Quick reference directory for Foodservice Associates
SALES TOOLS & SUPPORT

Sales Team Portal (STP)
http://advancepierre.salesteamportal.com
Contact: Tom Rovito
(tom.rovito@advancepierre.com) 513.682.1394

POS (Printing & Fulfillment)
http://www.apfsalessuccess.com (to place orders)
Contact: Chris Ginn (christopher.ginn@advancepierre.com) 513.682.1336

FedEx (Printing & Shipping)
Contacts:
Chris Ginn (christopher.ginn@advancepierre.com) 513.682.1336
FedEx Field Account Rep: Kelly Barnhorst
(kelly.barnhorst@fedex.com) 513.289.9197

Business Cards
For individual orders go to apfsalessuccess.com access the business cards tab and follow the prompts.
Contact: Sarah Black
(sarah.black@advancepierre.com) 513.682.1609

To Find Sales Support/POS Selling Tools
1. Go to the Sales Team Portal and search the document library for downloadable PDF’s.
2. Go to RPI fulfillment and search for items for print
3. Contact the designated Marketing Manager
   • Distributor Marketing Managers
     - Pam Godlove (pam.godlove@advancepierre.com)
       ph: 703.798.6248
     - Randi Perry (randi.perry@advancepierre.com)
       ph: 207.541.2833
     - Jeff Payne (jeff.payne@advancepierre.com)
       ph: 580.616.4440
   • Segment Marketing Managers
     - Karl Hansen (karl.hansen@advancepierre.com)
       ph: 513.939.8895

New Sales Person Set-up
Contact: Aishwarya Subramanian
(aishwarya.subramanian@advancepierre.com) 513.682.7151

Sales Discovery System (SDS)
Contact: Aishwarya Subramanian
(aishwarya.subramanian@advancepierre.com) 513.682.7151

Maximizer
Contact: Aishwarya Subramanian
(aishwarya.subramanian@advancepierre.com) 513.682.7151

Blacksmith
Contact: Angela Cummings
(angelacummings@advancepierre.com) 580.616.4493

Concur
Contact: Gerri Walsh
(gerri.walsh@advancepierre.com) 513.682.1671

AMEX/Expense Watch
Contact: Gerri Walsh
(gerri.walsh@advancepierre.com) 513.682.1671

IT
Email: servicedesk@advancepierre.com

HR
Contact: Scott McKenzie
(scott.mckenzie@advancepierre.com) 513.372.9245

EDI
Contact: Cheryl Zirkle
(cheryl.zirkle@advancepierre.com) 513.682.1355
Group contact (ediadmin@advancepierre.com)
Distributor Marketing

For sales tools such as presentations, coupons, account marketing planning, distribution, promotions, distributor brands, RFI/RFP.

Director of Distributor Development Marketing
Contact: Jerry Diekmann (jerry.diekmann@advancepierre.com) 513.682.1524   Cell 716.984.2739

VP of Distributor Development and Sales Operations
Contact: Marty Madsen (marty.madsen@advancepierre.com) 513.504.8680

US Foods, Gordon Food Service (GFS including Market Day), Performance Foodservice (PFS, PFG and Roma Foods) and GS1 Team Lead (Foodservice)
Contact: Pam Godlove (pam.godlove@advancepierre.com) 703.798.6248

Sysco, Labatt, Frosty Acres/F.A.B., Restaurant Depot and Food Service Rewards
Contact: Randi Perry (randi.perry@advancepierre.com) 207.541.2833

Independent Marketing Alliance (IMA and IMA Members: Foodservices of America [FSA], Maines, Merchants, Nicholas, Reinhart, Shamrock), UniPro (and UniPro Members), Ben E Keith (BEK), Dot Foods, Federated, Golbon, Legacy and All Other Distributors
Contact: Jeff Payne (jeff.payne@advancepierre.com) 580.616.4440
Segment Marketing
For conceptual sales tools, insights, trends and presentations.

**Segment Marketing Director**
Contact: Jennifer Haag (jennifer.haag@advancepierre.com) 513.682.1379

**Commercial Segment Marketing Manager**
Contact: Karl Hansen (karl.hansen@advancepierre.com) 513.682.1372

**Customer Experience Manager**
Contact: Jody Devoid (jody.devoid@advancepierre.com)
Category Marketing

For information regarding product categories.

**VP, Marketing**
Contact: Doug Santschi (doug.santschi@advancepierre.com) 513.372.9222

**Center of the Plate**
Contact: Eric Vanderheyden (eric.vanderheyden@advancepierre.com) 513.682.1313
- Raw / Par Fry Chicken
- Stuffed Entrees
- FC Breaded Chicken
- FC NB Chicken Patty / Cut / Bone
- Philly Steaks
- Bakery / Cups

Contact: Linda Kerdolff (linda.kerdolff@advancepierre.com) 513.682.1552
- FC NB Crumb / Sausage / BF / PK Faj
- FC NB Salis / ML / MB / Rib
- Raw / Par Fry Breaded Beef, Pork & Veal
- Raw Non-Breaded Beef, Pork & Veal
- Specialty Protein
- Sandwiches

**Sandwich Solution**
Contact: James Campbell (james.campbell@advancepierre.com) 513.682.1399
- Burgers
- Certified Angus Beef®
Director, Creative Services and Communications
Contact: Tom Rovito (tom.rovito@advancepierre.com) 513.682.1394

Contact: Chris Ginn Graphic Designer (christopher.ginn@advancepierre.com) 513.628.1336
DISTRIBUTOR & BROKER TERRITORIES

WEST:
Contacts:
Mike Gammon-Director West 775.851.4798 (mike.gammon@advancepierre.com)
Jody LaFollette-Sr. Regional Business Manager West - MN, IA, ND, SD, NE 309.335.1173 (jody.lafollette@advancepierre.com)
Chip Wali-WA, OR, AK, ID, MT, WY 503.698.1419 (chip.wali@advancepierre.com)
OPEN-N. CA, NV, W. CA 775.849.1584
Lou Tulley-S. CA, AZ 760.421.9704 (lou.tulley@advancepierre.com)
Pete Kearns-NM, CO, UT, HI 801.562.2403 (pete.kearns@advancepierre.com)
Steve Clyne-KS, OK, MO 314.703.7451 (steve.clyne@advancepierre.com)
Gary Gist-S. TX 832.275.1725 (gary.gist@advancepierre.com)
Amy Fitzgerald-N. TX 214.827.0709 (amy.fitzgerald@advancepierre.com)

EAST:
Mike Tilford-Director East 513.339.0085 (mike.tilford@advancepierre.com)
Chad Jimerson-GA, AL, FL 770.252.9807 (chad.jimerson@advancepierre.com)
Patrick Duggan-WS, IL, IN 317.674.8385 (patrick.duggan@advancepierre.com)
Kevin Tully-New England, U. NY, International 617.866.7270 (kevin.tully@advancepierre.com)
Susan Cohen-NYC Metro, NJ, E. PA 973.800.7388 (susan.cohen@advancepierre.com)
Eric Frye-NC, SC, TN 405.921.6890 (eric.frye@advancepierre.com)
Tony Barbara-KY, OH, MI, W. PA 513.965.0019 (tony.barbara@advancepierre.com)
Dennis Williams-MD, VA, WV, DE, DC 703.599.9109 (dennis.williams@advancepierre.com)
Scott Rishel - AR, LA, MS, AL 228.265.0255 (scott.rishel@advancepierre.com)
WEST:

Contacts:
Kevin Peterson-Director West 405.204.6419
(kevin.peterson@advancepierre.com)

Annette Ballew-TX 512.430.0924
(annette.ballew@advancepierre.com)

Mike Moore-KS, MO, OK, LA, AR 901.374.0917
(mike.moore@advancepierre.com)

Trevor Johnson-WA, OR, ID, NV, UT, CO, AZ, NM 602.361.4773
(trevor.johnson@advancepierre.com)

Jason Mades-CA 480.821.2341
(jason.mades@advancepierre.com)

Jeremy Fullerton-NE, MN, IA, WI, IL 414.405.3874
(jeremy.fullerton@advancepierre.com)

Rondy Jordan-TX MURC Specific 214.868.2166
(rondy.jordan@advancepierre.com)

EAST:

Sam Salupo-Director East 740.972.5096
(sam.salupo@advancepierre.com)

Joyce Podojil-MI, OH, KY, TN 234.521.4939
(joyce.podojil@advancepierre.com)

Scott Brannan-NC, SC, VA, WV, MD, DC, DE 803.831.8957
(scott.brannan@advancepierre.com)

Dave Ritmiller-PA, NJ 724.203.4342
(dave.ritmiller@advancepierre.com)

Eric Cole-FL, GA, AL, MS 813.310.0522
(eric.cole@advancepierre.com)

Sally Feeney -MA, CT, RI, VT, NH, ME 508-326-5036
sally.feeney@advancepierre.com

Jeff Cofer-FL, GA, AL, MS MURC Specific 239.410.3081
(jeff.cofer@advancepierre.com)
APF School K12 Website/Mobile Site
www.APFk12.com

Contact: Jennifer Roumani Associate Marketing Manager (jennifer.roumani@advancepierre.com) 513.682.1306

Sales Team Portal - Schools
Contact: Tom Rovito (tom.rovito@advancepierre.com) 513.682.1394

Nutrition Support
Contact: Megan Fuchs, RD, LD Registered Dietitian (megan.fuchs@advancepierre.com) 513.372.9203

Ad Requests
Contact: Jennifer Roumani Associate Marketing Manager (jennifer.roumani@advancepierre.com) 513.682.1306

Food Show Equipment
http://www.2020exhibits.com
Login: advancepierre
Password: foods

Contact: Jennifer Roumani Associate Marketing Manager (jennifer.roumani@advancepierre.com) 513.682.1306

Interflex
Contact: Jessica Davis Commercial Bid Coordinator (jessica.davis@advancepierre.com) 513.682.1310

Processorlink
Contact: Deby Henry Accounts Specialist (deby.henry@advancepierre.com) 513.682.1386
# School Sales Contacts

**School Sales VP**
Contact: Tom Ferris (tom.ferris@advancepierre.com) 704.779.2403

**Director of School Sales, West**
Contact: Joel Adour (joel.adour@advancepierre.com) 315.466.2927

**Director of School Sales, East**
Contact: Gary Russin (gary.russin@advancepierre.com) 570.856.1352

## Western Zone

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<td>Jessica Davis 513-682-1310</td>
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<td>Dana Dennis 580-616-4341</td>
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*everyone’s email address is: firstname.lastname@advancepierre.com*
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Tennessee    | Donna Plageman      |                  |
Texas         | Sherri Flynn        |                  |
Utah          | Jennifer Welch      |                  |
Vermont       | Donna Plageman      |                  |
Virginia      | Donna Plageman      |                  |
Washington    | Jennifer Welch      |                  |
West Virginia | Donna Plageman      |                  |
Wisconsin     | Open                |                  |
Wyoming       | Jennifer Welch      |                  |

SPAS, & Diverted Trucks | Deby Henry | 513.682.1386 |
Government Programs | Valerie Fairbanks | 513.682.1555 |

Commercial Pricing/Bids
Contacts:
Jessica Davis—Accounts in the West (jessica.davis@advancepierre.com) 513.682.1310
Mark Aszman—Accounts in the East (mark.aszman@advancepierre.com) 706.853.0330

Commodity Fax 513.874.5150
SCHOOL SALES

Tom Ferris
VP School Sales

Joel Adour
Director, Schools
Sales West

Teresa Rogers
RSM-Schools
NV, NM, AZ, CO, UT

Cathy Earnest
RSM-Schools
TX

Quincy Wiley
RSM-Schools
KS, OK, MO, AR, LA

OPEN
RSM-Schools
WA, OR, AK, ID, MT, WY, HI

Kathleen Coleman-Craig
RSM-Schools
CA

Cheryl Pratt
RSM-Schools
MN, IA, NE, ND, SC, WI, IL

Gary Russin
Director School
Sales East

Jonathan Dickl
RSM-Schools
FL, VI, PR

Lisa Wright
RSM-Schools
KY, OH, IN, MI

Kim Schneider
RSM-Schools
NJ, PA, DE, MD, VA, WV, DC

Stephanie Johnson
RSM-Schools
NC, SC, GA

Diana McCarthy
RSM-Schools
New England, NY

Teresa Pursifull
RSM-Schools
MS, AL, TN
Contacts:
Christopher Chanski- VP National Accounts (chris.chanski@advancepierre.com) 763.445.2693
Geoff Whan- Director National Accounts (geoff.whan@advancepierre.com) 401.524.0652
Barry Reynolds- Director National Accounts (barry.reynolds@advancepierre.com) 405.706.3664
David Holland- Director National Accounts (david.holland@advancepierre.com) 405.880.0866
Joey Attanasio- Director National Accounts (joseph.attanasio@advancepierre.com) 732.921.1539
Michael Terry- Director National Accounts (michael.terry@advancepierre.com) 405.640.8050
Contacts:
Pat McCoy- VP Sales (pat.mccoy@advancepierre.com)
Ben Schibi- Marketing (ben.schibi@advancepierre.com)
James Walts- Industrial/Commercial (james.walts@advancepierre.com)
Phyllis Haenichen- International/Military (phyllis.haenichen@advancepierre.com)
Dave Manion- Director, Deli sales (dave.manion@advancepierre.com)
Trade Spend Manager
Angela Cummings (angela.cummings@advancepierre.com)  580.616.4493

Please contact your Trade Spend rep by state. If you do not know who your Trade Spend rep is please contact Angela Cummings.
## Order Inquiries and Order Delivery

### Contact: Customer Service Rep by State

#### Customer Service Director
Tracy Cochran (tracy.coehran@advancepierre.com)  580-616-4390

<table>
<thead>
<tr>
<th>State</th>
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<tr>
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<td>MBM</td>
<td>Julie Moeller</td>
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<tr>
<td>Customer Service Fax</td>
<td>580-616-4636</td>
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</tbody>
</table>
CUSTOMER SERVICE

Order Claims (overages, shortages and damages)
Contact: osd@advancepierre.com

Samples
Contact: samples.enid@advancepierre.com

Certificate of Insurance
Contact: Jeremy Hase (jeremy.hase@advancepierre.com) 513.682.1309

Complaints and Forms
Contact: Shelly Hoppe (shelly.hoppe@advancepierre.com) 580.616.4585

Credits
Contact: Rick Rumpler (rick.rumpler@advancepierre.com) 513.682.7161

QUALITY

Recalls
Contact: Julie Moeller (julie.moeller@advancepierre.com) 580.616.4364

Complaint Submission
Contact: Shelly Hoppe (shelly.hoppe@advancepierre.com) 580.616.4316

Quality Control & SQF
Contact: Roger Gamble (roger.gamble@advancepierre.com) 580.616.4170
DEMAND PLANNING

Contact: demandplanning@advancepierre.com
Click Here to Download the Demand Planning Order Exception Form

PRODUCTS

Product Specs, Nutritionals, Label Art
Visit our website at www.advancepierre.com
-Enter a product item number in the search field to view item details
Registration & Payment
Handled by Sales

Equipment
To access 2020, you just need to log in on the home page of the website at www.2020exhibits.com. Click on “login”, at the top of the page, and enter the following login info.
Login: apf
Password: foodservice

There is a demo video on the website. Once logged in, click on “documents” at the top, and it will bring up the video, titled “123 Step process to create order”. **2020 charges will be expensed to the requestor’s GL account.**

Contact: Jill Kinduell (jill.kinduell@2020exhibits.com) 513.454.0188

FedEx/Kinko’s Printing
Contacts:
Chris Ginn (christopher.ginn@advancepierre.com) 513.682.1336

FedEx Field Account Rep: Kelly Barnhorst
(kelly.barnhorst@fedex.com) 513.289.9197
PLANT & DISTRIBUTOR LOCATIONS

PLANTS

54th St. Plant
Kevin Gallagher, Plant Manager
201 S. Raleigh Rd.
Enid, OK 73701
w: (580) 616-4799   c: (580) 540-0288
kevin.gallagher@advancepierre.com

Enterprise Plant
Tommy Akin, Plant Manager
5110 Enterprise Blvd
Enid, OK 73701
Office (580)616-6801 Cell (580)747-2867
tommy.akin@advancepierre.com

Pine St. Plant
Dennis Crandell, Plant Manager
204 E. Pine St.
Enid, OK 73701
w: (580) 616-4902   c:  (580) 231-1185
dennis.crandell@advancepierre.com

Willow St. Philly Plant
Chris Rogers, Plant Manager
4929 E. Willow St.
Enid, OK 73701
w: (580) 616-4208   c:  (580) 478-7231
chris.rogers@advancepierre.com

Cincinnati Plant
Petra Sterwerf, Plant Manager
9990 Princeton Glendale Rd,
West Chester, OH 45246
W: (513) 682-7193 c: (859) 991-6926
petra.sterwerf@advancepierre.com

Portland Plant
Jeff Shaw, Plant Manager
54 Saint John St,
Portland, ME 04102
W: (207-541-2800 x2824 c: (207) 807-3496
jeff.shaw@advancepierre.com

Amherst Plant
Fred Winner, Plant Manager
1833 Cooper Foster Park Rd.
Amherst, OH, 44001-1206
W: (440) 960-0146 ext. 11238 c: (440) 320-3219
fred.winner@advancepierre.com

Claremont Sandwich Plant and Bakery
Gus Swanson, Plant Manager
3437 E Main St
Claremont, NC 28610
W: (828) 459-7626 c: (706) 3314-2952
Gus.swanson@advancepierre.com

Easley Sandwich Plant
Dan Barnett, Plant Manager
133 Cloverbale Drive
Easley, SC  29640
W: (864) 855-2901 x 100 c:  (513) 678-2644
Dan.barnett@advancepierre.com

Caseyville Sandwich Plant
Randy Clark, Plant Manager
12 Tucker Drive
Caseyville, IL 62232
W: (507) 461-3445 c: (507)461-3445
randy.clark@advancepierre.com

DISTRIBUTION CENTERS

Enid, OK Distribution Center
Paul Daria, DC Manager
5109 E. Willow St.
Enid, OK  73701
W: (513) 682-1610  c:  (513) 404-0656
paul.daria@advancepierre.com

Cincinnati, OH - Distribution Center
AdvancePierre Logistics
Interstate Distribution Center
110 Distribution Drive
Hamilton, OH  45014
Toll Free:  800-757-2238
Phone:  513-881-4560
Fax:  513-881-4570

Atlanta, GA - Distribution Center
Nordic Logistics and Warehousing, LLC
1802 Rome Highway
Rockmart, GA 30153
Phone:  770-684-0886

Reach out to APF Customer Service for sailing schedules and service areas