
DIRECTORY OF THE PICKLING INDUSTRY 2021 EDITION

WITH MEMBERS IN 13 COUNTRIES

**Canada
Finland
Germany
India
Japan
Mexico**

**Netherlands
Sri Lanka
Sweden
Switzerland
Turkey
United Kingdom
United States**

PPI wishes to thank its members for their continued support.



PICKLE PACKERS INTERNATIONAL, INC.
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www.ilovepickles.org

TABLE OF CONTENTS

Board of Directors.....	pg. 3
Staff	pg. 4
Past PPI Presidents.....	pg. 4
Hall of Fame Award	pg. 5
Silver Shadow Award	pg. 5
Committees	
Executive Committee.....	pg. 6
Future Leaders	pg. 6
Agricultural Research Committee	pg. 7
Agricultural Research Fund	pg. 8
Manufacturing & Technology Committee.....	pg. 8
Supplier Advisory Committee	pg. 9
U.S. Department of Agriculture, ARS	pg. 10
The Pickle Scientific Community	pg. 11
International Pickle Associations	pg. 12
PPI Member Company Index	pg. 13
Member Listings	
Manufacturers.....	pg. 15
Green Shippers & Salters.....	pg. 24
Brokers	pg. 28
Associates	pg. 29
Products & Services	pg. 39
Brand Names of PPI Member Companies.....	pg. 40
Code of Ethics	pg. 42
Application for Membership	pg. 43
Calendar of Events	pg. 49

BOARD OF DIRECTORS

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CLASS OF 2021

John Cates
Patrick Desson
Chris Dyk
Daniel Hartung
Pat Hunn
Susan Lewis

Addis Cates Co., Inc., Parkton, NC
Bay Valley Foods, Green Bay, WI
Nunhems USA, Inc., Marne, MI
Hartung Brothers, Inc., Madison, WI
First Place Foods, LLC, Garland, TX
Claussen Pickle Co. – A Division of The Kraft Heinz Co., Woodstock, IL

CLASS OF 2022

Bill Bryan
Matt Lauria
Lou Rosenmayer
Randy Spence
John Swanson

Mt. Olive Pickle Company, Inc., Mt. Olive, NC
American International Foods, Inc., Ada, MI
M.J. Rosenmayer Co., Beverly Hills, CA
Conagra Brands, Imlay City, MI
Swanson Pickle Co., Ravenna, MI

CLASS OF 2023

Phil Denlinger
John Harris
Mike Kenny
Michael Stanek
Max Troyer
Fred Turk

Mt. Olive Pickle Company, Inc., Mt. Olive, NC
IPL Inc., St. Damien, Quebec, Canada
Kenny Inc., Merrill, MI
Bay Valley Foods, Inc., Green Bay, WI
Sechler's Pickles, Inc., St. Joe, IN
Falkner Produce, Decatur, MI

PAST PRESIDENTS

Michael Maney

GLK Foods, Appleton, WI

STAFF

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PAST PPI PRESIDENTS

William Blom	1893-1897	L. Evert Landon	1960-1961	Gerry Lales	1997
William Ballinger	1898-1915	John N. Walker	1962-1963	David Wenner	1998
G.B. Gehlert	1916-1918	Robert G. Schramek	1964-1965	Stephen Collette	1999
F.A. Brown	1919-1921	Paul N. Walker	1966-1967	King Pharr	2000
C.B. Crandell	1922-1923	Walter Bick	1968-1969	Jon Gallo	2001
L.W. Hathaway	1924-1925	William A. Murray	1970-1971	Rod Bacon	2002
E.S. LaFrance	1926-1928	Michael Bershad	1972-1973	Jeff Tuttle	2003
Lees Ballinger	1929-1931	Russel H. Post	1974-1975	David Sechler	2004
G.S. Callender	1932	Gedney Tuttle	1976-1977	Gary Mader	2005
L.H. Bond	1933-1934	G. Richard Peers	1978-1979	Jim DePrima	2006
E.S. LaFrance	1935-1940	Ronald M. Funk	1980	Michael Maney	2007
F. Olney Brown	1941-1942	Robert F. Antoine	1981-1982	Michael Wuller	2008
Lewis Sherman	1943	Delos H. Wallace	1983-1984	Max Troyer	2009
John A. Miller	1944-1945	John Lillie	1985-1986	Gary Tritt	2010
Lewis A. Hirsch	1946-1947	Sidney Farnsworth	1987-1988	Bill Bryan	2011
Harry L. Conley	1948-1949	Kenneth Hirsch	1989-1990	Mike Hescott	2012
Leon S. Glaser	1950-1951	James Greisinger	1991-1992	Phil Denlinger	2013
James M. Irwin	1952-1953	Gregg Mercer	1993	Pat Hunn	2014-2015
Edward S. Guggenheimer	1954-1955	Bill Bryan	1994	Randy Spence	2016
Harry A. Tuttle	1956-1957	H. Richard Steinfeld	1995	Mike Toadvine	2017
W.E. Dailey, Jr.	1958-1959	Jerry Shoup	1996	Ron Hook	2018
				Michael Maney	2019-2020

HALL OF FAME AWARD

The William R. Moore Hall of Fame award is the highest regularly bestowed award of Pickle Packers International, Inc., and is designated for those individuals who make the greatest significant contributions to the advancement and protection of the pickle industry by supplying technical service, basic research or inventions of exceptional benefit. It is intended for those in the disciplines supplying services to the industry as well as unsurpassed leadership.

RECIPIENTS

- | | |
|--|---|
| 1955 – Dr. Joseph Urschel
Urschel Laboratories | 1976 – Bernard C. Eisenberg
Solbern Corp. |
| 1956 – Homer Ohlhaber
White Cap Co. | 1979 – Dr. Henry Fleming
U.S. Food Fermentation Laboratory USDA |
| 1958 – Dr. J.L. Etechells
U.S. Food Fermentation Laboratory USDA | 1981 – Dr. John Bowers
Dr. Monroe J. Goode
University of Arkansas |
| 1960 – D.J. Ridenour
Stange Co. | 1983 – Dr. Ralph N. Costilow
Michigan State University |
| 1962 – Dr. J.C. Walker
Department of Plant Pathology,
University of Wisconsin | 1985 – Dr. Richard L. Lower
University of Wisconsin |
| 1964 – Lewis H. Jones
Food Packers Equipment Co. | 1987 – John Bohan
Burson Marsteller, Inc. |
| 1966 – Dr. S.K. Ries
Department of Horticulture,
Michigan State University | 1989 – William R. Moore
PPI, Inc. |
| 1968 – Dr. W.C. Barnes
Clemson University | 1993 – Walter E. Byerley
PPI Legal Counsel |
| 1970 – Fred M. Brainard
Standard Metal Production Co. | 2011 – Dr. Roger McFeeters
US Food Fermentation Laboratory USDA |
| 1972 – Dr. C.E. Peterson
USDA Crops Research Lab,
University of Wisconsin | 2012 – Dr. Ron Buescher
University of Arkansas |
| 1974 – Dr. R.L. Sellars
Chr. Hansen's Lab | 2013 – Richard Silverman
PPI Legal Counsel |
| | 2017 – Gary Mader
Claussen Pickle C |
| | 2020 – Dr. Todd C. Wehner
North Carolina State University |

SILVER SHADOW AWARD

This award was created to recognize individuals who provide significant contributions to the pickle industry. The Silver Shadow Award is symbolized by a candelabra and its shadow and is meant to illustrate that any industry is only the lengthened shadow of the great men who have worked tirelessly to build it. Presented only six times in the past 41 years, the Silver Shadow Award conveys an exceptional sense of distinction.

RECIPIENTS

- | | |
|--|--|
| 1970 – F. Olney Brown
Beatrice Foods (Squire Dingee) | 1993 – John Neal Walker
Mt. Olive Pickle Company, Inc. |
| 1978 – Lewis Hirsch
Paramount Foods, Inc. | 1999 – Gedney Tuttle
M.A. Gedney Company |
| 1989 – William R. Moore
Pickle Packers International, Inc. | 2011 – James Greisinger
Bay Valley Foods |
| | 2016 – Donald Swanson
Swanson Pickle Co., Inc. |

EXECUTIVE COMMITTEE

STATEMENT OF OBJECTIVES

The Board of Directors may elect from the Board, by a majority vote of the whole Board, three persons who, together with the President and Vice Presidents, shall constitute the Executive Committee. Except as otherwise provided by law, the Executive Committee shall possess and exercise the powers of the Board of Directors in the management and direction of the affairs of the Association in the interim between meetings of the Board of Directors. The Executive Committee also serves as the Budget & Finance Committee. The Executive Committee members include:

NOAH BASS, *Chair*
Best Maid Products, Inc.

Legal Counsel
MARTIN HAHN
Hogan Lovells

MICHAEL KENNY
Kenny, Inc.

BILL BRYAN
Chair, Budget & Finance
MT. Olive Pickle Company, Inc.

DAN HARTUNG
Hartung Brothers, Inc.

JOE MCCLURE
McClure Pickles

JAY JANICKE
Mr. Chips, Inc.

JOHN SWANSON
Swanson Pickle Co, Inc.

FUTURE LEADERS

STATEMENT OF OBJECTIVES

To prepare a younger generation of leaders for future roles in PPI governance. To review and become familiar with existing programs and services and explore outside-the-box ideas for possible consideration by the Board of Directors. Such ideas may include new research initiatives and funding, educational opportunities, member and public communications, advances in technology, strategic planning, membership development, and more.

The committee shall be comprised of seven individuals from separate member companies – three representing Manufacturers, three representing Salters/Green Shippers, and one representing Associates. The Future Leaders members include:

MEGHAN KENNY, *Chair*
Kenny, Inc.

RAY CRUZ
Hartung Brothers, Inc

DWIGHT JEPSON
Bay Valley Foods

PAULINA COSTA
Kalsec, Inc.

COLLIN HUNN
First Place Foods,
LLC

RACHEL LANGE
GLK Foods

MATT SWANSON
Swanson Pickle Co., Inc.

AGRICULTURAL RESEARCH COMMITTEE

MISSION STATEMENT

The mission of the Agricultural Research Committee is to support agricultural development as it pertains to seed research, disease resistance, agricultural practices, and other emerging issues that require the attention of the research sector. The Agricultural Research Committee members include:

FRED TURK, Chair
Falkner Produce

BRUCE ATKINS
B&G Foods, Inc.

DAVID BAQUERIZO
Seminis Vegetable
Seeds

JOHN CATES
Addis Cates Co., Inc.

GARY CROWE
Conagra Brands

PHIL DENLINGER
Mt. Olive Pickle
Company, Inc.

CHRIS DYK
Nunhems USA, Inc

HECTOR FLORES
M.J. Rosenmayer
Company

CRAIG GIELOW
Gielow Pickles, Inc.

ROBERT GROHS
Rijk Zwaan B.V.

DAN HARTUNG
Hartung Brothers, Inc

JOE HAUSBECK
Hausbeck Pickle Co.

MIKE HESCOTT
Freestone
Pickle
Company, Inc.

RANDY HUGO
Bay View Food
Products Co.

DWIGHT JEPSON
Bay Valley Foods

THOMAS JOYNER
Nash Produce

MIKE KENNY
Kenny, Inc.

KEN MCCAMMON
Bejo Seeds, Inc.

JOHN SWANSON
Swanson Pickle Co., Inc.

MAX TROYER
Sechler's Pickles, Inc.

JEFFREY WIESE
Ripon Pickle Co., Inc.

Advisor
DR. MICHAEL HAVEY
USDA/ARS Vegetable
Crops Research Unit,
U. of Wisconsin

RESEARCH PRIORITIES (revised October 2020)

The PPI Agricultural Research Committee supports agricultural development in cucumbers, peppers and cabbage as it pertains to seed research, disease resistance, agricultural practices, and other emerging issues that require the attention of the research sector. The Committee looks more favorably toward research proposals that leverage industry contributions to obtain federal, state and local grants, and that utilize a research team approach – multiple researchers from multiple institutions – to solve industry problems. The top research priorities are:

1. Disease resistance and control with special emphasis on Downy Mildew and Phytophthora capsici
2. Production yield
3. Food Safety — Field to Fork
4. Quality issues and cultural practices, such as:
 - a. Fertility issues
 - b. Machine harvest adaptability
 - c. Material handling tolerance
 - d. Organic production
 - e. Weed and pest resistance and control
5. Pepper weevil control

AGRICULTURAL RESEARCH COMMITTEE

AGRICULTURAL RESEARCH FUND

Contributions to the Fund remain voluntary; however, contributions are more broadly solicited from throughout the industry, including non-association members and industry allies. The Agricultural Research Committee contributing member firms include:

Addis Cates Co., Inc.

B&G Foods, Inc.

Bay Valley Foods

Bay View Food Products Co.

Bejo Seeds, Inc.

Conagra Brands

Falkner Produce

Freestone Pickle Company, Inc.

Gielow Pickles, Inc.

Hartung Brothers, Inc.

Hausbeck Pickle Co.

Kenny, Inc.

M.J. Rosenmayer

Company

Mt. Olive Pickle Company,

Inc.

Nash Produce

Nunhems USA, Inc.

Ontario Processing

Vegetable Growers

Rijk Zwaan B.V.

Ripon Pickle Co., Inc.

Sechler's Pickles, Inc.

Seminis Vegetable Seeds

Swanson Pickle Co., Inc.

MANUFACTURING & TECHNOLOGY COMMITTEE

MISSION STATEMENT

The mission of the Manufacturing & Technology Committee is to support the members of the association through research, education, government relations, and investigations of matters critical to the manufacturing sector of our industry. The Manufacturing & Technology Committee members include:

FLETCHER ARRITT, *Chair*

Mt. Olive Pickle Company, Inc.

JEFF KNAPP, *Vice Chair*

Klein Pickle Co., Inc

MATT DEWAN

Bay Valley Foods

BRUCE DORN

Van Holten's

KATIE HENSLEY

Swanson Pickle Co., Inc.

RANJEET KLAIR

Marcatus QED, Inc.

SUSIE LEWIS

Claussen Pickle Co. – A Division
of The Kraft Heinz Company

CARA TABOR

Conagra Brands

MAX TROYER

Sechler's Pickles, Inc.

TERRY VIEGUT

GLK Foods

JOHN WILSON

First Place Foods, LLC

MICHAEL WULLER

Best Maid Products, Inc.

Advisors

DR. FRED BREIDT

DR. SUZANNE JOHANNINGSMEIER

DR. ILENYS PÉREZ-DIAZ

U.S. Department of Agriculture

Agriculture Research Service

Food Science Research Unit

SUPPLIER ADVISORY COMMITTEE

STATEMENT OF OBJECTIVES

The Supplier Advisory Committee (SAC) was formed to advise the Pickle Packers International Board of Directors on matters related to the Associate Category (suppliers) of PPI.

SAC will assist in reviewing programs for the spring and annual meetings, recommending changes to improve productivity of meetings and their overall value to the membership.

SAC will be actively involved in new member recruitment by identifying member prospects and making initial and follow-up contact as requested by PPI staff. The Supplier Advisory Committee members include:

RYAN RUGGIERE, *Chair*
Con Pac South Inc.

JEFF DYER
Berry Global

KISHOR NAIK
Global Green Company Limited

DAN BROWN
SunWest Ingredients

JOHN HARRIS
IPL Inc

BARRY SAK
Pretium Packaging LLC

JEFF CRACE
Garlic King

MATT LAURIA
American International Foods, Inc.

CHRIS WARE
HM.Clause, Inc.

CHRIS DYK
Nunhems USA, Inc

WELCH LIVINGSTON
Mizkan Americas, Inc



U.S. DEPARTMENT OF AGRICULTURE, ARS

NORTH CAROLINA – U.S. DEPARTMENT OF AGRICULTURE, ARS

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Vegetable Crops Research Unit

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THE PICKLE SCIENTIFIC COMMUNITY

A roster of leading scientists who are researching ways to develop and protect the pickled vegetable industry of the world

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INTERNATIONAL PICKLE ASSOCIATIONS

GERMAN ASSOCIATION OF THE FRUIT, VEGETABLE & POTATO PROCESSING INDUSTRY

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Stute Nahrungsmittelwerke
GmbH & Co. KG

Willi Stollenwerk

J. & W. Stollenwerk oHG

Ernst-Rainer Schnetkamp

Schnetkamp GmbH & Co. KG

Michael Durach

Develey Senf & Feinkost GmbH

EXECUTIVE BOARD

Werner Koch

Executive Secretary, Head of European
Office Brussels
resp.: Fruit Processors' Section

Horst-Peter Karos

Executive Secretary
resp.: Potato Processors' Section

Christoph Freitag

Executive Secretary, Press Relations Officer
resp.: Vegetable and Pickle
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Bettina Breuer

Executive Assistant
resp.: European Office Brussels



ABOUT BOGK

The German Association of the Fruit, Vegetable and Potato Processing Industry (BOGK) is the voice of the sixth largest industrial sector in the German food and drink industry. Its 70 member companies mostly are medium-sized family businesses. BOGK is structured into four specialized groups, one for each section; the Pickle (and "sour" vegetables) Section has 20 members.

In Germany and Europe BOGK is a recognized partner of administrators and policy makers—from the German Bundestag to the EU Commission. Its aim is to shape economic, agricultural and environmental policy. BOGK supports its members in business relations with the retail sector. It offers assistance when seeking solutions to technological challenges through discussions and joint research programs. Work is organized in a Food Committee, Raw Material Committee, and Section Meetings. Educational seminars are offered on a variety of topics regularly.

THE PICKLE SECTION

The pickle producers' product group in BOGK is open to manufacturers of canned cucumbers and gherkins, vegetables with vinegar, sauerkraut, and ready-to-serve red cabbage. There is great emphasis on influencing the industry's standards and quality guidelines. Because much of the raw material comes from contract farming, BOGK stands for good contacts with agriculture. On the European level, BOGK is a member of the European Association of Fruit and Vegetable Processors (PROFEL) and the Industrial Association for Sauerkraut and Similar Products in the EU.

2021 CALENDAR OF EVENTS

Product Group Meetings

May 2-4, Berlin, Germany
Annual Conference

Board of Directors Meetings

March 23, Düsseldorf, Germany - Spring Meeting
October (tbc), Düsseldorf - Fall Meeting

PPI MEMBER COMPANY INDEX

Addis Cates Co., Inc	24	Fashionably Pickled, LLC	31
Alfred Paulsen GmbH & Co. KG	15	First Place Foods, LLC.....	17
Amtcor Flexibles North America	29	Fleischmann's Vinegar Company, Inc	31
American International Foods, Inc	29	Freestone Pickle Company, Inc	17
Ann O'Brien Inc SA DE CV	15	Fresh & Green Agri Imports, Inc.	28
Ardagh Group.....	29	Fresh International LLC	25
B&G Foods, Inc.....	15	Froese Vegetables.....	25
Ba-Tampete Pickle Products, Inc.....	15	The Garlic Company	18
Bay Valley Foods	15	Garlic King.....	31
Bay View Food Products Co.	24	Gielow Pickles, Inc.....	18
Bejo Zaden, B.V.....	29	Giulianos' Specialty Foods.....	18
Belding Tank Technologies, Inc.....	29	GLK Foods.....	18
Best Maid Products, Inc	16	Global Green Company Limited.....	18
Berry Global	30	Graham Packaging Company, L.P	31
BK Engineering & Consulting.....	30	Great Northern Farms LLC	32
Brodnax Seed Co. Inc	24	Hartung Brothers, Inc.....	25
Bryant Preserving Company	16	Hausbeck Pickle Co.....	18
Cajun Chef Products, Inc	16	Haviland Products Company	32
Can-Am Pepper Company.....	24	Hengstenberg GMBH & Co. KG	19
Carl Kühne KG (GmbH & Co.)	16	Hermann Pickle Farms	19
Casco Produce SA DE CV.....	24	HJS Condiments Limited	19
The Chicago Pickle Company.....	16	HM.Clause, Inc	32
CIR Flexible Packaging Solutions, Inc.	30	Holmes & Holmes Produce, Inc	25
Claussen Pickle Co. – A Division of The Kraft Heinz Company.....	17	House of Webster	19
Conagra Brands	17	Indo Spanish Tasty Foods Private Limited	19
Con Pac South, Inc	30	IPL Inc.....	32
County Fair Food Products	17	J. & W. Stollenwerk oHG	20
Critereon Company LLC	30	The J.M. Smucker Co.	19
Crop Alliance B.V.	31	Kalsec, Inc	32
Develey Senf & Feinkost GmbH	17	Kenny, Inc.....	25
Deville Technologies.....	31	Klein Pickle Co., Inc.....	20
EW Grobbel.....	17	Koeleman India Pvt. Ltd.....	20
Falkner Produce.....	25	Kruger Foods, Inc	20

PPI MEMBER COMPANY INDEX

Leuchtenberg Sauerkrautfabrik GMBH.....	20	Rijk Zwaan USA, Inc.	36
Lewisburg Printing Company	33	Ripon Pickle Co., Inc.....	22
Lisa, Inc.....	25	Ritz Produce, Inc.....	26
M&G Truck Brokerage	33	Rose Timmer & Associates	36
M.J. Rosenmayer Company	28	Safie Specialty Foods Company, Inc.....	22
Mancini Packing Co.	20	SanBros	26
MarBran, S.A. DE C.V.....	26	Sanyo Food Products Co., Ltd.....	22
Marcatus QED, Inc.....	33	Sechler's Pickles, Inc.....	22
Massilly North America Inc.....	33	Seminis Vegetable Seeds.....	36
Mauser Packaging Solutions	33	Silgan Closures.....	36
McClure's Pickles.....	21	Solbern.....	37
Medallion International, Inc	33	Soluciones Savia	26
Mizkan Americas, Inc.....	34	Sonoma Brinery	22
Montrose International Group	28	Sormac Inc.	37
Mr. Chips Inc	21	Spreewaldkonserve Golssen GmbH.....	23
Mt. Olive Pickle Company, Inc	21	SunWest Ingredients.....	37
Nash Produce	26	Sur-Mex Pickles LLC	27
Norton Packaging, Inc.....	34	Swanson Pickle Co., Inc.....	27
Nunhems USA, Inc.	34	Talk O'Texas Brands, Inc.....	23
Olds Products Company	35	Tecnocap LLC.....	37
Ontario Processing Vegetable Growers.....	35	Texana Pickle Producers, Inc.....	27
Orkla Foods Sverige AB.....	21	The Tec Team Inc.	38
Paragon Manufacturing, Inc.....	35	TOMRA Food	38
Patriot Pickle, Inc	21	Trilogy Essential Ingredients, Inc.....	38
PCA.....	35	Urschel Laboratories, Inc.....	38
Performance Nutrition, A Division of Lidochem, Inc	35	Van Holten's.....	23
Picklemex, LLC	26	Warzynski Paradise Farms, Inc	27
The Pickle Station	26	Whyte's Foods Inc	23
Plex Systems	35	Zeytursan Gida San. Ve Tic. A. S.	23
Pretium Packaging LLC	35		
Reitzel International (Suisse) S.A.....	22		

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910-267-4711

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BRANDS & SERVICES: retail, food service, and industrial

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BRANDS & SERVICES: Bryant's, private label, pickled vegetables

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BRANDS & SERVICES: Chipico, Vienna Beef, refrigerated pickles (whole, cut), sauerkraut, giardiniera, peppers, tomatoes

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BRANDS & SERVICES: Essentially Co-Packers for Brand Owners, Stans: Cucumbers (Gherkins), Peppers Jalapeno, Mixed vegetables, Onions, Tomatoes, Relish, etc. in glass jars and cans. Also produces bulk gherkins preserved in acetic/brine/vinegar in barrels

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BRANDS & SERVICES: Patriot / Natural Harvest

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Russell Brown
Damon McDurmitt
Tracy Labedelle

rbrown@talkotexas.com

BRANDS & SERVICES: hot & mild crisp okra pickles

VAN HOLTEN'S

703 W. Madison Street
PO Box 66
Waterloo, WI 53594
info@vanholtenpickles.com
www.vanholtenpickles.com

920-478-2144
920-478-2316 fax

Steve Byrnes
Bruce Dorn
Jacinda Buss
Eric Girard

sbyrnes@vanholtenpickles.com
bdorn@vanholtenpickles.com
jacindab@vanholtenpickles.com
ericg@vanholtenpickles.com

BRANDS & SERVICES: Van Holten's, Pickle-In-A-Pouch, Pickle Cutz, Pickle-Ice, VH Pickle Back, Big Papa, Hot Mama, Sour Sis, Garlic Joe

WHYTE'S FOODS INC.

1540 Des Patriotes
Laval, Quebec H7L 2N6
Canada
www.whytes.ca

450-625-1976
450-625-9295 fax
450-625-1976 x2240
450-625-1976 x2268
450-625-1976 x2240
450-625-1976 x2244
519-627-9046 x7240
450-625-1976 x2277

Philippe Blondin
Gabriela Sartori
Claudio Cavallaro
Claude Briere
Leona Batista
Laurence Blondin

pblondin@whytes.ca
gsartori@whytes.ca
ccavallaro@whytes.ca
cbriere@whytes.ca
lbatista@whytes.ca
lblondin@whytes.ca

BRANDS & SERVICES: Whyte's, Mrs. Whyte's, Coronation, Strub's, retail, food service, industrial, and institutional

ZEYTURSAN GIDA SAN. VE TIC. A.S.

Gemiu Mobollesi Gemis
Yolu Orhangazi, Bursa 16825
Turkey
www.zeytursan.com.tr

+90 774 5865201
info@zeytursan.com

Altug Tufekcioglu
Turgay Tufekcioglu
Tamer Ersoy

altugt@zeytursan.com.tr
turgayt@zeytursan.com.tr
tamere@zeytursan.com.tr

- BRANDS & SERVICES: Berrak, Ev;

MEMBERS – GREEN SHIPPERS & SALTERS

ADDIS CATES CO., INC.

PO Box 146
Parkton, NC 28371

910-858-3439
704-972-0646 fax

Curtiss Cates
John Cates
Katherine Knight

jbates@earthlink.net

2640 McIver Road
Lumber Bridge, NC 28357

BRANDS & SERVICES: fresh graded cucumbers, spring & fall crop

BAY VIEW FOOD PRODUCTS CO.

2606 N. Huron Road
Pinconning, MI 48650
www.bayviewfoods.com

989-879-3555
989-879-2659 fax

Joseph Janicke
Jay Janicke
Joey Janicke
Jaime Janicke
Randy Hugo
Gary Vermeesch
James Sanders

jjanicke@bayviewfoods.com
jjanicke2@bayviewfoods.com
jjanicke4@bayviewfoods.com
jaimej@bayviewfoods.com
rhugo@bayviewfoods.com
gvermeesch@bayviewfoods.com
jsanders@bayviewfoods.com

BRANDS & SERVICES: graded fresh & brined cucumbers, hydrocooling

BRODNAX SEED CO. INC.

209 County Farm Road
Windsor, NC 27983

434-729-9555
252-794-5890 fax

Sam Lambert

grader02@earthlink.net

Mailing Address:
PO Box 97
Brodnax, VA 23920

BRANDS & SERVICES: cucumber purchaser

CAN-AM PEPPER COMPANY

52999 John Wise Line
Aylmer, ON N5H 2R5
Canada
www.canampepper.com

519-773-3250
520-394-6777 Nogalas
888-765-8715 fax

Jammie Underhill
TJ Bauer
Angie Chambers
Brad Hutchinson
Oscar Yepiz

jammie.underhill@canampepper.com
tj@canampepper.com
angie.chambers@canampepper.com
brad.hutchinson@canampepper.com
oscar.yepiz@canampepper.com

BRANDS & SERVICES: CAN-AM Pepper Company is a grower, packer and shipper with year-round programs available for Pickling Cucumbers, Peppers (many varieties) and Winter Squash, as well as other vegetable commodities. We offer a Decored Bell Pepper Program during the Ontario Harvest Season (August to October). CAN-AM Pepper has various growing regions throughout North America.

CASCO PRODUCE SA DE CV

Bld. Luis Donaldo Colosio
No. 735-C
Colonia El Campanario
Hermosillo, Sonora 83249
Mexico
www.cascoproduce.com

866-454-7416 x307
+52 662-214-9464
+52 662-214-9468 fax

Hector Castillo Camou hectorcc@cascoproduce.com

Mailing Address:
PO Box 4381
Rio Rico, AZ 85648

BRANDS & SERVICES: growers, packers, and shippers of fresh green, red & yellow peppers; specialize in industrial grade stem on or caps off, available in bulk packaging; peppers grown: hot, mild, & sweet jalapenos, hot & mild yellow bananas, hot & sweet cherries, cascabellas, bell peppers, serranos, yellow waxes "caribe," poblanos, hot & mild green chiles, pecan

MEMBERS – GREEN SHIPPERS & SALTERS

FALKNER PRODUCE

35100 SR 64
Myakka City, FL 34251

941-322-2016
941-322-2211 fax

John Falkner
Scott Falkner
Ana Houston

jfalkner@falknergroup.com
sfalkner@falknergroup.com
ahouston@falknergroup.com

Other Location:

51450 County Road 352
Decatur, MI 49045

269-423-7503
269-423-2041 fax
269-423-8766

Fred Turk
Karen Turk

fturk@falknergroup.com
kturk@falknergroup.com

BRANDS & SERVICES: fresh, graded, hydrocooled pickling cucumbers from MI and FL; suppliers of jalapeno peppers & banana peppers

FRESH INTERNATIONAL LLC

P.O. Box 36149
Tucson, AZ 85740

520-281-8060

Javier Badillo

jj@freshinternationalllc.com

BRANDS & SERVICES: Fresh International

FROESE VEGETABLES

56618 Calton Line
Vienna, ON N0J 1Z0
Canada
www.froveg.ca

519-866-3551
519-550-3175 cell
519-866-3698 fax
519-619-8837 cell
519-494-5120 cell

Dan Froese

office@froveg.ca

Fred Froese
John Wall

fred@froveg.ca
john@froveg.ca

BRANDS & SERVICES: farmers of cucumbers and peppers; 26 years of cucumber grading

HARTUNG BROTHERS, INC.

708 Heartland Trail
Suite 2000
Madison, WI 53717-2099
www.hartungbrothers.com

608-829-6002 direct
608-829-6052
608-829-6001 fax
608-829-6033

Dan Hartung
Josh Duley

dan.hartung@hartungbrothers.com
josh.duley@hartungbrothers.com

Ray Cruz

ray.cruz@hartungbrothers.com

BRANDS & SERVICES: supplier of fresh cucumbers & cleaning/grading services & brined

HOLMES & HOLMES PRODUCE, INC.

PO Box 218
Knippa, TX 78870

830-278-3949

Paul Ede

paul@hhpickles.com

KENNY, INC.

PO Box 68
Merrill, MI 48637

989-643-7860
989-643-5470 fax

Michael Kenny
Meghan Kenny
Sam Reeves
Dean Smith

mkenny@kennyproduce.com
meghan@kennyproduce.com
sam@kennyproduce.com
dean@kennyproduce.com

Kenny Brothers Produce

PO Box 728
Bridgeville, DE 19933

302-337-3007
302-337-0181 fax

BRANDS & SERVICES: graded, fresh pickling cucumbers with hydrocooling from MI & DE; flexible sizing, bulk or box

LISA, INC.

2 Bravo Lane
PO Box 456
Nogales, AZ 85628
www.lisainc.us

520-281-1863 / 1866
520-281-2848 fax

John Lichter
Abraham Chavez Lichter

jlichter@lisainc.us
achavez@lisainc.us

BRANDS & SERVICES: GALA, 7Ls, LA FLOR, NUTRI-FE; fresh graded pickles; bins, crates zolb units; jalapenos stemmed or destemmed, mild & hot; cascabel; banana; greenhouse pickles, 2lb. bagged pickles; Mango, Tomatillo, Jalapeno and Pasilla concentrate

MEMBERS – GREEN SHIPPERS & SALTERS

MARBRAN, S.A. DE C. V.

Avenida Enrique Colunga 1540
Irapuato, GTO 36590
Mexico
www.marbran.com

462-622-5266

Eduardo Jauregui

ejauregui@marbran.com.mx

BRANDS & SERVICES: baby fresh cucumbers, fresh broccoli, fresh snow peas, frozen broccoli, frozen cauliflower

NASH PRODUCE

6160 South NC 58
Nashville, NC 27856
www.nashproduce.com

252-443-6011
252-443-6746 fax

Thomas Joyner
Richard Joyner
Jeanette Edgerton
Thomas Webb

thomasjoyner@nashproduce.com
richardjoyner@nashproduce.com
jeanetteedgerton@nashproduce.com
thomaswebb@nashproduce.com

BRANDS & SERVICES: fresh graded pickling cucumbers hydrocooled

PICKLEMEX, LLC

313 E. Produce Road
Hidalgo, TX 78557

956-664-1964
714-721-2121

Brenda Ocampo
Art Brandel
Nora Ocampo
Mauricio Ocampo

bocampo@picklemex.com
abrandel@picklemex.com
mocampo@picklemex.com

BRANDS & SERVICES: fresh handpicked hydrocooled & graded cucumbers from Colima, Jalisco and Nayarit, Mexico available all year long

THE PICKLE STATION

23955 Prince Albert Road
Chatham, ON N7L 0G1
Canada
info@thepicklestation.ca
www.thepicklestation.ca

519-351-0677
519-352-4280 fax

Jeff VanRoboys
Kelly Deline
Krystle VanRoboys
Buzz Vlasschaert

jeff.vanroboys@tvf.ca
kelly@thepicklestation.ca
krystle@thepicklestation.ca
buzz@thepicklestation.ca

BRANDS & SERVICES: Growing and custom grading services – pickling cucumbers and field grown peppers, “The Pickle Station” local brand of pickles.

RITZ PRODUCE, INC.

857 E. Frontage Road
Rio Rico, AZ 85648
www.magentaproduce.com

520-281-0282
520-281-1940 fax

sales@magentaproduce.com

BRANDS & SERVICES: RITZ - fresh green pickling cucumbers (November – April)

SANBROS

23785 El Toro Rd #450
Lake Forest, CA 92630

619-934-4398

Omar Sanchez

omar@sanbros.com

BRANDS & SERVICES: cascabella and jalapeño peppers

SOLUCIONES SAVIA

23785 El Toro Rd #450
Lake Forest, CA 92630

520-841-6348

Juan J. Yescas
Maria Alba Mendivil

jjyescas_1@hotmail.com
albamendivil@gmail.com

BRANDS & SERVICES: Savia Great Pickles

MEMBERS – GREEN SHIPPERS & SALTERS

SUR-MEX PICKLES LLC

700 Tejana Road
PO Box 1539
Progreso, TX 78579

956-825-7120
956-825-7250 fax

Frank L. Gonzales
Teresa Gonzales
Albert Gonzales

tgonzales@surmexpickles.com

BRANDS & SERVICES: hand-picked availability from October – June 15, baby cucs from Guanajuato, Mexico, large cucs from Colima, Mexico

SWANSON PICKLE CO., INC.

11561 Hts. Ravenna Road
PO Box 211
Ravenna, MI 49451

231-853-2289
231-853-6281 fax

Donald Swanson
John Swanson
David Swanson
Wes Swanson
Matt Swanson
Katie Hensley

pickledillydon@aol.com
john@swansonpickle.com
dave@swansonpickle.com
wes@swansonpickle.com
matt@swansonpickle.com
katie@swansonpickle.com

BRANDS & SERVICES: Swanson Grading and Brining, Inc., graded fresh & brine cucumbers, contract brining & grading

TEXANA PICKLE PRODUCERS, INC.

701 Tejana Road
PO Box 1209
Progreso, TX 78579

956-565-6114
956-565-6110 fax
956-565-6112 fax

Frank Gonzales, Jr.
Frank Gonzales
Malena de la Peña

fgonzalestexana@gmail.com
frank.texana@live.com
malena@texanapickle.com

BRANDS & SERVICES: hand-picked cucumbers

WARZYNSKI PARADISE FARMS, INC.

9950 South County Road AA
Almond, WI 54909
paradise@uniontel.net

715-366-4020
715-366-4022 fax

David Warzynski
Mike Warzynski

davidwarzynski@yahoo.com

BRANDS & SERVICES: fresh graded and brine pickling cucumbers



AUSTIN, TEXAS | OCTOBER 18-20 | DOWNTOWN AUSTIN

MEMBERS – BROKERS

FRESH & GREEN AGRI IMPORTS, INC

57 West 38th Street
New York, NY 10018

212-869-5495
347-279-0931
+91-9884070194

Prasan Shah
Pratham Shah

prasanshah@gmail.com
prathamshahargherkins@gmail.com

BRANDS & SERVICES: Sourcing and door delivery of pickled vegetables from bulk program to finished goods for retail and food service, including but not limited to gherkins (entire range), relish, jalapeno peppers, banana peppers, and red peppers. Can pack to customers' specifications in bulk packing, glass jars, cans, pouches.

M.J. ROSENMAYER COMPANY

449 S. Beverly Drive
Suite 213
Beverly Hills, CA 90212

310-551-1357
310-203-0187 fax

Louis Rosenmayer
Hector Flores
Matthew Rosenmayer
Roe Weis
Anna Garrison

lou-rosenmayer@mjrpickles.com
hector-flores@mjrpickles.com
matthew-rosenmayer@mjrpickles.com
roe-weis@mjrpickles.com
assistant@mjrpickles.com

Other Location:
829 Graham Dr
Burleson, TX 76028

209-848-1344
209-848-1346 fax

Sharon Hallinan

sharon-hallinan@mjrpickles.com

H. Richard Steinfeld
12369 S.W. Ames Lane
Portland, OR 97224

503-706-9714

H. Richard Steinfeld

rick-steinfeld@mjrpickles.com

BRANDS & SERVICES: Pickles (brine stock & green cucumbers), Cauliflower & Specialty vegetables in brine, Greek Golden Peppers/Kalamata olives, Red Bell Peppers in Brine, Roasted Peppers, Yellow Banana Peppers, Slicing Jalapenos Peppers, Pace Jalapenos Peppers, Hot Jalapenos Peppers, Yellow Banana Peppers with color, Sport Peppers, Cascabellas, Tomatillos, Silverskin Onions, Gherkins, and Sauerkraut.

MONTROSE INTERNATIONAL GROUP

156 Reynolds Street
Oakville, ON L6J 3K9
Canada

905-339-0229 x222
905-339-0576 fax

Manik Veerakumar
K. Parthipan
Rakhee Minhas
Gordon Itouver

manik@montroseintlgrp.com
parthipan@montroseintlgrp.com
rakhee@montroseintlgrp.com
gordon@montroseintlgrp.com

BRANDS & SERVICES: Multi-country sourcing and supply chain solutions for preserved vegetable industry. Bulk baby pickles for further processing: packed in natural vinegar and salt brine recipes. Fresh programs for: pickling cucumbers, hot & sweet with and without stem, jalapeno peppers, banana peppers, Tomatillos. "Organic" Fresh programs: pickling cucumbers, jalapeno peppers, banana peppers. Pickled cut or whole vegetables in brine: cauliflower, onion, babycorn, beetroot, cherry pepper, red bell pepper, jalapeno pepper, guindilla chilly, bird eye chilly, carrot, garlic, giardiniera, banderillas skewers. Co-packing programs: to customers' specifications in industrial bulk packing, glass jars, cans, plastic containers.

MEMBERS – ASSOCIATES

AMCOR FLEXIBLES NORTH AMERICA

2200 Badger Ave
Oshkosh, WI 54904
www.amcor.com

920-527-7300

Don Josefchuk

donald.josefchuk@amcor.com

AMERICAN INTERNATIONAL FOODS, INC.

8066 E. Fulton Street
Ada, MI 49301
www.americaninternationalfoods.com

616-974-9093

Matt Lauria
Jeff Engler

matt@americaninternationalfoods.com
jeff@americaninternationalfoods.com

BRANDS & SERVICES: Full service food ingredient distributor, specializing in Pickling & Brining

ARDAGH GROUP

10194 Crosspoint Blvd, Suite 410
Indianapolis, IN 46256
marketing.glass.na@ardaghgroup.com
www.ardaghgroup.com

317-558-1002
317-588-8803 fax

Ryan Thaxton
John H. Hughes
Stephen P. Ney
Darrell Wineman

ryan.thaxton@ardaghgroup.com
john.h.hughes@ardaghgroup.com
Stephen.p.ney@ardaghgroup.com
darrell.k.wineman@ardaghgroup.com

BRANDS & SERVICES: glass bottles and jars

BEJO ZADEN, B.V.

Postbus 50
1749 ZH
Warmenhuizen The
Netherlands
www.bejo.com

+31 226-396162
+31 226-393504 fax

Peter Buter
Jeroen Koops
Renato Espana
John de Vries

p.buter@bejo.nl
j.koops@bejo.nl
renatoe@bejogt.com
john.devries@bejo.nl

PO Box 502
613 Perrin Avenue
Lafayette, IN 47902

765-414-7608 cell
765-420-9606 fax

Ken McCammon

k.mccammon@bejoseeds.com

Bejo Seeds

1972 Silver Spur Place
Oceano, CA 93445
www.bejoseeds.com

805-980-1526
805-473-0897 fax

Greg Styers
Kristin Oomen
Candice Anderson
Neil Bushong Jose
Espindola

g.styers@bejoseeds.com
k.oomen@bejoseeds.com
c.anderson@bejoseeds.com
n.bushong@bejoseeds.com
j.espindola@bejoseeds.com

Bejo Seeds Mexico

Carretera al Campo Militar 305 bodega 3
Colonia San Antonio de la Punta
Queretaro, Qro. CP 76135
Mexico

4422-20-8769
4421-31-0624 cell

David Flores
Carlos J. Leal Castro

d.flores@bejo.com.mx
c.leal@bejo.com.mx

BRANDS & SERVICES: Vegetable seeds

BELDING TANK TECHNOLOGIES, INC.

200 N. Gooding Street
PO Box 160
Belding, MI 48809-0160
sales@beldingtank.com
www.beldingtank.com

616-794-1130
616-794-3666 fax

Dan Blunt, Jr.
Mike Eastman
Lary Richmond
Diana Blunt-Eastman

dblunt@beldingtank.com
meastman@beldingtank.com
lrichmond@beldingtank.com
deastman@beldingtank.com

BRANDS & SERVICES: filament wound/ contact molded FRP pickle tanks, scrubbers & custom fabrications; Stapco SS tanks & custom steel fabrications

MEMBERS – ASSOCIATES

BERRY GLOBAL

101 Oakley St.
Evansville, IN 47710
www.berryglobal.com

877-622-3779
847-922-6282
540-877-5781

Jeff Dyer
Kurt Nyberg

jeffdyer@berryglobal.com
kurtnyberg@berryglobal.com

121 North American manufacturing plants. 290 total manufacturing plants across the World.

BRANDS & SERVICES: Plastic containers in 1 qt., 1, 2, 3, 3.5, 4, 4.25, 5, 6 & 7 gal. sizes, round 128 and 134 oz PET bottles with closures, flexible solutions, custom solutions, and more.

BK ENGINEERING & CONSULTING

24715 Fairway Springs
San Antonio, TX 78260
www.linkedin.com/in/bkengineeringandconsulting/

210-919-8974

Brien Kumbalek

brien@bkengineeringandconsulting.com

BRANDS & SERVICES: With over 25 Years of Food Manufacturing experience in Engineering, Operations Management and Continuous Improvement, BK Engineering & Consulting is uniquely equipped to help food manufacturing and food packaging companies support their growth initiatives while reducing costs, improving capacity utilization and implementing world-class processes that support rigorous quality and safety requirements. We help food companies create a standardized, repeatable model for value creation that delivers new levels of flexibility, responsiveness and cost-efficiency, key enablers for driving innovation and consumer satisfaction.

CIR FLEXIBLE PACKAGING SOLUTIONS, INC.

330 Franklin Rd.
Suite 135A-596
Brentwood, TN 37027
www.cir-poly.com

615-566-8964
615-626-1677
800-849-1819
615-445-3615 fax

Stanley Bullock
Jesse Dunn
Jim Hamilton

sbullock@cir-poly.com
jdunn@cir-poly.com
jhamilton@cir-poly.com

BRANDS & SERVICES: We manufacture flexible packaging for many industries, including pickles! Printed films and pouches, multi-layer structures, liquid packaging with an optional built in straw, VFFS / HFFS films, shrink and stretch films, and much more! WBE Certified, CIR Offers 24/7 on-site technical support, Packaging Engineers, quarterly audits, in-house graphics and warehousing, coupled with an entire team to PROPERLY SERVE YOU!

CON PAC SOUTH, INC.

PO Box 80805
Athens, GA 30608
www.conpacsouth.com

337-417-0562
706-540-8550
706-548-4419 fax

Ryan Ruggiere
Tom Ruggiere

ryan.ruggiere@conpacsouth.com
tom.ruggiere@conpacsouth.com

130 Lyons Road
Athens, GA 30605

BRANDS & SERVICES: Con Pac South offers the industry's widest selection of corrugated bulk bin packaging solutions. Each bin comes equipped with our patented Pre-Strapping Configuration - a Con Pac South Innovation which was the first of its kind to be introduced to our industry almost 30 years ago. Con Pac South also offers a wide range of supply and servicing programs, which include but are not limited to: cucumber boxes, pepper boxes, cabbage boxes, wax cascaded produce boxes, wax coated produce boxes, dry produce boxes, and our newly developed PowerCorr Produce line of boxes, which incorporates new & innovative design features, as well as specially sourced materials that we incorporate with this new line of packaging.

CRITEREON COMPANY LLC

124 E Northfield Drive
Suite F-200
Brownsburg, IN 46112
info@critereon.com
www.critereon.com

317-852-0186
360-838-0672 fax

Phil Neff
Tim Aughenbaugh
Jon Gross
Rod May

phil.neff@critereon.com
tim.aughenbaugh@critereon.com
jon.gross@critereon.com
rod.may@critereon.com

BRANDS & SERVICES: Critereon Authentix Spray History System, Cropstream

MEMBERS – ASSOCIATES

CROP ALLIANCE B.V.

Oude dierikpolderweg 1
4435 NE Baarland
The Netherlands
www.cropalliance.com

+31 (0) 113 635710
+31 (0) 113 635701 fax

Ingo Nuytemans
General Sales
Docs & Logistics Dept
Quality Department

ingo@cropalliance.com
sales@cropalliance.com
logistics@cropalliance.com
quality@cropalliance.com

BRANDS & SERVICES: Silverskin onions; Gherkins; Cauliflower; Jalapenos; Capers; Mango; Vegetable mix; Sweet peppers; in vinegar and salt brine

DEVILLE TECHNOLOGIES

9550 58TH Pl, Suite 450
Kenosha, WI 53144
www.devilletechnologies.com

262-764-7678

Nehemiah White
Jonathan Buettner
Darren Scott

nwhite@devilletechnologies.com
jbuettner@devilletechnologies.com
dscott@devilletechnologies.com

Other Locations:

8515 Henri-Bourassa W. 514-366-4545
Montreal Q.C. H45 IP7
Canada

BRANDS & SERVICES: FAM Dicers & Slicers; Deville R&D for product development; facility design consultation; sanitary design training

FASHIONABLY PICKLED, LLC

524 Norwood Ezzell Rd
Mt. Olive, NC 28365
www.fashionablypickled.com
fashionablypickled@gmail.com

919-223-0083

Lisa Moeller

lisamoeller4@gmail.com

BRANDS & SERVICES: We provide a full range of value-added services including product development, process control, audit preparation, waste management, team building, food process authority and other expertise. We have an international presence introducing new ways of fermenting and preparing unique and traditional products.

FLEISCHMANN'S VINEGAR COMPANY, INC.

12604 Hiddencreek Way
Suite A
Cerritos, CA 90703
www.fleischmannsvinegar.com

562-483-4600
562-404-0738 fax
800-443-1067

Terry Yatteau
Sarah Labrie
Dennis Gehrke
Scott Wright

terry.yatteau@fvinegar.com
sarah.labrie@fvinegar.com
dennis.gehrke@fvinegar.com
scott.wright@fvinegar.com

Other Locations:

8190 Suite 304 819-424-4750
LaSalle, QC HPN IX9 819-424-4759 fax
Canada

BRANDS & SERVICES: White, concentrate & vin-mix vinegars, balsamic, wines, corn, sugar, cider & rice vinegars, cooking wines

GARLIC KING

42210 Roick Drive
Suite 3
Temecula, CA 92590
www.garlicking.net

951-506-8883
951-699-9155 fax

Jeff Crace

jeff@garlicking.net

BRANDS & SERVICES: Garlic King; Garlic-Dehydrated and IQF (blanched), Peppers, Onions

GRAHAM PACKAGING COMPANY, L.P.

700 Indian Spring Dr
Lancaster, PA 17601

717-849-8500

Andy Ahonen

andy.ahonen@grahampackaging.com

BRANDS & SERVICES: PET heat set containers, polypropylene & polyethylene containers, monolayer & barrier wide mouth jars & bottles, pasteurizeable widemouth plastic jars

MEMBERS – ASSOCIATES

GREAT NORTHERN FARMS LLC

930 6th Road NE 406-250-7728

Larry Johnston

larryjohnston71@gmail.com

Power, MT 59468

Other Location:

3125 Ashley Lake Rd 406-270-2976
Kalispell, MT 59901

Ralph Johnston

ralphjohnston@yahoo.com

HAVILAND PRODUCTS COMPANY

421 Ann Street 616-361-6881
Grand Rapids, MI 49504 616-361-9772 fax
chemicalexperts@havilandusa.com
www.havilandusa.com

Susan Skeel

susans@havilandusa.com

Darlene Devereaux

darlened@havilandusa.com

Laura Jakel

lauraj@havilandusa.com

BRANDS & SERVICES: Industrial food grade ingredients, preservatives, amino acids, oils, flavorings, dyes, PAA's, cleaners, water, and wastewater treatment chemicals

HM. CLAUSE, INC.

260 Cousteau Place 1-800-320-4672
Suite 210 209-531-4251
Davis, CA 95618
www.hmclause.com

Other Locations:

13310 Hopkins Forest Drive 616-460-9739
Bear Lake, MI 49614

Chris Ware

c.ware@hmclause.com

BRANDS & SERVICES: hybrid pickling cucumber, hybrid peppers, onions, cabbage seed for processing

IPL INC.

140 Commercial Street 418-789-2880
St. Damien, Quebec, GOR 2Y3 418-569-7996 fax
Canada
www.ipl-plastics.com

Yvan Marcoux

yvan.marcoux@iplglobal.com

John Harris

john.harris@iplglobal.com

Nick Warren

nick.warren@iplglobal.com

John Trumpler

john.trumpler@iplglobal.com

BRANDS & SERVICES: Rigid plastic packaging solution (Pail)

KALSEC, INC.

3713 W. Main Street 269-349-9711
Kalamazoo, MI 49006 269-382-3060 fax

Paulina Costa

pcosta@kalsec.com

Roger Nahas

rnahas@kalsec.com

PO Box 50511
Kalamazoo, MI 49005-0511
info@kalsec.com
www.kalsec.com

Kalsec Europe:

7 Merlin Park +44 1638-715-011
Fred Dannatt Road +44 1638-715-031 fax
Mildenhall, Suffolk IP28 7RD
United Kingdom

BRANDS & SERVICES: Spice/herb extracts, onion & garlic concentrates, natural colors, essential oils, oxidation management products

MEMBERS – ASSOCIATES

LEWISBURG PRINTING COMPANY

402 East Commerce St
Lewisburg, TN 37091
www.lpcink.com

800-559-1526
843-836-3595
931-270-3112 fax

Kirk Kelso
Craig Douglas

kkelso@lpcink.com
cdouglas@lpcink.com

BRANDS & SERVICES: For over 120 years, Lewisburg Printing Company has one simple goal – to offer the highest quality printing that engages and retains our customers targeted business. With two divisions, we're here to optimize your marketing efforts by combining label and visual marketing printing services with exceptional personal attention.

M & G TRUCK BROCKERAGE

302 E Business 83
San Juan, TX 78589

956-207-4048
956-283-0339 fax

Robert Cortez

rcortez77@yahoo.com

BRANDS & SERVICES: Transportation Services

MARCATUS QED, INC.

43 Hanna Avenue, Unit C-424
Toronto, Ontario, M6K 1X1
Canada
info@marcatusqed.com

905-337-1105
905-337-1676 fax

Murali Sundar
Bindu Ann
Emmanuel Mancion
Kristina McCaughey
Somanna M.K.

murali.sundar@marcatusqed.com
bindu.ann@marcatusqed.com
emmanuel@marcatusqed.com
kristina.mccaughey@marcatusqed.com
somanna@marcatusqed.com

BRANDS & SERVICES: Global sourcing, strategic planning, co/packing, product development & quality assurance for fresh, frozen, dehydrated & semi-processed fruits & vegetables

MASSILLY NORTH AMERICA INC.

406 Elgin Street
Brantford, ON N3S 7P6
Canada
www.massilly.ca

226-250-3100
226-250-3101 fax

Nelson Silva
Garnet Lasby

nsilva@massilly.ca
glasby@massilly.ca

BRANDS & SERVICES: Vacuum metal closures, vacuum sealing machinery, dud detectors, decorated containers, aerosol containers, two-piece and three-piece cans, easy-open lids

MAUSER PACKAGING SOLUTIONS (Formerly BWAY Corp.)

1515 W. 22nd St.
Suite 1100
Oak Brook, IL 60523
sales@mauserpackaging.com
www.mauserpackaging.com

800-527-2267

Kathleen Donovan
Mike Bero
Bryan Hepper
Mike Noel

kathleen.donovan@mauserpackaging.com
mike.bero@mauserpackaging.com
bryan.hepper@mauserpackaging.com
mike.noel@mauserpackaging.com

BRANDS & SERVICES: Large and small plastic, metal, fiber and hybrid rigid packaging

MEDALLION INTERNATIONAL, INC.

233 West Parkway
Pompton Plains, NJ 07444
www.medallionint.com

973-616-3401
973-616-3405 fax

Paula Boudjouk

pboudjouk@medallionint.com

BRANDS & SERVICES: Specialty dill & sweet pickle flavors; soluble turmeric oleoresins; essential oils; cassia, clove, dill, garlic, onion; custom flavors

MEMBERS – ASSOCIATES

MIZKAN AMERICAS, INC.

1661 Feehanville Road
Suite 300
Mt. Prospect, IL 60056
www.mizkan.com

847-590-0059
847-590-0475 fax

Welch Livingston
Dave Sackett
Jose Martinez
Dave Darling
Kathi Bartel
Reuben Marin
David D'Onofrio

welch.livingston@mizkan.com
david.sackett@mizkan.com
jose.martinez@mizkan.com
dave.darling@mizkan.com
kathi.bartel@mizkan.com
reuben.marin@mizkan.com
david.donofrio@mizkan.com

Plant Locations:

10037 E. 8th Street
Rancho Cucamonga, CA 91730
909-989-4211

46 Walker Street
Watsonville, CA 95076
831-728-2061

4647 Bronze Way
Dallas, TX 75236
214-339-5551

702 Kiddville Road
Belding, MI 48809
616-794-0226

526 Interstate Drive
Crossville, TN 38555
931-484-0285

PO Box 2048
410 Seymour Court
Green Bay, WI 54306
920-497-4535

247 West Avenue
Lyndonville, NY 14098
585-765-2291

7673 Sodus Center
Sodus, NY 14551
315-483-6944

2400 Nicholson Avenue
Kansas City, MO 64120
816-483-1700

445 N. Dakota Street
Lake Alfred, FL 33850
863-966-0391

3290 7th Street
Shively, KY 40216
502-525-1494

7331 Ben Fredrick Road
Abbeville, LA 70510
337-898-9377

860 S. Hwy 478
Vado, NM 66072
576-233-3990

BRANDS & SERVICES: Vinegar, cooking wines, mustard

NORTON PACKAGING, INC.

20670 Corsair Boulevard
Hayward, CA 94545
www.nortonpackaging.com

510-786-3445
510-782-5329 fax

Justin Carlino
Scott Taylor
Katie Perez
Mark Norton
Greg Norton
Scott Norton

jcarlino@nortonpackaging.com
staylor@nortonpackaging.com
kperez@nortonpackaging.com
mnorton@nortonpackaging.com
gnorton@nortonpackaging.com
snorton@nortonpackaging.com

Other Locations:

5800 South Boyle Avenue
Vernon, CA 90058
323-588-6167
323-589-7779 fax

5190 North Industrial Parkway
Hamlet, IN 46532
574-867-6002
574-867-6207 fax

101 Industrial Park Drive
Monticello, GA 31064
678-986-5118
574-867-6207 fax

BRANDS & SERVICES: Plastic pail packaging

NUNHEMS USA, INC.

1200 Anderson Corner Road
Parma, ID 83660

208-674-4000

Customer Service

nunhems.costumerservice@vegetableseeds.basf.com

Other Locations:

4352 Lamont Woods Dr.
Marne, MI 49435

616-540-5461

Chris Dyk

chris.dyk@vegetableseeds.basf.com

PO Box 4005
6080 AA Haelen
Holland

+31 475-599-222
+31 475-599-264 direct
+31 651-604-101 cell
+31 475-591-361 fax

Jos Suelmann

jos.suelmann@vegetableseeds.basf.com

PO Box 321
Pittsboro, NC 27312

910-514-5069

Howard Anderson

howard.anderson@vegetableseeds.basf.com

BRANDS & SERVICES: Vegetable seeds

MEMBERS – ASSOCIATES

OLDS PRODUCTS COMPANY

10700 88th Avenue
Pleasant Prairie, WI 53158
www.oldsproducts.com

262-947-3500 x621
(847)274-2413

Ross Remien
Augie Remien

remien@oldsfitz.com
aremien@oldsfitz.com

BRANDS & SERVICES: Prepared mustards, white distilled vinegar, mustard seed, organic vinegar

ONTARIO PROCESSING VEGETABLE GROWERS

435 Consortium Court
London, ON N6E 2S8
Canada
www.opvg.org
opvg@opvg.org

519-681-1875
519-685-5719 fax

Keith Robbins

keith.robbins@opvg.org

BRANDS & SERVICES: Negotiation of prices, terms, & conditions of sale of 13 processing crops in Ontario for member growers

PARAGON MANUFACTURING, INC.

2001 N. 15th Avenue
Melrose Park, IL 60160
www.paragonmanufacturing.com

708-345-1717
708-345-1721 fax

Greg Alm
Ashley Carroll
Peter Wright
Dina Wright

greg@paragonmanufacturing.com
ashley@paragonmanufacturing.com
peter@paragonmanufacturing.com
dina@paragonmanufacturing.com

BRANDS & SERVICES: Food grade plastic pails and covers.

PCA

1705 B Colonial Dr.
Thomasville, GA 31757

229-805-7391
519-685-5719 fax

Tim Wright
Dave Winfrey

twright@packagingcorp.com
dwinfrey@packagingcorp.com

BRANDS & SERVICES: Corrugated

PERFORMANCE NUTRITION, A DIVISION OF LIDOICHEM, INC.

20 Village Ct
Hazlet, NJ 07730
www.pnfertilizers.com

732-888-8000

Don Pucillo

don@lidochem.com

BRANDS & SERVICES:

PLEX SYSTEMS

18356 Bedford St.
Beverly Hills, MI 48025
www.plex.com

248-703-4978

Michael Donovan

mdonovan@plex.com

BRANDS & SERVICES: Plastic jars & bottles: PET, HDPE, & other

PRETIUM PACKAGING LLC

13515 Barrett Parkway
Suite 150
St. Louis, MO 63021
www.pretiumpkg.com

312-401-6471
314-727-8200
314-727-0249 fax

Barry Sak

bsak@pretiumpkg.com

BRANDS & SERVICES: Plastic jars & bottles: PET, HDPE, & other

MEMBERS – ASSOCIATES

RIJK ZWAAN USA, INC.

701 La Guardia St, Suite A
Salinas, CA 93905
www.rijkszwaanusa.com

831-455-3000
831-455-3003 fax

Robert Grohs
Rick Falconer
Sam McGowen
George Pape

r.grohs@rijkszwaan.com
r.falconer@rijkszwaan.com
s.mcgowen@rijkszwaan.com
georgepape2@gmail.com

Other Locations:

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Carretera Culiacan Costa Rica
Km. 15.6, Costa Rica
Culiacan SIN C.P. 80430
Mexico
www.rijkszwaan.mx

+52 667-173-8597
+52 667-173-8598 fax

Sixto Medina

s.medina@rijkszwaan.com

Rijk Zwaan B.V.
Burgemeester Crezeelaan 40
2635 KX De Lier
Holland 2678 ZG
www.rijkszwaan.com

+31 174-532-300

Gerald Kruschke

g.kruschke@rijkszwaan.de

BRANDS & SERVICES: vegetable seeds

ROSE TIMMER & ASSOCIATES

811 South 6th Ave
Bozeman, MT 59715
www.rosetimmer.com

406-581-1544

Rose Timmer

rose@rosetimmer.com

BRANDS & SERVICES: Innovative solutions for optical inspection systems

SEMINIS VEGETABLE SEEDS

David Baquerizo
57 Courtland Box #856
Rockford, MI 49341
616-301-4711 cell
david.baquerizo@bayer.com

Blake Johnson
100 Carillon Market Street, #300
Panama City Beach, FL 32413
214-632-0568 cell
blake.johnson@bayer.com

Mark Myers
7202 Portage Road
DeForest, WI 53532
608-842-1429
608-516-8846
mark.myers@bayer.com

Nischit Shetty
2221 Keri Road
PO Box 249
Felda, FL 33930
863-674-5817
239-691-9529 cell
nischit.shetty@bayer.com

Valente Oliveros
326 Robson Rd
Leamington ON N8H OA4
Canada
519-280-0743
valente.oliveros@bayer.com

BRANDS & SERVICES: Processing vegetable seeds, specializing in pickling cucumbers and specialty peppers for processing

SILGAN CLOSURES

1140 31st Street
Downers Grove, IL 60515
www.silgancls.com

630-515-8383
630-515-5326 fax
630-241-6630

A.J. Miller
Bob Reay
Sylvia Tomal

aj.miller@silganclosures.com
robert.reay@silganclosures.com
sylvia.tomal@silganclosures.com

BRANDS & SERVICES: Vacuum closures, metal, plastic, composite, sealing equipment, engineering services, dud detection, vision inspection equipment

MEMBERS – ASSOCIATES

SOLBERN

8 Kulick Road
Fairfield, NJ 07004-3308

sales@solbern.com
www.solbern.com

973-227-3030
973-227-3069 fax

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Tom Berger
Justin Espino

juans@solbern.com
jorge@solbern.com
harry@solbern.com
tomb@solbern.com
justin@solbern.com

BRANDS & SERVICES: Pickle packers, automatic spear packers, cucumber slicers (spears, halves, slabs), complete olive filling line, briners, automatic slab slicers & fillers, fillers for retail size, containers up to a gallon, preventative maintenance programs, equipment audits, customized employee training programs

SORMAC Inc.

6800 Wales RD
Northwood, OH 43619

PO Box 60340
Rossford, OH 43460
info@sormac-inc.com
www.sormac-inc.com

567-200-8420
567-200-8422 cell
567-200-8423 cell

Roy Lemmen
Luuk Rutten

r.lemmen@sormac.nl
l.rutten@sormac.nl

Other Location:

2025 Trinity Road
Lynchburg, SC 29080

803-453-5901
803-468-7783 cell
803-453-5763 fax

Billy Mims / Timmy Mims pickleman@ftc-i.net

BRANDS & SERVICES: Cucumber length & sample graders, brush washing equipment, zig zag fillers and complete turnkey cucumber processing factories. SORMAC B.V. is a world-leading developer and manufacturer of machinery and processing lines for the fresh-cut industry. We have a strong record in peeling machines for potatoes, carrots, cucumbers and onions and we are the most progressive supplier for washing and drying systems for lettuce and leafy vegetables. Sormac strives to create detailed perfection in design, construction and functionality, enabling you to deliver the best possible high-quality end product to your customers.

SUNWEST INGREDIENTS

9980 Evans Road
Wapato, WA 98951
contact@sunwestingredients.com
www.sunwestingredients.com

509-874-2002
509-874-1140 fax

Dan Brown
Carl St. Hilaire

dan@sunwestingredients.com
carl@jshfarms.com

BRANDS & SERVICES: Dill weed oil, clean/clear label water-soluble ingredients, flavor emulsions & blends for the pickle industry; "We don't buy it, we produce it Save money. Get quality – buy from the source." "Let us be your flavoring source & resource"

TECNOCAP LLC

1701 Wheeling Ave
Glen Dale, WV 26038
www.tecnocapclosures.com
sales@tecnocapwww.com

304-843-5158
304-843-5475 fax

Bob Macosko
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Bruce Haerr
Roni Llewellyn
Grant Satterley
Jon Warneke

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hkammerer@tecnocapwww.com
bhaerr@tecnocapwww.com
rilewellyn@tecnocapwww.com
gsatterley@tecnocapwww.com
jwarneke@tecnocapwww.com

BRANDS & SERVICES: Metal closures/caps

MEMBERS – ASSOCIATES

THE TEC TEAM INC.

66 Industrial Ave, PO Box 236 201-440-3281
Little Ferry, NJ 07643 201-298-1601 fax
www.thetecteaminc.com
info@thetecteaminc.com

Garry Conklin
Kelley Acker
Melissa Conklin
Marion Brooks
Joe DiBenedetto

garry@thetecteaminc.com
kelley@thetecteaminc.com
melissa@thetecteaminc.com
marion@thetecteaminc.com
joe@thetecteaminc.com

BRANDS & SERVICES: Natural flavors

TOMRA FOOD

875 Embarcadero Drive 916-388-3900
West Sacramento, CA 95691
food.us@tomra.com
www.tomra.com/food

Amber Amador

amber.amador@tomra.com

BRANDS & SERVICES: Global provider of sensor based sorting solutions for growers, packers and processors. TOMRA offers numerous solutions for whole, partial, sliced and diced fruits and vegetables in addition to providing a complete range of sorting solutions to maximize yield and efficiency and to collect real-time information from farm to fork. TOMRA 3A, TOMRA 5A, TOMRA 5B, SENTINEL II, NIMBUS, and more.

TRILOGY ESSENTIAL INGREDIENTS, INC.

1304 Continental Drive 410-612-0691
Abingdon, MD 21009 410-612-0691
www.trilogyei.com 410-273-9503

Chris Pisano
Dean Wilson
Rob Haedrich

cpisano@trilogyei.com
dwilson@trilogyei.com
rhaedrich@citrusandallied.com

Other Locations:

4620 Mercedes Drive 240 Deining Circle
Belcamp, MD 21017 Corona, CA 92880
410-273-9500 951-737-9500
410-273-9503 fax 951-737-0100 fax

BRANDS & SERVICES: Specialty blends & flavors for the pickle industry; essential oils; oleoresins

URSCHEL LABORATORIES, INC.

1200 Cutting Edge Drive 219-464-4811
Chesterton, IN 46304 219-462-3879 fax
info@urschel.com 1-844-877-2435 (Urschel)
www.urschel.com

Tim O'Brien

tobrien@urschel.com

BRANDS & SERVICES: TranSlicer, DiversaCut, QuantiCut; The Global Leader in Food Cutting Technology; manufacturing & selling of high capacity, precision slicers, dicers, and other types of size reduction machinery for food processors and allied industries.

PRODUCTS & SERVICES

BRINE TANKS

Belding Tank Technologies, Inc.

BROKERS

Fresh & Green Agri Imports, Inc.
M.J. Rosenmayer Company
Montrose International Group

CLOSURES

Ancor Flexibles North
America
Massilly North America Inc.
Silgan Closures
Tecnocap LLC

CONSULTING

BK Engineering & Consulting
Critereon Company LLC
Deville Technologies
Fashionably Pickled, LLC
Marcatus QED, Inc.
Ontario Processing
Vegetable Growers
Performance Nutrition

CONTAINERS

Ardagh Group
Berry Global
CIR Flexible Packaging
Solutions, Inc
Con Pac South, Inc.
Graham Packaging Company, L.P.
IPL Inc.
Massilly North America Inc.
Mauser Packing Solutions
Norton Packaging, Inc.
Paragon Manufacturing, Inc.
PCA
Plex Systems
Pretium Packaging LLC

GREEN SHIPPERS & SALTERS

Addis Cates Co., Inc.
Bay View Food Products Co.
Brodnax Seed Co. Inc.
Can-Am Pepper Company
Casco Produce SA DE CV
Crop Alliance B.V.
Falkner Produce
Fresh International LLC
Froese Vegetables
Hartung Brothers, Inc.
Holmes & Holmes Produce, Inc.
Kenny, Inc.
Lisa, Inc.
MarBran, S.A. DE C.V.
Nash Produce
Picklemex, LLC
Ritz Produce, Inc.
SanBros
Soluciones Savia
Sur-Mex Pickles LLC
Swanson Pickle Co., Inc.
Texana Pickle Producers, Inc.
The Pickle Station
Warzynski Paradise Farms, Inc.

OILS

American International Foods, Inc.
Great Northern Farms LLC
Haviland Products Company
Kalsec, Inc.
Medallion International, Inc.
SunWest Ingredients
Trilogy Essential Ingredients, Inc.

PRINTING

Lewisburg Printing Company

PROCESSING EQUIPMENT

Belding Tank Technologies, Inc.
Deville Technology
Massilly North America, Inc.
Rose Timmer & Associates
Silgan Closures
Solbern
Sormac Inc.
TOMRA Food
Urschel Laboratories, Inc.

SEEDS

Bejo Zaden, B.V.
HM.Clause, Inc.
Nunhems USA, Inc.
Olds Products Company
Rijk Zwaan USA, Inc.
Seminis Vegetable Seeds

SPICES & SEASONINGS

American International Foods, Inc.
The Garlic Company
Garlic King
Haviland Products Company
Fleischmann's Vinegar Company, Inc.
Kalsec, Inc.
Medallion International, Inc.
Mizkan Americas, Inc.
The Tec Team Inc.

TRANSPORTATION

M&G Truck Brokerage

VINEGAR

American International Foods, Inc.
Fleischmann's Vinegar Company, Inc.
Mizkan Americas, Inc.
Olds Products Company

BRAND NAMES OF PPI MEMBER COMPANIES

7Ls	Lisa, Inc.	Gedney	Gedney Foods Company
Acadian	Cajun Chef Products, Inc.	Giuliano.....	Giulianos' Specialty Foods
Accent	B&G Foods, Inc.	Goldin	First Place Foods, LLC
AMA	HJS Condiments Limited	Govi Aruna.....	HJS Condiments Limited
Ann O'Brien.....	Ann O'Brien Inc SA DE DV	Green Boys.....	Kruger Foods, Inc.
B&G	B&G Foods, Inc.	Green Giant	B&G Foods, Inc.
B&M Beans	B&G Foods, Inc.	Greenhouse	Global Green Company Limited
Ba-Tampte Pickle Products.....	Ba-Tampte Pickle Products, Inc.	Habitant	The J.M. Smucker Co.
Bautz'ner	Develey Senf & Feinkost GmbH	Hausbeck.....	Hausbeck Pickle Co.
Berrak	Zeytursan Gida San.	Hengstenberg	Hengstenberg GMBH & Co.
Best Maid	Best Maid Products, Inc.	Holiday.....	Freestone Pickle Company, Inc.
Bick's	The J.M. Smucker Co.	Holiday Royal.....	Freestone Pickle Company, Inc.
Big Papa	Van Holten's	House of Webster	House of Webster
Bryant's	Bryant Preserving Company	Hot Mama	Van Holten's
Cajun Chef	Cajun Chef Products, Inc.	Hugo Reitzel	Reitzel International (Suisse) S.A.
Chef Supreme.....	Best Maid Products, Inc.	Hunn's.....	First Place Foods, LLC
Chipico	The Chicago Pickle Company	Hunn's Gourmet Selections	First Place Foods, LLC
Claussen	Claussen Pickle Co.- Kraft Heinz	Hunn's Private Stock.....	First Place Foods, LLC
Cool Crisp	Gielow Pickles, Inc.	Island Magic.....	HJS Condiments Limited
Coronation	Whyte's Food Inc.	Josh's Pickles	Josh's Pickles
Cortland Valley Organic	GLK Foods	King David	Ripon Pickle Co., Inc.
County Fair	County Fair Food Products	Kissling	GLK Foods
Cream of Wheat	B&G Foods, Inc.	Klein's	Klein Pickle Co., Inc.
Del Dixi.....	Best Maid Products, Inc.	Krrrrisp Kraut	GLK Foods
Del Monte.....	Gedney Foods Company	Kruger.....	Kruger Foods, Inc.
Develey	Develey Senf & Feinkost GmbH	Kuhne	Carl Kühne KG (GmbH & Co.)
Don Hermann & Sons	Hermann Pickle Farms	LA FLOR.....	Lisa, Inc.
Edible Pickle Works	Ba-Tampte Pickle Products, Inc.	Las Palmas	B&G Foods, Inc.
Ev.....	Zeytursan Gida San.	Leuchtenberg.....	Leuchtenberg Sauerkrautfabrik
Evangeline	Cajun Chef Products, Inc.	Linkenheil.....	Spreewaldkonserve Golssen
Felix	Orkla Foods Sverige AB	Lowensenf	Develey Senf & Feinkost GmbH
Fersan.....	Develey Senf & Feinkost GmbH	Mancini	Mancini Packing Co.
Fitini	Spreewaldkonserve Golssen	Mancini Foods	Mancini Packing Co.
Freestone.....	Freestone Pickle Company, Inc.	Marschland Naturkast.....	Alfred Paulsen GmbH & Co. KG
Frenzel	Develey Senf & Feinkost GmbH	Mautner Markhof.....	Develey Senf & Feinkost GmbH
GALA	Lisa, Inc.	McClure's Pickles	McClure's Pickles
Garlic Joe.....	Van Holten's	McLarens	The J.M. Smucker Co.

BRAND NAMES OF PPI MEMBER COMPANIES

Mor Annas	Orkla Foods Sverige AB	Shell Bei.....	Hermann Pickle Farms
Mr. Chips	Mr. Chips Inc.	Silver Floss	GLK Foods
Mt. Olive.....	Mt. Olive Pickle Company, Inc.	Silver Star	First Place Foods, LLC
Mrs. Whyte's	Whyte's Food Inc.	Snackle	Global Green Company Limited
Nathan's Famous	Hermann Pickle Farms	Sonoma Brinery	Sonoma Brinery
Natural Harvest	Patriot Pickle, Inc.	S=O	Sanyo Food Products Co., Ltd.
Nutri-Fe	Lisa, Inc.	Sour Sis	Van Holten's
NY Style	B&G Foods, Inc.	Specht.....	Develey Senf & Feinkost GmbH
Oh Snap.....	GLK Foods	Spreewaldhof.....	Spreewaldkonserve Golssen
ORO di Parma.....	Hengstenberg GMBH & Co.	St. Joe Valley.....	Sechler's Pickles, Inc.
Ortega	B&G Foods, Inc.	Stan's.....	Koeleman India Pvt. Ltd.
Patriot.....	Patriot Pickle, Inc.	Stollenwerk	J. & W. Stollenwerk OHG
Paulsen	Alfred Paulsen GMBH & Co. KG	Strub's.....	Whyte's Food Inc.
Pick Pack	B&G Foods, Inc.	SuckerPunch.....	SuckerPunch Gourmet
Pickle Cutz.....	Van Holten's	Talk O'Texas.....	Talk O'Texas Brands, Inc.
Pickle-Ice	Van Holten's	Tify	Global Green Company Limited
Pickle-In-A-Pouch	Van Holten's	Topor's Pickles	EW Grobbel
Pickle O'Pete.....	Ripon Pickle Co., Inc.	Van Holten's	Van Holten's
Pickle Time	Freestone Pickle Company, Inc.	Vegola.....	Indo Spanish Tasty Foods
PIK-L-GIANT	First Place Foods, LLC	Verdi	GLK Foods
Pleasant Valley Farms	Kruger Foods, Inc.	VH Pickle Back	Van Holten's
Po Polsku.....	Ripon Pickle Co., Inc.	Vienna Beef	The Chicago Pickle Company
Polaner.....	B&G Foods, Inc.	Vlasic	Conagra Brands
Regina.....	B&G Foods, Inc.	Voss & Zobus	Hengstenberg GMBH & Co.
Reine de Dijon.....	Develey Senf & Feinkost GmbH	Willies	GLK Foods
RITZ	Ritz Produce, Inc.	Wisconsin Pride	Ripon Pickle Co., Inc.
Safie.....	Safie Specialty Foods Company	Whyte's	Whyte's Food Inc.
San-Del	B&G Foods, Inc.	Wrights.....	B&G Foods, Inc.
Saverne.....	GLK Foods	Zinger.....	Gedney Foods Company
Savia Great Pickles.....	Soluciones Savia		
Sechler's	Sechler's Pickles, Inc.		

CODE OF ETHICS

CODE OF ETHICS

In order to attain the objects of this Association, namely, to foster and promote the interests of the pickle packing industry, and to encourage and increase cooperation among manufacturers, salters and affiliated interests for the practical betterment of the entire industry, we the members of this Association affirm and subscribe to the following Code of Ethics:

I. DUTIES TO OURSELVES

SECTION 1 We believe in maintaining the highest ethical standards of business conduct; that such standards depend upon our attainment and pursuit of moral integrity; that our every business transaction should be tested by the standards of truth and justice; that in our contacts with other truthfulness and straightforwardness are more to be preferred than dissembling and misrepresentation so that our reputation for honorable dealing, in the end, will establish the highest degree of business character.

SECTION 2 We believe every business is entitled to the reward or profit in addition to essential reserves for future contingencies; that to attain profits management must skillfully, intelligently and honestly use its tools, such as accounting and cost-finding, planning and production, merchandising and marketing; that in establishing prices we must constantly bear in mind profits do not begin to show until all costs have been absorbed.

II. DUTIES TO EACH OTHER

SECTION 1 We believe the closer pickle packers cooperate with each other within the precincts of their association, the more easily and more completely they will promote their common interests and the interests of the industry, and the better they will serve the public.

III. DUTIES TO OUR EMPLOYEES

SECTION 1 We believe it should be our constant endeavor to promote the physical well-being of our employees insofar as our individual establishments shall permit; that workmen satisfied and contented with comforts and necessities of life are more efficient and more productive than those who are disgruntled, dissatisfied and disinterested.

IV. DUTIES TO OUR CUSTOMERS

SECTION 1 We believe it to be the compelling duty of every member of this Association to manufacture products for the trade of the highest quality possible in each grade, kind and variety, that purity, wholesomeness and attractiveness are more to be desired than price; that nutritive and vitamin values are essential to good health.

SECTION 2 We believe we owe it to the good health of the public that our products should be produced in stations and plants operated under the best sanitary conditions possible; that by research and practical operation we should constantly endeavor to keep abreast of the best and most practicable devices and practices that science may develop.

SECTION 3 We believe we owe it to people to give them the best and most for the lowest price consistent with wages, salaries, material costs, taxes, and reasonable profits and reserve.

SECTION 4 We believe that research and constant study should be encouraged by our individual members and collectively as a group to improve the quality and lower the cost of our products.

Pickle Packers International, Inc.

1101 17th Street NW, Suite 700, Washington, DC 20036
202-331-2465 • 202-463-8998 fax

To: PPI Board of Directors

We hereby apply to be admitted as a member of Pickle Packers International, Inc. under the Constitution and By-Laws of the Association. Should our application be approved and we are elected to membership in your association, we agree to abide by its Constitution and By-Laws, Rules and Regulations, Codes and Practices, now in force, as well as any that hereafter may be adopted.

MEMBERSHIP CLASSIFICATION

Please check the appropriate classification after reviewing the Constitution and By-Laws. Signature required.

- Manufacturer/Repacker of pickled products Broker
 Grower/Salter or Grower/Green Shipper Associate (Supplies or Services for Industry)

COMPANY INFORMATION

Company Name

Officer Name

Title

Email

Address

PO Box (if applicable)

City

State / Region

Zip / Postal Code

Country

Phone

Fax

General Company Email

RECOMMENDATION

Name

Company Name

BRAND NAMES AND SERVICES **Manufacturers:** brand names; **Associates:** products or services

LIST OTHER COMPANY EMPLOYEES FOR PPI MAILING LIST

APPLICATION FOR MEMBERSHIP

The following membership category definitions are excerpted from

Constitution and By-Laws of Pickle Packers International, Inc.

(Restated with Amendments through October 23, 1996)

A Manufacturer is a business whose principal involvement with the Industry is the conversion of agricultural commodities into finished pickled, acidified and/or fermented food products.

A Salter/Green Shipper is a business whose principal involvement with the Industry is to obtain raw agricultural commodities and handle them, ship them, and/or process them to any stage short of a finished pickled, acidified and/or fermented product. This category shall not include any business whose sole principal involvement with the Industry is growing agricultural products.

A Broker is a business whose principal involvement with the Industry is the arranging of transactions between buyers and sellers of agricultural commodities intended for use in the manufacture of finished pickled, acidified and/or fermented products. In order to qualify for membership in the Association, at least sixty percent (60%) of a Broker's total annual sales must be to Manufacturers or Salter/Green Shippers.

A Repacker is a business whose principal involvement with the Industry is to receive processed pickled, acidified and/or fermented vegetable products in bulk and pack them in consumer or institutional containers.

An Associate is a business whose principal involvement with the industry is the provision of supplies, equipment or services which are necessary to the manufacturing and/or shipping of the acidified and/or fermented food products.

For the purposes of determining dues payable by a member, a business which qualifies for membership under more than one category shall be treated as a member of that membership category which pays the higher dues. In the case that dues fall into the minimum dues level for both categories, the member will designate the category of membership of their choice.

I certify that the membership category applied for, as checked on front of this application, is true and conforms to any and all requirements as stated in the By-Laws.

Signature

Date

2021 Membership Dues Worksheet

- Dues for overseas Manufacturer members (no net sales in the North America): \$1,530.00
- Dues for Associate and Broker members (North America & overseas): \$1,530.00
- All others please use the formula below.**

NOTE:

- Manufacturers and Salter/Green Shippers in North America should calculate dues based on total net sales.
- Overseas Manufacturers and Salter/Green Shippers who have sales in North America should calculate dues based on total net sales in North America.

NET SALES: Total gross dollars sales, less freight, returned goods, sales allowances, promotions, cash discounts, commissions, brokerage, and other price reductions for pickled vegetable products only.

Company's Net Sales for fiscal/calendar year 2020 = \$ _____

<u>Net Sales of Pickled Vegetables</u>	<u>Base Dues</u>	<u>Calculation</u>	<u>Total</u>
\$0 through \$999,999	\$1,530		\$ _____
\$1,000,000 through \$49,999,999	\$1,530	+ net sales over \$999,999 multiplied by .000408	\$ _____
\$50,000,000 through \$74,999,999	\$21,530	+ net sales over \$49,999,999 multiplied by .000275	\$ _____
\$75,000,000 and over	\$28,410	+ net sales over \$74,999,999 multiplied by .000143	\$ _____
TOTAL YEARLY DUES*			\$ _____

***Large Member Discount:** To continue to attract and retain large members (manufacturers and salters/green shippers), if your Total Yearly Dues calculates to be \$15,001 or more, you may discount your dues by 25%. For members in North America that this affects, monetary exchange rates may also be neutralized. Upon reporting your sales, PPI will gladly assist you with these calculations.

- OPTIONAL:** Quarterly Payment (divide Total Dues by 4) = \$ _____

Signed: _____ Date: _____

Company: _____

TO COMPLETE YOUR MEMBERSHIP APPLICATION

Please return the three forms (application, constitution & by-laws, and dues worksheet) with payment to:

Pickle Packers International, Inc.
 1101 17th Street NW, Suite 700, Washington, DC 20036
 202-463-8998 fax • bbursiek@ilovepickles.org



RALEIGH, NORTH CAROLINA | APRIL 20-22 | NORTH HILLS



2021

ANNUAL MEETING & PRODUCT SHOWCASE

AUSTIN, TEXAS | OCTOBER 18-20 | DOWNTOWN AUSTIN