

Arrangement

The product category sections for both food and beverage products in Volume 1 and equipment and supplies in Volume 2 begin with Product Category Lists. These include over 6,000 alphabetical terms for everything from Abalone to Zinc Citrate, from Adhesive Tapes to Zipper Application Systems. Use the detailed cross-references to find the full entry in the Product Category sections that immediately follow. Here you will find up to three levels of detail, for example—*Fish & Seafood: Fish: Abalone* or *Ingredients, Flavors & Additives: Vitamins & Supplements: Zinc Citrate*—with the name, location, phone number and packaging format of companies who manufacturer/process the product you are looking for. Organic and Gluten-Free categories make it easy to locate those manufacturers who focus on these food types.

In addition to company profiles, this edition has 17 indexes, 15 chapter-specific, arranged by geographic region, product or company type, and two—All Brands and All Companies—that comprise all three volumes. See the Table of Contents for a complete list of specific indexes. Plus, chapters include User Guides that help you navigate chapter-specific data.

We are confident that this reference is the foremost research tool in the food and beverage industry. It will prove invaluable to manufacturers, buyers, specifiers, market researchers, consultants, and anyone working in food and beverage—one of the largest industries in the country.

Praise for previous editions:

“...This set can be used to find basic information or to track trends in a dynamic industry.... Recommended for large public or academic libraries.”

“...Each volume contains helpful user guides and key that describes the field of data that appear in that chapter.... This publication is essential for researchers in the food industry, and large academic and public libraries.”

—American Reference Books Annual

Online Database & Mailing Lists

Food & Beverage Market Place is also available for subscription on gold.greyhouse.com for even faster, easier access to this wealth of information. Subscribers can search by product category, state, sales volume, employee size, personnel name, title and much more. Plus, users can print out prospect sheets or download data into their own spreadsheet or database. This database is a must for anyone marketing a product or service to this vast industry. Visit the site, or call 800-562-2139 for a free trial.

Broker Companies User Guide

The **Broker Chapter** of *Food & Beverage Market Place* includes companies that broker food and merchandise to various markets in the food and beverage industry. The descriptive listings are organized alphabetically. Following the A-Z Broker listings are two indexes: **Broker Market** that includes market terms, such as Super Market Chains and Wholesale Distributors, and **Brokered Product** that includes product terms such as Frozen Food, Dairy/Deli, and Private Label. These Indexes refer to listing numbers, not page numbers.

Below is a sample listing illustrating the kind of information that is or might be included in a Broker listing. Each numbered item of information is described in the Broker User Key on the following page.

- 1 → 243968
- 2 → **(HQ) L&M Company**
- 3 → 1342 Hartford Avenue
- Johnstown, RI 02919-7193
- 4 → 068-923-0700
- 5 → 068-923-0701
- 6 → 800-923-0702
- 7 → info@lmco.com
- 8 → www.lmco.com
- 9 → Broker of groceries, frozen foods, seafood, general merchandise, dairy products and private label items.
- 10 → President: David Byron
CFO: Dana Williams
COO: William Thompson
Vice President: Tiffany Smith
Marketing: James Hicks
Sales: Peter Reynolds
- 11 → *Estimated Sales: \$1-5 Million*
- 12 → *Number Employees: 25*
- 13 → *Company is also listed in the following section(s):* Manufacturer
- 14 → *Markets Served:* Super Market Chains, Wholesale Distributors
- 15 → *Primary Brands Brokered include:* Spring Street, Winter Sun, Phillips Ware
- 16 → *Brokered Products include:* Dairy/Deli, Frozen Food, Groceries, Private Label

Broker Companies User Key

- 1 → **Record Number:** Entries are listed alphabetically within each category and numbered sequentially. The entry number, rather than the page number, is used in the indexes to refer to listings.
- 2 → **Company Name:** Formal name of company. HQ indicates headquarter location. If names are completely capitalized, the listing will appear at the beginning of the alphabetized section.
- 3 → **Address:** Location or permanent address of the company. If the mailing address differs from the street address, it will appear second.
- 4 → **Phone Number:** The listed phone number is usually for the main office, but may also be for the sales, marketing, or public relations office as provided.
- 5 → **Fax Number:** This is listed when provided by the company.
- 6 → **Toll-Free Number:** This is listed when provided by the company.
- 7 → **E-Mail:** This is listed when provided, and is generally the main office e-mail.
- 8 → **Web Site:** This is listed when provided by the company and is also referred to as an URL address. These web sites are accessed through the Internet by typing http:// before the URL address.
- 9 → **Description:** This paragraph contains a brief description of the products or services that are brokered, sometimes including markets served.
- 10 → **Key Personnel:** Names and titles of company executives.
- 11 → **Estimated Sales:** This is listed when provided by the company.
- 12 → **Number of Employees:** Total number of employees within the company.
- 13 → Indicates in what other section in *Food & Beverage Market Place* this company is listed: Volume 1: Manufacturers. Volume 2: Equipment, Supplies & Services; Transportation; Warehouse; Wholesalers/Distributors. Volume 3: Brokers; Importers/Exporters.
- 14 → **Markets Served:** This further defines the company as serving one or more markers, such as Super Market Chains, Wholesale Distributors, Food Service Operators, etc. Companies are indexed by market.
- 15 → **Primary Brands Brokered include:** A list of brand names that the company brokers.
- 16 → **Brokered Products include:** This describes the type of product that the broker handles, such as alcoholic beverages, frozen foods, exports, ingredients, etc. Companies are indexed by product.

40000 1000 Islands River Rat Cheese
 242 James St
 Clayton, NY 13624-1010 315-686-2480
 Fax: 315-686-4701 800-752-1341
 support@riverratcheese.net
 www.riverratcheese.net

Distributor: NYS Cheese, Adirondack Sausage
 President: Mary Scudera
 1000islandsriverratcheese@gmail.com
 Estimated Sales: \$2,500,000
 Number Employees: 10-19
 Type of Packaging: Consumer, Food Service, Private Label, Bulk
 Primary Brands Brokered include: River Rat Cheese
 Brokered Products include:
 Confectionery, Dairy/Deli, Ingredients, Meat Products, Cheese Spreads, Maple Syrup

40001 3-D Marketing & Sales
 380 Union St # 120
 West Springfield, MA 01089-4123 413-731-8801
 Fax: 413-731-0142 hi3dmt@aol.com

Broker of deli items, groceries, bakery, ingredients, meats, spices, etc. Also sell imported cheese, olives, and pasta
 Owner: Thomas DE Luca
 hi3dmt@aol.com
 CEO: R DeLuca
 Marketing Director: J DeLuca
 Estimated Sales: \$2.5-5 Million
 Number Employees: 1-4
 Type of Packaging: Consumer, Food Service, Bulk
 Markets Served:
 Food Manufacturers & Processors, Super Market Chains, Wholesale Distributors, Food Service Operators
 Primary Brands Brokered include: Belgioioso; Gaspar's; Mosey/S.M.G.; Liguria; Hickory Farms; Castella Imports
 Brokered Products include:
 Dairy/Deli, Groceries, Imports, Ingredients, Meat, Meat Products, Private Label, Spices, Baked Goods, Greek, Portuguese Foods

40002 A & D Sales
 145 E Colt Dr
 Fayetteville, AR 72703-2847 479-521-8665
 Fax: 479-521-0841

President: Jim Stockland
 jim@adchicken.com
 Treasurer: Pam Stockland
 Estimated Sales: \$5 - 10 Million
 Number Employees: 5-9

40003 A G Brown & Son
 3500 Kempt Road
 Halifax, NS B3K 4X8
 Canada 902-453-0350
 Fax: 902-454-4528 agbrown@agbrown.ca

Import broker of confectionery products, general merchandise, groceries, meat products and private label items
 VP: James Brown
 Estimated Sales: \$5.7 Million
 Number Employees: 18
 Type of Packaging: Consumer
 Markets Served:
 Food Manufacturers & Processors, Super Market Chains, Wholesale Distributors, Food Service Operators
 Primary Brands Brokered include: Avon; Graves; Snyder's; Arctic Gardens; Pastene; Ocean Fisheries
 Brokered Products include:
 Confectionery, Dairy/Deli, Exports, Frozen Food, General Merchandise, Groceries, Health Food, Imports, Meat Products, Private Label, Produce, Seafood

40004 A Gazerro & Assoc
 1343 Hartford Ave # 4
 Suite 24
 Johnston, RI 02919-7145 401-751-8850
 Fax: 401-751-8887 agazerro@aol.com

Broker of confectionery products and general merchandise
 Owner/President: Andrew Gazerro
 agazerro@aol.com
 Marketing: Ken Murray
 Sales: Jane Lucini
 Estimated Sales: \$8 Million
 Number Employees: 1-4

Brokered Products include:
 Confectionery, General Merchandise

40005 A Labar Seafood Co
 540 W Frontage Rd # 2175
 Northfield, IL 60093-1224 847-441-8895
 Fax: 847-441-8894

Owner: Anthony LA Barbera
 Estimated Sales: \$3 - 5 Million
 Number Employees: 1-4

40006 A M Source Inc
 261 Narragansett Park Dr
 Rumford, RI 02916-1043 401-431-4080
 Fax: 401-431-0606 800-556-6254
 info@ajksales.com

Manufacturers' representative for disposable paper and plastic food service products and packaging; serving all markets
 President: Arthur Kaufman
 spritchard@amsourcellc.com
 Controller: H John Madden
 VP: Allan Kaufman
 Marketing Sales Manager: Kenneth McAuliffe
 Sales Exec: Scott Prichard
 Estimated Sales: \$20-50 Million
 Number Employees: 50-99
 Type of Packaging: Food Service
 Markets Served:
 Super Market Chains, Wholesale Distributors, Food Service Operators
 Brokered Products include:
 General Merchandise, Disposable Plastic & Paper Products

40007 A Thomas Farris & Son Inc
 1310 Flagler Dr
 Mamaroneck, NY 10543-4603 914-698-4705
 Fax: 914-698-2096 800-327-7471
 atfarris@aol.com

Broker of private label items, cooking sprays, household cleaners, plastic wrap and bags, etc.
 President: John Farris
 jfarrisjr@yahoo.com
 Treasurer: Martha Farris
 Estimated Sales: \$1.7 Million
 Number Employees: 1-4
 Markets Served:
 Super Market Chains, Wholesale Distributors, Food Service Operators
 Brokered Products include:
 Dairy/Deli, General Merchandise, Private Label, Cooking Sprays, Pastas, Beans, etc.

40008 A W Sisk & Son
 3601 Choptank Rd
 P.O. Box 70
 Preston, MD 21655 410-673-7111
 Fax: 410-673-7360 www.awsisk.com

Broker of general merchandise and private label items including milk and dairy related products, bread, rolls, bagels and sweet good, and vegetables.
 Chief Executive Officer: Al Turner
 alturn@awsisk.com
 Canned Food Sales: Leon Kanner
 Protein Sales: Brenan Roser
 Administrative Assistant: Melissa Corbin
 Year Founded: 1891
 Estimated Sales: \$30-40 Million
 Number Employees: 5-9
 Square Footage: 100000
 Type of Packaging: Consumer, Food Service, Private Label
 Markets Served:
 Food Manufacturers & Processors, Super Market Chains, Wholesale Distributors, Food Service Operators
 Primary Brands Brokered include: Pine Cone; Pride of the Farm; Red Glo; Little Darling
 Brokered Products include:
 Confectionery, Dairy/Deli, General Merchandise, Private Label

40009 A&D Sales Associates
 550 Smithtown Byp
 Suite: 204
 Smithtown, NY 11787-5013 631-979-4000
 Fax: 631-979-4053

Broker of groceries, produce, meat, frozen foods, seafood, general merchandise, dairy products and private label items.

President: Dave Bye
 VP: Al Davis
 Contact: David Bye
 dbye@adsalesinc.com
 Estimated Sales: Less than \$20 Million
 Number Employees: 4
 Markets Served:
 Super Market Chains, Wholesale Distributors
 Primary Brands Brokered include: A. Sturm & Sons; Aberfoyle Springs; Caruthers; Kleen Baite Labs; Senvaas Labs
 Brokered Products include:
 Dairy/Deli, Frozen Food, General Merchandise, Groceries, Meat, Private Label, Produce, Seafood

40010 A.J. Seibert Company
 200 York St
 Louisville, KY 40203 502-582-1654
 Fax: 502-581-0469 bk@ajseibert.com

Broker of confectionery and dairy/deli products, groceries, frozen foods, meat and meat products, produce, etc.
 President: M Kupper, Jr.
 CEO: Milton R Kupper Jr
 Sales Manager: J Kallop
 Contact: Aj Company
 bob_kupper@yahoo.com
 Branch Manager: J Mazzoni
 Estimated Sales: \$10-20 Million
 Number Employees: 50-99
 Parent Co: A.J. Seibert Company
 Markets Served:
 Food Manufacturers & Processors, Super Market Chains, Wholesale Distributors, Food Service Operators
 Brokered Products include:
 Confectionery, Dairy/Deli, Frozen Food, General Merchandise, Groceries, Meat, Meat Products, Private Label, Produce, Seafood, Spices

40011 A.N. Smith & Company
 300 Chestnut Avenue
 Suite 100A
 Baltimore, MD 21211-2747 410-467-0696
 Fax: 410-467-9552 www.ansmithcompany.com

Broker of groceries and industrial ingredients including sugar, corn sweeteners, rice, tomato paste and pasta
 President: Neale Smith
 Treasurer: J Smith
 Sales: Carol Rothman
 Sales: Susan Ladner
 Estimated Sales: \$2.5-5 Million
 Number Employees: 1-4
 Square Footage: 1600
 Type of Packaging: Bulk
 Markets Served:
 Food Manufacturers & Processors

40012 A.R. Pellegrini & Associates
 500 N Commercial St # 504
 Manchester, NH 03101-1151 603-627-1600
 Fax: 603-627-2920

Importer of Italy wines
 President: Michael Pellegrini
 Customer Service: Connie Miville
 Administrative Director: Laurene Pellegrini
 Estimated Sales: \$2.5-5 Million
 Number Employees: 1-4
 Markets Served:
 Food Manufacturers & Processors, Super Market Chains, Wholesale Distributors, Food Service Operators
 Primary Brands Brokered include: Cantina di Montefiascone; Secco (dry), Amabile (semi-sweet), Rufus; Podere Brizio; Brunello di Montalcino, Leonensis Sant'Antimo
 Brokered Products include:
 Alcoholic Beverages, Imports, Wines

40013 ABC Corp
 47 Village Ct
 Hazlet, NJ 07730-1535 732-888-1600
 Fax: 732-888-7520 www.google.de

Export broker of food packaging machinery worldwide
 Owner: F Barakat
 headoffice@abccorp.biz
 Manager: Gail Sisk
 Estimated Sales: \$10-20 Million
 Number Employees: 20-49
 Markets Served:
 Food Manufacturers & Processors