

IFDA/IFMA Sales Marketing Attendees: June 18, 2010

Formal Meeting Roster, by Company								
6/25/2010 (PM)								
2010 IFDA/IFMA Sales & Marketing								
Company	Name	Location	Participant	Speaker	Staff	Manufacturer	Distributor	Associate/Other
A.T. Kearney, Inc.	Mr. David Donnan	Chicago, IL	x					x
Advance Food Company	Mr. Drew C. Dozier	Oklahoma City, OK	x			x		
AFS Technologies	Mr. Ken Yontz	Ormond Beach, FL	x					x
Alimentos Campeon S.A.	Ms. Ana Maria Erkelens	Guatamala City, Guatemala	x				x	
	Ms. Isabel Fernandez	Guatamala City, Guatemala	x				x	
	Mr. Carlos Landaverde	San Salvador, El Salvador	x				x	
	Mr. Javier Palacios	Guatamala City, Guatemala	x				x	
Answers Systems, Inc.	Mr. Bud Hilton	Oldsmar, FL	x					x
	Mr. John Nicholas	Oldsmar, FL	x					x
Avalon Foodservice, Inc.	Mr. James O. Hendrickson	Canal Fulton, OH	x				x	
Awrey Bakeries, Inc.	Mr. Peter Billing	Livonia, MI	x			x		
	Ms. Leslye Davidson	Livonia, MI	x			x		
	Ms. Connie Holston	Livonia, MI	x			x		
	Mr. Jerry Sutton	Livonia, MI	x			x		
	Mr. Robert Wallace	Livonia, MI	x			x		
Barber Foods	Mr. Bill Schmitt	Portland, ME	x			x		
Basic American Foods	Mr. Brad Brunk	Saint Charles, MO	x			x		
	Ms. Jane Foreman	Walnut Creek, CA	x			x		
Ben E. Keith Foods	Mr. Christopher B. Snyder	Fort Worth, TX	x				x	
	Terry Stephens	Edmond, OK	x				x	
	Mr. David Werner	Fort Worth, TX	x				x	
	Mr. Justin Kirkland	Tulsa, OK	x				x	
Benchmark Sales & Marketing Group	Mr. Mark LePage	Norwood, MA	x					x
BiRite Foodservice Distributors	Mr. Stephen Barulich	Brisbane, CA	x				x	
	Ms. Amy T. Bruno	Brisbane, CA	x				x	
	Mr. Michael Pendergast	Brisbane, CA	x				x	
Campbell Soup Company	Mr. Michael Illum	Camden, NJ	x			x		
	Mr. David Jordan	Sausalito, CA	x			x		
	Mr. Steve Scales	Camden, NJ	x			x		
Coca-Cola Foodservice & On-Premise Division	Mr. Hector Gallardo	Atlanta, GA	x			x		
	Mr. Mike Hagen	Atlanta, GA	x			x		

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Company	Name	Location	Participant	Speaker	Staff	Manufacturer	Distributor	Associate/Other
	Mr. Ben Shanley	Atlanta, GA	x			x		
	Ms. Nancy Wollensak-Gilboe	Atlanta, GA	x			x		
ConAgra Foodservice	Ms. Melinda Foley	Omaha, NE	x			x		
Dell, Inc.	Ms. Laura Lozano	Round Rock, TX		x				x
Dot Foods, Inc.	Mr. Cullen H. Andrews	Chesterfield, MO	x				x	
	Mr. Drew Clemens	Chesterfield, MO	x				x	
	Ms. Aimee Wheatley	Chesterfield, MO		x			x	
Dougherty Brokerage	Mr. Dave P. Dougherty	Omaha, NE	x					x
Ecolab, Inc.	Mr. Paul Lloyd	Saint Paul, MN	x			x		
F.A.B., Inc. (Frosty Acres Brands)	Mr. Craig A. Jordison	Alpharetta, GA	x				x	
	Mr. Robert G. Keeney	Alpharetta, GA	x				x	
	Mr. William Lewis	Alpharetta, GA	x				x	
Federated Foodservice	Ms. Dorian Gallo	Arlington Heights, IL	x				x	
	Ms. Maureen Pulte	Arlington Heights, IL	x				x	
Food Channel Pro	Ms. Ellen Koteff	New York, NY		x				x
Food for Thought Enterprises	Mr. Russ Benson	Lincolnwood, IL		x				x
Food Service Enablers	Mr. Rick Heavern	Amherst, NY		x				x
FoodHandler Inc.	Mr. Michael Johnson	Lake Forest, IL	x			x		
	Ms. Donna Santoro	Lake Forest, IL	x			x		
Foodservice Sales and Marketing Association	Mr. Richard E. Abraham	Columbia, MD	x					x
French's Foodservice	Jo'el Ellis	Chester, NJ	x			x		
	Mr. Arti Shaw	Chester, NJ	x			x		
General Mills Bakeries & Foodservice	Mr. Merv Moorhead	Minneapolis, MN	x			x		
Georgia-Pacific Corporation	Mr. John Strom	Atlanta, GA	x			x		
	Mr. Craig Yardley	Atlanta, GA	x			x		
	Mr. David Sibilsky	Atlanta, GA	x			x		
	Ms. Sharon M. Tett	Atlanta, GA	x			x		
Glazier Foods Company	Mr. Bill Mathis	Houston, TX	x			x		
Gordon Food Service	Ms. Deb Abraham	Grand Rapids, MI	x				x	
	Mr. Bill Balke	Grand Rapids, MI	x				x	
	Mr. Barry Bates	Grand Rapids, MI	x				x	

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KAST Distributors, Inc.	Mr. Byron Stetser	Carneys Point, NJ	x				x	
	Loannis Vournavakis	Carneys Point, NJ	x				x	
	Mr. Emanouil Vournavakis	Carneys Point, NJ	x				x	
Kellogg's Food-Away-From-Home	Ms. Kimberly Belson	Stroudsburg, PA	x			x		
	Mr. Rich Borrasso	Elmhurst, IL	x			x		
	Ms. Robin Feldman	Atlanta, GA	x			x		
	Mr. Andrew Glaser	Elmhurst, IL	x			x		
	Mr. Mark Huber	Elmhurst, IL	x			x		
	Mr. Joe Palonis	Elmhurst, IL	x			x		
	Mr. Mark Spliethoff	Elmhurst, IL	x			x		
	Mr. Paul Stippich	Elmhurst, IL	x			x		
	Mr. Ben Wexler	Elmhurst, IL	x			x		
Key Impact Sales & Systems	Ms. Catherine Ahern	Burlington, NJ	x					x
	Mr. Daniel Cassidy	Burlington, NJ	x					x
	Mr. Robert Galvin	Natick, MA	x					x
	Mr. Joseph Hargadom	Burlington, NJ	x					x
	Ms. Brenda Lotesta	Elk Grove Village, IL	x					x
	Mr. Robert Monroe	Burlington, NJ	x					x
Kohl Wholesale	Mr. Ted Meyer	Quincy, IL	x				x	
	Mr. Greg Whitney	Quincy, IL	x				x	
Kraft Foods North America	Ms. Christina A. Bruno	New Palestine, IN	x			x		
Labatt Food Service	Mr. Ken Monacelli	Austin, TX	x				x	
Land O'Lakes, Inc.	Mr. Sachin Isaacs	St. Paul, MN	x			x		
Lawrence Foods, Inc.	Mr. David Tobiasz	Elk Grove Village, IL	x			x		
Lifeware TEK	Mr. Steven Kent	Saint Augustine, FL	x					x
Lott Marketing	Mr. Ron Lott	Houston, TX	x					x
	Mr. Tommy Lott	Houston, TX	x					x
Lyons Magnus	Mr. Jim Davis	Fresno, CA	x			x		
	Mr. Scott MacDougall	Fresno, CA	x			x		
	Ms. Patty Sadoian	Fresno, CA	x			x		
Maines Paper & Food Service, Inc.-Corporate	Mr. David Landrigan	Conklin, NY	x				x	
	Mr. John Sculley	Conklin, NY	x				x	
	Mr. Guy Zehner	Conklin, NY	x				x	
Martin Brothers Distributing Co., Inc.	Ms. Diane M. Chandler	Cedar Falls, IA	x				x	
	Mr. Doug Coen	Cedar Falls, IA	x				x	
	Mr. Shaun Courbat	Cedar Falls, IA	x				x	

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Company	Name	Location	Participant	Speaker	Staff	Manufacturer	Distributor	Associate/Other
	Mr. John R. Martin	Cedar Falls, IA	x				x	
	Ms. Jennifer Meinders	Cedar Falls, IA	x				x	
	Mr. Scott Vermillion	Cedar Falls, IA	x				x	
	Ms. Megan Zuniga	Cedar Falls, IA	x				x	
McCain Foods USA	Mr. Joe Bybel	Lisle, IL	x			x		
	Ms. Amanda Colgan	Lisle, IL	x			x		
	Mr. Paul Gere	Lisle, IL		x		x		
	Mr. Eric Woolfitt	Lisle, IL	x			x		
Merchant's Foodservice	Mr. Johnny Barlow	Hattiesburg, MS	x				x	
	Mr. Bill Pitts	Hattiesburg, MS	x				x	
Michael Foods, Inc.	Mr. Thomas Schuneman	Minnetonka, MN	x			x		
Midwest Venture Partners	Mr. Mick Asmussen	Vernon Hills, IL		x				
Moxie the Restaurant	Mr. Jonathan Bennett	Beachwood, OH		x				
NPD Group	Mr. Tim Bonney	Rosemont, IL	x					x
	Ms. Julie Hoffmeyer	Rosemont, IL	x					x
	Ms. Ann Roberts	Rosemont, IL	x					x
	Mr. Arnie Schwartz	Rosemont, IL	x					x
	Mr. Randall Smith	Rosemont, IL	x					x
Ontario Food Exports	Mr. Joseph C.Senft	New Providence, NJ	x					x
Palmer Food Services	Ms. Amy Peri	Rochester, NY	x				x	
Palo Alto Egg Company	Mr. Eric Jensen	Newark, CA	x				x	
	Mr. Paul Jensen	Newark, CA	x				x	
Pate Dawson Company	Mr. John P. Pare	Goldsboro, NC	x				x	
	Mr. Robert Stewart, Sr.	Goldsboro, NC	x				x	
	Mr. Malcolm R. Sullivan, Jr.	Goldsboro, NC	x				x	
	Mr. Mike Turner	Goldsboro, NC	x				x	
Performance Foodservice	Mr. Larry Hickman	Richmond, VA	x				x	
	Ms. Melanie McDaniel	Richmond, VA	x				x	
	Mr. Fred Sanelli	Richmond, VA	x				x	
ProServ, S.A.	Mr. Stuart Svenson	Panama City, Panama	x				x	
Red Diamond Inc.	Ms. Shay K. Counselman	Moody, AL	x				x	
Red Gold LLC	Mr. Bruce Quigley	Elwood, IN	x					x
	Mr. Joseph Spencer	Elwood, IN	x					x

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Reinhart FoodService, LLC	Mr. Paul Bailey	Rogers, MN	x				x	
	Ms. Michelle Burmester	La Crosse, WI	x				x	
	Mr. Barry Friends	La Crosse, WI	x				x	
	Mr. Rich Katin	Oak Creek, WI	x				x	
	Mr. Ed Sanford	La Crosse, WI	x				x	
	Mr. Mike Van Rite	Shawano, WI	x				x	
Renzi Foodservice, Inc.	Mr. Scott Delaney	Watertown, NY	x				x	
	Ms. Lisa Lazore	Watertown, NY	x				x	
	Mr. Jude Renzi	Watertown, NY	x				x	
	Mr. John Stevens	Watertown, NY	x				x	
Resurrection Medical Center	Mr. Ron Rech	Chicago, IL		x				
Rich Products Corporation	Mr. Ray Burke	Buffalo, NY	x			x		
	Mr. Richard Ferranti	Buffalo, NY	x			x		
	Mr. Jim Stapleton	Appleton, WI		x				
RJ Alimentos	Mr. Ricardo Garza	Garza Garcia, Mexico	x				x	
S & W Wholesale Foods, LLC	Ms. Mary Bailey	Hammond, LA	x				x	
	Mr. Randy Hamilton	Hammond, LA	x				x	
Saladino's, Inc.	Mr. Owen Escola	Fresno, CA	x				x	
Sara Lee Foodservice	Ms. Kristin Bird	Downers Grove, IL	x			x		
	Mrs. Sue Brose	Downers Grove, IL	x			x		
	Mr. Keith Franven	Downers Grove, IL	x			x		
	Mr. Joan Killinsworth	Downers Grove, IL	x			x		
Saval Foodservice	Mr. Paul L. Saval	Elkridge, MD	x				x	
Schafer Condon Carter	Ms. Katie Gerding	Chicago, IL	x					x
	Ms. Jackie M. Smith	Chicago, IL	x					x
Schreiber Foods, Inc.	Mr. Kevin Anderson	Green Bay, WI	x			x		
Schwan's Food Service	Ms. Tatum Borstad	Marshall, MN	x			x		
	Sandy Lyons	Marshall, MN	x			x		
	Mr. James Schywstell	Downingtown, PA	x			x		
Shamrock Foods Company	Mr. Rob Ahrensdorf	Phoenix, AZ	x				x	
Southern Foods, Inc.	Ms. Monica Duvall	Bowling Green, KY	x				x	
	Mr. Matt Malloy	Bowling Green, KY	x				x	
	Mr. L. Douglas Polk	Bowling Green, KY	x				x	
St. Joseph's University	Dr. Richard George	Philadelphia, PA		x				x

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Stanz Foodservice, Inc.	Mr. Jeffrey S. Nichols	South Bend, IN	x				x	
Sugar Foods Corporation	Mr. Roger Lamoureux	Sun Valley, CA	x			x		
	Mr. Rick Mier	Sun Valley, CA	x			x		
	Mr. Christopher Travisano	Sun Valley, CA	x			x		
Sugardale Foods	Mr. Gregory M. Merrill	Massillon, OH	x			x		
Sysco Corporation	Ms. Claire R. Thomas	Houston, TX	x				x	
Technomic, Inc.	Ms. Kathy Gaynor	Chicago, IL		x				x
	Mr. Robert Goldin	Chicago, IL		x				x
The Britt Hunt Company, LLC	Mr. Steve Hubbard	Nashville, TN	x				x	
	Mr. Michael Patenaude	Nashville, TN	x				x	
The Culinary Institute of America	Ms. Lee Ellen Hayes	Hyde Park, NY	x					x
The Foodservice Content Company	Ms. Caroline Perkins	New York, NY		x				x
The Hale Group, Ltd.	Mr. William C. Hale	Danvers, MA		x				x
The J.M. Smucker Company	Mr. Patrick Meehan	Orrville, OH	x			x		
Thirs-Tea Corporation	Mr. Ray Welch	Boca Raton, FL	x			x		
Troyer Foods, Inc.	Mr. Chris Brown	Goshen, IN	x				x	
	Mr. Martin Shearer	Goshen, IN	x				x	
U.S. Foodservice, Inc.	Mr. Dinesh Kalwani	Rosemont, IL	x				x	
UniPro Foodservice Inc.	Pennie Hareras	Pittsburgh, PA	x				x	
	Mr. Robb A. Meath	Atlanta, GA	x				x	
	Mr. Roger Toomey	Atlanta, GA	x				x	
Upper Lakes Foods Inc.	Ms. Susan Ryan	Cloquet, MN	x				x	
Vanee Foods Company	Mr. Luke Vanee	Berkeley, IL	x				x	
	Ms. Emily Vanessenoelft	Berkeley, IL	x				x	
Ventura Foods, LLC	Mr. Frank J. Stynes	Charlotte, NC	x			x		
VIP Foodservice	Mr. Nelson T. Okumura	Kahului, HI	x				x	
Wabash Foodservice	Mr. Joe Gish	Vincennes, IN	x				x	
	Mrs. Cheryl Hacker	Vincennes, IN	x				x	

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Company	Name	Location	Participant	Speaker	Staff	Manufacturer	Distributor	Associate/Other
Waldo Waldman	Mr. Rob Waldman	Atlanta, GA		x				x
Waugh Foods	Mr. John Waugh	East Peoria, IL	x				x	
Waypoint	Mr. Jeffrey Stone	Glen Burnie, MD	x					x
Wells Dairy, Inc.	Mr. Keith A. Kandt	Le Mars, IA	x			x		
Which Wich?	Mr. Jeff Sinelli	Dallas, TX		x				x
Winning the Selling Game	Ms. Kay Taylor	Glen Allen, VA	x					x
WOW Sales Effectiveness	Ms. Cathy Wilson	Westmont, IL	x					x
Y. Hata & Co., Ltd.	Ms. Jacqueline Cabebe	Honolulu, HI	x				x	
Total Participants	237		206	18	13	72	106	41