Suite 800
Boston, MA 02109

496 US Highway Route 22
Lebanon, NJ 08833

209 Second St.
Liverpool, NY 13088

Company Category: Other Services (Professional)
Territory: Northeast and Midwest
Number of Employees: 45

PELTON TRUCKING

(1971)

10534 Route 514
Monroeton, PA 18832
570-364-5763 FAX: 570-364-5324

STEVE PELTON, President
EMAIL: steveptc@frontiernet.net

Company Category: Transportation - Trucking
Territory: PA, NY, NJ
Number of Employees: 70

NORTHEAST DAIRY SUPPLIERS MEMBERS

PENN STATE BERKEY CREAMERY (1865)

119 Erickson Food Science Building
University Park, PA 16802
814-865-7535 FAX: 814-863-9513
EMAIL: icecream@psu.edu
WEBSITE: www.creamery.psu.edu

ROBERT ROBERTS, Food Science Department
Head

TOM DAVIS, Manager

JAME BROWN, Assistant Manager

SHEILA CRUST, Business Manager

ART CONKLIN, Dairy Product Processor

NAOMI MINARCHICK, Inventory Control &
Distribution Specialist

HEATHER NOWLIN, Financial Assistant

TODD GANTT, Special Relief Utility Operator

SUSAN WATSON, Creamery Store Supervisor

JULIE BOWIE, Creamery Store Supervisor

VERONICA BROWN, Creamery Store
Supervisor

MICHELLE ORNER, Quality Assurance
Laboratory Specialist

NICK GROVE, Dairy Products Processor (Milk
Pasteurization)

TERRY GROVE, Dairy Products Processor (Ice
Cream)

GARY GENSIMORE, Creamery Store
Supervisor

BILL KURTZ, Dairy Products Processor (Milk
Pasteurization)

BOB ROSENBERRY, Lead Dairy Products
Processor

TOM SMITH, Special Relief Utility Operator

KEN FULTZ, Dairy Products Processor (Milk
Pasteurization)

SUSAN VALIMONT, Special Relief Utility
Operator

JIM EVANS, Creamery Stock Assistant

MARK WALTERS, Special Relief Utility
Operator

DENNY YODER, Special Relief Utility Operator

JEFF ZOOK, Special Relief Utility Operator

DAVID LONG, Maintenance Mechanic (Dairy
Plant)

MITCH COLEPETZER, Creamery Store
Assistant

JASON SAYKO, Creamery Store Assistant

Company Category: 1 Milk Processor, 3 Cheese
Manufacturer, 5 Ice Cream Manufacturer, 7 Cultured
Product Manufacturer
Territory: University Park
Number of Employees: 27

PERRY'S ICE CREAM CO., INC. (1918)

One Ice Cream Plaza
Akron, NY 14001
716-542-5492 FAX: 716-542-2544
WEBSITE: www.perrysicecream.com

BRIAN PERRY, Executive Vice President and
Chairman

EMAIL: brian.perry@perrysicecream.com

ROBERT DENNING, President & CEO

EMAIL: bob.denning@perrysicecream.com

MARSHA KOERNER, VP of Operations

EMAIL: marsha.koerner@

perrysicecream.com

STEVE HELMS, Controller

EMAIL: steve.helms@perrysicecream.com

JODI PERRY, Director, Human Resources and
Strategic Alignment

EMAIL: jodi.perry@perrysicecream.com

JOSH SIEMENS, Human Resources Business
Partner

EMAIL: josh.siemens@perrysicecream.com

DAVE MIETZ, Transportation and Distribution
Warehouse Manager

EMAIL: dave.mietz@perrysicecream.com

GAYLE PERRY DENNING, VP of Corporate
Sustainability & Strategic Marketing

EMAIL: gayle.denning@perrysicecream.com

ROBIN WAITE, QA and R&D Manager

EMAIL: robin.waite@perrysicecream.com

MARISSA WILSON, Communications Manager

EMAIL: marissa.wilson@perrysicecream.com

JAMES KOLB, Sales Director

EMAIL: james.kolb@perrysicecream.com

AMY ENGLER, Executive Assistant

EMAIL: amy.engler@perrysicecream.com

Company Category: 5 Ice Cream Manufacturer, 6 Ice
Cream Distributor
Territory: NYS, Western PA, OH and portions of
Indiana, West Virginia & Kentucky
Number of Employees: 375

PHIBRO ANIMAL HEALTH CORPORATION

1987 Pine Drive
Lancaster, PA 17601
WEBSITE: www.pahc.com

JOHN FREY, Director- Dairy Development

EMAIL: john.frey@pahc.com

PIONEER ADHESIVE PRODUCTS (1993)

227 Thorn Ave.
Building T
Orchard Park, NY 14127
716-662-8100 FAX: 716-662-6732
WEBSITE: www.pioneeradhesive.com

VINNY SKOCZYLAS, President

EMAIL: vinny@pioneeradhesive.com

ROBERT PORTO, Vice President, Technical
Services

EMAIL: rob@pioneeradhesive.com

LISA NORMAN, General Manager

EMAIL: lisa@pioneeradhesive.com

ALYSSA FASCIANO, Customer Service

EMAIL: orders@pioneeradhesive.com

Company Category: 15 Packaging Equipment &
Materials
Territory: United States and Canada
Number of Employees: 6

PLASTIPAK INDUSTRIES

(1969)

150 Industrial Blvd.
Boucherville, QC J48ZX3
1-800-387-7452 FAX: 450-650-2201
EMAIL: sales@plastipak.ca
WEBSITE: www.plastipak.ca

VIRGINIE HAMELIN, Business Development
Manager

EMAIL: virginie.hamelin@plastipak.ca

SERGE BEAUSEJOUR, Director of Marketing

EMAIL: serge.beausejour@plastipak.ca

BRANCHES:

Revoxe Rexdale Plant
260 Rexdale Blvd.
Toronto, ON
M9W 1R2 Canada

235 Henderson Drive
Regina, SK
S4N 6C2 Canada

345 Bibeau St.
Cookshire-Eaton, QC
J0B 1M0 Canada

Company Category: Packaging
Territory: North America
Number of Employees: 500+

PLUMLEY ENGINEERING, P.C. (1985)

8232 Loop Road
Baldwinsville, NY 13027
315-638-8587 FAX: 315-638-9740
EMAIL: webform@plumleyeng.com
WEBSITE: www.plumleyeng.com

JOEL PLUMLEY, Owner/President

EMAIL: jplumley@plumleyeng.com

DALE VOLLMER, PE Environmental Division
Head

EMAIL: dvollmer@plumleyeng.com

FRANK A. KARBOSKI, Senior Geologist and
Manager in the Geoscience Field Division

EMAIL: fkarboski@plumleyeng.com

JULIAN CLARK, PE Civil Division Head

EMAIL: jclark@plumleyeng.com

BRANCH:

200 North George St.
Rome, NY 13440

Company Category: 20 Services
Territory: NY, New England and PA
Number of Employees: 18

POLYTAINERS, INC.

(1968)

17 Pondsides Drive
Ledgewood, NJ 07852
973-580-9907 FAX: 862-219-5519
WEBSITE: www.polytainersinc.com

NORTHEAST DAIRY SUPPLIERS MEMBERS

BOB BARRETT, President

EMAIL: rbarrett@polytainersinc.com

MICHAEL H. Hill, Vice President of Marketing and Sales

EMAIL: cmiles@polytainersinc.com

DENA FOUST, Regional Account Manager

EMAIL: dfoust@polytainersinc.com

BRANCHES:

197 Norseman St.
Toronto, ON
Canada M8Z 2R5

1400 North Douglas St.
Lee's Summit, MO
USA 64086

100 Gibson Drive
Markham, ON
Canada L3R 2Z3

Company Category: Packaging
Territory: North America
Number of Employees: 706

POSTLER & JAECKLE CORP

6766 Old Collamer Road
East Syracuse, NY 13057
315-455-5587
WEBSITE: www.postlerandjaekle.com

GARY HOUSE, General Manager

EMAIL: ghouse@postler.com

ERIC MELFI, Sales

EMAIL: emelfi@postlter.com

POTTER ASSOCIATES

24 Browncroft Road
Rochester, NY 14609
585-288-2850
EMAIL: info@potterassoc.com
WEBSITE: www.potterassoc.com

STEFFEN POTTER, Vice President

EMAIL: steffen@potterassoc.com

POWER IN LEARNING

PO Box 5424
Crestline, CA 92325
909-567-9981
WEBSITE: www.powerinlearning.com

RUDY WESTERVELT, President

EMAIL: rudy@powerinlearning.com

KARYN WESTERVELT, Vice President

EMAIL: karynwestervelt@powerinlearning.com

Company Category: 20 Services

POWER MANAGEMENT CO., LLC

1600 Moseley Road, Suite 100
Victor, NY 14564
WEBSITE: www.powermgt.com

ERIC DOUTHIT, Executive Vice President

EMAIL: edouthit@powermgt.com

JIM HARISIS, Sales Representative

EMAIL: jharisis@powermgt.com

ERIC MICHALOSKI, Executive Sales Director

EMAIL: emichaloski@powermgt.com

JOANNE SINOPOLI, Power Management Co., LLC

EMAIL: jsinopoli@powermgt.com

PREMIER JUICES, INC.

(1993)

19321-C US 19N, Suite 405
Clearwater, FL 33764
727-533-8200 FAX: 727-533-8500
WEBSITE: www.premierjuices.com

JOHN MARSHBURN, Executive Vice President

EMAIL: john@premierjuices.com

MARK MARSHBURN, Partner

EMAIL: mark@premierjuices.com

Company Category: Juice Concentrates Supplier;
Ingredients
Territory: Northeast; Midwest
Number of Employees: 10

PRESSURE TECHNIQUES, INC.

(1972)

39 Flagship Drive
North Andover, MA 01845
978-686-2211 FAX: 978-686-2778
EMAIL: info@pressuretechniques.com
WEBSITE: www.pressuretechniques.com

PETER RUBENSTEIN, President

EMAIL: peter@pressuretechniques.com

Company Category: 16 Processing Equipment &
Supplies
Territory: USA
Number of Employees: 4

PROFILE FOOD INGREDIENTS

(2004)

1151 Timber Drive
Elgin, IL 60123
847-622-1700 FAX: 847-662-1831
EMAIL: orders@profilefoodingredients.com
WEBSITE: www.profilefoodingredients.com

TED BENIC, CEO

EMAIL: tedb@profilefoodingredients.com

JASON SLEGGGS, Regional Sales Manager

EMAIL: jasons@profilefoodingredients.com

MIKE CAGGENELLO, Regional Sales Manager

EMAIL: mikec@profilefoodingredients.com

CRUZ MARTINEZ, Technical Support

EMAIL: cruzm@profilefoodingredients.com

DOUG PAWL, Technical Support

EMAIL: dougp@profilefoodingredients.com

Territory: North America, Europe, Asia, Central and
South America
Number of Employees: 30

PROVA, INC.

(1985)

100 Conifer Hill Drive
Danvers, MA 01923
978-739-9055 FAX: 978-739-4044
EMAIL: contact@prova.fr
WEBSITE: www.provaus.com

PAM DEVRIES, Vice President of Sales

EMAIL: pam.devries@provaus.com

BRIAN WILSON, Application Lab Manager

EMAIL: brian.wilson@provaus.com

Company Category: Ingredients-flavors and extracts
Territory: North America

PTI / WALDNER NORTH AMERICA PTI - 1980, WALDNER GLOBAL 100+ YEARS

145 Main St.
Tuckahoe, NY 10707
914-337-2005 FAX: 914-337-8519
EMAIL: info@ptipacktech.com
WEBSITE: www.ptipacktech.com

SAM TROIANO, Product Manager

EMAIL: s.troiano@ptiusa.com

JASON SCIARABBA, Sales Manager

EMAIL: j.sciarabba@ptiusa.com

MICHELLE WOLF, Marketing Communications
Manager

EMAIL: m.wolf@ptiusa.com

Company Category: Packaging Equipment
Manufacturer/Supplier
Territory: North America
Number of Employees: 40

QCS PURCHASING, LLC

(2005)

901 Warrenville Road, Suite 405
Lisle, IL 60532
630-717-1110 FAX: 630-717-1126
EMAIL: info@qcspurchasing.com
WEBSITE: www.qcspurchasing.com

PETER HORVATH, CEO

EMAIL: paul@qcspurchasing.com

KEN KLUG, President

EMAIL: ken@qcspurchasing.com

RAY COLLINS, Executive Vice President

EMAIL: ray@qcspurchasing.com

ETHAN RICHARDSON, Director of Program
management

EMAIL: ethan@qcspurchasing.com

MARY DEMARCO, Director of Accounting &
Administrative Services

EMAIL: mary@qcspurchasing.com

JILL DUDNEY, Senior Accounting & Information
Specialist

NORTHEAST DAIRY SUPPLIERS MEMBERS

EMAIL: jill@qcspurchasing.com
LAURA MOEHS STRINGER, Member Services
Leader
EMAIL: laura@qcspurchasing.com
LORI WATKINS, Program Support Leader
EMAIL: lori@qcspurchasing.com
BOB KEYES, Director of Commodities &
Futures Program
EMAIL: bob@qcspurchasing.com

QUALITY DAIRY INGREDIENTS, INC.

(1982)

680 Pinkerton Road
Mount Joy, PA 17552
717-278-2374

WILLIAM FURNIA, President
EMAIL: williamfurnia@comcast.net

Company Category: 13 Ingredients
Territory: NJ, NY, PA and New England
Number of Employees: 1

RAL SERVICES, INC. DAIRY PROGRAM

(1978)

240 Plandome Road
Manhasset, NY 11030
516-365-8400 FAX: 516-365-8690
WEBSITE: www.ralservices.com

RICHARD LONGO, President, Dairy Programs
Manager
EMAIL: rlongo@ralservices.com
STEVE TOKOFSKY, Vice President, Dairy
Program and Employee Benefits
EMAIL: stokofsky@ralservices.com
KARLA NEGRETE, Vice President, Dairy
Program Marketing
EMAIL: knegrete@ralservices.com

Company Category: 20 Services
Territory: USA
Number of Employees: 12

RAY BURNS + SONS TRUCKING, INC.

71 Finnegan Road
Canton, NY 13617
315-386-4101 FAX: 315-386-4097

MYRON BURNS, President/CEO
EMAIL: rbst@nnymail.com

Company Category: Trucking
Territory: NY

REHRIG PACIFIC CO.

(1913)

4010 E. 26th St.
Verona, CA 90023
865-312-1079 FAX: 323-269-8506

WEBSITE: www.rehrigpacific.com

HILARY C. HELTON, Dairy Industry Manager
EMAIL: hhelton@rehrig.com
LINDSEE LAMBORN, Territory Manager
EMAIL: llamborn@rehrig.com
SCOTT PEEK, Customer Service
Representative
EMAIL: speak@rehrig.com

BRANCHES:

FL Facility:
7452 Presidents Drive
Orlando, FL 32809

GA Facility:
1000 Raco Court
Lawrenceville, GA 30046

KS Facility:
8875 Commerce Drive
DeSoto, KS 66018

WI Facility:
7800 100th St.
Pleasant Prairie, WI 53158

PA Facility:
1738 W. 20th St.
Erie, PA 16502

TX Facility:
625 W. Mockingbird Lane
Dallas, TX 75247

Mexico Facility:
S.A. de C.V.
La Noria #103
Santa Rosa Jaurequi
Parque Industrial Queretaro

Company Category: Packaging Equipment and
Materials, Retailing/Merchandising and Promotion
Territory: US/Canada/Mexico

RELCO

(1980)

2331 3rd Ave. SW
Willmar, MN 56201
320-231-2210 FAX: 320-231-2282
EMAIL: info@relco.com
WEBSITE: www.relco.net

MARK LITCHFIELD, Vice President of Sales
and Marketing
EMAIL: mlitchfield@relco.net

Company Category: 15 Packaging Equipment &
Materials, 16 Processing Equipment & Supplies
Territory: USA, Brazil, The Netherlands, New Zealand
Number of Employees: 15

RICH DAIRY PRODUCTS, INC.

(1969)

1020 Plain St. #300
Marshfield, MA 02050
781-834-0090 FAX: 781-834-0109

EMAIL: support@richdairy.com
WEBSITE: www.richdairy.com

WENDY PUGLIESE, Controller
EMAIL: wendy@richdairy.com
JOHN RICH III, Dry Products, International
Sales- Fluid Products and Butter
EMAIL: johniii@richdairy.com
FRAN LEVERONE, Vice President of Sales and
Marketing
EMAIL: fran@richdairy.com

BRANCH:

924 Haven Wood Drive
O'Fallon, MO 63368

Company Category: Dairy Ingredients and Distribution
Territory: US
Number of Employees: 9

ROCKET PRODUCTS, INC.

(1953)

1727 Chase Drive
Fenton, MO 63026
636-343-9110 FAX: 636-343-9115
WEBSITE: www.rocketproducts.com

BETTY HONAKER, Vice President and CFO
EMAIL: betty@rocketproducts.com
PATTY BUNSE, Director of Purchasing
EMAIL: patty.bunse@rocketproducts.com
MICHAEL MARTIN, Quality Control Director
EMAIL: michael.martin@rocketproducts.com
DENNIS PETROFF, Sales Representative
EMAIL: dapetroff74@gmail.com
TIM WHITE, National Sales Manager
EMAIL: tim.white@rocketproducts.com
MICHELLE LEE, Logistics Director
EMAIL: michelle.lee@rocketproducts.com

Company Category: Dairy Product Manufacturer
Territory: United States
Number of Employees: 12

ROGERS-ASSOCIATES

(1987)

136 Neck Road
Suite 2
Ward Hill, MA 01835
OFFICE: 978-373-3481 x 204 FAX: 978-521-
0870
EMAIL: hrogers@rogers-associates.com
WEBSITE: www.rogers-associates.com

HAROLD ROGERS, Owner
EMAIL: hrogers@rogers-associates.com
ROBIN LAFEUILLE, Accounting
EMAIL: rlafeuille@rogers-associates.com
MARCIA ROGERS, Treasurer
EMAIL: mrogers@springhillwater.com
Company Category: 12 Distribution & Transportation
Territory: Northeast
Number of Employees: 3

NORTHEAST DAIRY SUPPLIERS MEMBERS

ROWLANDS SALES CO., INC.

(1957)

Butler Industrial Park
PO Box 552
Hazleton, PA 18201-0552
800-582-6388 FAX: 570-454-4790
EMAIL: rowlands@rowlands.com
WEBSITE: www.rowlands.com

WILLIAM ROWLANDS, President
DAVID H. ROWLANDS, Vice President
NANCY J. BONAR, Inside Sales Manager
WILLIAM ROWLANDS, Chairman of the Board

Company Category: 16 Processing Equipment & Supplies
Territory: Worldwide
Number of Employees: 35

RWS DESIGN & CONTROLS

(2000)

13979 Willowbrook Road
Roscoe, IL 61073
WEBSITE: www.rwscontrols.com

MIKE REHBERG, Managing Partner
EMAIL: mikerehberg@rwscontrols.com
DAVE SCHERR, National Sales Manager
EMAIL: davescherr@rwscontrols.com

Company Category: Equipment, Process Systems, Automation & Engineering Services Provider
Territory: North America
Number of Employees: 70

RYDER TRANSPORTATION

(1933)

301 Commerce Blvd.
Liverpool, NY 13088
WEBSITE: www.ryder.com

DOUG LAMPERT, Director of Sales
EMAIL: douglas_j_lampert@ryder.com
PHILIP FORGIONE, Vice President of Business Development
EMAIL: philip_forgione@ryder.com

Company Category: Service & Transportation
Territory: North America
Number of Employees: 36,100

S & D WELDING, INC.

(1993)

1754 John Brady Drive
Muncy, PA 17756
570-546-8772 FAX: 570-546-8829
WEBSITE: www.sdweldinginc.com

KEVIN DERRICK, President
EMAIL: kevinderrick@gmail.com
WYATT DERRICK, Vice President
EMAIL: wyattderrick@gmail.com

Company Category: Welding & Tank Services
Territory: Northeast
Number of Employees: 9

SANI-MATIC, INC.

1915 S. Stoughton Road
Madison, WI 53716
800-356-3300 FAX: 608-222-5348
WEBSITE: www.sanimatic.com

KRISTIN LARSON, Marketing Communications Manager
EMAIL: kristin.larson@sanimatic.com
JOHN MITTNACHT, Sales Engineer- East
EMAIL: john.mittnacht@sanimatic.com

SCHAEFFER SPECIALIZED LUBRICANTS

4284 Altair Course
Liverpool, NY 13090
315-430-2236 FAX: 315-715-4448
WEBSITE: www.schaefferoil.com

TIM EVANS, Factory Sales Representative
EMAIL: tim.oilproducts@gmail.com

Company Category: Lubricants (Food Grade)
Territory: United States
Number of Employees: 600

SCHENCK PROCESS, LLC.

(1881)

7901 N.W. 107th Terrace
Kansas City, MO 64153
816-891-9300 FAX: 816-801-3472
WEBSITE: www.schenckprocess.com
EMAIL: sales-fcp@schenckprocess.com

STEVE VOLLMER, Food Industry Manager
EMAIL: s.vollmer@schenckprocess.com
MICHAEL KARAS, Director of Marketing
EMAIL: m.karas@schenckprocess.com
DAVID BAZIL, Entek Associates, Northeast Representative
EMAIL: david@entekassoc.com
DOUG EIKE, Entek Associates, Northeast Representative
EMAIL: doug@entekassoc.com

Company Category: Packaging Equipment & Materials, Processing Equipment and Supplies, Other Services
Territory: Global
Number of Employees: 2500+

SELECT STAINLESS SALES, LLC

(2015)

19 Ransier Drive
West Seneca, NY 14224
716-671-2326 FAX: 716-671-2327
EMAIL: sales@select-stainless.com
WEBSITE: www.select-stainless.com

GUSTAVO SOTO, Sales Manager
EMAIL: gsoto@select-stainless.com
RON WACHCIA, Inside Sales Rep
EMAIL: sales@select-stainless.com
MATT PARLATO, Inside Sales Rep

EMAIL: mparlato@select-stainless.com

Company Category: Processing Equipment & Materials
Territory: United States

SEPARATORS, INC.

(1985)

5707 W. Minnesota St.
Indianapolis, IN 46241
724-714-1513
WEBSITE: www.separatorsinc.com

JOE FITZGERALD, Regional Sales Manager
EMAIL: jfitzgerald@sepinc.com
STEVE DOHM, President
EMAIL: sdohm@sepinc.com
BILL OTTER, Vice President of Sales
EMAIL: botter@sepinc.com
RICHARD SCHILDWACHTER, Senior Technical Manager
EMAIL: rschildwachter@sepinc.com
CHAD GUDDING, Technical Manager
EMAIL: cgudding@sepinc.com
MARK SHARP, Field Service Department Manager
EMAIL: msharp@sepinc.com
BRAD GULLEDGE, Service Technician
EMAIL: bgulledge@sepinc.com
CHARLES LAWRENCE, Service Technician
EMAIL: clawrence@sepinc.com

Company Category: Processing Equipment & Materials
Territory: United States
Number of Employees: 46

SERAC, INC.

(1969)

160 E. Elk Trail
Carol Stream, IL 60188
630-517-5601 FAX: 630-510-9357
EMAIL: serac@serac-usa.com
WEBSITE: www.serac-usa.com

ALAN BONANNO, Marketing Manager
EMAIL: alanb@serac-usa.com
DAN WALDRON, Sales Manager
EMAIL: danw@serac-usa.com
ACYR BORGES, President, CEO
EMAIL: acyrb@serac-usa.com
FABIEN LIGER, Customer Service Technical Advisor
EMAIL: fabienl@serac-usa.com
RENARD EMILIE, Group Supply and Support
EMAIL: renarde@serac-usa.com
MARIYA SUKOVATA, Sales Assistant
EMAIL: mariyas@serac-usa.com
INGRID LESIOUX, Project Assistant
EMAIL: ingridl@serac-usa.com
RONALD ERCOLANI, Dairy Business Development Manager
EMAIL: ronalde@serac-usa.com
ALAIN ETANCELIN, Area Sales Manager
EMAIL: alaine@serac-usa.com
MARIYA SUKOVATA, Sales Assistant
EMAIL: mariyas@serac-usa.com

NORTHEAST DAIRY SUPPLIERS MEMBERS

Company Category: Packaging Equipment & Materials
Territory: USA
Number of Employees: 60+

SHARON MANUFACTURING CO., INC. (1982)

540 Brook Ave.
Deer Park, NY 11729
631-242-8870 FAX: 531-586-6822
EMAIL: info@sharonmfg.com
WEBSITE: www.sharonmfg.com

ROBERT STAMM, President
EMAIL: rob@sharonmfg.com

Company Category: 15 Packaging Equipment &
Materials, 19 Sanitation & Maintenance, 20 Services
Territory: USA
Number of Employees: 14

SHELTON ASSOCIATES

15 Prestige Lane
Lancaster, PA 17603
610-823-3748
WEBSITE: www.sheltonassoc.com

MARK SHELTON, Owner
EMAIL: marks@sheltonassoc.com

SILGAN CLOSURES

1140 31st St.
Downers Grove, IL 60515
630-515-8383
WEBSITE: www.silganpcs.com

CADE FUNDERBURK
EMAIL: cade.funderburk@
silganclosures.com

AJ MILLER, Corporate Marketing
EMAIL: aj.miller@silganclosures.com

RON PETTINEO, Director of Sales
EMAIL: rpettineo@silganclosures.com

TODD PRICE, Director of Sales
EMAIL: tprice@silganclosures.com

Company Category: Packaging Equipment & Materials
Territory: International

SITZMAN SUPPLY, LLC (2003)

1411-B Exchange St.
Alden, NY 14004
716-937-0571 FAX: 716-937-0572
WEBSITE: www.sitzmansupply.com

BRETT SITZMAN, President
EMAIL: brett@sitmansupply.com
ARLENE BARLOW, Office Manager
EMAIL: arlene@sitmansupply.com
JOSEPH A. GRIFFO, Western Regional Sales
Manager
EMAIL: jgriffo@sitmansupply.com

JAMES R. DERWAY, Eastern Regional Sales
Manager
EMAIL: jderway@sitmansupply.com
LINDA J. WIDEMAN, Customer Service
EMAIL: linda@sitmansupply.com
JACQUELINE J. DUTTWEILER, Administrative
Assistant
EMAIL: jacqueline@sitmansupply.com
TED BERNDT, Regional Sales Manager
EMAIL: tberndt@sitmansupply.com
JAMES LESTER, Regional Sales Manager
EMAIL: jlester@sitmansupply.com

Territory: NY and New England
Number of Employees: 5

SPX FLOW

611 Sugar Creek Road
Delavan, WI 53115
234-223-3429
WEBSITE: www.spxflow.com

JIM BRINK, Eastern Regional Sales Manager
EMAIL: jim.brink@spxflow.com
VINCENT RUFO, District Sales Manager-
Northeast
EMAIL: vincent.rufo@spxflow.com
JEREMY STEINGRAEBER, OEM Sales
Manager
EMAIL: jeremy.steingraeber@spxflow.com
JP PHILLIPS, District Sales Manager
EMAIL: JP.Phillips@spxflow.com
JEFF PATO, District Sales Manager
EMAIL: jeffrey.pato@spxflow.com

BRANCH:

Waukesha Cherry-Burrell & APV Manufacturing
Facility
611 Sugar Creek Road
Delavan, WI 53115

Company Category: Processing Equipment
Territory: Global
Number of Employees: 8000+

STANPAC, INC.

2790 Thompson Road
Smithville ON, CANADA L0R 2A0
905-957-3326
EMAIL: info@stanpacnet.com
WEBSITE: www.stanpacnet.com

MARC GRANLUND, Vice President of Sales
EMAIL: marc.granlund@stanpacnet.com
JAY MCCARTHY, Eastern Sales
EMAIL: jaym@stanpacnet.com
NATHAN MCCALLUM, Eastern Sales
EMAIL: nathan.mccallum@stanpacnet.com
ERIKA MCFADDEN, Vice President of
Customer Satisfaction
EMAIL: erikam@stanpacnet.com
AMANDA ZDICHAVSKY, Customer Service
Manager
EMAIL: amandaz@stanpacnet.com

MURRAY BAIN, Vice President of Marketing
EMAIL: murrayb@stanpacnet.com
CECIL JEFFERS, Manager of Equipment
Division
EMAIL: cecil.jeffers@stanpacnet.com

Manufacturing facilities:

2790 Thompson Road
Smithville, ON, Canada L0R 2A0

801 Mangrum St.
Brenham, TX 77833

Company Category: 15 Packaging Equipment &
Materials
Territory: North America, Caribbean and South
America
Number of Employees: 650

STAR KAY WHITE, INC. (1890)

151 Wells Ave.
Congers, NY 10920
845-268-2600 FAX: 845-268-5025
WEBSITE: www.starkaywhite.com

STEVE PLATT, Vice President, Sales
EMAIL: steve.platt@starkaywhite.com
DON HEFFNER, Vice President, Supply Chain
EMAIL: don.heffner@starkaywhite.com
MONTE HILMORE, Director of Sales
EMAIL: monte.hilmoe@starkaywhite.com
AMEENA COHE, Sales Account Manager
EMAIL: ameen.cohen@starkaywhite.com
BERMETTA GORDON, Customer Service Agent
EMAIL: bernetta.gordon@starkaywhite.com
SARAH MUHLBRADT, Account Manager
EMAIL: sarah.muhlbradt@starkaywhite.com

Territory: National
Number of Employees: 140

STATCO ENGINEERING

(1982)
7595 Reynolds Circle
Huntington Beach, CA 92647
717-375-6300 FAX: 717-375-6314
WEBSITE: www.statco-engineering.com

JIM PURCELL, Tech. Sales
EMAIL: jpurcell@statco-dsi.com
JAMES STATHAM, President
EMAIL: jstatham@statco-dsi.com
ERIC PERKINS, CEO
EMAIL: eperkins@statco-dsi.com
DAVID BOYD, Engineering Manager
EMAIL: dboyd@statco-dsi.com
STEPHEN MAHONEY, Sales Engineer
EMAIL: smahoney@statco-dsi.com
CONRAD SHEPARD, VP Operations
EMAIL: cshepard@statco-dsi.com
JAMES BEYETTE, Engineer
EMAIL: jbeyette@statco-dsi.com

BRANCHES:

Statco-DSI Sales, Engineering, and Fabrication

NORTHEAST DAIRY SUPPLIERS MEMBERS

1963 S. Argonaut St.
Stockton, CA 95206

Statco-DSI Engineering
117 S.W. End Ave.
Lancaster, PA 17603

Statco-DSI Refrigeration Shop
302 S. Third St.
Girard, IL 62640

Statco-DSI Sales, Engineering and Fabrication
4678 World Parkway Circle
St. Louis, MO 63134

Statco-DSI Sales and Engineering
1111 Jupiter Road, Suite 112E
Plano, TX 75074

Statco-DSI Sales
2500 South 2300 West Suite 15
Salt Lake City, UT 84119

Caser Shop
13175 Santa Ana Ave.
Fontana, CA 92337

Statco-DSI Sales
901 Algona Blvd. N., Suite F
Algona, WA 98001

Corporate Headquarters Statco-DSI Process
Systems
7595 Reynolds Circle
Huntington Beach, CA 92647

Statco-DSI Engineering
7509 S. Fifth St. #112
Ridgefield, WA 98642

Company Category: Processing Equipment &
Materials
Territory: United States
Number of Employees: 150

SWEETENERS PLUS, INC.

5768 Sweeteners Blvd.
Lakeville, NY 14480
WEBSITE: www.sweetenersplus.com
EMAIL: sales@sweetenersplus.com

JEFF HARTLINE, Sales Representative
EMAIL: jeff.hartline@sweetenersplus.com
KYLE WHITFORD, Sales Representative
EMAIL: kwhitford@sweetenersplus.com

SYNERGY FLAVORS, INC.

(1911)

1500 Synergy Drive
Wauconda, IL 60084
847-487-1011 FAX: 847-487-1066
WEBSITE: www.synergytaste.com

RODERICK SOWDERS, President and CEO
EMAIL: rsowders@synergytaste.com

SCOTT MORTENSEN, Vice President of Sales
and Marketing
EMAIL: smortensen@synergytaste.com
MIKE BROWN, Vice President of R&D and
Innovation
EMAIL: mbrown@synergytaste.com
SEAN QUIGLEY Regional Sales Manager
EMAIL: squigley@synergytaste.com
GREG BACH, General Manager- Ohio
EMAIL: gbach@synergytaste.com
PAULETTE LANZOFF, Technical Director
EMAIL: planzoff@synergytaste.com

BRANCHES:

2991 Hamilton-Mason Road
Hamilton, OH 45011

86 White St.
Rochester, NY 14608

Company Category: 13 Ingredients
Number of Employees: 235

SYRACUSE LABEL & SURROUND PRINTING

(1967)

200 Stewart Drive
North Syracuse, NY 13212
315-422-1037 FAX: 315-422-6763
EMAIL: sales@syrlsp.com
WEBSITE: www.syrlsp.com

KATHLEEN ALAIMO, President
EMAIL: kalaimo@syrlsp.com
DANIELLE WHITE, Digital Press Operator
EMAIL: swhite@syrlsp.com
JULIE WING, Digital Press Operator
EMAIL: jwing@syrlsp.com
TINA KEHOE, Human Resource Manager
EMAIL: tkehoe@syrlsp.com
MARK HOWARD, Vice President of Graphic
Services
EMAIL: mhoward@syrlsp.com
MICHAEL PRIMAVERA, Graphic Artist,
Prepress Tech
EMAIL: mprimavera@syrlsp.com

Company Category: Packaging Equipment & Labeling
Materials
Territory: United States
Number of Employees: 80

T.C. JACOBY & CO.

1716 Hidden Creek Court
St. Louis, MO 63131
WEBSITE: www.jacoby.com

TED JACOBY III, President and CEO
EMAIL: ted3@jacoby.com
GUS JACOBY, Executive Vice President, Fluid
Dairy Group
EMAIL: gus@jacoby.com
JEFF JOHNSON, Vice President, Powder Sales
EMAIL: jeff.johnson@jacoby.com

BRIANNE BREED, Vice President, Cheese
Sales
EMAIL: brianne@jacoby.com
PETE JONES, Manager, Butterfat Accounts
EMAIL: pete@jacoby.com
GREG SCHEER, Manager, Milk Accounts
EMAIL: greg@jacoby.com

TASTE POINT

(2016)

7800 Holstein Ave.
Philadelphia, PA 19153
800-523-0767
EMAIL: CustomerRequest@tastepoint.com
WEBSITE: www.tastepoint.com

KEITH PATTON, Vice President Sales
DAVID WALTMAN, Account Manager

Company Category: Flavorings
Territory: United States

TETRA PAK, INC.

(1952)

801 Kingsley St.
Winsted, MN 55395
320-485-4401 FAX: 320-485-2666
WEBSITE: www.tetrapakusa.com

CRAIG LINZ, Processing Customer & Category
Manager, Cheese and Whey
GRAHAM ARCHER, Processing Director,
Cheese, Evaporation & Drying
RJ TWIFORD, Sales Manager, Filtration
Solutions
TODD HUTSON, Managing Director, Filtration
Solutions USA
ERIN RUBENSTEIN, Marketing
Communications Manager, USA & Canada

Company Category: Processing & Packaging
Equipment & Materials
Territory: International, 163 countries, 57 Converting
Plants, 8 Machine
Number of Employees: 18900

THE CHARLES STUBE CO., INC.

(1976)

8116 Cazenovia Road
Manlius, NY 13104
315-682-6479 FAX: 315-682-6538

KRAIG STUBE, President
EMAIL: kraig@stubeco.com
JOHN HART, Sales Staff
EMAIL: john@stubeco.com
CINDY HUSTAD, Office Manager
EMAIL: cindy@stubeco.com
KRISTI OPATZ, Assistant Office Manager
EMAIL: kristi@stubeco.com

Company Category: Dairy Ingredient Broker
Territory: United States
Number of Employees: 7

NORTHEAST DAIRY SUPPLIERS MEMBERS

TIM EUTSLER, INC.

331 Cressman Drive
Allentown, PA 18104
610-360-9997

TIMOTHY EUTSLER, President
EMAIL: teutsler@gmail.com

Company Category: 12 Distribution & Transportation
Territory: United States
Number of Employees: 1

TITUSVILLE DAIRY PRODUCTS CO. (1926)

217 S. Washington St.
PO Box 186
Titusville, PA 16354
814-827-1833 FAX: 814-827-2510
WEBSITE: www.titusvilledairy.com

RALPH KERR, General Manager
EMAIL: rktdpc@zoominternet.net
CHESTER ANTHONY, Plant Manager
EMAIL: catdpc@zoominternet.net
CHARLES TURNER JR, President
JOSEPH DOUGHERTY, Quality Control
RODNEY E. JONES, Maintenance Engineer

Company Category: 5 Ice Cream Manufacturer, 7
Cultured Product Manufacturer
Territory: North and West PA, Southwest NY, East OH
Number of Employees: 27

TREMCAR USA, INC. (1960)

436 - 12th St. NE
Strasburg, OH 44680
330-878-7708 FAX: 330-878-5074
WEBSITE: www.tremcar.com

PETE TURKALJ, Regional Sales Manager
EMAIL: pttank@neo.rr.com
MELANIE DUFRESNE, President Assistant
EMAIL: dufresne@tremcar.com
ANDY MULVEY, Vice President International
Sales
EMAIL: mulveya@tremcar.com
DAVID BURKE, Sales representative Boston
Steel products
EMAIL: burked@tremcar.com
FRANK STEMPOZEWSKI, General Manager
EMAIL: stemporzewskif@tremcar.com
JIM EVERETT, Service & Repair Manager
EMAIL: everettj@tremcar.com
TOM HUSSENETTER, M.T.I. Trailer Sales
Representative
EMAIL: anytank@comcast.net
FRANK STEMPOZEWSKI, Parts and Services
EMAIL: stemporzewskif@tremcar.com

Company Category: Bulk Tank Manufacturer
Territory: United States

TRETTER FOOD INGREDIENTS + PACKAGING (2003)

PO Box 736
Westwood, MA 02090
617-842-3835 FAX: 781-329-2062

JACK TRETTER, President and Owner
EMAIL: tretjack@aol.com

Company Category: 13 Ingredients, 15 Packaging
Equipment & Materials
Territory: New England
Number of Employees: 1

TRI TANK CORP. (1977)

115 Farrell Road
Syracuse, NY 13209
315-451-8663 FAX: 315-453-0826
EMAIL: tritanksales@tritank.com
WEBSITE: www.tritank.com

MARK RICHARDSON, Tank Trailer / Tank Truck
Sales
EMAIL: markrichardson@tritank.com
KURT NEIDLINGER, Tank Trailer / Tank Truck
Sales Rep.
EMAIL: kneidlinger@tritank.com
KEVIN DOUPE, Operations Manager
EMAIL: kdoupe@tritank.com
GEORGE TERPENING JR., President
EMAIL: georgeterpening@tritank.com
DAN COMINS, Service Manager
EMAIL: dcomins@tritank.com
BRANDON WALTERS, Fleet Manager
EMAIL: bwalters@tritank.com
PAT DANIELS, Parts Manager
EMAIL: pdaniels@tritank.com
FRED TOURON, Utility Trailer, Truck Equipment
Sales
EMAIL: fredtouron@tritank.com
LARRY HARSMA, Utility Trailer/ Truck
Equipment Sales
EMAIL: lharsma@tritank.com

Company Category: Dealer/ Distributor of Tank
Trailers
Territory: Northeast
Number of Employees: 45

TURKEY HILL DAIRY (1931)

2601 River Road
Conestoga, PA 17516
717-872-5461 FAX: 717-872-4130
WEBSITE: www.turkeyhill.com

THOMAS ASLIN, Vice President of Sales and
Marketing
EMAIL: tom.aslin@turkeyhill.com
PHIL HECKERT, CFO
EMAIL: philip.heckert@turkeyhill.com
RANDY REAM, Project Manager
EMAIL: randy.ream@turkeyhill.com
LISA HUTCHINSON, Business Segment Brand
Manager - Frozen

EMAIL: lisa.hutchinson@turkeyhill.com
MELISSA MATTILIO, Consumer Marketing
Manager
EMAIL: melissa.mattilio@turkeyhill.com
GRANT RIEGEL, Training and Associate
Development Leader
EMAIL: grant.riegel@turkeyhill.com
ANDREA NIKOLAUS, Social Media and Public
Relations Marketing Coordinator
EMAIL: andrea.nikolaus@turkeyhill.com
DAVID SHOFFNER, Media & Press Contact
EMAIL: dshoffner@quenchagency.com
MIKE ARMENT, Plant Operation Supervisor
EMAIL: mike.arment@turkeyhill.com
PEGGY GOOD, Senior Quality Manager
EMAIL: peggy.good@turkeyhill.com
MIKE HORST, Regional Sales Manager
EMAIL: mike.horst@turkeyhill.com
MATT MILLER, Plant Operations Supervisor
EMAIL: matt.miller@turkeyhill.com
GENISE WADE, Vice President, Operations
EMAIL: genise.wade@turkeyhill.com
KEVIN WARY, Maintenance Fabrication II
EMAIL: kevin.wary@turkeyhill.com
STEVE HILGERT, Project Manager
EMAIL: steven.hilgert@turkeyhill.com
BILL GREGORY, Director of Operations
Services
EMAIL: bill.gregory@turkeyhill.com
ROBB BYERS, Plant Maintenance Supervisor
EMAIL: robb.byers@turkeyhill.com
MICHELLE GUILLORY, Director of HR and
Diversity
EMAIL: michelle.guillory@turkeyhill.com
DARELL DOMBACH, Distribution Manager
EMAIL: darell.dombach@turkeyhill.com
GIL VERDIGLIONE, Fleet Services Supervisor
EMAIL: gil.verdiglione@turkeyhill.com

BRANCH:

Visitor Center
Turkey Hill Experience
301 Linden St.
Columbia, PA 17512

Company Category: 1 Milk Processor, 2 Milk
Distributor, 5 Ice Cream Manufacturer
Territory: United States
Number of Employees: 800

T-WAY & ASSOCIATES, INC. (1995)

5800 Holland Church Road
Raleigh, NC 27603
919-772-9695

CRAIG TREADAWAY, President
EMAIL: ctway@bellsouth.net

Company Category: 21 Other
Territory: Continental US, primarily East Coast
Number of Employees: 2

TWINCO, INC. (1969)

145 Ellicott Road
PO Box 8

NORTHEAST DAIRY SUPPLIERS MEMBERS

West Falls, NY 14170
716-655-1171 FAX: 716-655-0426
WEBSITE: www.twincoinc.com

ROBERT HOPKINS, Owner
EMAIL: rhopkins@twincoinc.com
NEIL HOPKINS, President
EMAIL: nhopkins@twincoinc.com
RON EISEMAN, Operations Manager
EMAIL: reiseman@twincoinc.com
JAMES MEHOLICK, Sales Manager
EMAIL: jmeholick@twincoinc.com
KEN COX, Engineering Manager
EMAIL: kcox@twincoinc.com
JOHN GAUL, Electrical and Control
Engineering
EMAIL: jgaul@twincoinc.com
KIM RONCONE, Accounts Payable and
Accounts Receivable
EMAIL: kroncone@twincoinc.com
MIKE FAULKNER, Systems Engineer
EMAIL: mfaulkner@twincoinc.com
DAVE VANOCKER, Inside Sales
EMAIL: dvanocker@twincoinc.com
RON STRACK, Electrical and Control
Engineering
EMAIL: rstrack@twincoinc.com
DAN PRIORE, Outside Sales
EMAIL: dpriore@twincoinc.com
DAVE SAVKO, Electrical Technician
EMAIL: dsavko@twincoinc.com
GREG MEHOLICK, Inside Sales / Shipping and
Receiving
EMAIL: gmeholick@twincoinc.com
DICK ENSBY, Outside Sales
EMAIL: rensby@twincoinc.com
JEFF JAYES, Inside Sales and Purchasing
EMAIL: jjayes@twincoinc.com
CARL FISHER, Outside Sales
EMAIL: fisher@twincoinc.com
ERIN MORAN, Inside Sales
EMAIL: emoran@twincoinc.com
PATRICK COX, Shop Production Manager
EMAIL: pcox@twincoinc.com

Company Category: 16 Processing Equipment &
Supplies
Territory: New York, Pennsylvania, Vermont
Number of Employees: 43

UNITED DAIRY MACHINERY CORP.

301 Meyer Road
PO Box 257
Buffalo, NY 14224
716-674-0500 FAX: 716-674-0511
WEBSITE: www.udmc.biz

STEVEN SISSON, President
EMAIL: ssisson@udmc.biz
JOSH ATCHIE, Territory Sales Manager
EMAIL: jatchie@udmc.biz
BRIAN BRENGEL, Sales Representative
EMAIL: bbrengel@udmc.biz
ROB DUDEK, Sales Representative
EMAIL: rdudek@udmc.biz
DAVE PARTRIDGE, Sales Representative
EMAIL: dpartridge@udmc.biz
TONY RUSSO, Sales Representative

EMAIL: trusso@udmc.biz
EVA PULINSKI, Administrative Assistant
EMAIL: epulinski@udmc.biz

Company Category: 16 Processing Equipment &
Supplies, 20 Services

UPSTATE NIAGARA COOPERATIVE, INC.

(1931)

25 Anderson Road
Buffalo, NY 14225
716-892-3156 FAX: 716-896-2532
EMAIL: emailus@upstateniagara.com
WEBSITE: www.upstatefarms.com
www.upstatefarmsfs.com
www.upstateniagara.com

LARRY WEBSTER, CEO
EMAIL: lwebster@upstateniagara.com
JOSEPH DUSCHER, COO
EMAIL: jduscher@upstateniagara.com
MICHAEL PATTERSON, CFO
EMAIL: mpatterson@upstateniagara.com
MIKE DAVIS, Membership General Manager
EMAIL: mdavis@upstateniagara.com
MERCILLE BUZZELLI, Executive Assistant
EMAIL: mbuzzelli@upstateniagara.com
BRIAN DANAHY, Sr. Director Fluid Plant
Operations, Distribution and Continuous
Improvement
EMAIL: bdanahy@upstateniagara.com
MARK SERLING, Senior Director of Sales and
Marketing, Research & Development
EMAIL: mserling@upstateniagara.com
JODI SMITH KRZYSIK, UNC Economist and
YC Coordinator
EMAIL: jsmith@upstateniagara.com
KEITH TELAACK, Senior Marketing Manager
EMAIL: ktelaack@upstateniagara.com

MANUFACTURING LOCATIONS AND OFFICE BRANCHES:

6361 Thompson Road
Syracuse, NY 13206

45 Fulton Ave.
Rochester, NY 14608

1730 Dale Road
Buffalo, NY 14225

3300 North America Drive
West Seneca, NY 14224

22 County Route 52
North Lawrence, NY 12967

90 Anderson Road
Buffalo, NY 14225

8600 Main St.
Campbell, NY 14821

1860 E. Third St.
Williamsport, PA 17701

700 Ellicott St. Suite 2
Batavia, NY 14020

Company Category: 1 Milk Processor, 2 Milk
Distributor, 5 Ice Cream Manufacturer, 7 Cultured
Product Manufacturer, 8 Dairy Cooperative
Territory: United States

UPSTATE UTILITIES, INC.

(2002)

2592 Western Ave., Suite 201
Altamont, NY 12009
518-355-4761 FAX: 518-355-4893
WEBSITE: www.upstate2002.com

JOHN THOMAS, Northeast Sales
EMAIL: jthomas@upstate2002.com

Company Category: 21 Other
Territory: NY, PA, NJ, MA, CT
Number of Employees: 5

VANCE METAL FABRICATORS

(1880)

251 Gambee Road
Geneva, NY 14456
315-789-5626 FAX: 315-789-1848
WEBSITE: www.vancemetal.com
EMAIL: tanks@vancemetal.com

PATRICK FARRINGTON, President
EMAIL: pfarrington@vancemetal.com
ETHAN POOLE, Tank Sales Manager
EMAIL: epoole@vancemetal.com
AMANDA BOURNE, Customer Service
EMAIL: abourne@vancemetal.com

Company Category: Processing Tanks & Equipment
Territory: United States

VIKING FOOD GROUP

(1984)

1753 Hopewell Road
Elverson, PA 19520
610-286-6384 FAX: 610-286-9500
EMAIL: viking@vikingfoodgroup.com
WEBSITE: www.vikingfoodgroup.com

RON PERSHALL, President
DAVE PERSHALL, Vice President of Operations

Company Category: 13 Ingredients
Territory: US
Number of Employees: 2

VIRGINIA DARE

882 Third Ave.
Brooklyn, NY 11232
718-788-1776
EMAIL: flavorinfo@virginiadare.com
WEBSITE: www.virginiadare.com

HOWARD SMITH JR., President of IOFI
EMAIL: hsmith@virginiadare.com
BRIAN KELLY, Account Executive

NORTHEAST DAIRY SUPPLIERS MEMBERS

EMAIL: bkelly@virginiadare.com
IRENE-MARIE STEG, Account Executive
EMAIL: isteg@virginiadare.com

Company Category: Ingredients
Territory: National and International

VIVOLAC CULTURES CORP.

6108 W. Stoner Drive
Greenfield, IN 46140
585-307-2168
WEBSITE: www.vivolac.com

BEVERLY DOBBS, Sales and Orders
EMAIL: bdobbs@vivolac.com
ROSSANA REYES, Technical Sales Manager
EMAIL: rreyes@vivolac.com
DAVE BUTEYN, Eastern Region Sales
Representative
EMAIL: dbuteyn@vivolac.com
TERRY FAIRFIELD, Technical Service/Sales
EMAIL: tfairfield@vivolac.com

Territory: National

W.N. VAN ALSTINE & SONS, INC. (1950)

6805 Newbrook Ave.
East Syracuse, NY 13057
800-272-7240 FAX: 315-437-7723
WEBSITE: www.vanalstineinc.com

GARY RILEY, Sr., President
EMAIL: griley@vanalstineinc.com
WILL DWYER, Vice President
EMAIL: wdwyer@vanalstineinc.com
GREG KELLEY, Operations Manager
EMAIL: gkelley@vanalstineinc.com
JOHN BURKE, Sales Engineer
EMAIL: jburke@vanalstineinc.com
ANNE MARIE FIEDLER, Sales
EMAIL: amfiedler@vanalstineinc.com
MELISSA TORTORA, Sales
EMAIL: mtortora@vanalstineinc.com
GARY J RILEY II, Sales
EMAIL: garyr@vanalstineinc.com

BRANCH:

18 New Courtland St.
Cohoes, NY 12047

Company Category: 15 Packaging Equipment & Materials
Territory: Northeastern USA

W.T. BECK SPECIALTY CO., INC. (1979)

PO Box 2896
Duxbury, MA 02331
781-585-1783 FAX: 781- 585-4140

TOM BECK, President
EMAIL: wtbeckone@aol.com

Company Category: Processing Equipment & Supplies
Territory: Northeast
Number of Employees: 5

WEBBER/SMITH ASSOCIATES, INC. (1978)

20 Wright Ave.
Lititz, PA 17543
717-725-2092 FAX: 717-625-3708
EMAIL: info@webbersmith.com
WEBSITE: www.webbersmith.com

RAY ANATER, Vice President, Sales and Marketing
EMAIL: ranater@webbersmith.com
RICK ELYAR, Manager of Business Development
EMAIL: relyar@webbersmith.com

Company Category: Architect & Engineering Services
Territory: USA
Number of Employees: 33

WEIDENHAMMER NEW PACKAGING, LLC (2007)

7410-C Stadium Drive
Kansas City, MO 64129
816-888-7021 FAX: 816-924-0357
EMAIL: info@weidenhammer.us
WEBSITE: www.weidenhammer.us

GLENN EMORY, General Manager- North America
EMAIL: glenn.emory@weidenhammer.us
BRETT COCKROM, Plant Manager
EMAIL: brett.cockrum@weidenhammer.us

Company Category: 15 Packaging Equipment & Materials
Territory: International
Number of Employees: 1100

WESTROCK (2015)

15208 Mountain View Lane
Frisco, TX 75035
423-605-0569 FAX: 678-291-7865
WEBSITE: www.westrock.com

JOHN BUCKLIN, Business Unit Sales Manager
EMAIL: john.bucklin@westrock.com
KIMBERLEY WALLACE, Director / Dairy Segment
EMAIL: kinberely.wallace@westrock.com
NADIA GARGIULO, Marketing Coordinator
EMAIL: nnese@rocktenn.com
JOE TRANKLE, Account Manager (Dairy)
EMAIL: joseph.trankle@westrock.com
JOHN HUSNAY, Account Manager (Dairy)
EMAIL: john.husnay@westrock.com
STEVE VOORHEES, CEO
WARD DICKSON, Executive Vice President and CFO

JIM PORTER, President and Business Development and Latin America
JEFF CHALOVICH, President, Corrugated Packaging
PETE DURETTE, President, Enterprise Solutions and Strategy
MARC SHORE, President, Multi Packaging Solutions
SHAN COOPER, Chief Transformation Officer
BOB MCINTOSH, Executive Vice President, General Counsel and Secretary
NINA BUTLER, Chief Sustainability Officer
DONNA OWENS COX, Chief Communications Officer
TOM STIGERS, Executive Vice President, Containerboard Mills

BRANCH:

504 Thrasher St.
Norcross, GA 30071

Company Category: 15 Packaging Equipment & Materials
Territory: International
Number of Employees: 45000

WOW LOGISTICS (1977)

1450 McMahon Drive
Neenah, WI 54956
WEBSITE: www.wowlogistics.com

JOSH GITTER, Director of Sales, Commodity Purchase Program
EMAIL: joshgi@wowlogistics.com
JAMIE WALLY, Vice President of Sales
EMAIL: jamiewa@wowlogistics.com

Company Category: Distribution Services
Territory: USA and Canada
Number of Employees: 283



Northeast Dairy Foods
Association, Inc.



Northeast Dairy Suppliers Association, Inc.

Benefits of Association Membership

EXECUTIVE DIRECTOR AND INDUSTRY CONSULTANT SUPPORT	NDAFA	NDSA
Legislative Representation Through Executive Lobbying and Networking	✓	✓
Safety and Environmental Information	✓	✓
Economic Analysis and Forecasting	✓	✓
Continuing Education and Certification Opportunities	✓	✓
Industry Spokesperson	✓	✓
Emergency Preparedness	✓	✓
PROFESSIONAL COST-SAVING PROGRAMS		
Dedicated Industry-Specialized Insurance Programs	✓	✓
Employee Benefits, Including 401(k) Retirement Program	✓	✓
Energy Supply and Consulting Services	✓	✓
NETWORKING AND MEETING EVENTS		
Annual Northeast Dairy Convention	✓	✓
Contact Booth at the Annual Convention		✓
Annual Dairy Industry Clambake	✓	✓
Hospitality and Sponsorship Opportunities		✓
Industry Plant Tours	✓	✓
Annual Charity Golf Outing Fundraiser	✓	✓
COMMUNICATIONS AND PUBLIC RELATIONS		
Quarterly copy of Northeast Dairy Magazine	✓	✓
Direct Customer Advertising Opportunities		✓
Industry Scholarship Program	✓	✓
Membership Directory with Key Contacts in the Dairy Industry	✓	✓
Digital Buyers Guide (launching in 2019)	✓	

ADVOCACY

An association represents your interests before your government leaders, industry and business community. If your business/industry faces major threats or needs support, our association is right there on the front line fighting for you.

NETWORKING

Association events, meetings and member directories make networking a reality for you and your peers. This is the one advantage many view as the most important reason to join!