

AFDR FACTS THAT EVERY FOODSERVICE BRAND WANTS TO KNOW

Many brand marketers are not sure how to classify AFDR. Are we an association? Media company (because of DSR *Live!* and other content)? Training group? Do we help market and sell products like an agency?

WELCOME TO THE NEW WORLD OF FOODSERVICE MARKETING & SALES

We have bits of all those disciplines... but helping distributor sales reps build their professional skills is at the heart of everything we do. So, sometimes we take the form of creating engaging content like a media company. Other times, we expose DSRs to new product ideas through training activities. Sometimes we simply represent the “day in the life of DSRs” to help manufacturers understand the complexity of being a rep these days.

Regardless, we’re often asked to quantify what we do in traditional sales and marketing “measures.” Most of the metrics don’t directly apply because DSRs are at the intersection of so many things. How do you measure the worth of getting a rep:

- Comfortable in his or her job representing 10,000 different products.
- Valued as a business consultant and partner to operators.
- Focused on being a bill collector for a distributor they work for.
- Skilled at being an on-the-fly market researcher to determine if the new taco joint down the street is a viable customer opportunity.

Those are a few of the responsibilities of today’s DSR. Contrary to popular belief, they only spend a few moments actually taking orders. And even less time reading marketing brochures or scanning trade publications.

But contact us if you have more questions. But in the meantime...

HERE ARE THE ANSWERS TO THE QUESTIONS WE OFTEN GET

How many members do you have?

We have 3,500 members and growing by 50-200 each month (depending on activities we have going on). Almost all of our growth is from “word of mouth” due to training activities we provide and/or DSRs passing along our weekly email and podcast.

Why so few members?

The organization is about four years old. We've grown through word of mouth (that's what we're good at). We represent about 6% of the 50,000 DSRs out there. In comparison, *Nation's Restaurant News*, *Restaurant Business* or any other prestigious operator-focused magazine reach about 8-10% of 1,000,000 operators. So, we think we're doing OK so far as a young organization representing our respective audience.

Having said that... the average DSR serves 30 operator customers. So our membership influences 105,000 operators!

How many members actually listen to DSR Live/Wednesday Call Sheet?

Our weekly average click-thru rate for the Wednesday Call Sheet (our weekly audio broadcast) is 16% over the last six months. Depending on the content and/or training activities offered, the click rate can exceed 30% (1,100-1,200 unique visitors).

How many members visit the AFDR Website?

Very few (how's that for honesty!). The vast majority of our DSR interaction comes through our "push" activities like our *DSRSmart* training program that is emailed directly to DSRs. Our website is picking up steam, however, as we host more DSR training videos as a resource.

What is DSRSmart and what's so good about it?

In a nutshell:

- DSRs are invited to a brief online training video via email.
- They're asked some general market awareness questions about the product or issue at hand.
- They watch a 2-3 minute video (usually fun, fast-paced, YouTube-like) about a product/topic.
- The video is followed by a brief quiz to measure their knowledge retention.
- They are awarded a small cash prize for providing their undivided attention.
- Finally, they can forward the lesson along to their fellow DSRs even if those DSRs have yet to join AFDR (this is how we generate more than a 100% response rate).

DSRSmart is like the YouTube for foodservice training, except you can...

- Control who sees your training videos.
- Control your "private" channel so inappropriate content isn't posted next to your video.
- Offer training availability from virtually any computer - 24/7.
- Measure user participation and knowledge retention.
- Offer incentives to gain undivided attention.
- Target subgroups of DSRs, brokers, corporate reps or others with different training programs.

DSRSmart has been used by many major brands with high satisfaction (most on our current partner list have deployed DSRSmart programs).

It's simply the easiest and most effective way to get the undivided attention of hectic DSRs.

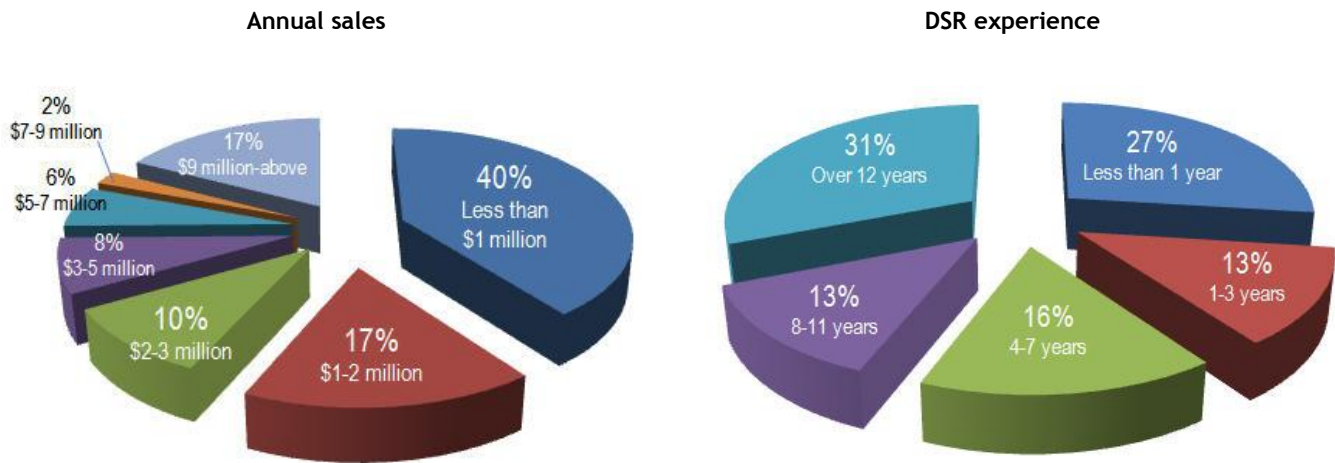
Why should I work with AFDR and/or try to influence DSRs?

Virtually every foodservice market research study shows that DSRs are the primary influencers in the decision-making process of foodservice operators. Operators are so busy that they depend on their trusted rep to help them decide on menu items, chemicals, sanitary products, equipment, supplies and other services. Through AFDR, you influence our members who “influence:”

- 105,000 operator customers.
- \$1.05 billion in annual foodservice sales (average DSR has \$3.02 million in annual sales).
- And, on average, DSRs have less than 15 minutes to prepare for a sales call!

What's the average profile of your members?

Well, we like to think no DSR is average... they have a wide range of experience, expertise and territories. What's important for a DSR serving Manhattan is a lot different than a DSR serving 500 square miles in Utah. But our general membership represents the following:



Why is it so difficult to get a DSR's attention for my product or service?

NPD says nearly 18,000 new foodservice products are introduced each year. That's on top of the hundreds-of-thousands of products that already exist. The typical DSR has 8,000 to 10,000 products to promote from their local distribution center. Obviously, they can't be experts on all these items. An AFDR survey in 2009 revealed the average DSR:

- Sold 4,400 different products during the entire year.
- Sold, 1,500 different products during a typical month.
- However, generated 80 percent of their sales from just 950 product line items.

Not rocket science... DSRs sell what they know! The easier you make it for them to sell your product, the better odds they will!

Which distributors are represented among your membership?

Details constantly change. We have members in about 450 distribution houses. See the partial list that follows.

A F I Foodservice Distributor, Elizabeth, NJ
A J Martin, Inc, Warwick, RI
A NEW DAIRY, INC., Chicago, IL
ACE ENDICO, Sandy Hook, CT
Achille De La Chevrotiere, Rouyn-Noranda, QC
Acme Paper Alpha Prod, Savage, MD
Albert's Organics, Vernon, CA
Alexandre Gaudet Limitee, Drummondville, QC
All - Size Box And Packaging, Mountville , PA
American Foods Group, Green Bay, WI
American Foodservice, Dallas, TX
AmiPro Foodservice Inc West, Encinitas, CA
Anderson Merchandisers, Amarillo, TX
Anderson News Company, Memphis, TN
Anderson News Pandora, Dallas, TX
Anderson News, LLC, Knoxville, TN
Anderson Wholesale Co., Muskogee, OK
Apperts Foodservice, Blaine, MN
Aquaor Marketing Inc, Boston, MA
Atlanta Cheesecake Company, Kennesaw , GA
Atlantic Dominion Distributors, Virginia Beach, VA
Atlas Whole Sale Food, Detroit, MI
Bake Crafters Food Co, Plano , TX
Bake Mark, Pico Rivera , CA
BakeMark - Mid Atlantic, Burlington, NJ
BakeMark - Minnesota, Eden Prairie, MN
Beckett & Associates, Chicago, IL
Ben E Keith Beers, Fort Worth , TX
Ben E. Keith Company, Edmond, OK
Ben E. Keith Foods, Albuquerque, NM
Ben K Keith Foods, Fort Worth , TX
Ben-E-Keith, Bangs, TX
Better Foods, Nitro , WV
Birite Foodservice, San Francisco, CA
Blackburn Russell Co. Inc, Altoona, PA
Blount Seafood Corp, Fall River , MA
Boca Grande Foods, Duluth, GA
Bon Secour Fisheries, Bon Secour , AL
Boyd Coffee Company, Portland , OR
Bozzuto's Inc., Cheshire, CT
Brinkley Food Service, Weddington, NC
Broadline Distributing, Agoura Hills, CA
Brown Foodservice, Inc, Louisville, KY
Bruce Edmeades Co., Kitchener, ON
BSP Marketing Inc., Stafford, TX
Buchy Foodservice, Greenville , OH
Buckhead Beef, Jupiter , FL
Bunzl Distribution Northeast Region, Dayton, NJ
Burlington Foodservice Company, Manchester , VT
Burrows Paper Corp, Reno , NV
Butterkrust Bakery, Lakeland , FL
C A Curtze Company, Erie , PA
C.D. Hartnett, Waco, TX
California Olive Ranch, Oroville , CA
Canada Bread, Etobicoke, ON
Cannon Fish Company, Seattle , WA
Cardinal Foodservice Inc., Oxnard, CA
Cardinal Restaurant Supply, Oxnard, CA
Cash-Wa Distributing Co., Kearney, NE
Castella Imports, Tuckahoe, NY
Castino Restaurant Supply, Temple City , CA
Catanzaro Sons & Daughters, Erlanger , KY
CD Harnett, Fort Worth, TX
Centennial Foods, Calgary , AB
Center Meats, Newport Beach , CA
Central Foodservice Dist Co, Chicago , IL
Central Sales Co., Barboursville, WV
CH Robinson Worldwide, Peoria, IL
Cheese Merchants, Venetia , PA

Chefs Warehouse West Coast LLC, Venice, CA
Cheney Brothers, Port St Lucie , FL
Cheney Brothers Inc, Lake City, FL
Chesapeake Fish Co, San Diego, CA
Chessie Sales Inc., Easton, MD
Chi & Hing Foodservice, Phoenix , AZ
choice food distributors, Nashville, TN
CHR Hansen, Mahwah, NJ
CHR Hansen Inc, Roscoe, IL
Cirelli Foods Inc, Middleboro , MA
City Paper Co, Whittier , CA
Clark Food Service, Owosso, MI
Clark Foodservice, Bella Vista , AR
Clark Foodservice , Gaylord, MI
Clark Foodservice Inc., South Bend, IN
Clark Paper Plus Inc., Carteret, NJ
Clark Products, Fairfield, OH
Clark Products Inc., Peoria, IL
classic food service, timonium, MD
Coastal Sunbelt Produce, Savage, MD
COI Foodservice, Savannah , GA
Colorado River Distributors, Inc., Needles, CA
Columbia Distributing, Renton, WA
Community Coffee Company, Baton Rouge, LA
Compass Group NAD, Elmhurst, IL
Complete Foodservice Solutions, Huntington , IN
Conco Food Service, Harahan , LA
Conco Foods, Prairieville, LA
Cooks Co., San Francisco, CA
Costa Fruit & Produce, Boston, MA
CTI Foods, Fort Worth , TX
Curly's Foods Inc, Coral Springs , FL
D Bertoline Sons Inc, Peekskill, NY
D L Miesse & Associates, Waxhaw, NC
Danisco, new century, KS
Dawn Food Products Inc., Salt Lake City, UT
Dawn Food Products, Inc, Jackson , MI
Daylight Foods, San Jose , CA
DeCoty Coffee Company Inc., Austin, TX
Delbene Produce, Inc, Detroit , MI
Delicana Nord-Ouest, Rouyn-Noranda, QC
Demenz Restaurant & Hotel Supply Ltd., Scarborough, ON
Desert Service, Totowa, NJ
Detergent Marketing Systems , PCB, FL
DiFeo & Sons Poultry Inc., Akron, OH
Dilgard Frozen Foods Inc., Fort Wayne, IN
DIRECT TO CHEFS, New York City, NY
Dixie Produce, , AL
DK USA, Inc, Little Ferry, NJ
Dog Island Blues Clam Co Inc, Cedar Key, FL
Donsons Distributing Inc., Henderson, CO
Downtown Discount Produce, Melbourne, FL
DPI Arizona, Mesa, AZ
DPI Mid Atlantic, Upper Marlboro, MD
DPI Midwest, Arlington Heights, IL
DPI Rocky Mountain, Henderson, CO
DPI Southwest, Albuquerque, NM
DPI West, Ontario, CA
DVF Foodservice, Ringgold, VA
Edward Don & Co, Norcross , GA
Edward Don & Co., The Colony, TX
Edward Don & Company, Albuquerque , NM
Edward Don Co, Effingham, IL
Edward Don Company, Sherman Oaks, CA
EG Forrest Co, Winston-Salem, NC
eg forrest foodservice distributor, mebane, NC
Empire Distributors, Marietta , GA
Ettline Foods, York, PA
Evergreen Sales Co., Glenview, IL

F & J Food Service Inc., Stratford, CT
F A B Inc, Alpharetta , GA
F W Bryce Inc, Gloucester , MA
F.A.B., Inc., Alpharetta , GA
F.S.A., Meridian, ID
Facciola Foodservice, Fremont, CA
Facciola Meat Company, Moraga, CA
Farm Fresh Direct LLC, Wenatchee, WA
Farmer Brothers Co, Omaha , NE
Farner Bocken Company, Sioux Falls, SD
Favorite Foods, Inc., Somersworth , NH
Federated Co-operatives Ltd., Saskatoon, SK
Fiera Foods Company, Toronto , ON
Five Star Pkg, Powder Springs , GA
Flanagan Foodservice, Kitchener, OH
Flavor Right Foods, Richmond , VA
Florida Food Service, Gainesville, FL
Florida's Finest Seafood, Lauderhill , FL
Food Service of America, Seattle , WA
Food Services of America, Billings, MT
Food services of america , Olympia , WA
Foodservice of America, North Ogden, UT
FoodService Resource Associates, LLC, Atlanta , GA
Fountain Products Inc., Bethel Park, PA
Franchise Foodservice Inc., Yukon, OK
Fresh Point Southwest Florida, Naples, FL
FreshPoint Inc, Orlando , FL
FreshPoint of North Florida, Jacksonville, FL
FSA, Nampa, ID
FSA Boise, Meridian, ID
FSA-Meridian, Meridian, ID
Fundamentals, Hillsborough, NJ
GFS, Valencia, PA
GFS Canada, Calgary , AB
Ginsberg's Foods, Inc., Endicott , NY
Glazier Foods Company, Houston, TX
Golbon, Boise , ID
Good Old Days Foods Inc, Mobile, AL
gorden food service, dayton , OH
Gordon Food Service, Lansing , MI
Gordon Food Service Inc., Grand Rapids, MI
Gordon food services, athens, OH
Gordon Foodservice, Des Plaines , IL
gordons food service, swartz creek, MI
Gourmet Award Foods Midwest, Milwaukee, WI
Great Eastern Seafood, Boston, MA
Guest Supply Inc., Monmouth Junction, NJ
Gulf Pacific Rice Co, Inc, Houston , TX
Gwinnett Wholesale Co., Lawrenceville, GA
H.B. Leiserowitz Co., Des Moines, IA
H.M.I. Food Services Inc., Cincinnati, OH
H.Y. Louie Co. Cash & Carry #1, Vancouver, BC
H.Y. Louie Co. Cash & Carry #2, Surrey, BC
H.Y. Louie Co. Cash & Carry #4, Chilliwack, BC
H.Y. Louie Co. Ltd., Vancouver, BC
Hallsmith Sysco Foodservices, Norton, MA
Halsey Foodservice, Huntsville, AL
Harbor Wholesale, Stanwood , WA
Hardin's Sysco, TUpelo, MS
Hardin's SYSCO Food Services, Hernando, MS
Hardin's-SYSCO Food Services, Memphis, TN
Harker's Distribution Inc, Le Mars , IA
Harrison Grocer Co. Inc., Harrison, AR
Hawkeye Foodservice, Lindstrom, MN
Hawkeye Foodservice Distribution, Iowa City, IA
HAWKEYE FOODSERVICE DISTRIBUTION, ST. LOUIS , MO
HawkeyeFood Service, Brownnton, AK
HFM Foodservice, Honolulu, HI
Hiland Dairy, Springfield , MO

HILLCREST FOOD SERVICE, CLEVELAND, OH
Holiday Wholesale, Wisconsin Dells, WI
Holten Meat's, Dresden , OH
Hopco Foodservice, Jacksonville , FL
I Supply Co, Fairborn , OH
I.F.H., mt. pleasant, SC
I.F.H. FOOD SERVICE, EVANS, GA
IFH Foodservice, Hickory, NC
IFM, Matthews, NC
IJ Company, Tallahassee, FL
Imperial Distributors Inc., Auburn, MA
Institution Food House, Hartsville , SC
Institution Food House , Augusta, GA
Institution Food House Inc, Hickory , NC
Institutional Food House (IFH), Robersonville, NC
Instution Food House, Florence, SC
Items Galore Inc., Warren, MI
J. Kings Food Services Professionals Inc., Holtsville, NY
J.B. Paper Co. Inc., Pittsfield, MA
Jacob Kern & Sons Inc., Lockport, NY
Jake's Finer Foods, Houston, TX
Jamac Frozen Foods, Stony Point , NY
JanPak-Charleston Paper Co., Wando, SC
Java City Coffee Co, Sacramento , CA
Jayars Foods, LLC, Baraboo, WI
Jetro Cash & Carry, Colleege Point , NY
JFC International Inc., San Francisco, CA
Jordanos Foodservice, Santa Barbara , CA
K.A. Fisher Co., Cullman, AL
Karetas Foods, Holtsville , NY
Kent H. Landsberg Co., Hayward, CA
Kerry Foodservice, Irving, TX
Keystone Specialty Co., New Castle, PA
King Food Service, Waipahu , HI
King Provision Corp., Villa Rica, GA
Kirby Restaurant Supply, LONGVIEW, TX
KOHLE WHOLESALE, QUINCY, IL
L & M Foodservice Inc., Laughlin, NV
Labatt Food Service, San Antonio, TX
Lafayette Drug Co. Inc., Lafayette, LA
Lakeside Foods Inc, Manitowoc, WI
Lankford Sysco, Bishopville , MD
Lankford Sysco Foodservice, Princess Anne , MD
Lee Food Service, Duncansville, PA
Lee Ray-Tarantino Co. Inc., South San Francisco, CA
LEONARDO'S , DETROIT, Michigan
LFH Foodservice, Florence , SC
lincoln poultry, Lincoln , NE
Lions Equipment, Pocatello, ID
Lipari Foods Inc., Warren, MI
Ludwig Fish & Produce Co., Laporte, IN
Lumsden Brothers, Toronto, ON
M & M Restaurant Supply Inc., Springfield, OH
Maines Paper & Food Service Ohio, Oakwood Village, OH
Maplevale Farms Inc, Clymer, NY
Marcho Farms, Marblehead , MA
Martin Bros, Cedar Falls, IA
McCune Paper Co. Inc., Salina, KS
McDonalds Wholesale, Culver, OR
MDV-Nash-Finch Co., Norfolk, VA
Merchants Foodservice, Denham Springs, LA
Merchants Foodservice of Alabama, Clanton, AL
Metro Inc., Saint-Jean-Port-Joli, QC
Meyers Supply Inc., Naugatuck, CT
Mf Foley Co, New Bedford , MA
Miami Crab Corp, Miami , FL

Michaels Finer Meats, Grove City, OH
Mid-States Paper & Notion Co. Inc., Nashville, TN
Monterrey Provision Company, San Diego, CA
Morra Foods, Snyder, NY
MPR - IowaNe, Iowa City, IA
MTC Distributing, Modesto, CA
Muir Enterprises Inc., Salt Lake City, UT
N.A. Buffen Co. Inc., Maryland Heights, MO
Nash Finch Co., Lumberton, NC
Nash Finch Company, Minneapolis, MN
Newport Meat Co, Rolling Hills Estate , CA
Next Day Gourmet, Carmel, IN
Nivel Inc., Saint-Laurent, QC
NOBEL/SYSCO Food Services Co., Denver, CO
Norman Foods, Battle Creek, MI
North Atlantic Inc, Portland , ME
North Shore Sales Co., Niles, IL
Odorite Co. of Baltimore Inc., Baltimore, MD
OHIO FARMERS INC, AKRON, OH
Orrell's Food Service, Sophia, NC
Pecheries Atlantiques De Quebec-Montreal, Montreal, QC
Pegler/Sysco, Lincoln, NE
Performance Food Group, Pittsfield, NH
Performance Food Group Inc., Augusta , Maine
Performance Food Group Milton's, Acworth , GA
Performance Food Group Tpc, Rock Island, IL
Performance Marketing, Pearl, MS
Perlman-Rocque Fridley, Fridley, MN
Perlman-Rocque Lemont, Lemont, IL
Perlman-Rocque Whitewater, Whitewater, WI
Peterkin Distributors Inc, Kenai, AK
Petrossian, New York, NY
PFG, Richmond, VA
PFG - Carroll County Foods, Holtsville , NY
PFG - Customized Distribution, Shafters, CA
PFG - Lester Broadline, Lebanon, TN
PFG - Magee, Magee, MS
PFG - Middendorf, Lake St. Louis , MO
PFG - Milton's, Oakwood, GA
PFG - Northcenter, Augusta, Maine
PFG - Springfield, Glastonbury, OR
PFG - Temple, Temple, TX
PFG Lesta Broadline, Lebanon , TN
PFG Lester, Nashville, TN
PFG Miltons, Atlanta , GA
PFG. NorthCenter, Augusta, ME
PFG-AFI Foodservice, Morris Plains , NJ
PFG-Fla, Orange City , FL
PFG-Lester, Cookeville, TN
PFG-Lester Broadline, Lebanon, TN
PFG-Thoms Proestler Co., Geneseo, IL
PFG-TPC, Fairfield, IA
Pizza Supply, Waxhaw, NC
Pocono Produce Company, Stroudsburg, PA
Prestige Service Inc., Sacramento, CA
Quality Meat Co. Inc., Grand Junction, CO
Regal Foodservice Equipment Furnishings and Supply, West Palm Beach, FL
Reinhardt, Fairfax, VT
reinhardt, urbandale, IA
ReinhardtShawano, Shawano, WI
Reinhardt / Burlington, Fairfax , VT
Reinhardt Foddservice, Cedar Rapids, IA
Reinhardt Food Service, Shawano, WI
Reinhardt Foodservice, Latrobe, PA
Reinhardt Foodservice - Burlington, Corchester , VT
Reinhardt Foodservice Inc, Rogers, MN

Reinhardt Foodservice LLC, La Crosse, WI
Reinhardt Foodservice/ Burlington Foods, Pownal, VT
Restaurant Depot, Whittier , CA
Robert-Orr Sysco, Chattanooga, TN
Roma, Topeka, KS
ROMA FOOD ENT. / VISTAR, SEWELL, NJ
Roma of Hartford, Windsor, CT
Roma of Minnesota, Rice, MN
Royal Food Service, Atlanta , GA
Royalty Foods Inc., Orlando, FL
Sam's Club, Bentonville , AR
San Joaquin Valley Sales Inc., Modesto, CA
Saval Foods, Elkridge , MD
Schubert Distributing Company Inc., Seguin, TX
Scotsburn Dairy Group, Amherst, NS
SF Specialty Produce, Oakland , CA
Shamrock Foods, Phoenix , AZ
Sherwood Food Distributors, Maple Heights, OH
Shetakis Wholesalers, Las Vegas, NV
Slusser Wholesale Co., Idaho Falls, ID
Smith Packing Company, Utica, NY
somerset food service, louisville, KY
Somerset Food Service Inc, somerset, KY
Somerset Foods, Knoxville, TN
Somerset Foodservice, Whitesburg, KY
Southern Foods, Pinehurst, NC
Southern Foods Inc., Adams, TN
Southwest Traders Inc., Temecula, CA
Specialty Foods, Hudson, FL
Specialty Steak Service, Erie , PA
Springfield Grocer Co. Inc., Springfield, MO
St Johns Food Service Inc, St Augustine, FL
St. Johns Food Service, St. Augustine , FL
Strategic Equipment & Supply Co, Saint Cloud , MN
Suisan Co. Ltd., Hilo, HI
Summit Food Service, London, ON
Sysco Food Services of Metro NY, Jersey City, NJ
Syigma ERO, Dublin, OH
Syigma WRO, Denver, CO
Sysco, Bradenton, FL
SYSCO Food Services of Edmonton, Edmonton, AB
SYSCO Food Services of Central Alabama Inc., Calera, AL
SYSCO Food Services of Arkansas Inc., Little Rock, AR
Sysco Food Services of AZ, TOLLESON, AZ
Sysco Food Of La, Huntington Beach , CA
Sysco Food Service od San Francisco, Fremont, CA
Sysco Food Service Of Central, Modesto , CA
Sysco Food Services / San Diego, Santee, CA
SYSCO Food Services of Los Angeles Inc., Walnut, CA
SYSCO Food Services of Sacramento, Pleasant Grove, CA
Sysco Ventura, Santa Maria , CA
Sysco Denver, Denver, CO
Sysco - Se Florida, Boca Raton , FL
Sysco Central Florida, Ocala , FL
SYSCO Food Services of Idaho Inc., Boise, ID
SYSCO Food Services - Chicago Inc., Des Plaines, IL
Sysco Louisville, Chandler, IN
SYSCO KC, WICHITA, KS
Sysco Food Services Louisville, Owensboro, KS
Sysco Food Services of Kansas City , Wichita , KS

Sysco Foods , Mc Farland, KS
Sysco Foodservice of Louisville, Louisville, KY
Sysco Northern New England, Hermon, ME
SYSCO Detroit, Canton, MI
Sysco Food Service Of Grand Rapids, Grand Rapids, MI
SYSCO Asian Foods Inc., Saint Paul, MN
SYSCO Minnesota, Mankato, MN
Sysco Food Services of Jackson MS, Jackson, MS
SYSCO Food Services of Charlotte Inc., Concord, NC
SYSCO Food Services of Metro New York LLC, Jersey City, NJ
Sysco Foods of Philadelphia, vineland, NJ
Sysco Foodservice of NM, Roswell, NM
Sysco Corporation, Falconer , NY
SYSCO Food Services - Jamestown LLC, Jamestown, NY
SYSCO Food Services - Syracuse, Warners, NY
Sysco Cincinnati, Vandalia, OH
SYSCO Cleveland, Sandusky , OH
Sysco Central Ohio, Columbus, Ohio
SYSCO Food Services of Oklahoma Inc., Norman, OK
SYSCO Food Services of Central Ontario, Peterborough, ON
SYSCO Food Services of Sturgeon Falls, Sturgeon Falls, ON
SYSCO Food Services of Toronto Inc., Mississauga, ON
SYSCO Food Services of Central Pennsylvania Inc., Harrisburg, PA
SYSCO Food Services of Philadelphia, Philadelphia, PA
Sysco Food Service of Knoxville, Gray, TN
SYSCO Food Services of Austin LP, Austin, TX
SYSCO Food Services of Dallas LP, Lewisville, TX
SYSCO Food Services of Houston Inc., Houston, TX
SYSCO Food Services of San Antonio LP, San Antonio, TX
SYSCO Food Services of Virginia Inc., Harrisonburg, VA
Tasty Pure Food, Akron , OH
The Edward Badeaux Co., Thibodaux, LA
The Grocery People Cash & Carry, Saint Paul, AB
The Odom Company, Fairbanks, AK
The Odom Corporation, Kent, WA
The Penn Traffic Co., Syracuse, NY
The Sygma Network Inc. Columbus , OH
The SYGMA Network Inc. - Oklahoma, Pryor, OK
The SYGMA Network Inc. Eastern Regional Office, Dublin, OH
Theis Dist. Co., Schertz, TX
Thompson Company, Grand Island, NE
Tony's Fine Foods, West Sacramento, CA
TPC Foodservice, Tiffin, OH
TRA Cash & Carry, Moncton, NB
Tree of Life, Albany, NY
Tree of Life Northeast, North Bergen, NJ
Tree of Life Northwest, Clackamas, OR
Tree of Life Regional Office, Bloomington, IN
Tree of Life Southeast, Saint Augustine, FL
Tree of Life Southwest, Cleburne, TX
Tree Of Life West, Los Angeles, CA
Tree Of Life/Gourmet Award Foods Canada, Mississauga, ON
Tree Of Life/Gourmet Award Foods Canada West, Calgary, AB

Trio Provisions, East Texas, PA
Tropical Foods, Lithia Springs, GA
tropical foods , cahrlotte , ND
Tropical Foods/Tropical Nuts & Fruit, Dallas, TX
Tropical Nut and Fruit, Durham, NC
TSN, Frederick, CO
U S Food Service, Wintersville, OH
U S Foodservice, Port St Lucie , FL
U. S. Foodservice Allen Division, Godfrey , IL
U.S Foods, Bensenville.IL, IL
U.S. Foodservice, Glen Allen, VA
U.S. Foodservice (Altoona), Hagerstown, MD
U.S. Foodservice Arizona, Phoenix, AZ
u.s. foodservice, st louis, MO
Unified Western Grocers, Los Angeles, CA
Unified Western Grocers - Northern California, Livermore, CA
Unified Western Grocers - Oregon Division, Portland, OR
UniPro Foodservice, Atlanta, GA
United Foodservice, Knoxville, TN
United Wholesale Grocery, Oak Park, MI
Upper Lakes Foods, Cloquet, MN
Upper Lakes Foods, Inc, Cloquet , MN
US Food, Bensenville, IL
Us Foodservice Joseph Webb, San Diego, CA
US Foodservice Denver, Centennial, CO
US Foodservice Mutual, Lakeland, FL
US Foodservice Ormond Beach Division, Daytona Beach, FL
US Foodservice Contract Design, Atlanta, GA
US Foods, Chicago , IL
US Foods - Chicago, Naperville , IL
USF Chicago, Bensenville, IL
usfood service, chicago, IL
US Foodservice Boston, Chelsea, MA
US Foodservice Minnesota, Plymouth, MN
US FOOD/ALLEN DIV, ST LOUIS, MO
US Foods/ Raleigh, Whiteville, NC
US Foodservice - Fort Mill, Arden, NC
US Foodservice-Raleigh, Greenville, NC
US Foodservice-Zebulon, Durham, NC
US Foodservice - GFG Division, Grand Forks, ND
USFoodservice, Henderson, Nevada
US Foodservice Metro New York Division, Englewood, NJ
US Foodservice Philadelphia, Bridgeport, NJ
US Foodservice, Albuquerque , NM
US Foodservice Cincinnati Metro, Fairfield, OH
us foodservice wv, proctorville, OH
US Foods/Greensburg Pennsylvania, Greensburg, PA
US Foodservice Allentown, Lehigh Valley, PA
US Foodservice Altoona, Altoona, PA
US Foodservice Pittsburgh, Freedom, PA
US Foodservice Pittston, Pittston, PA
US FOOD SERVICE, FORT MILL, SC
US Foodservice Carolinas, Fort Mill, SC
US Foodservice Knoxville, Knoxville, TN
US Foodservice Southwest Division, Mesquite, TX
US Foodservice Roanoke, Salem, VA
US Foodservice Northwest, Ridgefield, WA
US Foodservice, WV Division, Hurricane, WV
usfood, hurricane, WV
UTM Distributing Inc., Cincinnati, OH
Valley Distributing Co. Inc., Albuquerque, NM
VIP Foodservice, kahului, HI
Vistar of Michigan, Belleville, MI
Vistar/Roma of Orlando, Kissimmee, FL

Vistar/VSA Cash & Carry, Hicksville, NY
Vistar/VSA of Ohio, Twinsburg, OH
VSA of New England, Windsor, CT
W S Lee & Sons Inc, Altoona , PA
Watson SYSCO Foodservice Inc., Lubbock, TX
Waugh Foods, Decatur, IL
Waugh Foods Inc, East Peoria, IL
White Feather Farms, Pataskala, OH
White Feather Farms of Ohio, Pataskala, OH
Y Hata & Co., Ltd., Aiea , HI
Yancey's Food Service, Loveland, CO
Zanios, El Paso , TX
Zanios Foods, Albuquerque , NM