

# DIRECTORY OF MILITARY RESALE SUPPLIERS



**Accelerated Sales & Marketing, Inc.**  
 216 Inverness Drive  
 Trophy Club, TX 76262  
**Phone:** 817-490-0361  
**Fax:** 817-490-0678  
**Contact:** Billy Hughes  
**E-mail:** hughes.billy@sbcglobal.net  
**Web site:** www.acceleratedsalesinc.com  
**Products/Services Supplied:** Worldwide service organization providing HQ and exchange support including but not limited to basic assortment reviews, promotional presentations and execution, forecasting, shelf management, customer service and in-store demonstrations/training/special events. Participate in annual training seminars and frequent industry trade shows. Partnering with select manufacturers allows time for hands on management with flexibility for specialized service requirements. Proudly serving AAFES, CGES, MCX, NEXCOM and VCS.  
**Represented by:** Accelerated Sales & Marketing, Inc.  
 Please join our team with Acoustic Research, AspenHome, Audiovox, Bass Pro Shop, Costa Del Mar, Crosman, Hummingbird, Jensen, Little Giant, Lorex, Minn-Kota, Moultrie, Plano Molding, RCA and The Coleman Company.



**Agility Defense & Government Services**  
 1725 Duke Street, Suite 450  
 Alexandria, VA 22314  
**Phone:** 703-417-6000  
**Fax:** 703-417-6080  
**E-mail:** mpiercefield@agilitylogistics.com  
**Web site:** www.agilitylogistics.com  
**Products/Services Supplied:** Headquartered in Alexandria, Virginia, Agility Defense & Government Services (DGS) is Agility's public sector arm, providing end-to-end supply chain solutions to meet defense and government customers' needs and quickly move supplies worldwide to remote locations. With access to more than 550 offices in 100 countries, Agility DGS combines a vast network of warehousing facilities with proven risk-tolerant global land, sea and air transportation capabilities.

Agility DGS offers defense and government customers the convenience of one-stop supply chain solutions and a commitment to quality services. Its customers include the US Defense Logistics Agency (DLA), US Army, US Navy, US Air Force, US Army Air Force Exchange Service and the Department of State.

**Alberto-Culver Company**  
 2525 Armitage Avenue  
 Melrose Park, IL 60160  
**Phone:** 708-450-3000  
**Fax:** 708-450-3192  
**Contact:** Bob Beebe  
**E-mail:** rbbeebe@alberto.com  
**Web site:** www.alberto.com

**Alder Foods, Inc.**  
 One Foxhill Drive  
 Walpole, MA 02081  
**Phone:** 508-660-1993  
**Fax:** 508-660-8816  
**Contact:** Michelle Keating  
**E-mail:** Mkeating@alderfoods.com



**Web site:** www.alderfoods.com  
**Products/Services Supplied:** Alder Foods is a Sales, Marketing and Distribution company representing chill, dry and frozen items worldwide.  
**Represented by:** National & Independent Brokers  
 Alder Foods also owns Twinz Cold Storage in Newport News, VA. This facility offers one stop shipping and storage solutions for consolidating frozen products.

**American Blast Energy Drink**  
 115 East 57th St.  
 New York, NY 10022  
**Phone:** 646-486-9898  
**Fax:** 646-435-9461  
**Contact:** Erica Seplow  
**E-mail:** Erica@americanblastenergydrink.com



**Web site:** www.americanblastenergydrink.com  
**Products/Services Supplied:** Energy Drink, Sugar Free, Caffeine Free  
**Represented by:** American Blast

**American Greetings Corp.**  
 One American Road  
 Cleveland, OH 44144  
**Phone:** 216-252-7300  
**Fax:** 216-252-6772  
**Contact:** Julie Erickson  
**E-mail:** julie.erickson@amgreetings.com

**American Logistics Association**  
 1133 Fifteenth Street, NW Suite 640  
 Washington, DC 20005  
**Phone:** 202466-2520  
**Fax:** 202-296-4419a  
**Contact:** Patrick B. Nixon, President  
**E-mail:** pnixon@ala-national.org  
**Products/Services Supplied:** The American Logistics Association is a voluntary, nonprofit organization of manufacturers, manufacturer's representatives, brokers, distributors, publishers, and other companies that sell or provide products and services to the military resale systems and MWR/Services.



**Anheuser-Busch, Inc.**  
 One Busch Place  
 St. Louis, MO 63118  
**Phone:** 314-577-2000  
**Fax:** 314-577-2550  
**Contact:** Rocky Sickmann  
**E-mail:** Rocky-sickmann@anheuser-busch.com



**Web site:** www.anheuser-busch.com  
**Products/Services Supplied:** Anheuser-Busch's passion for beer and commitment to quality have allowed the company to offer a diverse range of beers and beverages, loved by consumers across the United States and the world. This includes the world's largest selling beers, Bud Light and Budweiser.



**Armed Forces Marketing Council**  
 10432 Balls Ford Road - Suite 300  
 Manassas, VA 20109  
**Phone:** 703-881-7720  
**Fax:** 703-881-7793  
**Contact:** Tom Gordy  
**E-mail:** tom.afmc@gmail.com



**Ashley Furniture**  
 6013 Country Walk Rd.  
 Midlothain, VA 23113  
**Phone:** 804-739-1442  
**Fax:** 804-739-1496  
**Contact:** Jack Moehling, Sr.  
**E-mail:** jmoehling@ashleyfurniture.com



**AT&T**  
 340 Mt. Kemble Plaza - Rm. N154  
 Morristown, NJ 07960  
**Phone:** 973-326-2743  
**Fax:** 973-326-3124  
**Contact:** Rose Mary Casella  
**E-mail:** rcasella@att.com  
**Web site:** www.att.com



**Audiovox Electronics Corporation**  
 180 Marcus Blvd.  
 Hauppauge, NY 11788  
**Phone:** 978-769-5391  
**Contact:** Rachel Slattery  
**E-mail:** rslattery@audiovox.com  
**Web site:** www.audiovox.com  
**Products/Services Supplied:** Audiovox is a provider of Consumer Electronics to include Mobile Electronics, Security, Satellite Radio, Home Audio and Portable, LCD TV, Two-Way Radio and Digital Media.  
**Represented by:** Accelerated Sales & Marketing  
 Audiovox offers a wide variety of international known brands to include Jensen, Code, Acoustic Research, RCA, Phase Linear and Prestige.

**Avery Dennison**  
 50 Point Drive  
 Brea, CA 92821  
**Phone:** 703-643-0926  
**Fax:** 703-690-5817  
**Contact:** Weldon Walker  
**E-mail:** Weldon.walker@averydennison.com



**Web site:** www.avery.com  
**Products/Services Supplied:** Home and Office and School Supplies  
**Represented by:** Skip Vanderkar with JBS Sales for AAFES, Kelly Hill with Hill Associates for NEXCOM & Marine Corps



**Bacardi U.S.A., Inc.**  
 2100 Biscayne Blvd.  
 Miami, Florida 33137  
**Phone:** 305-573-8600  
**Contact:** Ed Knutel  
**E-mail:** Ekuntel@bacardi.com

**Web site:** www.bacardi.com  
**Products/Services Supplied:** Bacardi Rums, Grey Goose Vodkas, Dewar's White Label, Dewar's 12 Year Old, Bombay Gins, Cazadozes Tequilas, B&B, Drambuie, Disaronno Amaretto, M&R Asti, M&R Prosecco, M&R Vermouth and Noilly Prat.  
**Represented by:** Sarvis, Inc.



**Bayer Health Care**  
 5601 Granite Parkway - Suite 650  
 Plano, TX 75024  
**Phone:** 972-377-1950  
**Fax:** 972-377-1980  
**Web site:** www.bayer.com  
**Products/Services Supplied:** Manufacturer of Bayer Aspirin, Aleve, Aleve Cold & Sinus, One A Day Vitamins, Bugs Bunny Vitamins, Flintstone Vitamins, Scooby Doo Vitamins, Alka-Seltzer, Alka-Seltzer Plus Cold, Bactine, Phillips Milk of Magnesia, Mycelex, RID and Midol.



**Berkline Furniture**  
 1 Berkline Drive  
 Morristown, TN 37813  
**Phone:** 423-585-1500  
**Fax:** 423-585-4420  
**Contact:** Kent Dobkins @ 405-330-6362  
**E-mail:** berklineus@earthlink.net  
**Products/Services Supplied:** #1 reclining furniture company in the world.



**BIC, USA**  
 One BIC Way, Suite 1  
 Shelton, CT 06484-6299  
**Phone:** 757-427-3854  
**Fax:** 757-427-3852  
**Contact:** Brian Trawick  
**E-mail:** brian.trawick@bicworld.com  
**Web site:** www.bicworld.com  
**Products/Services Supplied:** Leading manufacturer of stationery, lighters, and shaver products.  
**Represented by:** AAFES & NAVY: COLONY GROUP; DECA: D&S; MARINES, USCG, AND VCS: WEBCO HALE



**Bimbo Bakeries U.S.A.**  
 P.O. Box 937  
 Fort Worth, TX 76101-0937  
**Phone:** 817-293-6230  
**Contact:** David Hartley  
**E-mail:** Dhartley@mailBBU.com  
**Web site:** www.bimbobakeriesusa.com  
**Products/Services Supplied:** Quality brands, freshness and service are the secrets behind the success of Bimbo Bakeries USA. Headquartered in TX, Bimbo Bakeries USA is part of Grupo Bimbo, a respected and international leader in the baking industry. Founder in 1945 in Mexico City, Grupo Bimbo manufactures, distributes and markets bread, cakes and cookies in Mexico, the United States and Latin American countries.



**Birds Eye Foods**  
 901 West Center St.  
 Medina, NY 14103  
**Phone:** 716-689-0005  
**Fax:** 585-704-5566  
**Contact:** Thomas Studer  
**E-mail:** tstuder@birdseyefoods.com  
**Products/Services Supplied:** Birds Eye Foods is a nationally recognized food company with familiar brands in the frozen aisle including Birds Eye, Birds Eye Steamfresh, Birds Eye Viola, Freshlike, Birds Eye Fresh, a premium of fresh vegetable.



**BLACKHAWK! Products Group**  
 6160 Commander Parkway  
 Norfolk, VA 23502  
**Phone:** 800-694-5263  
**Fax:** 888-830-2013  
**E-mail:** tosullivan@blackhawk.com  
**Web site:** http://www.blackhawk.com  
**Products/Services Supplied:** Pouches; tactical, medical, hydration packs and accessories; climbing and safety gear; armor, soft and hard panel and carrier vests; vests, chest rigs, belts, tactical thigh rigs, holsters and accessories, duty gear, hand gun accessories, long gun accessories, stocks, bags, apparel, footwear, protective gear, flashlights, knives, tactical entry tools.  
**Represented by:** Laura Burgess, LLC



**Bridgford Foods**  
 P.O. Box 3773  
 Anaheim, CA 92803  
**Phone:** 714-526-5533  
**Fax:** 714-526-4360  
**Contact:** John Simmons  
**E-mail:** johnsimmons@bridgford.com  
**Products/Services Supplied:** full line of frozen bread and roll doughs. Baked buttermilk, pre-baked mini loves, and heat and serve rolls, breadsticks and cinnamon roll dough, plus a complete line of micro-ready sandwiches.



**Bruce Foods Corp.**  
 P.O. Box 1030  
 New Iberia, LA 70560  
**Phone:** 484-432-8915  
**Fax:** 484-732-8472  
**E-mail:** dreynolds@brucefoodsla.com  
**Web site:** www.brucefoods.com  
**Products/Services Supplied:** Louisiana Hot Sauce, Louisiana Wing Sauce, Cajun Injector Marinades, Bruce's Pancake Mix, Bruce's Bread Pudding, Louisiana Peppers, Gourmet Gift Kit.  
**Represented by:** Don Reynolds, Military Accts. Mgr.

**Bush Industries**  
 One Mason Drive  
 P.O. Box 460  
 Jamestown, NY 14702  
**Phone:** 716-665-2000  
**Fax:** 716-665-2074  
**Contact:** Connie Marucci  
**E-mail:** conniemarucci@bushindustries.com  
**Web site:** www.bushfurniture.com  
**Products/Services Supplied:** RTA (ready to assemble) Furniture, Home Entertainment, Home Office, and Professional Office  
**Represented by:** U.S.S.C.



**C. Lloyd Johnson, An Acosta Co.**  
 8031 Hampton Blvd.  
 P.O. Box 9448  
 Norfolk, VA 23505  
**Phone:** 757-423-2832  
**Fax:** 757-451-1085  
**Contact:** Lloyd Johnson  
**E-mail:** cljohnson@acosta.com  
**Contact:** Boyd Raines  
**E-mail:** braines@acosta.com  
**Products/Services Supplied:** Worldwide sales, marketing and merchandising services for commissaries, exchanges, ships afloat and veterans' canteens plus national sales and marketing for correctional institutions.



**Cadbury Adams**  
 Rd. 4 Box 854  
 Altonna, PA 16601  
**Phone:** 814-944-1772  
**Fax:** 814-944-9749  
**Contact:** Gregory Clemens  
**E-mail:** gregory.clemens@csamericas.com  
**Products/Services Supplied:** Halls, Halls Vitamin C Drops, Halls Fruit Breezers, Dentyne and Trident Gum, Cadbury Milk Chocolate and Green & Black's.



**Campbell Soup Company**  
 Campbell Place Box 73A  
 Camden, NJ 08103  
**Phone:** 757-546-3630  
**Fax:** 757-546-2630  
**Contact:** Sheila Linn  
**E-mail:** sheila\_linn@campbellsoup.com  
**Web site:** www.campbellsoup.com  
**Products/Services Supplied:** Soup, canned pasta, fruit juices, vegetable juices, canned meat, spaghetti sauces, mexican sauces, beans, frozen breads & frozen dessert items.  
**Represented by:** C. Lloyd Johnson an Acosta Company  
 Alternate address:  
 Sheila Linn  
 816 Chris Court  
 Chesapeake, VA 23322



**Canon USA**  
 One Canon Plaza  
 Lake Success, NY 11042  
**Phone:** 516-328-5000  
**Fax:** 516-328-5549  
**Contact:** Terry Markwart  
**E-mail:** tmarkwart@cusa.canon.com  
**Contact:** Frank Vastola  
**E-mail:** fvastola@cusa.canon.com  
**Web site:** www.canon.com  
**Products/Services Supplied:** Manufacturer of fine photographic products including a great lineup of EOS, Power Shot, Sure Shot, Speedite digital cameras, binoculars and accessories.

**Coalition of Military Distributors**

**Coalition of Military Distributors**  
 11013 Rosemont Dr.  
 Rockville, MD 20852  
**Phone:** 301-881-6788  
**Fax:** 301-881-6488

**E-mail:** julcmd@verizon.net



**The Coca-Cola Company**  
 One Coca Cola Plaza  
 P.O. Box 1734  
 Atlanta, GA 30313  
**Phone:** 404-676-4007  
**Fax:** 404-598-4007  
**Contact:** Doug McAlister  
**E-mail:** dmcalister@na.ko.com  
**Web site:** www.cocacola.com  
**Products/Services Supplied:** Non-alcoholic carbonated beverages, bottled and canned teas and coffees. Waters and water beverages. Nutritious and refreshing juice and juice drinks. Icons and innovators in soft drink brands. High-intensity energy drinks. Hydration and taste in sports drinks..



**Colgate-Palmolive Company**  
 300 Park Avenue  
 New, NY 10022  
**Phone:** 212-310-2000  
**Fax:** 212-310-2123  
**Contact:** Mike Long  
**E-mail:** mike-long@copal.com  
**Products/Services Supplied:** Manufacturer and supplier of brand name household and personal care products, including toothpaste, toothbrushes, anti-antiperspirants, deodorants, at home teeth whitening products, shave cream and after-shave products. Household products include detergents, dish liquids, automatic dish detergent, bar soap, liquid soap, cleaners and liquid cleaners.



**Commonwealth Brands**  
 9309 Eagle Court  
 Mannassas, VA 20111  
**Phone:** 703-392-8039  
**Fax:** 703-392-7049  
**Contact:** Len Arp  
**Web site:** www.commonwealthbrands.com  
**Products/Services Supplied:** Fourth largest cigarette manufacturer in the U.S. Manufacturing: USA Gold, Montclair, Malibu, Sonoma, Riveria, Tuscany.



**ConAgra Foods Inc.**  
 8101 Kaiser Blvd. Suite 160  
 Anaheim, CA 92808  
**Phone:** 949 388 6928  
**Contact:** Larry Thomas  
**E-mail:** Larry.thomas2@conagrafoods.com  
**Contact:** Bob Hybki, Vice President Sales  
 Joe Kimosh, ConAgra Retail Team Leader

**Web site:** conagrafoods.com  
**Products/Services Supplied:** ConAgra Foods is a leading branded foods company and is the trusted name behind several leading brands, including: Healthy Choice, Chef Boyardee, Egg Beaters, Hebrew National, Hunt's, Orville Redenbacher's, PAM, and Banquet, among others. Our consumer brands are found in 96% of U.S. households and 26 are ranked first or second in their category. ConAgra Foods also has a very significant presence in commercial food products and ingredients and is one of the nation's leading specialty potato providers to restaurants and other foodservice establishments.

**Represented by:** Webco General Partnership - worldwide  
 ConAgra Foods is committed to the health and wellness of our consumers. As one of North America's favorite food companies, we recognize that it's important not only to have tasty meals that fit busy schedules, but also to ensure our food solutions are nutritious.

The Start Making Choices\_ program exemplifies this commitment. Start Making Choices incorporates flavorful, convenient, and nutritious ConAgra Foods products into customized nutrition, activity, and well-being plans that can put you on the road to a more balanced lifestyle. With Start Making Choices, we are demonstrating how healthful foods can fit into an overall approach to wellness that is enjoyable, practical, and achievable.

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# DIRECTORY OF MILITARY RESALE SUPPLIERS



**Crayola**  
1100 Church Lane  
Easton, PA 18044  
**Phone:** 484-239-0803  
**Fax:** 484-851-3428  
**E-mail:** mkrum@crayola.com  
**Contact:** Shelley Krum  
**Web site:** www.crayola.com



**Crown Imports LLC**  
1 S. Dearborn  
Chicago, IL 60603  
**Phone:** 312-873-9600  
**Fax:** 312-873-9630  
**E-mail:** william.rensapie@crownimport-  
sllc.com  
**Web site:** www.crownimportslc.com  
**Products/Services Supplied:** Corona  
Extra, Corona Light, Pacifico, Modelo  
Espacial, Negra Modelo, St. Pauli Girl,  
Tsingtao  
**Represented by:** Crown Imports



**Dale & Thomas Popcorn**  
1 Cedar Lane  
Englewood, NJ 07631  
**E-mail:** 1-800-POPCORN  
**Products/Services Supplied:** Gourmet  
Popcorn, Flavored Popcorn, Gifts, Tins  
and Baskets  
**Represented by:** Overseas Service  
Corporation

*Dale Tiffany, Inc.*

**Dale Tiffany, Inc.**  
14830 Alondra Blvd.  
La Mirada, Calif. 90638  
**Phone:** 714-739-2700  
**Fax:** 714-739-2270  
**Contact:** Ken Kallett  
**E-mail:** ken.k@daletiffany.com  
**Contact:** Serina Chung  
**E-mail:** Serina.c@daletiffany.com  
**Web site:** www.daletiffany.com  
**Products/Services Supplied:** Home  
Decor/Lamps  
**Represented by:** U.S. Sales Corp./  
Debbie Patterson  
3050 Regent Blvd. #150, Irving, TX  
75063/ 972-247-0900

**Del Monte Foods**  
200 Golden Oak CT.  
Suite 400  
Virginia Beach,  
VA 23452  
**Phone:** 757201-9030  
**Fax:** 757-486-4681  
**Contact:** J.D. Feniessy  
**E-mail:** jd.feniessy@delmonte.com  
**Web site:** Delmonte.com  
**Products/Services Supplied:** Del Monte  
Fruits Del, Monte Vegetables, Del Monte  
Fresh Fruits, Collee Inn, Starkist,  
Milkbone, Meow Mix, 9-Lives, Kibbles  
n Bits, Gravy Train, Alley Cat, Skippy  
**Represented by:** S&K

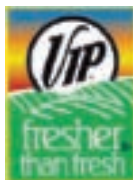


**DIAGEO**

**Diageo**  
5080 Spectrum Blvd. - Suite 1200E  
Addison, TX 75001  
**Phone:** 972-892-1636  
**Fax:** 972-716-7799  
**Contact:** Ralph Thomas  
**E-mail:** ralph.thomas@diageo.com  
**Web site:** www.diageo.com  
**Products/Services Supplied:** World  
leader in premium drink business with a  
collection of beverage alcohol brands  
spirits, wines and beer categories.  
Diageo brands Crown Royal, Johnnie  
Walker, Guinness, Tanqueray, Captain  
Morgan, J&B, Baileys, Cuervo, Beaulieu  
and Sterling vineyards wines.



**Discovery Foods**  
2395 American Ave.  
Hayward, CA 94545  
**Phone:** 510-293-1838  
**Fax:** 510-293-1830  
**Contact:**  
**E-mail:**  
Glen.Maeda@DiscoveryFoods.com  
**Web site:** http://www.ling-ling.com/  
**Products/Services Supplied:**  
VIP Fruit and Vegetables, Ling  
Ling Asian Appetizers, Tai Pei  
Asian Entrees  
**Represented by:** S&K Sales



**Dixon Marketing**  
P.O. Box 1618  
301 Darby Avenue  
Kinston, NC 28501  
**Phone:** 252-522-2020  
**Fax:** 252-527-3967  
**Contacts:** Laura Dixon, D.L. Freeman,  
Randy Hardee  
**Web site:** www.dmi-military.com  
**Products/Services Supplied:** Exchange  
& commissary divisions provide special-  
ized sales coverage, marketing, order  
processing and contracts departments sup-  
ported by an in-house IBM AS/400 com-  
puter system, on-line UCS capability and  
Intactix planogramming.



**Dr Pepper/Snapple Group Inc.**  
5301 Legacy Drive  
Plano, Texas 75024  
**Phone:** 972-673-7000  
**Fax:** 972-673-7835  
**Contact:** Kevin Tigne  
**E-mail:** Kevin.tigne@dosg.com  
**Web site:**

www.drpeppersnapplegroup.com  
**Products/Services Supplied:** Dr Pepper,  
Sunkist, 7Up, A&W and Canada Dry  
headline our Carbonated Beverage line.  
Snapple teas and waters compete for us  
in New Age Beverages. Mott's Finished  
Goods include sauces, juices and cocktail  
mixes.

**Represented by:** OSC represents us for  
our Finished Goods while DMI repre-  
sents us on overseas carbonated bever-  
ages.  
Recently separated from Cadbury  
Schweppes, Inc., formerly known as  
Cadbury Schweppes Americas  
Beverages.



**Dunham and Smith Agencies**  
800 St. Louis Union Station - Suite 400  
St. Louis, MO 63103-2257  
**Phone:** 314-436-2155  
**Fax:** 314-436-2348  
**President:** Frank J. Makely Jr.  
**Contact:** Mike McDonald  
**E-mail:** mmcDonald@dunhamsmith.com  
**Contact:** Elizabeth Jeans  
**E-mail:** Ljeans@dunhamsmith.com  
**Web site:** www.dunhamsmith.com  
**Products/Services Supplied:** Marketing  
and sales representatives for leading  
brand name products to military commis-  
saries, exchanges, shoppettes, clubs and  
class six package stores worldwide.



**Eggland's Best, Inc.**  
1400 Trooper Ave  
Jeffersonville, PA 19403  
**Phone:** 610-265-6500  
**Fax:** 1-610-265-8380  
**Contact:** John Mehalic  
**E-mail:** jmehalic@eggland.com  
**Web site:** www.eggland.com  
**Products/Services Supplied:** Eggland's  
Best Large Shell Eggs, Eggland's Best  
X-Lg Shell Eggs, Eggland's Best 18 Ct  
Large Shell Eggs, Eggland's Best Large  
Cage Free Eggs, Eggland's Best Large  
Organic Eggs  
**Represented by:** John Mehalic

**Elite Brands**  
148 Main St.,  
Norfolk, Mass. 02056  
**Phone:** 508-553-8887  
**Fax:** 508-553-8889  
**Contact:** Paul M. Keating, Jr., president  
**E-mail:** pkeating@elitefoodco.com  
**Web site:** www.elitefoodco.com  
**Products/Services Supplied:** One stop  
manufacturer solution for military sales,  
marketing and distribution.



Lines carried: Most areas of the com-  
missary, including coffee, dry groceries,  
frozen foods, health and beauty, organics,  
beverages, pet food, produce, refrigerated  
foods.

**Emess Design  
Group, LLC**  
10475 Perry Highway  
Wexford, PA 15090  
**Phone:** 724-758-0707  
**Fax:** 724-758-2372  
**Contact:** Tim Haubach  
**E-mail:** thaubach@emessdesign.com  
**Web site:** www.emessdesign.com  
**Products/Services Supplied:** Portable  
lighting products, fixed wire  
Provide design and marketing services to  
support sales and retail. Large selection  
of lighting designs in both portable and  
fixed wire. Provide complete service  
from order to delivery.



**Energizer**  
533 Maryville University Drive  
St. Louis, MO 63141  
**Phone:** 314-985-2000  
**Fax:** 314-985-2208  
**Contact:** Paul Huensch  
**E-mail:** paul.huensch@energizer.com  
**Web site:** www.energizer.com  
**Products/Services Supplied:** Manufac-  
turer of dry cell batteries and flashlights –  
Energizer alkaline batteries cameras,  
watch/calculator, hearing aid, recharge-  
able batteries, super heavy duty and all  
purpose batteries and full line of flash-  
light an lanterns.



**Eurpac Service Co.**  
3001 Skyway Circle N., #160  
Irving, TX 75038  
**Phone:** 972-257-1945  
**Fax:** 972-570-7126  
**Contact:** Bill Doyle  
**Web site:** www.eurpac.com

**Filippo Berio Olive Oil**  
255 Route 17 South,  
Suite 203  
Hackensack, NJ 07601  
**Phone:** 201-525-2900  
**Fax:** 201-525-0805  
**E-mail:** wthrift@salov-na.com  
**Web site:**  
www.filippoberio.com  
**Products/Services Supplied:** Quality  
Olive Oil Since 1867  
**Represented by:** Sarvis Brokerage





**Fisher House Foundation**  
1401 Rockville Pike - Suite 600  
Rockville, MD 20852  
**Phone:** 301-294-8560  
**Fax:** 301-294-8562  
**Contact:** James Weiskopf  
**E-mail:** JWeiskopf@fisherhouse.org  
**Web site:** www.fisherhouse.org



**Fiskars**  
5836 Widmer Rd.  
Shawnee, KS 66216  
**Phone:** 913-825-1363  
**Fax:** 913-825-3454  
**Contacts:** Kent Farmer  
Bruce Kress



**Flying Circle Bags**  
PO Box 1857  
Boerne, TX 78006  
**Phone:** 800-344-7242 ext. 123  
**Fax:** 830-249-3567  
**Contact:** Margo Freedman, Military Sales Mgr.  
**E-mail:** military@flyingcirclebags.com  
**Contact:** Joy Chittim, President  
**E-mail:** sales@flyingcirclebags.com  
**Contact:** Jimmy Chittim, President  
**E-mail:** sales@flyingcirclebags.com  
**Web site:** www.flycirclebags.com  
**Products/Services Supplied:** Soft Luggage including backpacks, briefcases, duffels, toiletry kits, helmet bags, it bags and much more!



**Foster Farms**  
PO Box 457  
Livingston, CA 95334  
**Phone:** 800-344-3116  
**Contact:** Chris O'Sullivan  
**E-mail:** osullivc@fosterfarms.com  
**Web site:** www.fosterfarms.com  
**Products/Services Supplied:** Foster Farms offers more than 750 different items to meet the wide range of preferences in the Military, Retail and Food Service markets.  
**Represented by:** Chris O'Sullivan, World Wide Military Sales Manager  
Foster Farms celebrates its 69th anniversary in 2008. Foster Farms is "always fresh and natural" – never frozen. Foster Farms products undergo more than ten times the quality checks required by the USDA.



**Frito Lay**  
7701 Legacy Drive  
Plano, TX 75024  
**Phone:** 972-334-2848  
**Fax:** 972-334-5611  
**Contact:** Bill Avery  
**E-mail:** bill.avery@fritolay.com  
**Products/Services Supplied:** Our Snacks: we grow the best snacks on Earth starting with farm grown potatoes, corn and grains – Lays brand Potato Chips, Cheetos, Doritos, Fritos, Santitas, Tostitos, Smartfood brand popcorn, Cracker Jacks, Rold Gold Pretzels, Sun Chips, FunYuns, Oh Boy! Oberto brand Meat Snacks, Quaker Snack Mix.



**Fuji Photo Film USA**  
4225 Garden Estates Drive  
Toledo, OH 43623  
**Phone:** 419-841-8255  
**Fax:** 419- 843-7905  
**Email:** paulh@fujifilm.com



**General Mills, Inc.**  
Number One General Mills Boulevard  
Golden Valley, MN 55426  
**Phone:** 763-764-7600  
**Fax:** 763-764-8830  
**E-mail:** frank.glotfelty@genmills.com  
**Web site:** www.generalmills.com  
**Products/Services Supplied:** Big G Cereal (Cheerios, Honey Nut Cheerios, Total, Fiber One etc), Betty Crocker, Green Giant, Hamburger Helper, Old El Paso, Progresso, Yoplait, Pillsbury, Totino's, Nature Valley, Chex Mix



**General Nutrition Corporation**  
300 Sixth Avenue  
Pittsburgh, PA 15222  
**Phone:** 412-338-8926  
**Fax:** 412-402-7270  
**Contact:** Lauri Hmel  
**E-mail:** Lauri-hmel@gnc-hq.com  
**Contact:** Sheila A. Phillips  
**E-mail:** Sheila-phillips@gnc-hq.com  
**Web site:** www.gnc.com  
**Products/Services Supplied:** Largest global specialty supplier of nutritional supplements, which includes vitamins, mineral and herbal supplements, sports nutrition products, diet and energy products and specialty supplements. GNC operates approximately 5,000 retail locations throughout the United States.



**George Weston Bakeries, Inc.**  
2733-A Ayliff Road  
Norfolk, VA 23513  
**Phone:** 757-857-7940  
**Fax:** 757-857-7957  
**Contact:** Joseph H. Felchlin  
**E-mail:** jfelchlin@gwbakeries.com  
**Products:** Home of Thomas' English Muffins, Bagels, Breads, Pitas/Wraps.  
**GWB Brands:** Entenmann's, Boboli, Arnold, Friehofer's, Brownberry Stroehmann.



**GET Marketing**  
1621 West Crosby Road, Suite 112  
Carrollton, TX 75006  
**Phone:** 972-818-4386  
**Fax:** 972-818-7308  
**Contact:** Jim Gordon  
**E-mail:** Jim.Gordon@getmarketing.com  
**Web site:** www.getmarketing.com  
**Products/Services Supplied:** In-store Product Demonstration In-store Merchandising Full Account Management Order Fulfillment POS Data Management & Reporting  
**Represented by:** GET Marketing



**Gino Morena Enterprises, LLC**  
111 Starlite St.  
So. San Francisco, CA 94080  
**Phone:** 800-227-6905  
**Fax:** 650-871-1379  
**Contact:** Rex Morena



**Giorgio Foods Inc.**  
P.O. Box 96  
1161 Park Rd.  
Temple, PA 19560  
**Phone:** 610-926-2139  
**Fax:** 610-926-7012  
**Contact:** Dale Landis  
**E-mail:** dlandis@giorgiofoods.com



**Glaceau**  
4109 Nottley Cove  
Buford, GA. 30519  
**Phone:** 770-833-7651  
**Fax:** 678-714-1285  
**Contact:** Tim Steed  
**E-mail:** tsteed@glaceau.com  
**Products/Services Supplied:** Vitamin-water, Smartwater & Vitaminenergy

**Grocery Supply Co.**  
4150 West Blount St.  
Box 17209  
Pensacola, FL 32522  
**Phone:** 800-874-0106  
**Fax:** 850-469-8691



**Products/Services Supplied:** Military distributor representing over 600 major manufacturers and food processors.



**Guylian USA Inc.**  
560 Sylvan Ave.  
Englewood Cliffs, NJ 07632  
**Phone:** 201-871-4144  
**Fax:** 201-871-3632  
**Contact:** Greg Rosendahl  
**E-mail:** greg.rosendahl@guylian.us  
**Web site:** www.guylian.be  
**Products/Services Supplied:** Guylian Belgian chocolate seashells and other premium Belgian chocolates.  
**Represented by:** Leslie Gilchrest – United States Corp.



**H.J. Heinz Company**  
357 6th Avenue  
Pittsburgh, PA 15222  
**Phone:** 412-237-5526  
**Fax:** 412-237-5771  
**Contact:** Gregory Davis  
**E-mail:** gregory.davis@us.hjheinz.com  
**Web site:** www.heinz.com  
**Products/Services Supplied:** Grocery Dry and Frozen Foods  
**Represented by:** Overseas Service Corporation



**Hansen Beverage Company/ Monster Energy**  
550 Monica Circle, Suite 201  
Corona, CA 92880  
**Phone:** 951-739-6400  
**Contact:** Darlene Barrett  
**Web site:** www.monsterenergy.com  
**Products/Services Supplied:** Monster Energy Drinks, Java Monster Energy Drink, and Hansen's Natural Products.  
**Represented by:** Highplains Marketing



**Harthill Marketing**  
4403 Meramec Bottom Rd, Ste. A  
St. Louis, MO 63129  
**Phone:** 877-217-3388  
**Fax:** 314-846-3389  
**Contact:** Michelle Harthill

# DIRECTORY OF MILITARY RESALE SUPPLIERS

**Herr's Foods, Inc.**  
P.O. Box 300  
Nottingham, PA 19362  
**Phone:** 610-932-9330  
**Fax:** 610-932-0631



**Contact:** Weber Advertising, Erin Wickersham  
**Phone:** 717-299-1277  
**Fax:** 717-299-6455  
**E-mail:** ewickersham@weberadvertising.com  
**Products/Services supplied:** Great tasting snacks include, potato chips, pretzels, tortilla chips, cheese curls, popcorn, corn chips, onion rings, BBQ pork rinds and hot pork rinds.



**The Hershey Company**  
14 East Chocolate Avenue  
Hershey, PA 17033  
**Phone:** 717-534-4462  
**Fax:** 717-534-6336  
**Contacts:** Lance Batson, Mark Flynn  
**Products/Services Supplied:** Manufacturer of Hershey's, Reese's, Ice Breaker, Y&S and Jolly Ranchers branded confectionery and grocery products. Products are available in commissaries, exchanges, mini marts and shoppettes worldwide.  
**Represented by:** Overseas Service Corporation

**Highplains Marketing Services**  
8678 Concord Center Drive., Suite 200  
Englewood, CO 80112  
**Contact:** Don Goetz  
**Web site:** www.highplainsmarketing.com



**Hormel Foods**  
One Hormel Place  
Austin, MN 55912-3680  
**Phone:** 800-533-2000  
**Fax:** 804-639-0373  
**Contact:** Dennis Black at Dunham & Smith  
**E-mail:** tmurray@hormel.com  
**Web site:** www.hormelfoods.com  
**Products/Services Supplied:** Hormel offers the military patron a variety of quality meat & grocery products. Grocery brands include SPAM, Hormel Chili, Stagg Chili, Valley Fresh, Compleats, Dinty Moore, Kid's Kitchen, Chi Chi's, Carapelli, Herdez, Herb-Ox and Manny's Tortillas. Meat brands include Refrigerated Entrees, Lloyd's BBQ, Black Label Bacon, Always Tender Flavored Meat, and CURE 81 Hams.  
**Represented by:** DUNHAM & SMITH Agencies

**Ideasphere (formerly Twin Labs)**  
600 East Quality Drive  
American Fork, UT 84003  
**Phone:** 801-763-7000  
**Website:** www.twinlabs.com  
**Contact:** Bruce Renick  
**Products/Services Supplied:** Nutritional Supplements, Ripped Fuel, Omega 3 Fish Oil, Vitamins, and Weight Loss products



**Insight Pharmaceuticals**  
7921 Links Way  
Port St. Lucie, FL 34986  
**Phone:** 772-460-7829  
**Fax:** 772-460-4322  
**Contact:** Gayle Cordle, Director of Sales  
**E-mail:** gcordle@insightpharma.org  
**Products/Services Supplied:** Leaders in motions sickness prevention and relief for children and adults.



**IOVATE Health Sciences**  
381 North Service Rd. West  
Oakville, ON L6M H4  
Canada  
**Phone:** 905-678-3119  
**Fax:** 905-678-3121  
**Web site:** www.iovate.com



**Irving Consumer Products, Inc.**  
14 Williams Rd.  
Haverford, PA 19041  
**Phone:** 610-525-2418  
**Fax:** 610-525-2419  
**E-mail:** gallagher.chris@irvingconsumerproducts.com  
**Web site:** irvingconsumerproducts.com  
**Products/Services Supplied:** Scotties Facial Tissue  
**Represented by:** S. Schwartz Sales  
We offer a full line of premium private label paper towels, bathroom tissue, facial tissue napkins, baby diapers and training pants.



**The J.M. Smucker Company**  
Strawberry Lane  
Orrville, OH 44667  
**Phone:** 330-682-3000  
**Fax:** 330-684-3650  
**Contact:** Jeff White  
**E-mail:** jeff.white@jmsmucker.com  
**Web site:** www.smuckers.com  
**Products/Services Supplied:** Jams, Jellies and Preserves Peanut Butter Dessert Baking Mixes (Cake, Frosting, Brownies, Quick breads, etc) Shortening, Sprays and Oil Ice Cream Toppings Baking Ingredients (Flour, Milk)  
**Represented by:** Overseas Service Corp

**Jelly Belly**  
One Jelly Belly lane  
Fairfield, CA 94533  
**Phone:** 707-399-2723  
**Fax:** 800-323-9380  
**Products/Services Supplied:** Assortment of the largest flavor Jelly Beans, Sports Beans etc.



**John Middleton Co.**  
475 North Lewis Road  
Limerick, PA 19468  
**Phone:** 610-792-8000  
**Fax:** 610-792-5555  
**Contact:** Joanne Schofield



**Johnson & Johnson**  
North Brunswick Complex  
P.O. Box 15670  
New Brunswick, NJ 08906  
**Phone:** 732-422-5738  
**Fax:** 732-422-5949  
**Contact:** Marvin Keenan  
**E-mail:** mkenan@cscus.jnj.com  
**Contacts:** Mike Fallon, Jamie Hallenbeck  
**Web site:** www.jnj.com  
**Products/Services Supplied:** World's largest and most comprehensive manufacturer of health care products for resale to commissaries and exchanges worldwide.



**Johnsonville Sausage Company**  
P.O. Box 906  
Sheboygan Falls, WI 53085  
**Phone:** 920-459-6800  
**Contact:** John McCue  
**Web site:** www.johnsonville.com  
**Products/Services Supplied:** Family owned and operated consumer product, food and sausage manufacturer.



**Kellogg's -Morning Foods Division**  
P.O. Box 3599, 1 Kellogg Square  
Battle Creek, MI 49016  
**Phone:** 616-961-3981  
**Fax:** 616-961-6286  
**Contact:** Stan Klijanowicz  
**Web site:** www.kellogg.com  
**Products/Services Supplied:** World's leading manufacturer of ready-to-eat cereals, Kellogg's Pop Tarts toaster pastries, Eggo and Morningstar Farms brand frozen products.  
**Represented by:** Sarvis

**Kraft Foods, Inc.**  
3 Lakes Drive  
Northfield, IL 60093  
**Phone:** 847-646-2000  
**Contacts:** David McMurtry, Randy Meador, Laura Thompson, Vince Venezia, Jr. Christine Huie-Roy  
**Web site:** www.kraft.com  
**Products/Services Supplied:** Kraft Food manufacturers and markets a wide range of dry grocery, refrigerated and frozen food products and beverages to commissaries and exchanges worldwide.



Some Brands: Maxwell House coffee, Kool-Aid, Oscar Mayer Bacon and Luncheon Meats, Philadelphia Cream Cheese, Louis Rich turkey products and Nabisco cookies.



**L'Oreal USA**  
575 Fifth Avenue  
New York, NY 10164  
**Phone:** 800-483-8148  
**Contacts:** Phil Ronck, James Baecher  
**Web site:** www.lorealusa.com  
**Products/Services Supplied:** Complete product range of haircare, skincare, cosmetics and fragrances for men and women  
**Represented by:** D&S/EURPAC



**Land O' Lakes, Inc.**  
1200 County Rd. F West  
Arden Hills, MN 55112  
**Phone:** 800-328-9680  
**Contacts:** Chris Obst, Patrice O'Malley  
**Web site:** www.landolakes.com  
**Products/Services Supplied:** The nation's number one butter manufacturer, also offers spreads, margarines, cheeses and other dairy products for resale in commissaries and exchanges.



**Levi Strauss & Co.**  
2601 Network Blvd., Ste. 300  
Frisco, TX 75034  
**Phone:** 972-377-5882  
**Fax:** 972-377-5840  
**Contact:** George Pezulas  
**E-mail:** gpezoulas@levi.com



**Lindt & Sprungli**  
One Fine Chocolate Place  
Stratham, NH 03885  
**Phone:** 603-778-8100  
**Fax:** 603-772-0312  
**Contact:** Steve Allen  
**E-mail:** sallen@lindt.com  
**Web site:** www.lindtusa.com  
**Products/Services Supplied:** Premium chocolate products.  
**Represented by:** United States Sales Corp., Acct. Exec. Leslie Gilcrest



**MDV**  
1133 Kingwood Ave  
Norfolk, VA 23501  
**Phone:** 757-858-9300  
**Fax:** 757-853-9066  
**E-mail:** neil.larson@mdvnf.com  
**Web site:** mdvnf.com  
**Products/Services Supplied:** Full line distributor to DeCA commissaries and exchange locations in 24 states plus the District of Columbia, Puerto Rico, Cuba and Europe.  
Locations in Norfolk, VA, Cincinnati, OH, Cedar Rapids, IA, Omaha, NE and Statesboro, GA.

**M.J. Soffe Company**

P.O. Box 2507  
One Soffe Drive  
Fayetteville, NC  
28302



**Phone:** 800-483-5115  
**Fax:** 910-483-0279  
**Contact:** Hunter McMillan  
**E-mail:** Hmcmillan@mjsoffe.com  
**Contact:** Joe Cimaglia  
**E-mail:** jcimaglia@mjsoffe.com  
**Web site:** www.mjsoffe.com  
**Products/Services Supplied:** Soffe is a sportswear manufacturer of active apparel.



**MV Sport/Weatherproof Company**

88 Spence Street  
Bay shore, NY 11706

**Contact:** Kathy Roberts  
**Phone:** 757-450-6298  
**Fax:** 631-435-8018  
**Products/Services Supplied:** MV Sport & Weatherproof Company are manufacturers of fine decorated, non-decorated sportswear and the national branded Weatherproof Co. has been known for quality outerwear since 1946.



**Magellan**

2511 Texas Dr  
Irving, TX 75062  
**Phone:** 972-721-9755  
**Fax:** 972-721-9756

**E-mail:** kritch@marketingplus.cc  
**Web site:** www.magellangps.com  
**Products/Services Supplied:** Personal Navigation Devices Hand Held GPS Auto Navigation GPS Systems GPS Accessories  
**Represented by:** Marketing Plus



**Manchu Wok**

139 Crescent Street  
Closter, NJ 07624

**Phone:** 201-768-6253  
**Contact:** Robert Nitsch  
**Web site:** www.manchuwok.com



**Marcal Paper Mills**

60 Laurelview Dr.  
Lehightown, PA 18235

**Phone:** 610-377-8365  
**Fax:** 610-377-8366  
**Contact:** Jim Talbott  
**Products/Services supplied:** Sunrise Paper towels, toilet tissue and napkins, 100% recycled...environmentally friendly.  
**Represented by:** C.Lloyd Johnson, an Acosta Company



**Mars Snack Food US**

800 High Street  
Hackettstown, NJ 07840  
**Phone:** 336-749-6687

**Contact:** Gregg Koons  
**E-mail:** gregg.koons@effem.com  
**Products/Services Supplied:** Snickers, M&M's, Dove, Milky Way, 3 Musketeers, Twix, Skittles, Combos & Kudos. Snickers, M&M's, Twix and Dove Ice Creams.  
**Represented by:** C. Lloyd Johnson, an Acosta Company



**Martinelli's**

P.O. Box 1868  
Watsonville, CA 95077

**Phone:** 415-248-9219 Don Spilman  
**Phone:** 415-248-9229 Jimmy Bailey  
**Products/Services Supplied:** Juices and cider. Martinelli's is made from 100% juice from fresh grown apples.  
**Represented by:** Otis McAllister



**Maurice Sporting Goods**

1910 Techny Rd  
Northbrook, IL 60062  
**Phone:** 847-715-1215  
**Fax:** 847-715-1419

**Contact:** Norm Pflomm  
**E-mail:** norm.pflomm@maurice.net  
**Web site:** www.maurice.net  
**Products/Services Supplied:** Outdoor Sports, Fishing, Hunting, Camping, Cold Weather, Sportsman's Gifts, Rainwear, Marine, Sanitation products, RV accessories, Jerky etc  
**Represented by:** Maurice Sporting Goods  
Ware-house locations, Chicago, Atlanta, and Reno. Field staff of territory Managers and District Managers working with exchanges



**Maxi Saver Group, Inc.**

130 West 42nd. St. Room 705  
New York, NY 10036  
**Phone:** 212-391-0002  
**Fax:** 212-391-7666

**Contact:** Del Stella  
**E-mail:** delstella@maxisavergroup.com  
**Contact:** Steve Stella  
**E-mail:** sastella@maxisavergroup.com  
**Contact:** Geoff Kronik  
**E-mail:** gkronik@interbasemedia.com  
**Contact:** Linda Sharlin  
**E-mail:** lsharlin@optonline.net  
**Web site:** www.maxisavergroup.com

**Products/Services Supplied:** Maxi Saver Group publishes the military leader in their fields: Maxi Saver (coupons) Money Saver (price values). Reach every commissary worldwide and promotes more brands to military patrons than any other FSI and it is handout to patrons is stores worldwide. Money Saver is handed with in all CONUS commissaries with Maxi Saver. Take N' Save now introduces to the commissaries the leading retail coupon dispenser in the United States.



**McLane Company**

4747 McLane Parkway  
Temple, TX 76504

**Phone:** 254-771-7500  
**Fax:** 254-771-7097  
**Contact:** Steve Brady  
**Products/Services Supplied:** Supply chain solutions to help you buy better and sell smarter. Order with certainty and promote with confidence.



**MeadWestvaco**

**Consumer & Office Products**

4751 Hempstead Station Dr.  
Kettering, OH 45429

**Phone:** 800-541-6323  
**Fax:** 800-542-6323  
**Contact:** Nancy Cable  
**E-mail:** nancy.cable@mwv.com  
**Web site:** www.mead.com  
**Products/Services Supplied:** School Supplies, Office Supplies, Art Supplies, Organizers, Planners, Calendars, Stationery and Gifts.  
**Represented by:** Military Sales & Service



**Mechanix Wear Inc.**

28525 Witherspoon Pkwy.  
Valencia, CA 91355

**Phone:** 661-257-0474  
**Fax:** 661-257-9428  
**Contacts:** Bari Waack, Mark Hollenback  
**E-mail:** mhallenback@mechanix.com  
**Web site:** www.mechanix.com  
**Products/Services Supplied:** Glove Company

**Medline Industries, Inc.**

1 Medline Place  
Mundelein, IL 60060

**Phone:** 847-643-4509  
**Fax:** 847-949-2654  
**Contact:** Amy Lamberg  
**E-mail:** alamberg@medline.com



**Michael Angelo's Gourmet Foods, Inc.**

200 Michael Angelo Way  
Austin, TX 78728

**Phone:** 512-218-3500  
**Fax:** 512-218-3601  
**Contact:** Randy Mendoza  
**E-mail:** Rmendoza@michaelangelos.com  
**Products/Services Supplied:** Gourmet Italian Frozen Foods and Dinners.



**Mid Valley Products**

101 Merritt 7 Corporate Park  
Norwalk, CT 06851

**Phone:** 203-847-9666  
**Fax:** 203-847-0264  
**Contact:** Michael Stewart, President  
**Web Site:** www.midvalleyproducts.com  
**Products/Services Supplied:** beverages, dry groceries, frozen foods, health and beauty aids, meats, refrigerated good worldwide.

**Mid Valley is proud to represent the following companies (See our gatefold page A-D)**

Atkins Page D  
Goodsense Page C  
Mid Valley Products Page A  
Whitewave/Silk Page B

**See the Mid Valley Products Section beginning on page 221 for these important products.**

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Perdue Page 221  
Rowland/Cafe Bustelo Page 231  
SC Johnson Page 249  
Sargento Page 247  
Steaz Page 229  
Tetley Page 243  
WD-40 Page 235



**Military Produce Group LLC**

1106 Ingleside Road  
Norfolk, VA 23502

**Phone:** 757-852-2700  
**Fax:** 757-853-3468  
**Contact:** Dave Linder  
**E-mail:** Dlinder@mproducegroup.com  
**Web site:** MilitaryProduce.Com  
**Products/Services Supplied:** Military Produce Group (MPG) provides DeCA with over 400 SKU's of premium fresh fruits and vegetables, weekly pricing, promotions and utilizing our team of Produce Specialists assists with support of seasonal resets, contest, outreach projects, theme events and informal training.  
MPG works with the Small Business Administration, United States Department of Agriculture, Industry Commissions, State Agencies and other sources in an effort to support veteran owned and small disadvantaged businesses.

# DIRECTORY OF MILITARY RESALE SUPPLIERS



**Military Sales & Service Co.**  
5301 S. Westmoreland  
Dallas, TX 75237  
**Phone:** 214-330-4621  
**Fax:** 214-33-1740  
**Contact:** Rich Krug  
**E-mail:** rkrug@mssco.com  
**Web site:** www.mssco.com  
**Products/Services Supplied:** Chartered to provide superior marketing, sales and field service within the military resale channel. Supply chain management, supplier relationship management and customer relationship management.  
Service all exchange branches worldwide in all categories of merchandise.  
**Represented by:** MSS



**MillerCoors**  
311 10th Street, NH 552  
Golden, CO 80401-1295  
**Phone:** 303-277-5841  
**Fax:** 303-277-2614  
**Contact:** Bill Castleberry  
**Web site:** www.millercoors.com  
**Products/Services Supplied:** Provider of quality brewed beverage products.



**Mitchell Proffitt Company Inc.**  
5644 Doolittle Road  
Jacksonville, FL 32254  
**Phone:** 800-878-6404  
**Fax:** 904-783-3198  
**E-mail:** Mwang@mitchellproffitt.com  
**Web site:** www.mitchellproffitt.com  
**Products/Services Supplied:** Military Logo Souvenir & Novelty merchandise such as decals, license plates, tag frames, ball caps, insulated mugs, auto magnets & more  
**Represented by:** James Terry



**Morton Salt Company**  
123 N. Wacker Drive  
Chicago, IL 60606  
**Phone:** 830-228-5105  
**Fax:** 830-885-7258  
**E-mail:** lpetersen@mortonsalt.com  
**Web site:** www.mortonsalt.com  
**Products/Services Supplied:** Morton Table Salt Morton Kosher Salt Morton Sea Salt Morton Lite Salt Morton Salt Substitute Morton Ice Cream Salt Morton Nature's Seasons Morton/McCormick Salt/Pepper Shakers Morton System Saver Pellets Morton Rust Remover Pellets Morton Safe T Salt Morton Action Melt  
**Represented by:** Overseas Service Corporation

**Mrs. Fields Branded Retail**  
2855 E. Cottonwood  
Pkwy., Ste. 400  
Salt Lake City, Utah 84121  
**Phone:** 801-736-5600  
**Fax:** 866-796-5008  
**Contact:** Bob Rummel  
**E-mail:** rrummel@mrsfields.com  
**Web site:** www.mrsfields.com  
**Products/Services Supplied:** Shelf stable Mrs. Fields cookies.  
**Represented by:** U.S. Sales Corp.



**NEXCOM**  
3280 Virginia Beach Blvd.  
Virginia Beach, VA 23452  
**Phone:** 757-631-3890  
**Fax:** 757-631-3899  
**Contact:** Dan Desser  
**E-mail:** dan\_desser@nexweb.org



**National Industries for the Blind**  
1310 Braddock Place  
Alexandria, VA 22314  
**Phone:** 703-310-0500  
**Fax:** 703-310-0491  
**Contact:** Anne-Marie Wallace  
**Web site:** www.nib.org  
**Products/Services Supplied:** Skilcraft quality products, including household cleaning aids, gadgets, textiles, flatware, candies, bedding, computer accessories, and stationery products, manufactured by our associated agencies to provide job opportunities for people who are blind across America.



**Neckeze (Mind & Matter, Inc)**  
P.O. Box 337  
Huntley, IL 60142  
**Phone:** 847-669-0411  
**Fax:** 847-669-0401  
**E-mail:** info@neckeze.com  
**Web site:** www.neckeze.com



**Nestlé Infant Nutrition - Gerber**  
122 Jellico  
Southlake, TX 76092  
**Phone:** 817-337-0564  
**Fax:** 817-431-7980  
**Contact:** Jim Burkley  
**E-mail:** jim.burkley@us.nestle.com  
**Web site:** gerber.com  
**Products/Services Supplied:** Baby Formulas (Good Start), Baby Nutrition (Gerber), and Baby accessories, bottles, feeding and pacifiers (Gerber)



**Nestlé Purina Pet Care**  
Checkerboard Square -14T  
St. Louis, MO 63164  
**Phone:** 314-982-5265  
**Fax:** 314-982-2860  
**Contacts:** Brenda Crow  
Bcrow@purina.com  
Randall Mahon rmahon@purina.com

**New Customer Service Companies, Inc.**  
22894 Pacific Blvd.  
Sterling, VA 21066  
**Phone:** 703-707-1530  
**Fax:** 703-471-7759  
**Contact:** Phil Lyles  
**E-mail:** pyles@newcorp.com

**New York Apple Association**  
P.O. Box 350  
Fishers, NY 14453  
**Phone:** 585-924-2171  
**Fax:** 585-924-1629  
**Contact:** David McClurg  
**E-mail:** david@nyapplecountry.com



**The Nielsen Company**  
150 North Martingale Road  
Schaumburg, IL 60173  
**Phone:** 800-988-4226  
**Fax:** 847-605-2573  
**Contact:** Gina Miller-Mohr  
**E-mail:** Gina.Miller-Mohr@nielsen.com  
**Contact:** Karen Chin  
**E-mail:** Karen.chin@nielsen.com  
**Web site:** www.nielsen.com  
**Product/Services Supplied:** Supporting clients in every region: With employees and offices across more than 100 countries Nielsen helps clients in all parts of the world develop strong brands and winning growth strategies; Consumer Intelligence: The Nielsen Company measures markets and trends at the retail level to help clients: understand consumer behavior; assess competitive results; improve brand performance; develop and launch new products; identify new growth opportunities; Media Intelligence: Nielsen measures audiences for all types of electronic and print media on all platforms, enables clients to: understand media consumption; set the value of commercial time and space; monitor their competitors; plan and conduct campaigns; develop innovative media promotion methods; Business Intelligence: Nielsen helps businesses go to market more effectively and efficiently with business-to-business products and services in print, online and in-person: business-to-business media products and services; print, online and in-person; spanning entertainment, media and marketing, retailing, travel, performance, and design.  
By integrating services across The Nielsen Company, we're enabling clients to gain deeper insights into their consumers, optimize marketing investments and capitalize on their strongest opportunities: Integrated solutions = marketing advantage

**NK Hurst**  
230 W. McCarty St.  
Indianapolis, IN 46225  
**Phone:** 317-634-6425  
**Fax:** 317-638-1396  
**E-mail:** info@nkhurst.com  
**Web site:** nkhurst.com  
**Products/Services Supplied:** Ready-made bean soups, dried beans, and canned beans.  
**Represented by:** Sarvis Inc.



**Nikon**  
101C North Greenville  
Ave. PMB 39  
Allen, TX 75002  
**Phone:** 972-385-0192  
**Fax:** 972-239-5764  
**Contact:** Helen Song @ Watt  
Spohn Universal  
**Products/Services Supplied:** Nikon has a vast array of imaging products, including digital cameras, film scanners, software, speedlights, lens and film cameras.



**Ocean Spray Cranberries, Inc.**  
One Ocean Spray Drive  
Lakeville/Middleboro, MA 02349  
**Phone:** 508-946-1000  
**Fax:** 508-946-7718  
**Contact:** David Warren  
**E-mail:** dvarren@oceanspray.com  
**Web site:** www.oceanspray.com  
**Products/Services Supplied:** Ocean Spray cranberry drinks, grapefruit juice drinks, Cran Energy and other bottled and canned juices and drinks. Premium 100% Juice, Cranberry sauce, Craisins™ sweetened dry cranberries.



**Osram Sylvania**  
100 Enidcott Street  
Danvers, MA 01923  
**Phone:** 678-546-4840  
**Fax:** 678-546-4700  
**E-mail:** judy.thomas@sylvania.com  
**Web site:** www.sylvania.com  
**Products/Services Supplied:** Complete Line of Lighting and LED Products.  
**Represented by:** S&K Sales



**Overseas Service Corporation**  
1100 Northpoint Parkway, Suite 200  
West Palm Beach, FL 33407-1948  
**Phone:** 561-683-4090  
**Fax:** 561-683-4031  
**Contact:** Frank J. Hogan  
**E-mail:** Frank.hogan@overseasservice.com  
**Contact:** Paul Hogan  
**E-mail:** paul.hogan@overseasservice.com  
**Contact:** John.Hogan  
**E-mail:** john.hogan@overseasservice.com  
**Web site:** www.overseasservice.com  
**Products/Services Supplied:** Representation of leading brand-name consumer products, hardlines and softlines, to all commissaries and exchanges worldwide since 1947.

# Panasonic

**Panasonic**  
 One Panasonic Way  
 Secaucus, NJ 07094  
**Phone:** 770-236-8810  
**Cell Phone:** 770-335-3616  
**Contacts:** Phil Echols  
 William Poteet  
**Web site:** www.panasonic.com  
**Products/Services supplied:** Televisions/Home Theater, DVD Players, Cameras, Phones and home appliances.



**Pepsi-Cola Military Sales**  
 100 Summit Lake Drive  
 Valhalla, NY 10595  
**Phone:** 914-801-1749  
**Fax:** 914-801-1973  
**Contacts:** Bruce Bennett, Doug Fowler, Phil Grant, Mark Orzolek and Denise Passarella  
 Bruce Bennett  
 4772 Stone Road  
 Virginia Beach, VA 23457  
**Phone:** 757-301-3946  
**Fax:** 757-301-8303  
**Email:** bruce.bennett@pepsi.com  
**Web sites:** www.pepsi.com  
 www.pepsico.com

Doug Fowler  
 1800 Preston Park Blvd. - Ste. 225  
 Plano, TX 75093  
**Phone:** 972-801-1732  
**Fax:** 972-801-1777  
**E-mail:** doug.fowler@pepsi.com

Phil Grant  
 631 Natural Dam Rd.  
 Gettysburg, PA 17325  
**Phone:** 717-334-2916  
**Fax:** 717-334-2918  
**E-mail:** phil.grant@pepsi.com

Mark Orzolek  
 1501 West Washington Street  
 Petersburg, VA 23803  
**Phone:** 804-957-4029  
**Fax:** 804-861-9297  
**E-mail:** mark.orzolek@pepsi.com

Denise Passarella  
 100 Summit Lake Drive MD 4-500  
 Valhalla, NY 10595  
**Phone:** 914-801-1749  
**Fax:** 914-801-1973  
**Email:** denise.passarella@pepsi.com  
**Products/Services supplied:** Non-Alcoholic Beverages. Pepsi-Cola carbonated beverage brands, non-carbonated brands (Aquafina, SoBe, Lipton Iced Teas, Dole Juices, Starbucks Frappuccino, SoBe energy drinks and AMP Energy drinks.  
**Represented by:** C. Lloyd Johnson, an Acosta Company



**Pelican Products Inc.**  
 23215 Early Avenue  
 Torrance, CA 90505  
**Phone:** 310-326-4700, 800-473-5422  
**Fax:** 310-326-3311  
**Contact:** Lisa Ramirez  
**E-mail:** lramirez@pelican.com  
**Web site:** www.pelican.com/enc  
**Products/Services Supplied:** Advanced lighting systems and virtually indestructible cases for protecting valuable equipment.  
**Represented by:** In-house communications department



**Pentel of America, Ltd.**  
 4000 E Airport Rd Suite C  
 Ontario, CA 91761  
**Phone:** 800-421-1972  
**Fax:** 909-975-2299  
**Contact:** DeVerges Jones  
**E-mail:** djones@pentel.com  
**Web site:** www.pentel.com  
**Products/Services Supplied:** Writing instruments and art and craft supplies  
**Represented by:** Overseas Service Corp

**Pharmavite**  
 8510 Balboa Blvd.  
 Northridge, CA 91325  
**Phone:** 818-221-6200  
**Fax:** 818-221-6393  
**Contact:** Scott DeBlock  
**E-mail:** sdeblock@pharmavite.com  
**Web site:** www.pharmavite.com  
**Products/Services Supplied:** A global leader in the dietary supplement industry. Nature Made vitamins, herbs, solution based products. Soy Joy nutrition bar.



**Phillips Foods**  
 1215 E. Fort Avenue  
 Baltimore, MD 21230  
**Phone:** 443-263-1204  
**Fax:** 410-837-8526  
**Contact:** Elite Foods



**Pierre Foods, Inc.**  
 9990 Princeton Rd.  
 Cincinnati, OH 45246  
**Phone:** 800-543-1604  
**Fax:** 513-874-0326



**Playtex**  
 8515 Countrybrooke  
 Lutherville, MD 21093  
**Phone:** 410825-8131  
**Fax:** 410-825-1446  
**Contact:** Laura Hughes  
**Email:** laura.hughes@energizer.com



**Procter and Gamble**  
 15819 Hampton Glen Pl  
 Chesterfield, VA 23832  
**Phone:** 804-639-3098  
**Fax:** 804-639-3098  
**E-mail:** atwood.tm@pg.com  
**Web site:** www.pg.com  
**Products/Services Supplied:** laundry detergents, fabric softeners, household cleaning, air care, dish detergents, cosmetics, hair care, hair color, skin care personal cleansing, deodorant, men's care, blades and razors, batteries, oral care, personal health care, pet food, salted snacks, water purification, toilet tissue, paper towels, feminine hygiene, baby care, facial tissues, diapers,



**Profoot**  
 74 20th Street  
 Brooklyn, NY 11232  
**Phone:** 917-318-8089  
**Fax:** 718-965-9729  
**Contact:** Terry Bornstein  
**E-mail:** tbornstein@profootcare.com



**Promotion In Motion**  
 3 Reuten Drive  
 Closter, NJ 07624  
**Phone:** 712-957-3100  
**Fax:** 712-957-3110  
**Contact:** Marilee Edwards  
**E-mail:** medwards@promotioninmotion.com  
**Web site:** www.promotioninmotion.com  
**Product/Services supplied:** Welch's Fruit Snacks, Sunmaid Chocolate Raisins, and Fisher Chocolate Peanuts

**QTG**  
 555 W. Monroe Street  
 Chicago, IL 60661  
**Phone:** 312-821-7800  
**Contacts:** Joe Rink  
 Corwyn Madison  
 Joy McElrath  
**Products/Services Supplied:** Manufacturer and distributor of breakfast cereals, bars, snacks items, juices and isotonic beverages.



**R. J. Reynolds**  
 401 N. Main Street  
 Winston-Salem, SC 27102  
**Web site:** www.rjreynolds.com  
**Product/Services supplied:** Marlboro, Pall Mall, Newport, Doral, Camel, Camel SNUS and Kool.

**Radio Flyer Inc.**  
 6515 W. Grand Ave.  
 Chicago, IL 60707  
**Phone:** 773-637-7100  
**Fax:** 773-637-8874  
**Contact:** Customer Service  
**E-mail:** custserv@radioflyer.com  
**Web site:** www.radioflyer.com  
**Products/Services Supplied:** Since 1917, Radio Flyer has been making children's toys including wagons, tricycles, scooter, foot-to-floor, and other ride-ons.  
**Represented by:** United States Sales Corp./Debbi Patterson  
 3050 Regent Blvd. #150, Irving, TX 75063, 972-247-0900



**Reckitt Benckiser, Inc**  
 Morris Corporate Center IV  
 Interplace Parkway  
 Parsippany, NJ 07054  
**Phone:** 973-633-3600  
**Fax:** 973-633-3649  
**Web site:** www.reckittbenckiser.com



**Red Bull North America**  
 1740 Stewart St.  
 Santa Monica, CA 90404  
**Phone:** 310 460-5106  
**Fax:** 310460-5107  
**Contact:** Christopher Weatherford  
**Web site:** www.redbull.com

**Reese Military Sales**  
 2820 Branford Avenue  
 P.O. Box 40423  
 Nashville, Tenn. 37204  
**Phone:** 615-298-5774  
**Fax:** 615-298-9418  
**Contacts:** Larry Reese, Don Gillette, Matt Reese  
**E-mail:** larryreese@reese-inc.com  
**Web site:** www.reese-inc.com



**Resolute Partners**  
 Factory Square,  
 37 West Center Street - Ste. 301  
 Southington, CT 06489  
**Phone:** 203-271-1122  
**Fax:** 270-271-1460  
**Contact:** Michael Blanco  
**Web site:** www.resolutepartners.com  
**Products/Services Supplied:** Turnkey pay-to-use and free public internet access systems and other technology solutions.



# DIRECTORY OF MILITARY RESALE SUPPLIERS



**Revision Eyewear**  
3575 St. Laurent Blvd., Ste. 488  
Montreal, QC H2X 2T7  
Canada  
**Phone:** 514-849-1874  
**Fax:** 514-849-4228  
**Contact:** Poppy Charalambous  
**E-mail:**

**E-mail:** pcharalambous@revisioneyewear.com  
**Products/Services supplied:** Military Ballistic Eyewear. Research driven. Battle Proven. Dedicated to meet any challenge with success.

We provide the finest distortion-free optics and the ultimate ballistic protection for superior performance.



**Rich Products Corporation**  
P.O. Box 20670  
Saint Simons Island, GA 31522  
**Phone:** 912-638-5000  
**Fax:** 912-634-3104  
**Web site:** www.richproducts.com  
**Products/Services Supplied:** Manufactures a complete line of seafood, non-dairy, bakery products, and non-seafood appetizers specialties, available to military commissaries worldwide.



**Ruiz Foods**  
501 South Alta Ave.  
Dinuba, CA 93618  
**Phone:** 847-486-0899  
**Fax:** 847-512-0935  
**Contact:** Ed Shabaz  
**Web site:** www.ruizfoods.com  
**Products/Services Supplied:** Tornados, Burrito Singles and family packs, Supreme Burritos, Taquitos, Enchiladas, tamales, Quesdillas, Cruncheros, Fiesta Porl appetizers and Cheesecake bites.  
**Represented by:** Dunham & Smith



**S&K Sales Co.**  
2500 Hawkeye Ct.  
Virginia Beach, VA 23452  
**Phone:** 757-460-8888  
**Fax:** 757-468-1672  
**Contact:** Richard T. Ray  
**E-mail:** rray@sksales.com  
**Contact:** Richard Steinberg  
**E-mail:** rsteinberg@sksales.com  
**Contact:** William Poole  
**E-mail:** bpoole@sksales.com  
**Contact:** John W. Eakin  
**E-mail:** jeakin@sksales.com  
**Web site:** www.sksales.com  
**Products/Services Supplied:** Professional sales representation of consumer product companies to commissaries, post exchanges, ships afloat and veterans' canteens through three specialized sales forces.



**S.C. Johnson & Son Inc.**  
4700 W. Forest Peak  
Marietta, Ga. 30066  
**Headquarters:**  
1525 Howe Street  
Racine, Wisc. 54303  
**Phone:** 262-260-2000  
**Phone:** 770-977-2858  
**Fax:** 770-977-2867  
**Contact:** Dan Bochniak  
**E-mail:** djbochni@scj.com  
**Web site:** www.scjohnson.com  
**Products/Services Supplied:** Household and Personal Care Products (Glade, Pledge, Scrubbing Bubbles, Ziploc, Windex, Drano, Raid, Off, Edge, Skintimate, Shout).  
**Represented by:** D&S Agencies – Commissaries; Eurpac – Exchanges.



**SMI**  
Specialized Marketing International  
A Division of EURPAC Service Inc  
8220 Elmbrook Dr.  
Dallas, TX 75247  
**Phone:** 214-630-8771  
**Fax:** 214-630-8970  
**Contact:** John Gibson  
**Product/Services Supplied:** The premier sales and service organization representing manufacturers to military exchanges since 1951.



**Sanford Brands**  
3028 Dillion St.  
Baltimore, MD 21224  
**Phone:** 443-869-2032  
**Fax:** 888-658-3917  
**Contact:** Sean Collins  
**Products/Services supplied:** Sharpie, Papermate, Uniball, EXPO, Parker, Rolodex, DYMO, Waterman, Liquid Paper and Foohy.



**Sara Lee Food & Beverage**  
3500 Lacey Road  
Downers Grove, IL  
**Phone:** 630-598-6000  
**Fax:** 757-428-0169  
**Contact:** Keith Eubank  
**E-mail:** keith.eubank@saralee.com  
**Web site:** www.saralee.com  
**Products/Services Supplied:** Sara Lee Food & Beverage is a manufacturer of a complete line of retail and institutional meat products, coffee products, bread and sweet goods for military commissaries, exchange and service deli's worldwide.  
**Represented by:** Overseas Service Corp.



**Sargento Foods, Inc.**  
One Persnickety Place  
Plymouth, WI 53073  
**Phone:** 920-898-8484  
**Fax:** 920-893-5681  
**Contact:** Mike Bannon  
**E-mail:** mike.bannon@sargento.com  
**Web site:** www.sargento.com  
**Products/Service supplied:** Sargento Natural Cheese, Finisher's Salad and Potato toppings.  
**Represented by:** Dunham & Smith Agencies

Sargento is a family-owned company with a passion for cheese and cheese-based solutions. Sargento is proud to support the military community.



**Sarvis**  
6111 Gazebo Park Place North  
Jacksonville, FL 32257  
**Phone:** 904-292-9009  
**Fax:** 904-2222929227  
**Contact:** Richard S. Sarvis  
**E-mail:** richard.sarvis@sarvisinc.com  
**Contact:** Bob Alexander  
**E-mail:** bob.alexander@sarvisinc.com  
**Contact:** Theresa Alexander  
**E-mail:** theresa.alexander@sarvisinc.com  
**Web site:** www.sarvis.com  
**Products/Services Supplied:** A world wide military broker for the military commissaries system and the military exchanges for all services. The company's mission is building long-term profitable growth for the manufacturers it represents by providing dependable, accountable, and professional services. The company provides skilled and creative business management; a single point of contact to develop the business; a knowledgeable and productive Headquarters team; separate worldwide sales divisions for commissary and exchanges, accurate, timely and cost-effective administration of the business; on shelf execution.



**Schering Plough Healthcare**  
3 Connell Dr. - 8th Fl.  
Berkeley Heights, NJ 07922  
**Phone:** 972-759-2102  
**Fax:** 561-242-1012  
**Contact:** Brian Douglas  
**Represented by:** Overseas Service Corporation

**Schick**  
8515 Countrybrooke  
Lutherville, MD 21093  
**Phone:** 410-825-8131  
**Fax:** 410-825-1446  
**Contact:** Laura Hughes  
**E-mail:** Laura.hughes@energizer.com



**Serta International**  
2600 Forbs Avenue  
Hoffman Estates, IL  
60192  
**Phone:** 847-645-0200  
**Fax:** 847-747-0558  
**Contact:** Lou Leyva  
**E-mail:** Lleyva@sertanational.com



**Web site:** sertacom  
**Products/Services Supplied:** Serta products which include- Perfect Day, Vera Wang, Perfect Sleeper, Pure Response Memory Foam and Sertapedic Mattresses.  
**Represented by:** Marketing Plus (972) 721-9755



**Sergeant's Pet Care**  
2625 South 158th Plaza  
Omaha, NE 68130-1770  
**Phone:** 800-228-9031  
**Products/Services Supplied:** Pet care products



**Shasta Sales**  
A Subsidiary of National Beverage Corp.  
One N/ University Drive  
Ft. Lauderdale, FL 33324  
**Phone:** 954-581-0922  
**Contacts:** W. B (Dusty) Shuman, Charles Maier, Joe Salonia  
**Web site:** www.shastapop.com  
**Products/Services Supplied:** Shasta Sales, Inc. is a subsidiary company of National Beverage Corp. Ft. Lauderdale, FL. Highly innovative manufacturer of refreshment products consisting of Shasta flavored carbonated soft drinks, RipIt Energy Fuel Drinks, MEGA Sports Vitamin enhanced replenishment drinks, Vitamin enhanced Ever Fresh Juices, LaCroix flavored sparkling waters, Crystal By Flavored sparkling water, Cascadia flavored sparkling waters.



**Snyder's of Hanover, Inc.**  
1250 York Street; PO Box 6917  
Hanover, PA 17331-0971  
**Phone:** 800-233-7125  
**Fax:** 717-632-7207  
**Contact:** John Killion  
**E-mail:** johnk@snyders-han.com  
**Web site:** www.snydersofhanover.com  
**Products/Services Supplied:** Snyder's of Hanover Pretzels Snyder's of Hanover Tortilla Chips Snyder's of Hanover MultiGrain Snacks Snyder's of Hanover EatSmart Snacks Snyder's of Hanover Organic Pretzels Padrinos Tortilla Chips Jay's Potato Chips Jay's Pretzels O-Ke-Doke Popcorn Kruncher's Brand Potato Chips  
**Represented by:** Dixon Marketing, Inc.



**Sony Hawaii Company**  
960 Mapunapuna Street  
Honolulu, HI 96819  
**Phone:** 757-499-8901  
**Fax:** 757-301-8607  
**Contact:**  
**E-mail:** robert.berg@am.sony.com  
**Web site:** www.sony.com  
**Products/Services Supplied:** Audio-video supplier to the Military Exchange System, to include TV, Home Video, Home Audio, Personal Audio, Vaio, I.T., Camcorders and Digital Cameras  
**Represented by:** Specialized Marketing Corporation  
Sales of Sony related products to all exchanges worldwide.

**Soy Basics, LLC.**  
375 Industrial Ave.  
New Hampton, IA 50659  
**Phone:** 641-394-6313  
**Fax:** 641-394-5822  
**Contact:** Peggy Stover  
**E-mail:** pstover@soybasics.com

**Streamlight**  
30 Eagleville Rd.  
Eagleville, PA 19403  
**Phone:** 610-631-0600  
**Fax:** 610-631-0712  
**Contact:** Loring Grove  
**E-mail:** lgrove@streamlight.com  
**Web site:** www.streamlight.com  
**Products/Services supplied:** Streamlight is committed to providing you with lights to give you every advantage. tough, durable, virtually indestructible.  
Flip top filters that preserve night vision. Laser assist for accurate aiming. Patented shock-proof xenon bulbs.  
Lightweight hand-held and fun-mounted tactical lights.



**Subway**  
325 Bic Drive  
Milford, CT 06460  
**Phone:** 203-877-4281  
**Fax:** 203-783-7732  
**Contacts:** Chuck Denicolo  
Sydney Griffin  
**Web site:** www.subway.com  
**Products/Services Supplied:** Besides being number one for the Submarine Sandwich Category, the Subway chain has received the distinction as being the number one Franchise opportunity for 15 of the past 21 years.



**Sunny Delight Beverages Co.**  
4747 Lake Forest Dr.  
Blue Ash, OH 45242  
**Phone:** 513-483-3363  
**Fax:** 513-483-3396  
**Contact:** Russ Mill  
**E-mail:** russ.mills@sunnyd.com  
**Product/Services supplied:** Sunny Delight Beverages include SunnyD and SunnyD Orange Blends.



**Tactical Gear Distributors, Inc.**  
14085 Crown Court  
Woodbridge, VA 22193  
**Phone:** 866-529-5575

**Treadstone LLC**  
P.O. Box 583  
Camden, ME 04843  
**Phone:** 207-236-3034  
**Contact:** Fritz Homans  
**E-mail:** treadstonellc@aol.com

**Twinz**  
C/O Alder Foods  
One Foxhill Dr.  
Walpole, MA 02081  
**Phone:** 508-660-1993  
**Fax:** 508-660-8816  
**Products/Services Supplied:** This facility offers one stop shipping and storage solutions for consolidating frozen products.



**Tyson Foods, Inc.**  
P.O. Box 22020, CP651  
Springdale, AR 72764-2020  
**Phone:** 479-290-8190  
**Fax:** 479-290-7947  
**Contact:** Fletcher Dawson  
**E-mail:** fletcher.dawson@tyson.com  
**Contact:** Dennis Jones  
**E-mail:** dennis.jones@tyson.com  
**Web site:** www.tysonfoodsinc.com  
**Products/Services Supplied:** Processors and packers of protein products under the Tyson, Tastybird, Jordon and Wright's brands. Product assortment includes fresh poultry/beef/pork, ready to eat frozen poultry, ready to cook poultry/beef/pork, roasted chicken; Cornish hens; refrigerated dinner meats/ingredient meats/bacon/lunchmeat; chilled packaged meats and cheeses; shelf stable protein products.



**U.S. Allegiance, Inc.**  
63075 NE 18th St.  
Bend, OR 97701-9981  
**Phone:** 541-330-6282  
**Contact:** Steve Crawford  
**E-mail:** scrawford@iplledge.com  
**Web site:** www.iplledge.com  
**Products/Services Supplied:** Primary producer of postcards, decals, souvenirs, custom greeting cards and other branded merchandise.



**U.S. Nutrition**  
2100 Smithtown Avenue  
Ronkonkoma, New York 11779  
**Phone:** 561-798-8766  
**Fax:** 561-792-2309  
**Contact:** Colleen Davis  
**E-mail:** cdavis@nbt.com  
**Web site:** www.NBTY.COM  
**Products/Services Supplied:** NBTY is a leading global vertically integrated manufacturer, marketer and distributor of a broad line of high-quality, value-priced nutritional supplements in the United States and throughout the world. Under a number of NBTY and third party brands, the Company offers over 22,000 products, including products marketed by the Company's Nature's Bounty® (www.NaturesBounty.com), Vitamin World® (www.VitaminWorld.com), Puritan's Pride® (www.Puritan.com), Holland & Barrett® (www.HollandAndBarrett.com), Rexall® (www.Rexall.com), Sundown® (www.Sundownnutrition.com), MET-Rx® (www.MetRX.com), WORLDWIDE Sport Nutrition® (www.SportNutrition.com), American Health® (www.AmericanHealthUS.com), GNC (UK)® (www.GNC.co.uk), DeTuinen® (www.DeTuinen.nl), LeNaturiste™ (www.LeNaturiste.com), SISU® (www.SISU.com), Solgar® (www.Solgar.com), Flexamin® (www.Flexamin.com), Knox® (www.Knox.com) and Ester-C® (www.Ester-C.com) brands.  
**Represented by:** C. Lloyd Johnson, an Acosta Company



**U.S. Sales Corp.**  
P.O. Box 2688  
Virginia Beach, VA 23450  
**Phone:** 757-340-4000  
**Fax:** 757-463-3021  
**Contact:** Louis P. Snyder  
**E-mail:** lsnyder@ussalescorp.com  
**Web site:** www.ussalescorp.com  
**Products/Services Supplied:** Manufacturer's representative agency-sales and service to all U.S. Military Exchange Activities worldwide. Exclusive manufacturer's portfolio includes approximately 40 major brands. Office in Dallas, TX and Virginia Beach.



**U.S. Smokeless Tobacco Brands, Inc.**  
Street 6 High Ridge Park, Building A  
Stamford, CT 06905-1323  
**Contact:** Scott Wingert  
**E-Mail:** rwingert@usthq.com  
**Web site:** www.usmokelesstobacco.com  
**Product/Services Supplied:** Smokeless Tobacco products to include: Copenhagen, Cope, Skoal, Red Seal, Husky, and Rooster.  
**Represented by:** Dunham & Smith Agencies

**USA Pear (Pear Bureau NW)**  
4382 SE International Way-Suite A  
Milwaukee, OR 97222  
**Phone:** 503-652-9720  
**Fax:** 503-652-9721  
**Contact:** Dennis James

**Unilever**  
75 Merritt Blvd.  
Trumbull, CT 06611  
**Phone:** 203-381-3397  
**Fax:** 203-381-2136  
**Contact:** Bob Fogel  
**E-mail:** bob.fogel@unilever.com  
**Web site:** www.unilever.com  
**Products/Services Supplied:** Knorr, Lipton, Bertolli, Country Crock, Slim Fast, Brummel & Brown, I Can't Believe It's Not Butter, Imperial, Promise, Hellman's Best Foods, Skippy, Wish-Bone, Ragu, Axe, Degree, Dove, Sauve, Q-Tips, Pond's, Vaseline, Sunsilks, Lever2, Caress, Breyers, Good Humor, Klondike, Popsicle, Ben & Jerry's.  
**Represented by:** Sarvis, Continental Sarvis & Webco.



**UPS Supply Chain Solutions**  
4455 Stonecraft Blvd.  
Chantilly, VA  
20151-1740  
**Phone:** 703-332-6200  
**Fax:** 703-332-6210  
**Contact:** Chris Kelso  
**Phone:** 214-312-3917  
**Fax:** 214-312-3984  
**Products/Services Supplied:** Providing service to the military and working closely with the military resale network. UPS Supply Chain Solutions is a single-source provider for logistics and distribution, transportation and freight services.



**UTZ Quality Foods, Inc.**  
900 High Street  
Hanover, PA 17331  
**Phone:** 717-637-6644  
**Fax:** 717-637-1058  
**Contact:** Jim Little  
**Web site:** www.utzsnacks.com  
**Products/Services Supplied:** Leading makers of potato chips in the U.S. and also produces other salty snacks such as corn chips, pretzels, popcorn and cheese curls.



**VPX Sports (Redline)**  
15751 SW 41 Street #300  
Davie, FL 33331  
**Phone:** 800-954-7904  
**Fax:** 954-641-4960  
**Products/Services Supplied:** VPX Sports Nutrition produces the highest-grade sports nutrition supplements on the market.

# DIRECTORY OF MILITARY RESALE SUPPLIERS



**Watt/Spohn Universal**  
13717 Welch Road  
Dallas, Texas 75244  
**Phone:** 972-385-0192 x310  
**Fax:** 972-239-5764  
**Contact:** Cory Belkov  
**E-mail:** belkovc@wattspohn.com  
**Web site:** www.wattspohn.com  
**Products/Services Supplied:** Represents leading brands in Electronics, Photo, Automotive, Hardware, Housewares, HBC, Outdoor Living and Sporting Goods Department.

Watt/Spohn Universal is a Worldwide, Full Service Sales and Marketing company based in Dallas, Texas.

WSU employees support personnel throughout 15 countries. Retail support solutions are provided to all branches of the Military Resale System with a vast array of services from merchandising to hi-tech information reporting.

The company was founded in 1986 and has been a "premier brand" representative since inception.



**Webco General Partnership**  
3635 Concorde Parkway, Suite 700  
Chantilly, VA 20151  
**Phone:** 703-653-1400  
**Fax:** 703-653-1510  
**Contact:** Walter Buckert  
**E-mail:** wbuckert@webcogp.com  
**Contact:** Joe Olding  
**E-mail:** jolding@webcogp.com  
**Contact:** Rick Thomas  
**E-mail:** rthomas@webcogp.com  
**Contact:** Roy Thomas  
**E-mail:** roy\_thomas@webcogp.com  
**Products/Services Supplied:** Worldwide sales representation to commissaries, exchanges, veterans canteens and ships afloat stores with unsurpassed specialized service coverage at resale headquarters and at store level.

**Webco Hale**  
2301 Ingleside Road  
Norfolk, VA 23513  
**Phone:** 703-653-1451  
**Fax:** 703-991-0607  
**Contact:** Rick Thomas  
**E-mail:** rthomas@webcogp.com  
**Products/Services Supplied:** Distributor to Veterans Canteen Service, Navy Ships Afloat, Coast Guard Exchange Service, and Marine Corps Exchanges. Consolidate orders and ship to individual stores that would otherwise have trouble making minimums. Webco Hale distributes a variety of items including HBC, food and electronic items.

**Systems 2000 (Webco)**  
3635 Concorde Parkway,  
Suite 700  
Chantilly, VA 20151  
**Phone:** 703-653-1420  
**Fax:** 703-653-1523  
**Contact:** Tim Ivey  
**E-mail:** tivey@system2k.com  
**Contact:** Adriana Tronto  
**E-mail:** atronto@system2k.com  
**Products/Services Supplied:** Systems 2000 offers manufacturers financial, administrative and marketing services as an efficient vehicle to sell to the Military Resale System.



**Wiley X, Inc.**  
7491 Longard Road  
Livermore, CA 94551  
**Phone:** 800-776-7842  
**Fax:** 925-455-8860  
**Contact:** Ray Hill  
**E-mail:** Ray@wileyx.com  
**Web site:** www.wileyx.com  
**Products/Services Supplied:** Ballistic/ ANSI certified Sunglasses and Goggles. Flame Resistant/Combat Gloves  
**Represented by:** Williams & Associates  
U.S. Veteran Owned



**YUM Brands**  
5341 Stiles Lane  
Pace, FL 32571  
**Phone:** 850-994-1844  
**Fax:** 850-995-1735  
**Contact:** Elizabeth Phillips  
**E-Mail:** elizabethphillips@pizzahut.com  
**Products/Services Supplied:** Affiliate member whose the parent company for Pizza Hut, Taco Bell, KFC, A&W Long John Silvers and Wing Street



**Zojirushi America Corp.**  
1149 W. 190th Street - Ste. 1000  
Gardena, CA 90248  
**Phone:** 972-818-4386  
**Fax:** 972-818-7308  
**Contact:** GET Marketing  
**Products/Services Supplied:** Zojirushi products are designed and engineered to perform as well as they look – Rice cookers, Stainless Thermal Carafe Coffee makers and Breadmakers.

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