

ADVANCEPIERRE

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This is an internal document.
It is not meant for customers,
distributors or brokers.

Please send us your feedback!

Please send your comments on changes
or suggestions to Tom Rovito
(tom.rovito@advancepierre.com)

Sales Team Portal (STP)

<http://advancepierre.salesteamportal.com>
Contact: Tom Rovito
(tom.rovito@advancepierre.com) 513.682.1394

POS (Printing & Fulfillment)

<http://www.apfsalesuccess.com> (to place orders)
Contact: (for questions: print/stock)
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 apfsalesuccess.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
(angela.cummings@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

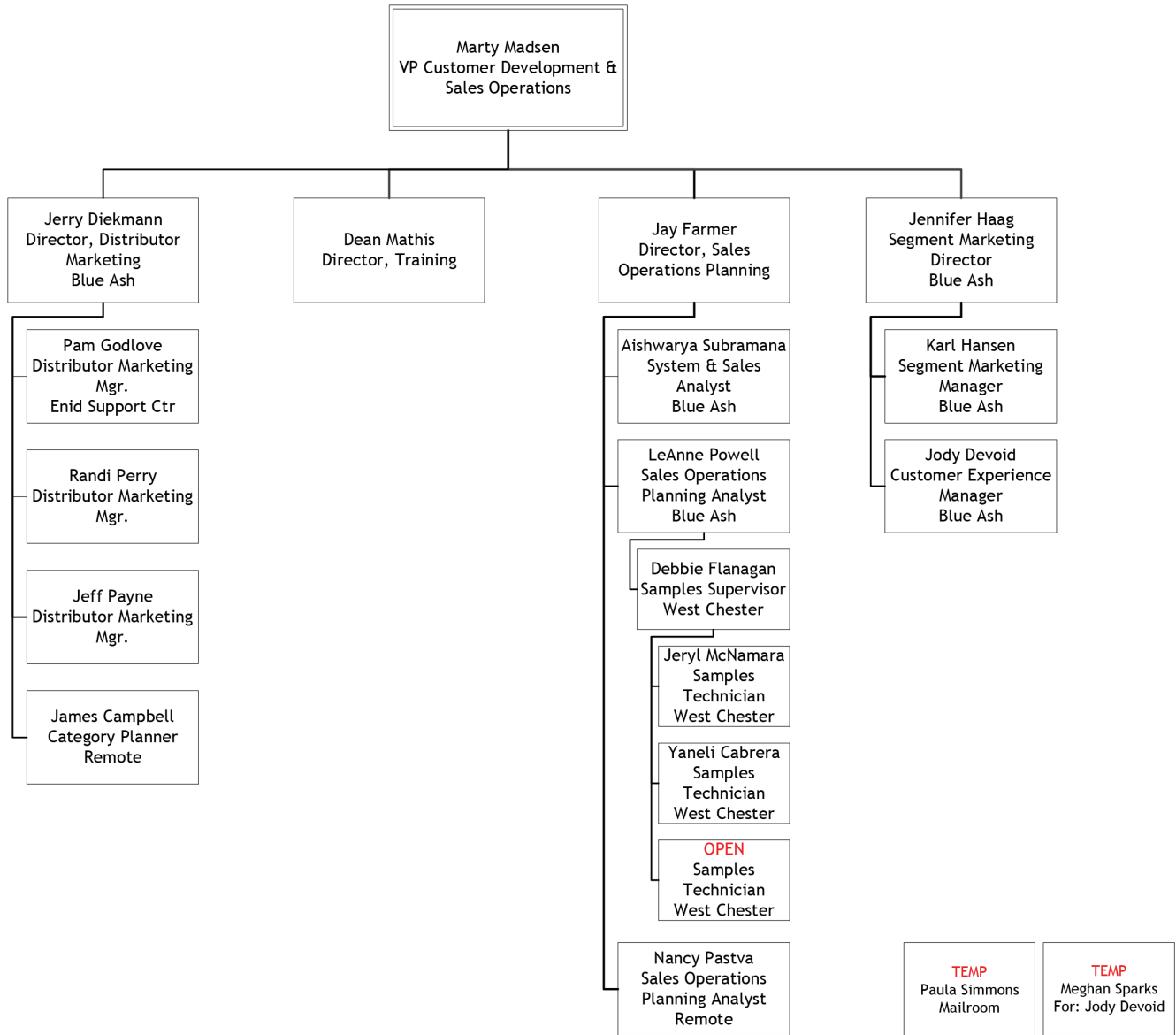
Commercial Segment Marketing Manager

Contact: Karl Hansen (karl.hansen@advancepierre.com) 513.682.1372

Customer Experience Manager

Contact: Jody Devoid (jody.devoid@advancepierre.com)

DISTRIBUTOR TEAM



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

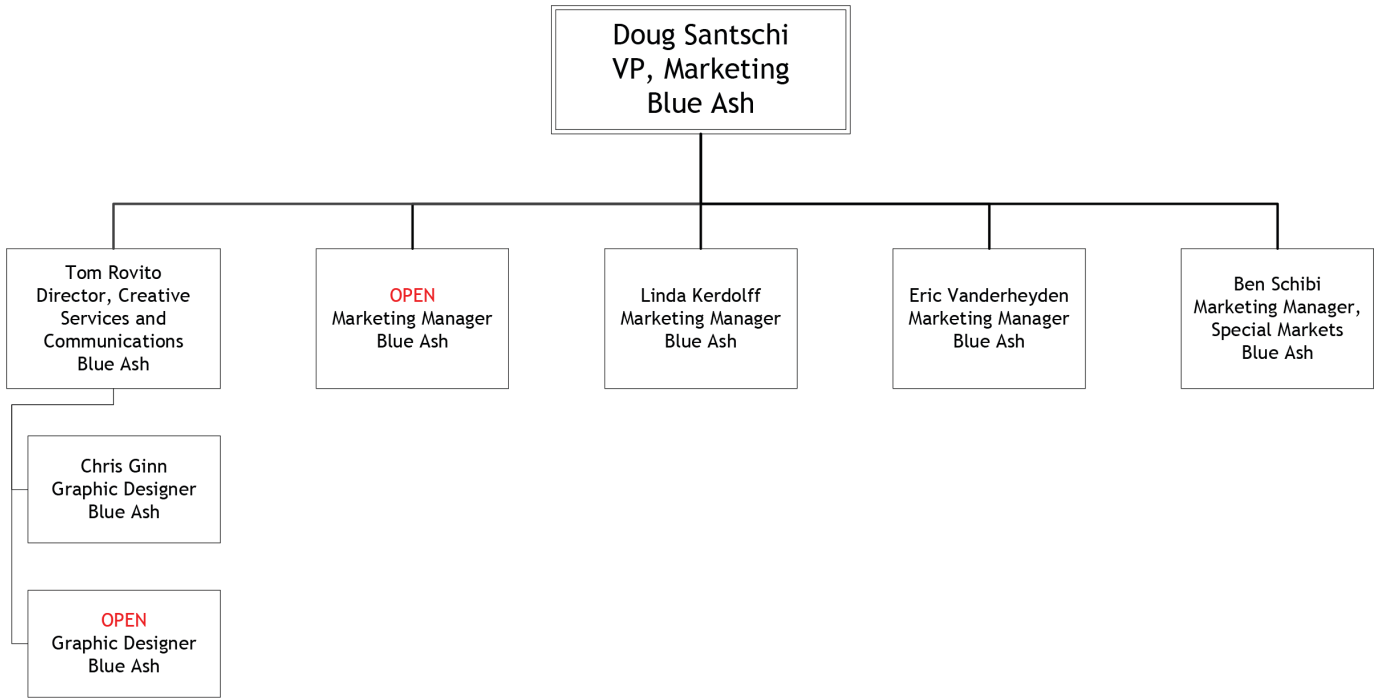
- FC NB Crumb / Sausage / BF / PK Faj
- FC NB Salis / ML / MB / Rib
- Raw / Par Fry Breaded Beef, Pork & Veal
- Raw Non-Breaded Beef, Pork & Veal
- Specialty Protein
- Sandwiches

Sandwich Solution

Contact: James Campbell (james.campbell@advancepierre.com) 513.682.1399

- Burgers
- Certified Angus Beef®

CATEGORY MARKETING TEAM





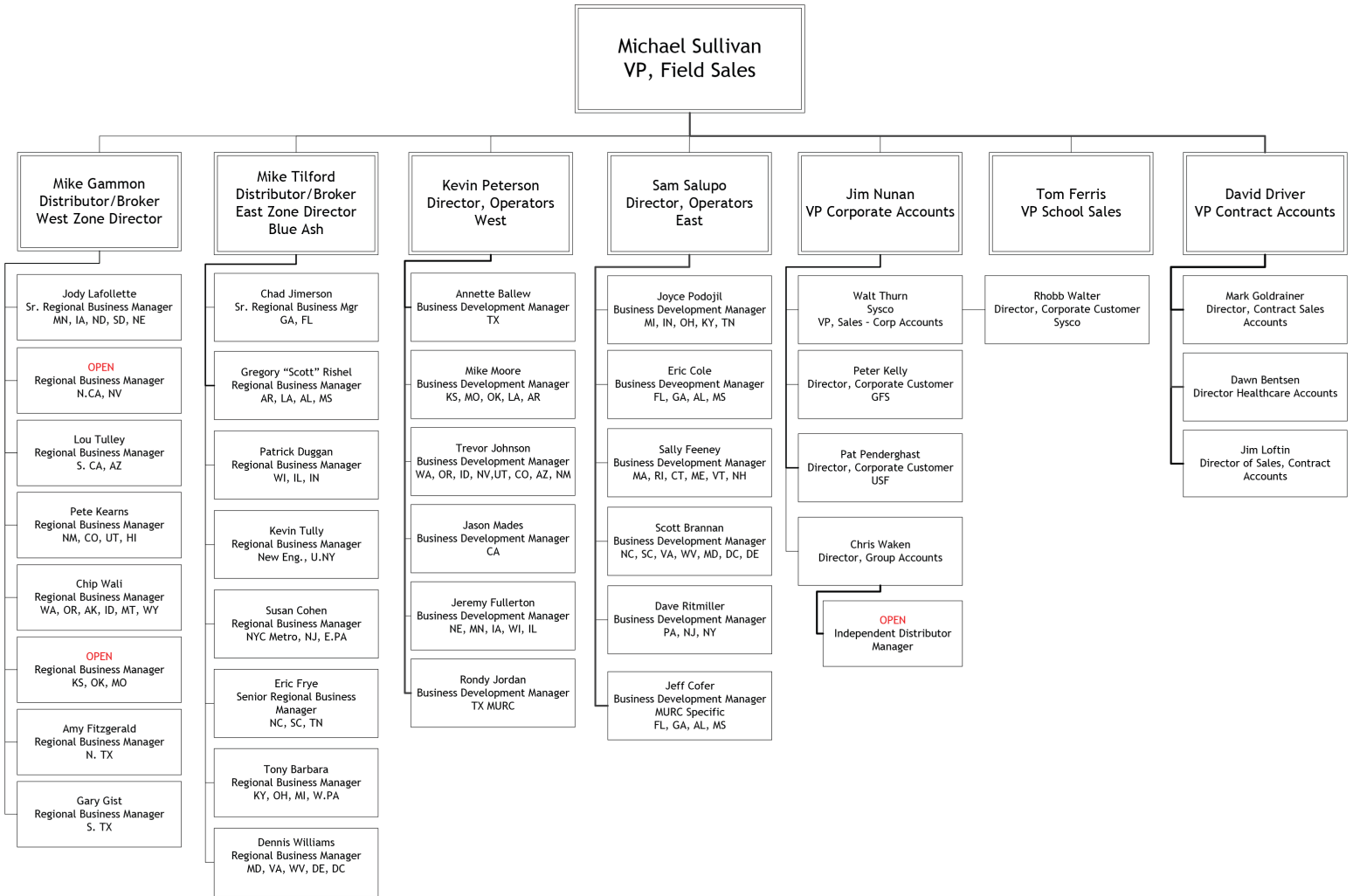
CREATIVE SERVICES & COMMUNICATIONS

Director, Creative Services and Communications

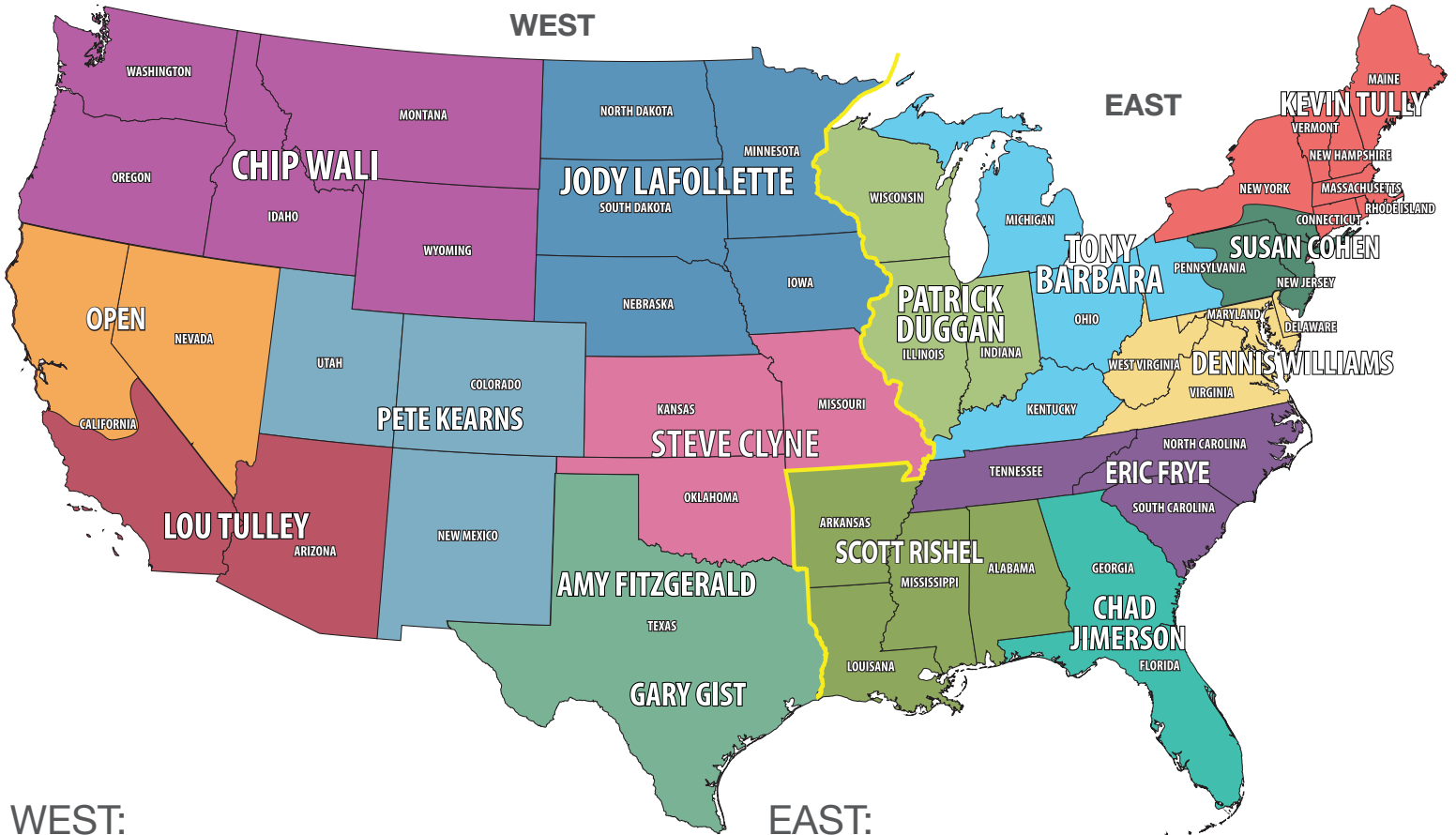
Contact: Tom Rovito (tom.rovito@advancepierre.com) 513.682.1394

Contact: Chris Ginn **Graphic Designer** (christopher.ginn@advancepierre.com) 513.628.1336

FIELD SALES TEAM ORG CHART



DISTRIBUTOR & BROKER TERRITORIES



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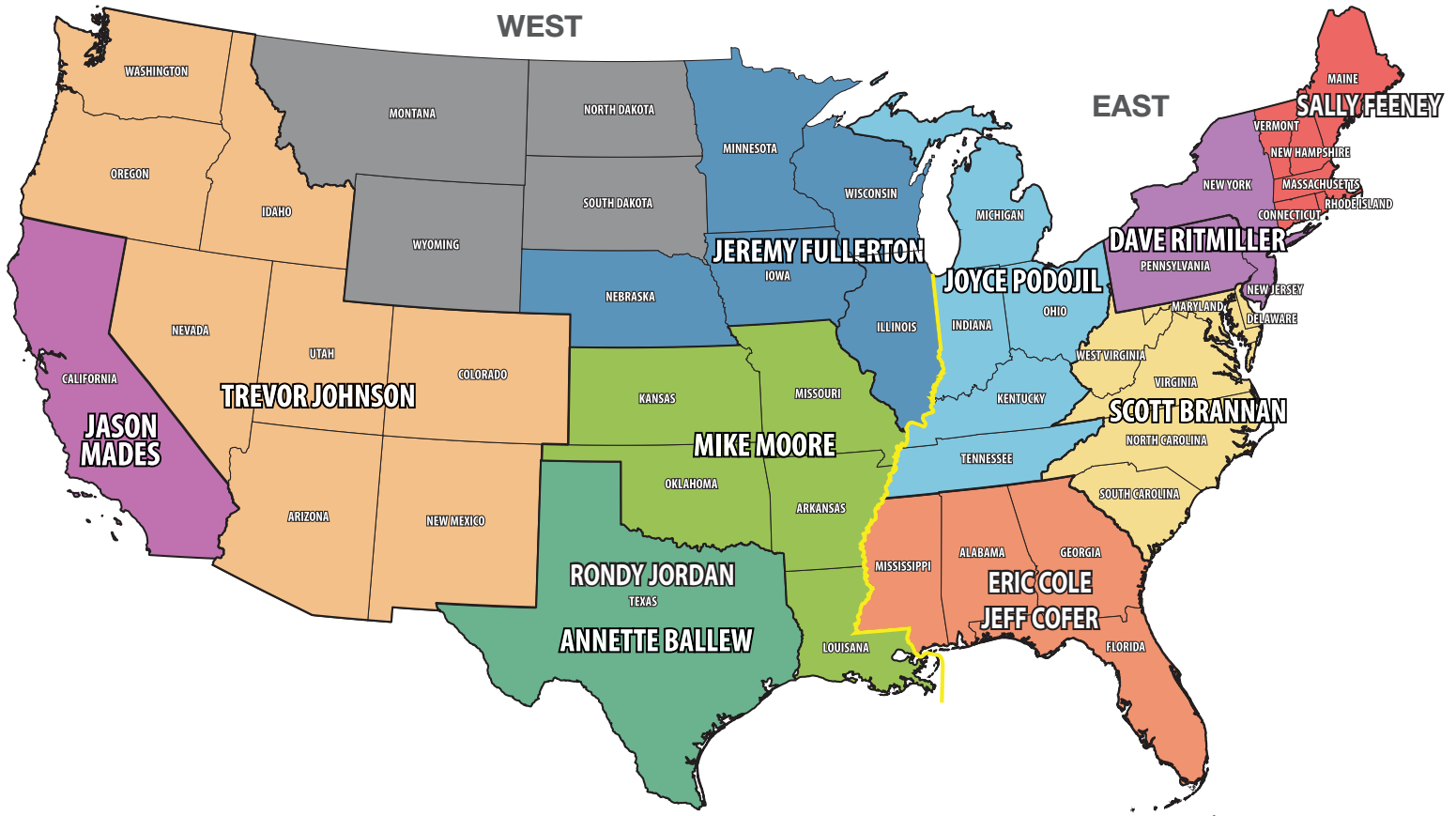
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Sally Feeney -MA, CT, RI, VT, NH, ME 508-326-5036
sally.feeney@advancepierre.com

Jeff Cofer-FL, GA, AL, MS MURC Specific 239.410.3081
(jeff.cofer@advancepierre.com)



SCHOOLS SUPPORT

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

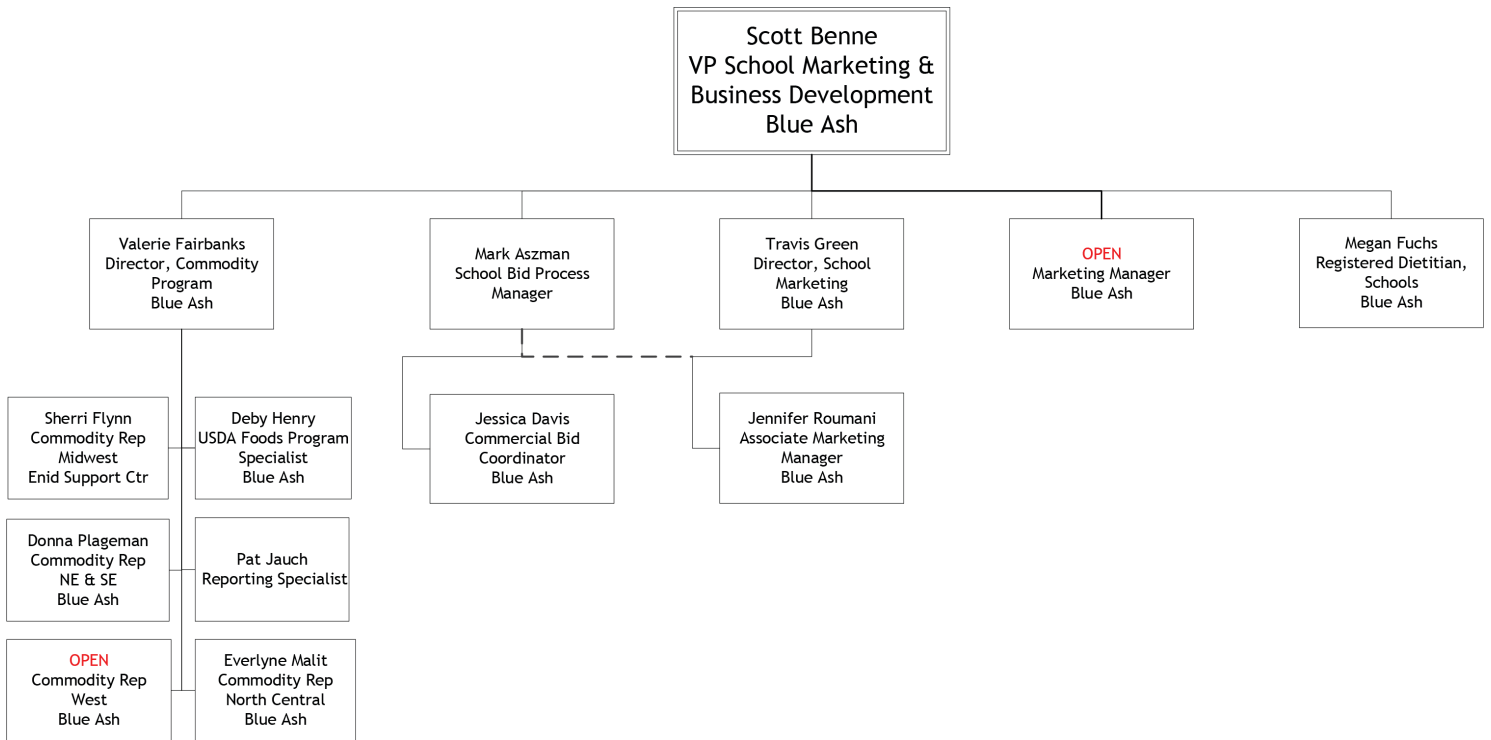
Contact: Jennifer Roumani **Associate Marketing Manager** (jennifer.roumani@advancepierre.com) 513.682.1306

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						
State	RSM	Broker	CL Bid Contact	CY Rep	CSR	TS Rep
WA	OPEN	Western FS Mktg./The Core Group	Jessica Davis 513-682-1310	Jennifer Welch 513-682-7155	Lexy Childress 580-616-4305	Kim Jantz 580-616-4520
OR		Western FS Mktg./The Core Group				
ID		Main Street Mktg./The Core Group				
MT		Western Mktg./The Core Group				
WY		WY Northern - Western Mktg./The Core Group WY Southern - Four Peaks Brokerage			Robin Betchan 580-616-4317	
CA	Kathleen Coleman 925-784-8306	CA Northern - Market Smart/The Core Group CA Southern - J Goodman & Associates/The Core Group	Jessica Davis 513-682-1310	Jennifer Welch 513-682-7155	Lexy Childress 580-616-4305	Kim Jantz 580-616-4520
NV	Teresa Rogers 970-231-5375	NV Northern - Market Smart/The Core Group NV Southern - NV Food Brokerage	Jessica Davis 513-682-1310	Jennifer Welch 513-682-7155	Lexy Childress 580-616-4305	Kim Jantz 580-616-4520
UT		Key Impact				
AZ		Total Source				
CO		Four Peaks Brokerage				
NM		Prime Sales & Marketing				
ND	Cheryl Pratt 847-812-3388	Key Impact	Jessica Davis 513-682-1310	Eva Malit 513-560-0848	Tammie Costello 580-616-4308	Autumn Chambers 580-616-4515
SD		Key Impact				
NE		Key Impact				
MN		Food Marketing Services				
*IA		Key Impact				
WI		Food Marketing Services				
IL	Key Impact					
KS	Quincy Wiley 580-540-0606	Osage Marketing	Jessica Davis 513-682-1310	Sherri Flynn 580-616-4154	Robin Betchan 580-616-4317	Autumn Chambers 580-616-4515
OK		Kelley Brokerage				
MO		Key Impact				
AR		Food Sales East				
LA	TA Dowd					
TX	Cathy Earnest	TX Northern – Lakeland Marketing TX Southern (SW & SE) – Key Impact	Jessica Davis 513-682-1310	Sherri Flynn 580-616-4154	Julie Moeller 580-616-4364	Autumn Chambers 580-616-4515

EASTERN ZONE											
State	RSM	Broker	CL Bid Contact	CY Rep	CSR	TS Rep					
MI	OPEN	Key Impact	Mark Aszman 706-853-0330	Eva Malit 513-560-0848	Tammie Costello 580-616-4308	Lisa Nault 580-616-4406					
IN		Key Impact									
OH		Rizwitsch									
KY		Key Impact									
TN	Teresa Pursiful-Graham 865-386-1274	TN West – Paramount Mktg. TN Middle – Key Impact Nashville TN East – Paramount Mktg.	Mark Aszman 706-853-0330	Donna Plageman 513-682-1644	Lacie Taylor 580-616-4324	Pat Ridgeway 580-616-4574					
MS		Performance Foodservice									
AL		Food Sales East									
FL	OPEN	HOPCO Foodservice	Mark Aszman 706-853-0330	Donna Plageman 513-682-1644	Dana Dennis 580-616-4341	Pat Ridgeway 580-616-4574					
GA	Stephanie Johnson 404-989-0933	HOPCO Foodservice	Mark Aszman 706-853-0330	Donna Plageman 513-560-0848	Dana Dennis 580-616-4341	Pat Ridgeway 580-616-4574					
NC		Paramount Marketing									
SC		Paramount Marketing									
PA	Kim Schneider 215-262-1658	PA West – Concept PA East – Key Impact	Mark Aszman 706-853-0330	Donna Plageman 513-682-1644	Dawn Read 580-616-4317	Lisa Nault 580-616-4406					
NJ		Key Impact									
DE		Key Impact									
MD		Key Impact									
WV		Infusion									
VA		Infusion									
NY		Diana McCarthy 716-583-3970					Upstate NY – Infusion NYC – Key Impact	Mark Aszman 706-853-0330	Donna Plageman 513-682-1644	Dawn Read 580-616-4317	Lisa Nault 580-616-4406
ME							Infusion				
VT	Infusion										
NH	Infusion										
MA	Infusion										
CT	Infusion										
RI	Infusion										

*everyone's email address is: firstname.lastname@advancepierre.com



BIDS/PRICING COMMODITY/COMMERCIAL

Alabama	Donna Plageman
Alaska	Jennifer Welch
Arizona	Jennifer Welch
Arkansas	Sherri Flynn
California	Jennifer Welch
Colorado	Jennifer Welch
Connecticut	Open
Delaware	Donna Plageman
Florida	Donna Plageman
Georgia	Donna Plageman
Hawaii	Jennifer Welch
Idaho	Jennifer Welch
Illinois	Open
Indiana	Open
Iowa	Sherri Flynn
Kansas	Sherri Flynn
Kentucky	Open
Louisiana	Sherri Flynn
Maine	Donna Plageman
Maryland	Donna Plageman
Massachusetts	Open
Michigan	Open
Minnesota	Open
Mississippi	Donna Plageman
Missouri	Sherri Flynn
Montana	Jennifer Welch
Nebraska	Open
Nevada	Jennifer Welch
New Hampshire	Donna Plageman
New Jersey	Donna Plageman
New Mexico	Jennifer Welch
New York	Open
North Carolina	Donna Plageman
North Dakota	Open
Ohio	Open
Oklahoma	Sherri Flynn
Oregon	Jennifer Welch
Pennsylvania	Donna Plageman
Rhode Island	Donna Plageman
South Carolina	Donna Plageman
South Dakota	Open

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
Government Programs	Valerie Fairbanks

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Valerie Fairbanks	valerie.fairbanks@advancepierre.com	513.682.1656
Commodity Fax	513.874.5150	

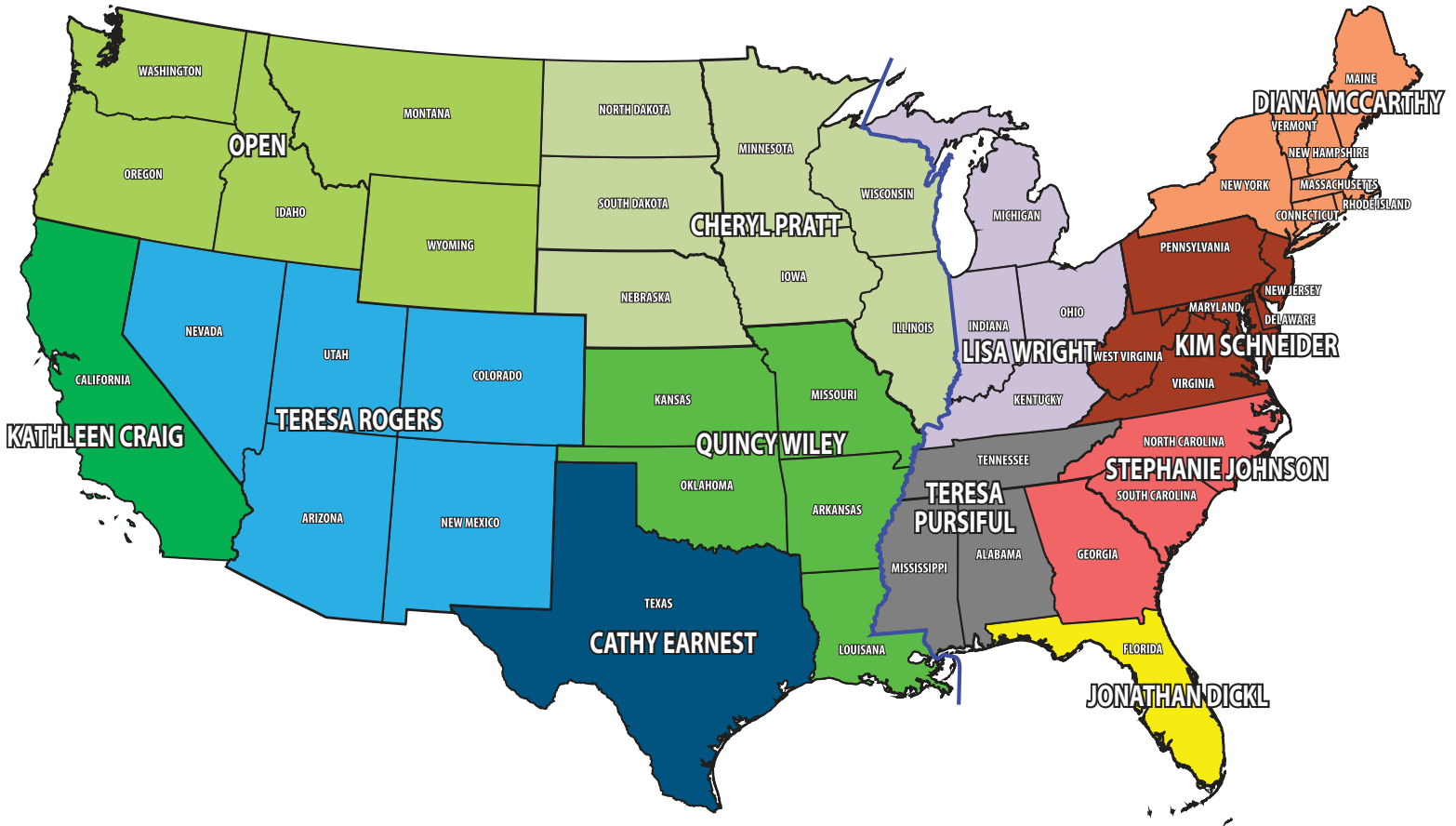
Commercial Pricing/Bids

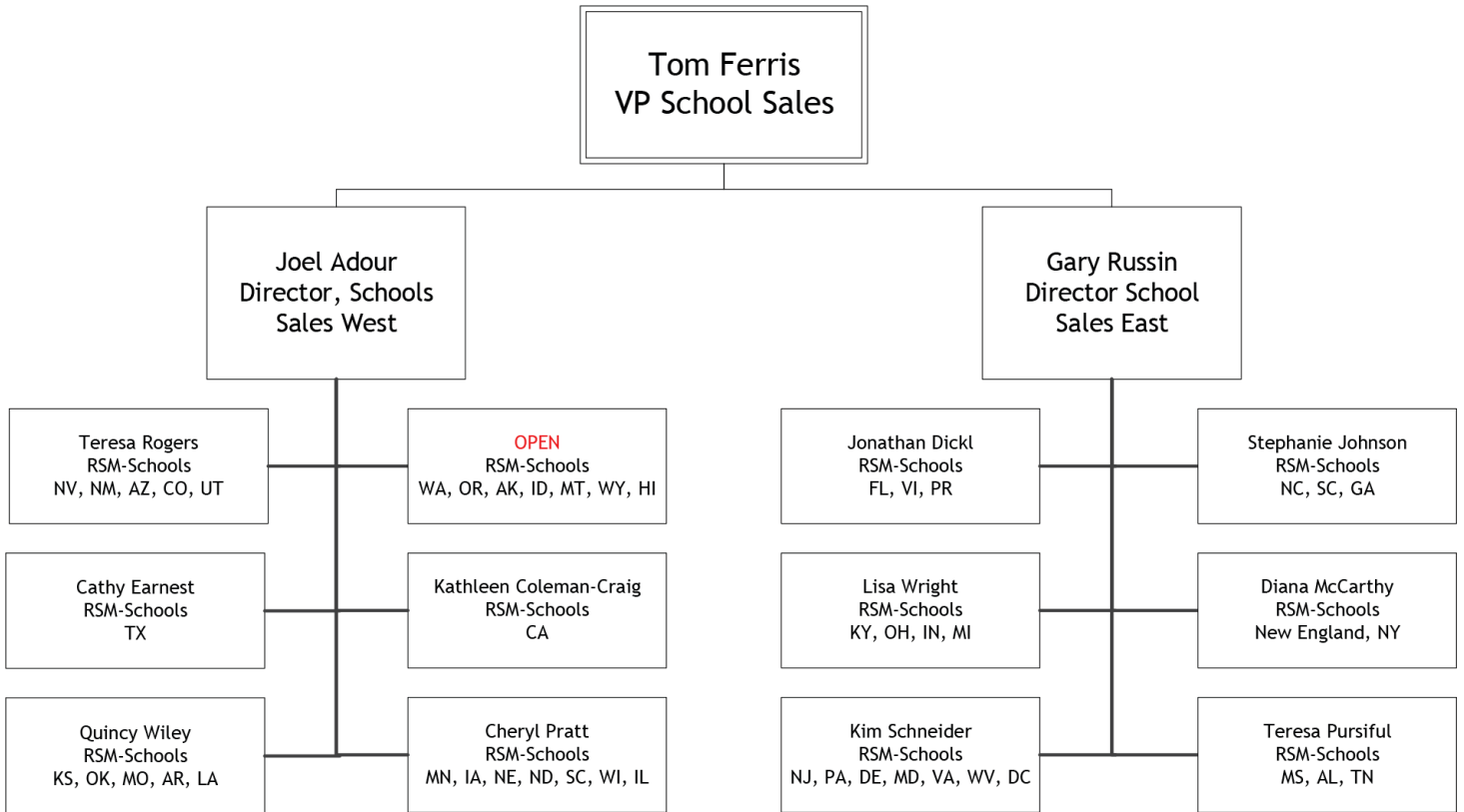
Contacts:

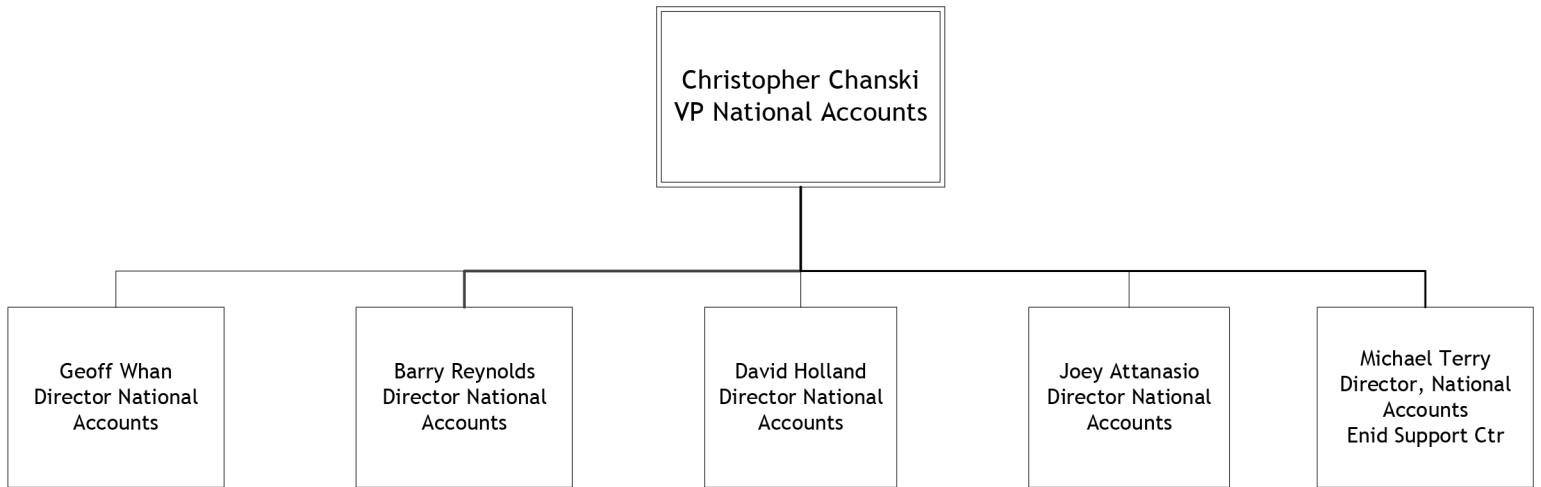
Jessica Davis—Accounts in the West
(jessica.davis@advancepierre.com)
513.682.1310

Mark Aszman—Accounts in the East
(mark.aszman@advancepierre.com)
706.853.0330

SCHOOL TEAM ALIGNMENT







Contacts:

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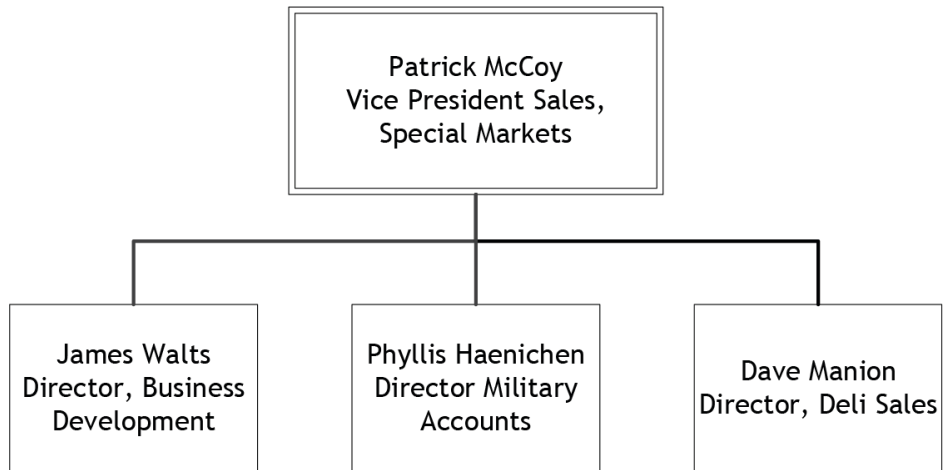
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Joey Attanasio- Director National Accounts (joseph.attanasio@advancepierre.com) 732.921.1539

Michael Terry- Director National Accounts (michael.terry@advancepierre.com) 405.640.8050



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Dave Manion- Director, Deli sales (dave.manion@advancepierre.com)



TRADE SPEND

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.cochran@advancepierre.com) 580-616-4390

Alabama	Dana Dennis
Alaska	Lexy Childress
Arizona	Lexy Childress
Arkansas	Robin Betchan
California	Lexy Childress Sysco LA - Julie Moeller
Canada	Amy Barton
Colorado	Robin Betchan
Connecticut	Dawn Read
Delaware	Dawn Read
Florida	Dana Dennis
Georgia	Dana Dennis
Hawaii	Robin Betchan
Idaho	Lexy Childress
Illinois	Tammie Costello
Indiana	Tammie Costello
Iowa	Tammie Costello
Kansas	Robin Betchan
Kentucky	Tammie Costello
Louisiana	Robin Betchan
Maine	Dawn Read
Maryland	Lacie Taylor
Massachusetts	Dawn Read
Michigan	Tammie Costello
Minnesota	Tammie Costello
Mississippi	Dana Dennis
Missouri	Robin Betchan Tammie Costello - Commodities
Montana	Lexy Childress
Nebraska	Tammie Costello
Nevada	Lexy Childress
New Hampshire	Dawn Read
New Jersey	Dawn Read
New Mexico	Robin Betchan
New York	Dawn Read Amy Barton - Commodities
North Carolina	Lacie Taylor
North Dakota	Tammie Costello
Ohio	Tammie Costello
Oklahoma	Robin Betchan

Oregon	Lexy Childress
Pennsylvania	Dawn Read (E PA) Tammie Costello (W PA)
Puerto Rico	Dana Dennis
Rhode Island	Dawn Read
South Carolina	Lacie Taylor
South Dakota	Tammie Costello
Tennessee	Lacie Taylor
Texas	Robin Betchan (N TX) Julie Moeller (S TX) Robin Betchan (W TX)
Utah	Robin Betchan
Vermont	Dawn Read
Virginia	Lacie Taylor
Washington	Lexy Childress
West Virginia	Lacie Taylor
Wisconsin	Tammie Costello
Wyoming	Robin Betchan

Good Source	Debbie Hendricks
Kelloggs	Julie Moeller
GFS	Amy Barton
Restaurant Depot	Dawn Read
Dot	Dawn Read
Sysco RDC	Dana Dennis
MBM	Julie Moeller

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Customer Service Fax	580-616-4636	

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/PRODUCTS

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.20020exhibits.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

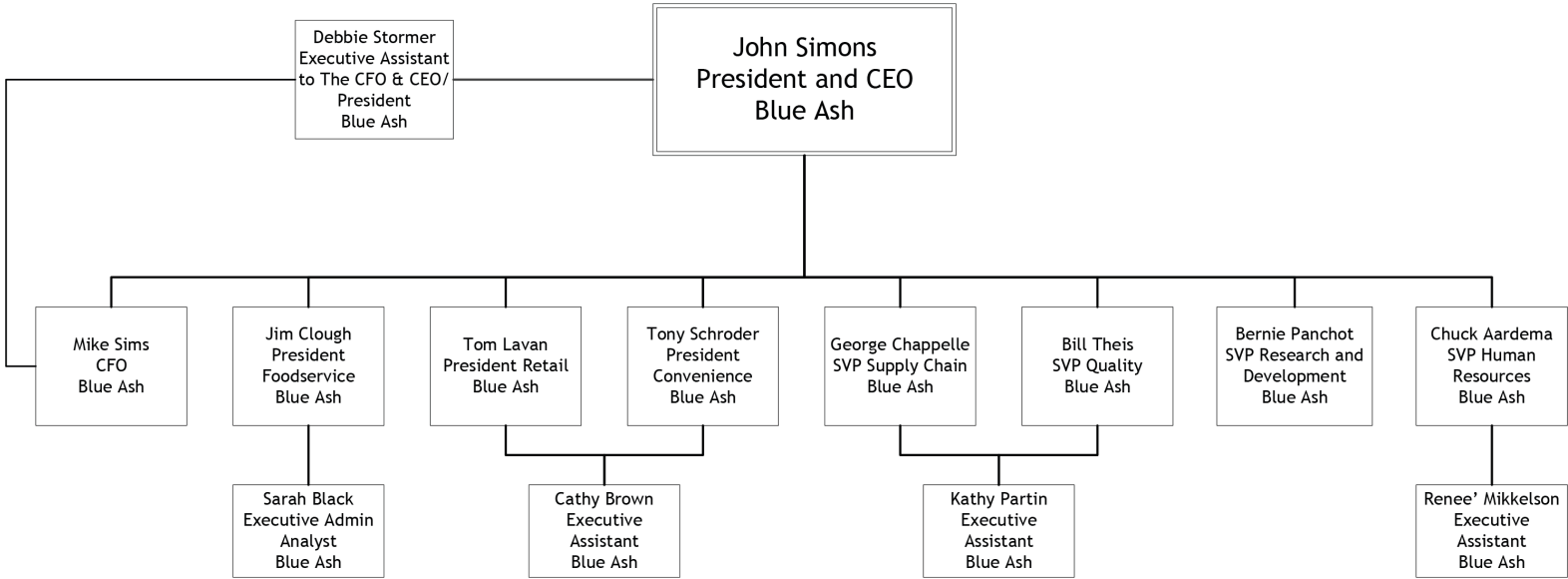
FedEx/Kinko’s Printing

Contacts:

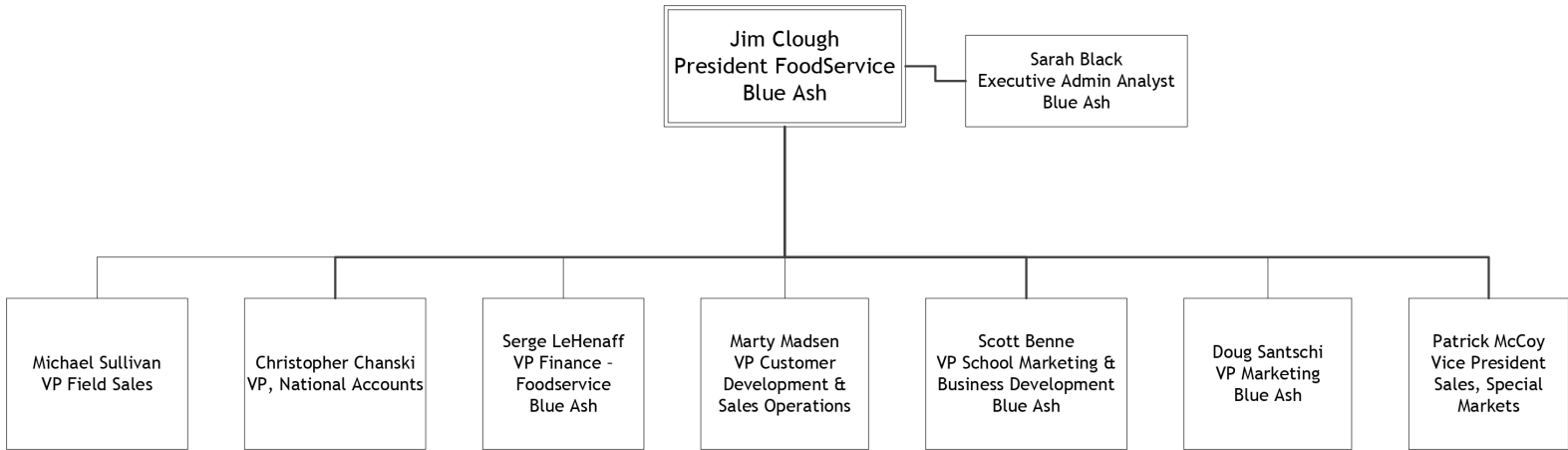
Chris Ginn (christopher.ginn@advancepierre.com) 513.682.1336

FedEx Field Account Rep: Kelly Barnhorst
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SENIOR LEADERSHIP ORG CHART



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PLANTS

54th St. Plant

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DISTRIBUTION CENTERS

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Cincinnati, OH - Distribution Center

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Fax: 513-881-4570

Atlanta, GA - Distribution Center

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





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