

FY 2012 FSMIP Final Report

From Farms to Schools: Developing Value-Added Agricultural Products for the School Lunch Program - Phase II

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Submitted by:

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Title: From Farms to Schools, Developing Value-Added Agricultural Products for the School Lunch Program – Phase II.

**Grant Period:
September 28, 2012 through June 30, 2015**

Outline of the Problem:

It all began in 2010...as the desire for locally grown and produced foods was beginning to simmer with consumers, the Rutgers Food Innovation Center, in collaboration with the New Jersey Department of Agriculture and the New Jersey Farm to School Network decided to explore the potential of bringing locally grown, healthy value-added products year round to school cafeterias throughout the state.

Over the course of the last four years the New Jersey Department of Agriculture, in collaboration with Rutgers University have researched, developed, and tested value-added products made with locally grown agriculture with students in New Jersey. It had become obvious that the options for healthy school menu components that are prepared with local agriculture are in great demand by food service directors, parents, teachers, administrators and the students themselves. Phase II of this endeavor was designed to continue the effort of making this new sales venue a reality for farmers, students and food service directors. Currently, the infrastructure is not in place to enable the delivery of affordable, value-added products. Much of the development and testing of new products was accomplished in Phase I of the project, but the work is not complete. The goal of Phase II was to establish a process and program and serve as a “value-added farm to fork” model for the state and other regions. Without this continuing effort, business feasibility and sustainability of value-added farm to schools products will be a challenge. As a result of Phase I of the project, products were developed and tested. Research was conducted with school food service directors to ensure the team understood the market needs and students validated the products. Much of the research, development, and testing has been accomplished as outlined in Phase I, but through the initial venture it has become obvious that the process for integrating local produce, processing the produce and funneling the products through a workable distribution system is unclear. We strongly agreed that the reality of this initiative was within reach to

establish a complete mechanism that integrates locally grown and processed foods into the commodity school food service program, commercialize the products, designate a distribution system, develop and execute a marketing plan and educate state growers regarding participation requirements and potential rewards.

Description of how the issue was approached:

Several goals were identified in order to address the issue at hand. The specific objectives included:

1. Establishing a “value-added farm to fork” process that will serve as a model for the state and other regions, by identifying a means to integrate locally grown and processed foods into the commodity school food service program
2. Conduct commercial scale runs of developed products with identified processors
3. Identify distribution systems for commercialized products to enable purchasing throughout the state
4. Formulate and execute a marketing plan for products
5. Communicate this program throughout the state to agricultural producers

Work Plan

Research and Planning:

The project began with meetings and discussions about the challenges facing the initiative. Discussions were held with leaders from the New Jersey Department of Agriculture, NJ Farm to School Network, school administrators and others. A group, which was named the “Food Round Table” comprised of a team of professionals with a variety of business and government backgrounds, including community social service agency representatives, city government officials, business development specialists, chefs, processors, farmers, dieticians, school food service professionals, local health department representatives, marketing and promotion professionals and citizens were brought together to discuss the concept and brainstorm solutions. We wanted to take an out-of-the box approach to the challenge. This problem is a new challenge within the industry. Large food companies, institutions, and distributors are looking for local,

healthy products but the process to get them, in the volumes needed, at a sustainable price point is a major challenge. Many good ideas have evolved from this session and other similar venues. In this particular situation one cannot look towards the normal customary channels and methods because they are not used to, nor have any experience with making this new concept happen.

In addition to the Food Round Table, team members attended several presentations and trade shows to network and keep abreast of initiatives occurring across the state. Some of these programs included the Lunch Meal Pattern Training Class, conducted by the National Food Service Management Institute, the Annual USDA Food Conference, and several smaller private meetings with contract food service providers, such as Sodexo, Maschio's and Metz.

Commercialization:

The Rutgers Food Innovation Center, in collaboration with the NJ Department of agriculture's Commodity team, put together a list of all the school lunch commodity processors in the US, with details regarding their production capabilities and key contacts. See Appendix A.

After thorough review we identified one local processor and discussed the potential with them to produce a product that we had developed. Some of the company representatives were eager to collaborate but after time passed, principals were not interested in moving forward. Alternatively we focused attention of processing companies that do not currently process commodity products, but have the potential for the future and they currently have the capability for producing the products at hand. We identified a number of these organizations. Favorably, they added to the economic benefits of the project as they were based locally in New Jersey. So what we have achieved is not only are the raw commodities grown in the state of NJ, but the processing facilities and/or headquarters are located in NJ.

Once these manufacturing facilities were identified, the team met with their operations personnel, toured the facilities and initiated discussions regarding commercial production of the products. Based on our goals, two key products were identified for commercialization and production. They included the BBerry Yogurt Parfait and Very Veggie Pasta Sauce.

BBerry Yogurt Parfait

Creamy Latta Kefir yogurt and crimson cranberry/beet BBerry compote, layered with Jersey Fresh blueberries and topped with crunchy low-fat granola – Latta vanilla yogurt, BBerry compote and Blueberries also makes a great Fruit ‘n’ Yogurt Smoothie

Very Veggie Pasta Sauce

Enriched pasta tossed with a very veggie tomato sauce secretly loaded with a bounty of farm fresh Jersey Fresh vegetables, including zucchini, red and green peppers, onion, fennel and basil

Identify Distribution Systems for the Products:

A major component of this project is to identify a distribution system for these products. This portion of the project also involves identifying an entity than can own the product. Although the Rutgers Food Innovation Center (RFIC) has created the concept, researched the issue, developed the products and identified commercialization capabilities, the RFIC cannot own the products and distribute them for resale. A great deal of time has been spent on meeting and discussing this opportunity with food companies and distributors. At the time of the completion of this grant period we have identified a few opportunities that we are pursuing. This is the most difficult issue we have encountered regarding this project. Companies are fearful of the profit margins they can make with a locally made product. They are used to obtaining ingredients at the least expensive cost. To produce a product using local ingredients, in relatively small batches, the product may not have sustainable profit margins. The manufacturers as well as the distributors see too much risk in the initiative. As stated previously, this concept is out of the norm, even though it meets many key trends and demands. Since schools are subsidized with commodity processed products, this opportunity faces fierce competition by the alternative processed products. For instance, schools can obtain marinara and tomato sauce via the commodity offerings. They may like the idea of the local, vegetable based product and certainly understand it has a better nutritional profile since it contains such a variety of vegetables and provides greater versatility, but at the end of the day they may not have the funds to afford the

product. Even though the grant period has concluded we are continuing the search for the right owner and distributor of the product. There are a few potential entities identified.

Formulate and execute a marketing plan for products:

Four key marketing components were executed for this project with support from this grant. They included:

1. Hiring a chef to develop recipes and execute a variety of applications using the products developed.
2. Conduct a food photography session of the products developed and presented in a variety of serving applications
3. Developed and executed a video featuring the NJ Farm to School project
4. Conducted press functions with a wide variety of food industry publication professionals government officials and businesses to promote the initiative

It was decided to shift some of the funds toward alternative tasks in place of developing a full marketing plan. We felt this was preferred since the plan should reflect the particular needs of the business who will pursue ownership and/or distribution of the products. It was felt it would be wasteful at this time to develop a full marketing plan at this stage of the project.

Communicate this program throughout the state to agricultural producers:

We were very excited to promote this initiative at the New Jersey Department of Agriculture's Annual Conference, which took place in February. Hundreds of agricultural producers attend this meeting, along with agricultural support service suppliers, including NJ Agricultural Extension Agents, private businesses, government agencies, university faculty and staff, etc. During the keynote address, the video created with support from this USDA FSMIP project was shared. It was received with enthusiasm and proved to be an outstanding venue for promoting the project to producers throughout the state.

Description of Public or Private Agency Partners (in terms of the work they performed)

Throughout the course of this project the RFIC collaborated with both public agencies and private organizations. A summary of these entities is as follows:

New Jersey Farm to School Network: This organization assisted by providing insights, resources and ideas to achieve our goals. Introductions were made to new distribution resources, school food service contacts and commodity processors. The NJ Farm to School Network also provided valuable insights to farmers and menu applications.

New Jersey Department of Agriculture – Division of Food and Nutrition: This public resource has been a partner on this project since its inception. They have provided guidance on resources to explore for accomplishing the goals, as well as supporting the project through offering opportunities to raise the visibility of the project. The NJ Department of Agriculture supported this project through partnering on a press conference supporting the receipt of the FSMIP grant. They also supported the project by incorporating a video produced on the project into the keynote address of the New Jersey Department of Agriculture's Annual Conference.

New Jersey Partnership for Healthy Kids – The RFIC has been part of this initiative established to reduce childhood obesity within the state. Since the products developed were designed to be healthier alternatives, the RFIC collaborated with this organization to test market the products developed with support of the FSMIP grant in schools throughout the regional focus of the NJ Partnership for Healthy Kids grant.

Schools Districts: Sensory tastings, presentations and meetings were conducted in a number of school districts. They included: Bridgeton Public Schools, Camden Leap Academy, Vineland Public Schools, Cape May/Lower Township, West New York, The Lawrenceville School, Phillips Academy Charter School, Egg Harbor Township, Hamilton Township, West Windsor/Plainsboro and Lenape Schools.

Summary of Results, Conclusions and Lessons Learned

From Farms to Schools, Developing Value-Added Agricultural Products for the School Lunch Program – Phase II was designed to commercialize and identify a pathway for bringing to market the great tasting, value-added healthy school menu items that incorporate local New Jersey agriculture. Through the funding provided by this grant, many accomplishments were achieved.

Results:

1. Product formulations were finalized.
2. A variety of processing techniques were identified and trialed.
3. Products were evaluated by additional students using sensory testing techniques and test marketing approaches.
4. Products were scaled yielding commercial yields.
5. Potential distributors were identified through networking efforts. Meetings and presentations were conducted with distributors.
6. Marketing vehicles were developed, which included a professional video on NJ Farm to School and professional still photography for promotional materials and presentations.
7. The concept of healthy menu items made with local agriculture was validated with school food service professionals and students.
8. The concept was promoted to a wide range of food publications and newspapers with publicity attained.
9. A variety of secondary usages (alternative applications) were developed for the products developed.
10. Research was conducted to better understand the potential business structures, including a multi-stakeholder cooperative model, where a variety of different types of businesses can form a cooperative for ownership and distribution of these products (farmers, processors, distributor, chef, etc.)
11. At the conclusion of the grant period an owner and distributor was not firmly secured. There are parties who are presently considering the opportunity, but they have not made a commitment to own and distribute the products throughout the state.
12. One entity, Latta USA is however considering selling their product directly to school systems if this can be accomplished.

13. The work is completed. The product formulas and processes are ready to be handed over to an entity who would be interested in owning the product.
14. The grant provided the RFIC with the elements that require developmental fees. The RFIC staff will continue to encourage and facilitate a method to market entry.

Conclusions/Lessons Learned:

The concept of bringing healthy menu items to school lunch menus made with local agricultural commodities has been validated as a concept of high interest – by farmers, students, school food service directors, processors and even distributors. The products have been validated on the cafeteria line. They are easy to prepare in the school cafeteria and the students have selected the items off the line. The key issues that have impeded bringing these products to market are:

1. Owner and distributor risk – They are worried that schools will not purchase the products based on increased cost vs. commodity pricing
2. Unchartered territories – the companies who are considering the idea totally understand the trend drivers and realize these products will address an unmet need. They are however unsure of their profit margins and volumes.
3. Companies are looking for products that are low risk and neatly bundled into high margin product opportunities.
4. Even some farmers are unwilling to lower their margins for volume opportunities. For instance, if a farmer can get a certain price per pound why should they lower their pricing for this purpose? They cannot conceive or believe in the volume they can sell, so they rely on the standard pricing for their commodity products. This is especially true for a product that can be frozen, such as berries. The growers would rather hold onto the product in the freezer than sell for processing at a lower price in a value-added product.
5. For this reason, it is critical that the agricultural products utilized in these products are primarily seconds, unacceptable for fresh or premium market. This will enable processors to price the product as competitively as possible.
6. Products should only be considered that have a clear point of difference from available commodity products. If the developed product is similar to a product available through

the commodity system it is bound to fail since it does not provide a strong enough reason for purchasing vs. the less expensive option.

7. Since school food service budgets are so minimal, it does not matter that the products offer a better nutritional profile or is local. They have so much to spend and cannot afford to exceed their budget.
8. The product did need meet several measured criteria. Concept and product interest was evaluated by processors, schools and distributors qualitatively; addressed in presentations and meeting discussions. The product acceptability by students was evaluated using a quantitative approach. See Appendix B for sensory results.
9. Important to note, a key element of this project was to commercialize the products developed. Phase one did not involve production of a large quantity of product. Phase II enabled the RFIC to scale the product. The Very Veggie Pasta Sauce was commercialized using two distinct processes. The first process involved processing 150 cases of canned product. The second technique package the product in pouches. It was then frozen. Approximate 300 gallons of this product was manufactured or a total of 3000 pounds.
10. A key lesson learned is farmers are looking for new venues that present additional earning possibilities. Manufacturers and distributors do recognize the powerful trend toward local. Delivering healthy foods that children love while making money for the farmer, the manufacturer and the distributor is very difficult. Local foods are basically produced in small batches. They do not have the benefit of using commodity products for the most part, for if they did they would not be local as very few commodity items if any, are produced in New Jersey. So there lies a key issue in bringing this concept to life.

Current or future benefits to be derived from the project:

1. Since a great deal of time and investment was placed into making the concept a reality the dedicated project team is not ready to give up. At the conclusion of the grant period in June, there were still opportunities pending. Decisions are made very slowly. Over the course of the summer, we have continued to work on achieving project goals even though the budget and time has elapsed. We will continue to work on making the project

a reality in New Jersey schools. There are school food service directors waiting and requesting the product. We just need to find a product owner(s) and distributor to move it through the system and into the schools. We do believe many will benefit in the future from farmers to students to businesses; it just has not happened as of yet.

2. The benefits to farmers, processors and distributors can be great. Not only will these products bring additional revenue to the entities, but there are many additional benefits that these products address. They include:
 - a. All-natural preservative free foods for students
 - b. Improved parent perception of foods served in cafeteria
 - c. Student excitement and interest in the foods served
 - d. Convenient ways to deliver a multitude of nutrients or components on the menu
 - e. Versatility for the menu and convenience in the kitchen – For example, the Very Veggie Pasta Sauce can be easily turned into a Minestrone soup, a Meatball Hero, Hearty Chili, Eggplant Parmesan Pizza, as well as a key ingredient for *Meatless Monday*.
 - f. An economic boost to the state: In addition to targeting NJ farmers, NJ processors were selected where ever possible. In fact, the supply chain can be solely focused on New Jersey resources – from farmers, to processors to distributors to packaging companies, graphic designers, ingredient suppliers, etc.

Recommendations for future research or tasks to advance project goals

1. Create an easier process for additional companies to produce commodity products. Many small processors, who may have the ability to process local food products are not familiar with the process or find it too complex and are deterred from even exploring the opportunity. Without small processors, the reality of producing local products is highly unlikely.
2. Perhaps the USDA can put together a program to educate the companies on processing for schools and present the requirements around the state.

3. Consider giving school food service directors an economic incentive for purchasing locally sourced foods. Even if they served a local product once or twice a week, this would be an extraordinary benefit to local growers, demonstrate the government's dedication to a more sustainable, eco-friendly food service solution.
4. As what has been done across the country with school garden education; promote the benefits of integrating locally sourced foods into the cafeteria menu and throughout the lunch room via point of sale materials.
5. It is unfortunate that school food service directors have minimal opportunities to introduce new, local healthy foods into their menu due to the extremely low budget they must stay within.
6. It is clear that many schools are struggling with delivering healthy foods to their students within budget that are enthusiastically received. Healthy can be delicious! The BBerry Yogurt Parfait for example, is produced with a low fat yogurt, containing 12 probiotics, no artificial fillers, such as added whey, starch, etc. and a much lower quantity of sugar vs. many competitors. The parfait also delivers two meat - alternative protein components, a full fruit serving and a full whole grain serving enhanced with a very flavorful cranberry-beet mixture. It is basically a meal. The Very Veggie Pasta Sauce not only delivers tomatoes, but it is also filled with, sweet bell peppers, zucchini, yellow squash, fennel, onion and savory herbs. It is also lightly sweetened with peach cider, as opposed to sugar.
7. Although these products are higher in price, ironically, it is slightly easier for schools in very low income districts to deliver healthier foods, since they are receiving additional funding. How wonderful it would be introduce these items to schools where students struggle to remain hunger-free, while also offering a highly nutritive delicious meal!

Project Beneficiaries:

Private Companies: Collaborations were established with several private companies regarding the commercialization of the products developed. The manufacturing companies were small to medium size. They clearly have the capacity to produce large scale volumes but were not large

established entities. They included: Latta USA (kefir and yogurt company), Limpert Brothers (manufacturer of BBerry – cranberry and beet compote), Bumblebee Foods (a small canning division), Safeway Fresh Foods (manufacturer of refrigerated and frozen foods), Tabatchnick’s Fine Foods (frozen soup and sauce manufacturer), Comarco Food (manufacturer of processed vegetables) and distributors/food service contract feeders, Machio Foods. Sodexo was the only large company who was involved with the project, as they are the contract feeding company for Vineland City School District.

Agricultural Producers: All of the agricultural producers operate family farms, however for New Jersey these are some of the larger produce farms in the state. The following farms have been involved with the project. Flaim Farms – growers of a variety of vegetables, Circle M Fruit Farms – growers of peaches, nectarines and plums, New Jersey Highbush Blueberry Council – blueberry growers.

Additional information generated by the grant project: Publications, presentations, websites

<http://www.njhealthykids.org/grant-helps-nj-farm-to-school-project-continue-vineland-schools-serve-as-tasting-ground/>

<http://producenews.com/component/content/article/9-news-section/story-cat/8009-healthy-school-meals-processed-with-nj-produce>

<https://www.youtube.com/watch?v=IEHATwTWGU8>

New Jersey Agricultural Experiment Station Article

Rutgers Food Innovation Center

From Farms to Schools: Developing Value-Added Agricultural Products for School Cafeterias

It all began in 2010...as the desire for locally grown and produced foods was beginning to simmer with consumers, the Rutgers Food Innovation Center, in collaboration with the New Jersey Department of Agriculture and the New Jersey Farm to School Network decided to explore the potential of bringing locally grown, value-added products year round to school cafeterias throughout the state.

Fast forward to 2015... Five years later, with the concept researched with school food service directors, farm visits made and farmers committed, healthful breakfast and lunch menu items developed utilizing Jersey Fresh treasures

like sweet plump blueberries and cranberries, tender eggplants, zucchini and yellow squash, and juicy Jersey peaches and tomatoes, and hundreds of sensory taste tests performed with students across the state, the Rutgers Food Innovation Center Team is now focused on transforming a great idea into reality. Based on student acceptability, food service director feedback and production and economic feasibility, two products have been scaled at the facilities of local manufacturers and test marketed with students on cafeteria lines. The menu items include BBerry Yogurt Parfait, layers of creamy Kefir yogurt and crimson cranberry/beet compote, layered with Jersey Fresh blueberries and topped with crunchy low-fat granola, perfect for breakfast and lunch. Additionally, Very Veggie Pasta Sauce, a vegetable-tomato sauce secretly loaded with a bounty of farm fresh Jersey Fresh vegetables and herbs, including zucchini, red and green peppers, onion, fennel and basil, great on pasta or as a nutritious convenient base for soups, chilis, casseroles, pizza and hearty sandwiches. Thanks to funding provided by the USDA Federal-State Marketing Improvement Program and USDA Rural Development, the team is now at the final stages of making these delicious, nutritious local products a reality to the school food service marketplace and beyond.

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Products Developed Under the Grant



Pictured above:

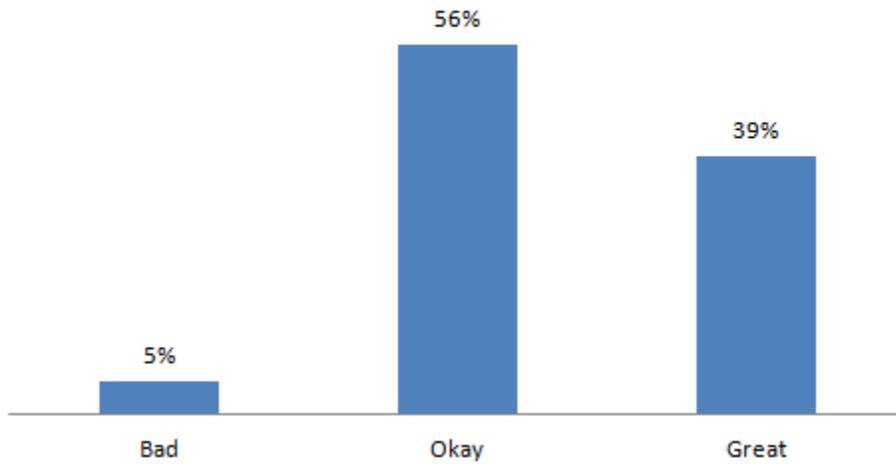
Top left: BBerry Yogurt Parfait

Top right: Eggplant parmesan Pizza using Very Veggie Sauce

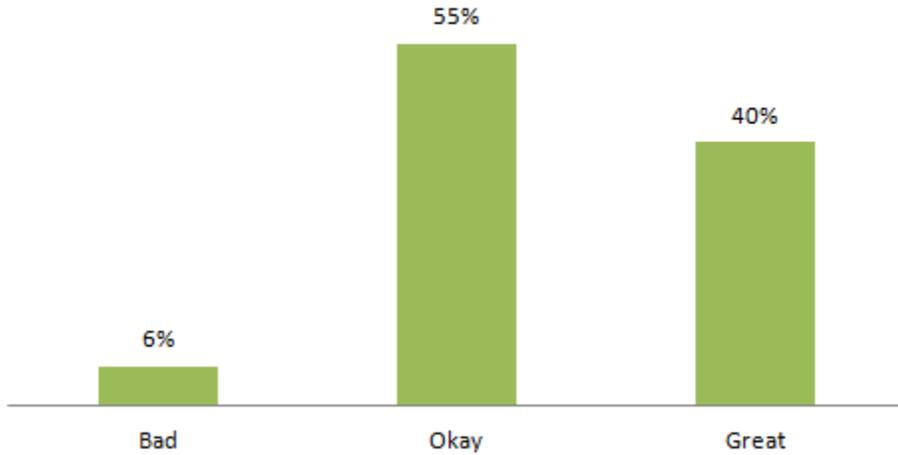
Bottom: Whole grain pasta with Very Veggie Sauce

Pasta with Sauce Results*
N=149

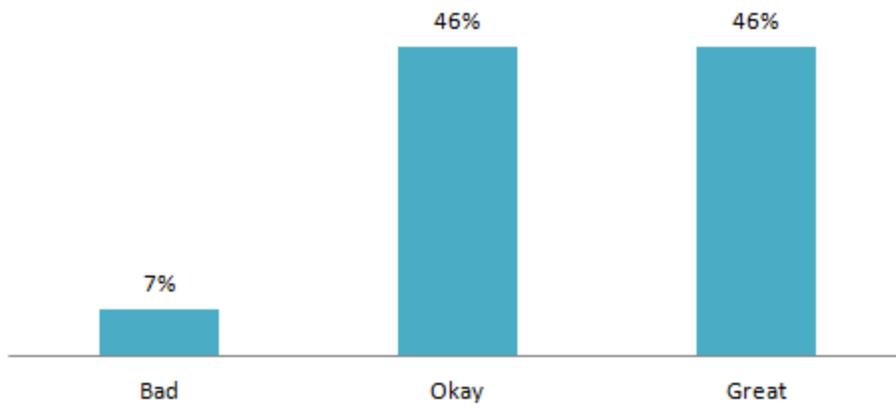
How does the food look?



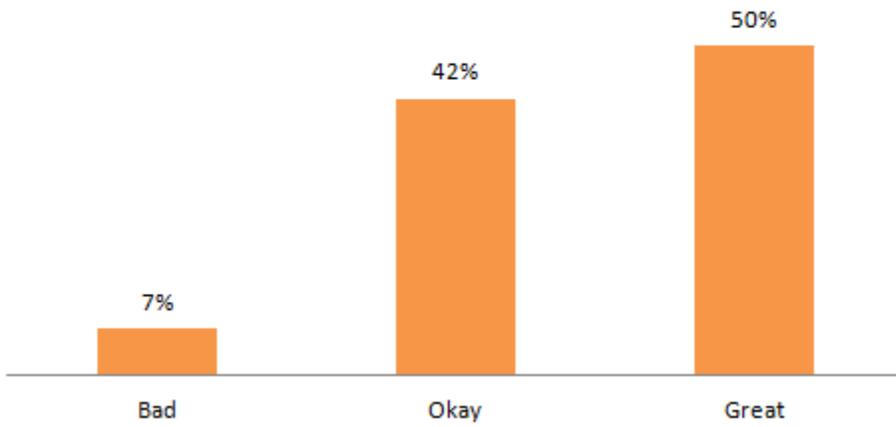
How does the food taste?



How does the food feel when you bite or chew it?



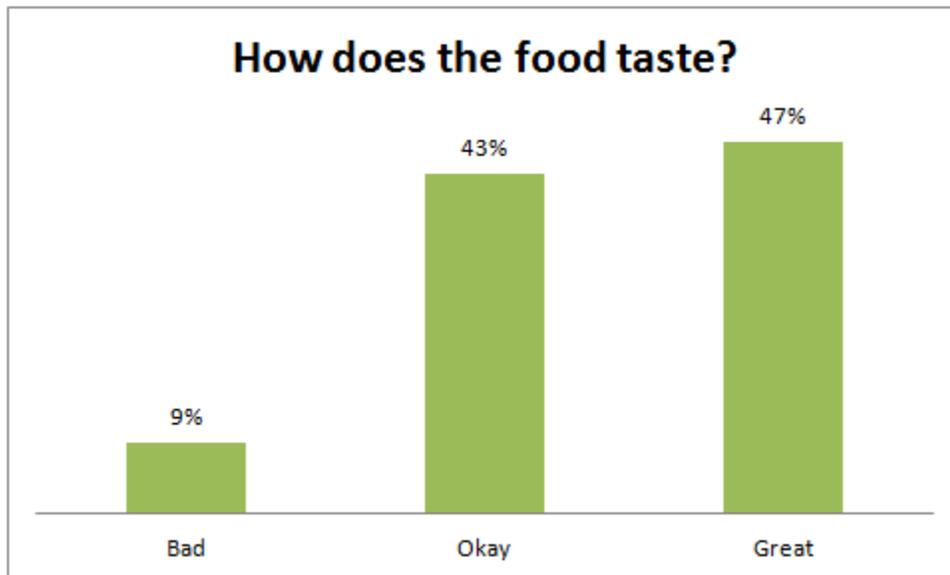
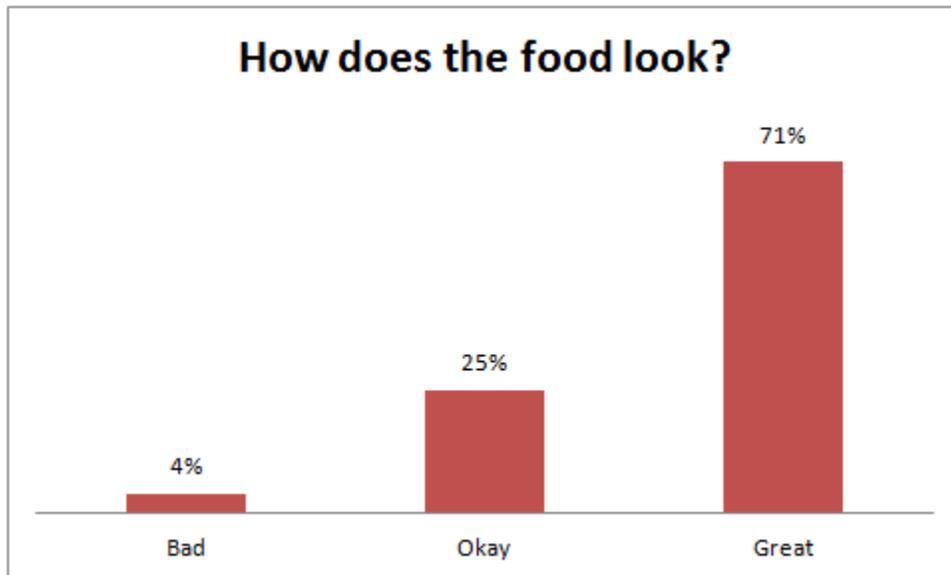
How does the food smell?



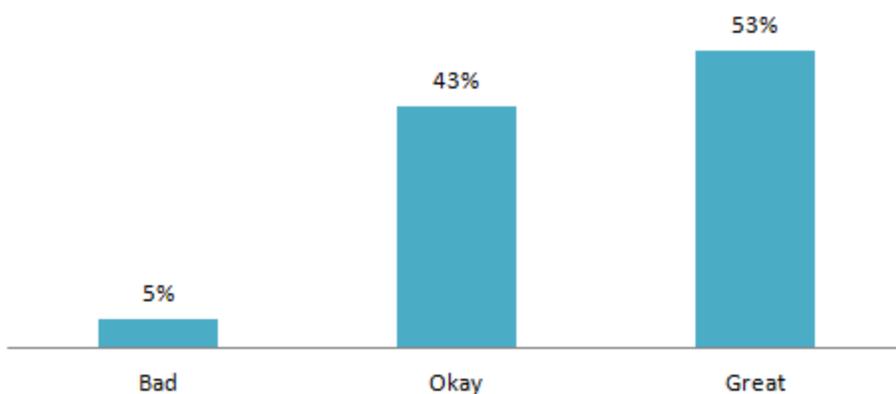
* total percentage may not add to 100% due to rounding.

Yogurt Parfait Results

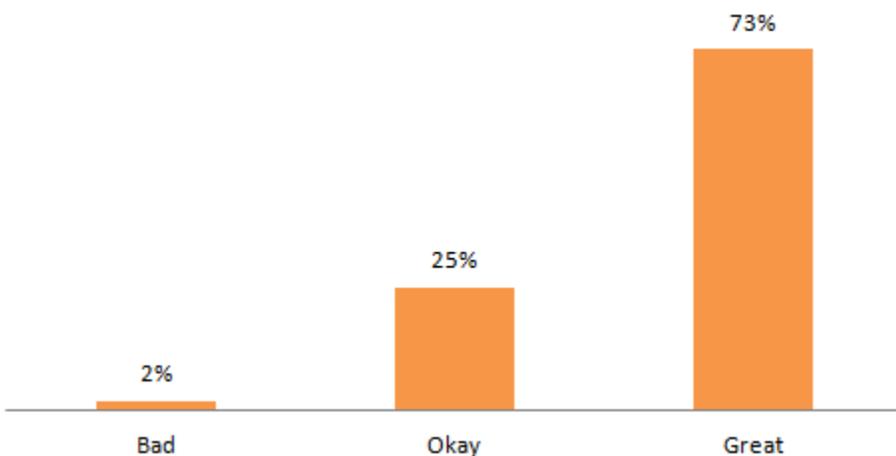
N=161



How does the food feel when you bite or chew it?



How does the food smell?



PROCESSORS	Executive First Name	Executive Last Name	Address	City	State	ZIP Code	Phone Number Combined	Primary Processed Products
Advance Pierre	Bill	Toler	9990 Princeton-Glendale Rd.	West Chester	OH	45246	(513) 874-8741	fully-cooked meat products, breakfast/lunch sandwiches, burgers, pizzas, PB&J
American Food Group	Ann	Kohlbeck	500 South Washington Street	Green Bay	WI	54301	(920) 436-4229	fresh meats; primarily beef but also includes calf and pork
American Pride	**seafood? Meat?							
Asian Food Solutions			2572 W State Rd 426, Ste 2016	Oviedo	FL	32765	(888) 499-6888	tangerine/general tso/New Orleans/teriyaki/spicy/bombay curry chicken; rice & noodles; pork & vegetable egg rolls
Basic American Foods	Loren	Kimura	2185 N. California Blvd. Ste 215	Walnut Creek	CA	94596	(925) 472-4000	potatoes in various forms, beans, chili, casserole
Bongards Creameries	Dave	Neubauer	13200 County Rd. 51	Norwood	MN	55368	(952) 466-5521	cheese -- food, spread, product, pasteurized, supermelt, mozzarella, customized
Bosco's Pizza Co.	Tim	Campbell	29 Lower Lane	Somersworth	NH	03878	(603) 749-2369	cheese sticks, pizza, individual pizza sauces
Cains Foods	Dennis	Keaveny	114 East Main Street P.O. Box	Ayer	MA	01432	978-772-0300	mayonnaise, salad dressings, tartar, cocktail and barbeque sauces
Cargill/Sunny Fresh	Mary	Thompson	206 W 4th St	Monticello	MN	55362	(763) 271-5600	omelets, french toast, breakfast wraps, egg patties, prepared eggs in various forms
Cavendish	Andrew	Mac Leod	5855 3rd Street SE	Jamestown	ND	58401	(701) 252-5222	fries & hashbrowns
Chef's Corner			1787 Sabre Street	Hayward	CA	94545	(866) 698-CHEF	egg rolls, prepared chicken dishes, samosas (vegetable, potato, spinach), noodles, potstickers, shu-mai, sauces
Conagra	Gary M	Rodkin	1 Conagra Dr.	Omaha	NE	68102	(402) 240-4000	various well-known branded products including beef jerky, pot pies, hot dogs, prepared Healthy Choice meals, chef boyardee, prepared chinese food, sloppy joe sauce, ketchup, sunflower seeds, chili, salty snacks, fries
Conagra Foods Lamb Weston	Bob	Schutte	2975 Lamb Weston Rd	American Falls	ID	83211	(208) 226-2301	potato products, battered onions/mushrooms, mozzarella sticks, stuffed jalapenos, breaded zucchini, various battered foods,
ES Foods	Gary	Davis	20 Crossways Park North	Woodbury	NY	11797	(516) 682-5494	cereals, muffins, yogurt, sandwiches, tuna/chicken salad, frozen toasted sandwiches, Philly Cheese Steak/ Pepperoni Pizza/Cheese Pizza stuffed sandwiches, stuffed breakfast sandwiches
Giorgio Foods	John	Majewski	1161 Park Road	Temple	PA	19560	(610) 926-2139	mushrooms, mushroom gravy, mushroom steak sauce
High Liner Foods	Keith A	Decker	1 Highliner Ave	Portsmouth	NH	03801	(603) 431-6865	frozen seafood
House of Raeford	Bob	Johnson	3525 S US Highway 117	Rose Hill	NC	28458	(910) 289-3191	cooked turkey & chicken products, pigs in a blanket, burgers, sliced meat
Idahoan			357 Constitution Way	Idaho Falls	ID	83402	(208) 542-3700	flavored mashed potatoes, casseroles, scalloped potatoes, various forms of potatoes

Integrated	Paul	Gulliano	310 West Alondra Blvd.	Gardena	CA	90248	(310) 523-3664	Grilled Cheese Sandwiches, Hot Dogs, Breakfast Items and Mexican Items including Quesadillas, Chalupas and Taco Sticks; pre-wrapped Hamburgers and Cheeseburgers; complete Beef line of precooked Hamburgers, Sausage Patties, Beef Crumbles and Taco Meat.
J & J Snacks	Gerald B.	Shreiber	6000 Central Hwy.	Pennsauken	NJ	08109	(856) 665-9533	soft pretzels, frozen treats (icee, italian ice, etc.), frozen beverages (slush drinks), packaged baked goods, handheld snacks (pies, smores, hot pocket-like sandwiches), other snacks (funnel cakes, churros)
Jennie O	James	Rieth	2505 Willmar Ave. SW	Willmar	MN	56201	(320) 235-2622	turkey burgers, ground turkey, deli meat, turkey franks, turkey in all various forms
JTM	Tony	Maas	200 Sales Ave.	Harrison	OH	45030	(513) 367-4900	meatballs, italian sauces, taco/burrito filling, mexican sauces, condensed soups, chili, BBQ meats, mac & cheese, pot pie filling, dips, meat crumbles, breakfast fillings, breakfast sausage, gravy, steak hoagies, burgers/beef patties, ribs, asian sauces, breads in various forms
King's Delight			2069 Memorial Park Dr.	Gainesville	GA	30504	(770) 532-3210	chicken in various forms (popcorn chicken, chicken nuggets, patties, wings, diced chicken, etc.
Land O Lakes	Christopher	Policinski	4001 Lexington Ave N	St. Paul	MN	55126	(651) 481-2222	butter, cheese, spreads, margarine, eggs, cream, cocoa & cappuchino mixes, sour cream, milk, saute express saute starters (combination of spices & oils to season foods)
Maid Rite			1026 Reeves St.	Dunmore	PA	18512	(570) 961-7566	sandwich steaks (beef & chicken), burgers, steak, veal, marinated steak, chicken fajita, value-added meats, meatballs
Mc Cain	Frank	Van Schaayk	2275 Cabot Dr.	Lisle	IL	60532	(630) 955-0400	mozzarella sticks, breaded veggies, breaded cheese, battered mac & cheese wedges, fries, onion rings, Ellios pizza, various forms of potatoes, ravioli, battered corn nuggets, french toast sticks
Michaels	James E	Dwyer Jr.	301 Carlson Pkwy. #400	Hopkins	MN	55305	(952) 258-4000	cheese, refrigerated potatoes, liquid egg whites, egg substitute, value-added eggs, french toast
Nardones	Louis V	Nardone	420 New Commerce Blvd.	Hanover Twp.	PA	18706	(570) 823-0141	various sized pizzas, pepperoni pizza, whole wheat pizza, stuffed crust, breakfast pizza, pizza bagels, breadsticks, stuffed breadsticks, pizza shells

National Food Group			46820 Magellan Dr. #A	Novi	MI	48377	(248) 669-3000	mozzarella sticks, egg rolls, mini pizza bites, onion rings, cheese bites, cheeseburger bites, broccoli bites, value-added applesauce, bars, bread, bread sticks, baked desserts, stuffed breadsticks, etc. (too many to list) etc. http://www.nationalfoodgroup.com/Products/
Paradise Tomato	Ron	Peters	1500 S Brooklyn St.	Louisville	KY	40208	(502) 637-1700	custom pouched sauces; pizza sauce, marinara, salsa, hot sauce, bbq sauce, ethnic sauces
Peterson Farms	Aaron	Peterson	3104 W Baseline Rd.	Shelby	MI	49455	(231) 861-0119	frozen fruits, fresh cut apples
Pilgrim's Pride	William W	Lovette	1770 Promontory Cir	Greeley	CO	80634	(970) 506-8000	fresh chicken, full-cooked wing dings/wings/chicken nuggets/etc.
Quantum	Edward B	Bleka	750 S Schmidt Rd.	Bolingbrook	IL	60440	(630) 679-2300	fresh portion-control meats, raw breaded/par-fried meats, fully cooked ready-to-eat meats
Red Gold	Selita	Reichart	1900 S D St.	Elwood	IN	46036	(765) 552-3386	sloppy joe sauce, sliced tomatoes, ketchup, pizza sauce, marinara sauce, pureed tomatoes, cocktail sauce, BBQ sauce, various forms of tomato,
Rich Products	William G	Gisel Jr.	1 Robert Rich Way	Buffalo	NY	14213	(716) 878-8000	toppings & icings, cakes & desserts, pizzas, baked goods (donuts, cookies, scones, croissants etc.), breads, frozen seafood, mozzarella sticks, pizza dippers, mini stuffed sandwiches, meatballs, pasta
Schwans	Jim	Clough	115 W College Dr.	Marshall	MN	56258	(507) 532-3274	http://www.schwansfoodservice.com/products topped pizza, breakfast pizza, breadsticks, egg rolls, stir fry kits, sauces, appetizers, flatbread sandwiches, grilled cheese, stuffed sandwiches, quesadillas, breaded veggies, hors d'Oeuvres, pies, cobblers, ice cream, smoothies, dumplings, etc.
Silver Springs	Michael	Walsh	2424 Alpine Rd.	Eau Claire	WI	54703	(715) 832-9739	horseradish products, specialty mustards, specialty sauces, kosher
Simplot			999 W Main St. #1300	Boise	ID	83702	(208) 336-2110	avocados, various dehydrated potato forms, various frozen potatoes, roasted fruits & veggies, whole grain & veggie blends (side dish)
Tabatchnick			1230 Hamilton Street	Somerset	NJ	08873	(732) 247-6668	frozen soups, shelf-stable soups, frozen soup singles, frozen oatmeal singles
Tasty Brands			77 Newbridge Road	Hicksville	NY	11801	(516) 938-4588	lasagna roll-ups, stuffed shells, ravioli, lasagna, mini tacos, quesadillas, pizza bagels, breaded veggies
Trident	Charles	Bundrant	5303 Shilshole Ave. N.W.	Seattle	WA	98107	(206) 783-3818	seafood/fish/shellfish
Tyson	Donnie	Smith	2200 W Don Tyson Pkwy	Springdale	AZ	72762	479-290-4000	http://www.tyson.com/Products/Our-Products.aspx