



Report & Directory 2012

# Grocery Brokers

It is estimated that roughly 35-40 per cent of the volumes through grocery retailers and distributors is now broker sold.

In an industry that accounts for close to \$80 billion in sales, that represents nearly \$35 billion in sales through brokers or sales and marketing agencies. Indeed, the percentage of the market sold through someone other than the manufacturer has been increasing steadily. From the early 1990s the volume increased from 22.5 per cent of the market to over 30 per cent by the turn of the century and shows little sign of abating.

Part of the explanation for this has been the globalization of food and growth of international supply chains, which have made more products available to Canadian consumers and more opportunity for brokers or agencies to represent foreign manufacturers in the Canadian marketplace. In addition, there have been a growing number of domestic manufacturers entering the market. But equally important as an explanation is that brokers and sales and marketing agencies bring a great deal of expertise to the table with more manufacturers seeking their services as a result.

This expertise can range from offering detailed market analysis of competitive activity, pricing and out-of-stock situations to the latest technology for processing orders. More than that, brokers and sales and marketing agencies are experts in their specific markets, closely acquainted with buyers and the processes that govern getting a product to market. They will assist in developing promotions and merchandising strategies to increase the number of turns at store level. For many small to medium manufacturers, it would be almost inconceivable to function without a sales agency given the high costs of operating a sales department and lack of knowledge about execution.

The general trend in the market has been for sales agencies to increase the number of services provided and their market reach. This has been fuelled by greater consolidation in the industry, which has created ever larger brokerage houses with the financial muscle to invest in systems and satellite offices. Many of the firms are now U.S.-based, cover the national market, and even

### The globalization of food and growth of international supply chains, have made more products available to Canadian consumers and more opportunity for brokers or agencies to represent foreign manufacturers in the Canadian marketplace.

operate in numerous countries around the world. In Canada, considered a far more concentrated market than the U.S. to begin with, the consolidation was further fuelled by and ran in tandem with grocery retailers themselves centralizing their purchasing functions to achieve greater efficiencies. Now, the top



four or five firms represent the majority of sales, although many smaller regional brokers have managed to carve a niche for themselves and remain a vital force in the market.

Specialization has been one of the ways that smaller firms have survived the consolidation trend and today you will find agencies that represent only natural foods, branded meat products, general merchandise or perishables. The specialized knowledge these companies possess far surpasses that of a general line broker or agency and, as in the case of perishables, may require additional specialized services such as warehousing and logistics.

Since the demise of the Canadian Food Brokers Association, there has been no unified voice for Canadian brokers. After the organization folded there was a brief period when many of the former members joined ASMC (Association of Sales and Marketing Companies) and formed ASMC-I, a new international division of ASMC. The plan was to develop members in Canada, Australia and Europe but ultimately failed because the scheme was too over-arching for the condition of the market at that time. Since 2003 there has been no organizational focus for the industry in Canada at all. Some Canadian brokers joined the Independent Food Brokers Association of America while others gravitated to the U.S.-based Grocery Manufacturers Association. But there is currently no means of addressing domestic Canadian issues that may impact the industry, few as these may be. ●

*In the directory that follows, Western Grocer magazine has provided both a list of companies operating in Western Canada and the brands they represent. This allows manufacturers looking for a broker or agency to identify who is the best fit for them. It also allows grocery buyers to match a brand name with the company selling it, eliminating a lot of footwork in determining contacts.*

*While we have made every effort to be comprehensive, there may be omissions for which we apologize in advance. If your name has been left out please contact us for inclusion in next year's directory.*



### Listings by Company

#### Acosta Canada

Bill Dunne - President  
250 Rowntree Dairy Road  
Vaughan, ON L4L 9J7  
Tel: (905) 264-2267  
Fax: (905) 851-2243  
Toll Free: (800) 461-3185  
bdunne@acosta.com  
[www.acosta.com](http://www.acosta.com)

**Branch Locations:** Vancouver, Calgary, Winnipeg, Montreal & Halifax  
**Territory Covered:** All Canada

#### Advantage Sales & Marketing

Michael Aucoin - President  
151 Esna Park Drive #26  
Markham, ON L3R 3B1  
Tel: (905) 475-9623  
Fax: (905) 415-7205  
michael.aucoin@asmnet.com  
[www.asmnet.com](http://www.asmnet.com)

**Branch Locations:** Toronto, Montreal, Halifax, Calgary, Vancouver  
**Territory Covered:** National

#### Bosa Foods

Loretta Terribile  
1465 Kootenay Street  
Vancouver, BC V5K 4Y3  
Tel: (604) 253-5578  
Fax: (604) 253-5656  
loretta@bosafoods.com

**Branch Locations:** Vancouver  
**Territory Covered:** All of Western Canada

#### Brand Builders, a division of AAA Brand Builders Inc.

Michael Lenhardt  
15 Allstate Parkway, Suite 600  
Markham, ON L3R 5B4  
Tel: (905) 415-5002  
Fax: (905) 415-0332  
Toll Free: (855) 415-5002  
marie@brandbuilders.info  
[www.brandbuilders.info](http://www.brandbuilders.info)

**Territory Covered:** National

#### C.B. Powell Ltd.

Colin Glaysher - E.V.P.  
2475 Skymark Avenue, Unit 1  
Mississauga, ON L4W 4Y6  
Tel: (905) 625-4000  
Fax: (905) 625-9413  
cglaysher@cbpowell.com  
[www.cbpowell.com](http://www.cbpowell.com)

**Branch Locations:** Mississauga  
**Territory Covered:** All Canada

#### Calkins & Burke Ltd.

Ken Jones  
Suite 800 - 1500 W. Georgia Street  
Tel: (604) 669-3741, Fax: (604) 669-9732  
customerinquiry@calbur.com  
[www.calbur.com](http://www.calbur.com)

**Branch Locations:** Vancouver, Toronto, Calgary  
**Territory Covered:** National

#### Canada Food Group

Adrian Feddema  
3823 - 29th Street NE, Calgary, AB T1Y 6B5  
Tel: (866) 764-0222  
info@canadafoodgroup.com  
[www.canadafoodgroup.com](http://www.canadafoodgroup.com)

**Branch Locations:** Mississauga, Winnipeg, Calgary, Edmonton, Richmond  
**Territory Covered:** Canada

#### Concord National

Tim Moore - President, Prairie Division  
#7 2611 - 37th Avenue NE  
Calgary, AB T1Y 5V7  
Tel: (403) 291-2818, Fax: (888) 599-7606  
tim.moore@concordnational.com  
[www.concordnational.com](http://www.concordnational.com)

**Branch Locations:** North Vancouver, Calgary, Edmonton, Regina, Saskatoon & Winnipeg  
**Territory Covered:** British Columbia, Alberta, Saskatchewan, Manitoba & Thunder Bay

#### Cornerstone Products Management Group

Maurice Campagnaro - President  
P.O. Box 58043, Chaparral R.P.O.  
Tel: (403) 301-3770, Fax: (866) 372-8212  
sales@cornerstoneproducts.ca  
[www.cornerstoneproducts.ca](http://www.cornerstoneproducts.ca)

**Branch Locations:** Calgary, Vancouver, Montreal  
**Territory Covered:** Canada

#### Crossmark Canada

Jon Davies  
2233 Argentinia Road, East Tower, Suite 112  
Mississauga, ON L5N 2X7  
Tel: (905) 363-1000, Fax: (905) 363-0710  
[www.crossmark.ca](http://www.crossmark.ca)

**Branch Locations:** Montreal, Mississauga  
**Territory Covered:** All Regions

#### Cyba Stevens Management Group

R. Boyd Stevens  
100, 3016 - 19th Street NE  
Calgary, AB T2E 6Y9  
Tel: (888) 336-3397, Fax: (800) 646-0467  
boyd.stevens@cybastevens.com

**Branch Locations:** Edmonton, Richmond, Winnipeg, Toronto  
**Territory Covered:** Alberta, B.C., Manitoba, Saskatchewan

#### Elite International Foods Inc.

Adrian Feddema  
3823 - 29th Street NE  
Calgary, AB T1Y 6B5  
Tel: (403) 291-0660, Fax: (403) 291-0661  
Toll Free: (866) 999-0660  
sales@elitefoods.ca  
[www.elitefoods.ca](http://www.elitefoods.ca)

**Branch Locations:** Calgary, Edmonton  
**Territory Covered:** AB, North & Southeastern B.C., YT, NT

#### I-D Foods Corporation

Marie France Taylor  
1800 Autoroute Laval  
Laval, QC H7S 2E7  
Tel: (450) 687-2680  
Fax: (450) 682-4797  
mftaylor@idfoods.com  
[www.idfoods.com](http://www.idfoods.com)

**Branch Locations:** Toronto, Calgary & Vancouver  
**Territory Covered:** All of Canada

#### Impact Sales & Marketing Inc.

Jason Martin  
220-720 28th Street NE, Calgary, AB T2A 6R3  
Tel: (403) 272-3065, Fax: (403) 207-4449  
info@impactsales.ca  
[www.impactsales.ca](http://www.impactsales.ca)

**Branch Locations:** AB, SK, MB, ON & Western US  
**Territory Covered:** Western Canada & Western US

#### Lyndhurst Naturals

Lorraine Douglas  
727 East 6th Street, North Vancouver, BC V7L 1R5  
Tel: (604) 904-7574  
Fax: (604) 909-4824  
info@lyndhurstnaturals.com  
[www.lyndhurstnaturals.com](http://www.lyndhurstnaturals.com)

**Territory Covered:** Western Canada

#### Marathon Marketing Services Inc.

Ross Hughes - President  
#242 - 6450 Roberts Street, Burnaby, BC V5G 4E1  
Tel: (604) 669-0955  
rhughes@marathonmarketing.ca  
[www.marathonmarketing.ca](http://www.marathonmarketing.ca)

**Branch Locations:** Calgary, Saskatoon, Toronto  
**Territory Covered:** BC, AB, SK, MB, ON

#### Michael Theodore Brokerage Inc. (MTBI)

1135 - 13560 Maycrest Way, Richmond, BC V6V 2W9  
Tel: (604) 248-0017, Fax: (604) 273-3417  
info@mtbi.ca  
[www.mtbi.ca](http://www.mtbi.ca)

**Branch Locations:** Etobicoke, ON & Richmond, B.C.  
**Territory Covered:** National coverage from Quebec to BC. BC coverage - Lower mainland Vancouver Island, Kootenays, Okanagan, Fraser Valley



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**Calgary**  
403-291-0660

**Vancouver**  
604-234-4545

[www.canadafoodgroup.com](http://www.canadafoodgroup.com)





**Murray Market Access**

Blake Murray – President  
6415 64th Street, Delta, BC  
Tel: (604) 952-6025, Fax: (604) 940-8071  
blake@mma-sales.com  
[www.murraymarket.com](http://www.murraymarket.com)

**Branch Locations:** Calgary  
**Territory Covered:** Western Canada

**National Importers Inc.**

Claude Gauthier – VP Sales  
#120 – 13100 Mitchell Island,  
Richmond, BC V6V 1M8  
Tel: (604) 324-1551, Fax: (604) 324-1553  
info@nationalimporters.com  
[www.nationalimporters.com](http://www.nationalimporters.com)

**Branch Locations:** Richmond, Calgary,  
Brampton, Montreal  
**Territory Covered:** National (All of Canada)

**Network Sales Inc.**

Dale Gaehring  
8965 – 92nd Avenue, Calgary, AB  
Tel: (780) 998-4946, Fax: (780) 998-5491  
dcgnetworksales@shaw.ca

**Branch Locations:** Calgary  
**Territory Covered:** Western Canada

**New Age Marketing & Brand Management Inc.**

Frank Gallucci / Michelle Neigel  
P.O. Box 73007 WPO, Calgary, AB T2W 6E4  
Tel: (403) 212-1055, Fax: (403) 212-1952  
frank@newagemarketing.ca  
[www.newagemarketing.ca](http://www.newagemarketing.ca)

**Branch Locations:** Surrey, Toronto,  
St-Jean-sur-Richelieu, QC  
**Territory Covered:** National – All Regions

**NuStart Marketing Ltd.**

Don Bodnarchuk  
2931 152A Street, Surrey, BC V9P 3K4  
Tel: (604) 531-5790, Fax: (604) 531-5706  
don@nustartmarketing.com  
[www.nustartmarketing.com](http://www.nustartmarketing.com)

**Branch Locations:** Vancouver & Montreal  
**Territory Covered:** National

**Pro Can Sales Ltd.**

Abe Wiebe  
203 – 2030 Notre Dame Avenue,  
Winnipeg, MB  
Tel: (204) 694-3293, Fax: (204) 694-2521  
procan@escape.ca

**Branch Locations:** Regina  
**Territory Covered:** Manitoba & Saskatchewan

**Pro Fresh Marketing Intl. Ltd.**

187 Timberline Road  
Kelowna, BC V1W 4J6  
Tel: (250) 764-1270, Fax: (250) 764-0704  
profresh@shaw.ca

**Quantum Marketing Services**

(formerly Mayfield Solutions Inc.)  
1750 Coast Meridian Road  
Port Coquitlam, BC V3C 6R8  
Tel: (604) 469-5477  
ric517@telus.net or patriciastefani@shaw.ca  
[www.quantummarketingservices.ca](http://www.quantummarketingservices.ca)

**Branch Locations:** Vancouver, Mississauga  
**Territory Covered:** National

**Retail Resource Services**

Jim Mackelvie  
3508 – 56th Avenue  
Edmonton, AB T6B 3S7  
Tel: (780) 909-2593,  
Fax: (780) 929-2566  
jimmackelvie@shaw.ca

**Branch Locations:** Major centres  
**Territory Covered:** Western Canada & Ontario

**Rosemount Sales & Marketing**

Keri Halliday  
PO Box 22024 RPO Westmount  
Waterloo, ON N2L 6J7  
Tel: (519) 746-6669, Fax: (519) 746-7076  
info@rosemountfoods.com  
[www.rosemountfoods.com](http://www.rosemountfoods.com)

**Territory Covered:** National

**Shillito's Grocery Brokers & Importers Ltd.**

Jackson Shillito  
Unit 5, 801 West First Street  
North Vancouver, BC  
Tel: (604) 987-0187  
Fax: (604) 987-0182  
info@shillitos.com  
[www.shillitos.com](http://www.shillitos.com)

**Branch Locations:** North Vancouver  
**Territory Covered:** Western Canada

**Star Marketing Ltd.**

Dennis Hunt  
19720 94A Avenue, Unit D Suite 107  
Langley, BC V1M 3B7  
Tel: (604) 888-4049,  
Fax: (604) 888-1304  
sales@starmarketing.bc.ca  
[www.starmarketingcanada.com](http://www.starmarketingcanada.com)

**Branch Locations:** Langley  
**Territory Covered:** Western Canada, Expanding  
into the West

**TFB & Associates Ltd.**

Bob Riddell / Matt Riddell  
7300 Warden Avenue, Suite 210  
Tel: (905) 940-0889, Fax: (905) 940-0913  
matt.riddell@tfb.ca  
[www.tfb.ca](http://www.tfb.ca)

**Branch Locations:** Markham, ON  
**Territory Covered:** National

**Tempo Sales Ltd.**

Bill Spaner  
6620 #6 Road, Richmond, BC V6W 1C8  
Tel: (604) 278-0665, Fax: (604) 278-4429  
tempovan@telus.net

**Branch Locations:** Vancouver, Edmonton, Winnipeg,  
Toronto & various cities in the USA  
**Territory Covered:** Vancouver, Edmonton, Winnipeg,  
Toronto & various cities in the USA

**Terra International Food Inc.**

Jurand Latek  
7298 Hume Avenue, Delta, BC  
Tel: (604) 946-7277, Fax: (604) 946-7255  
jlatek@terrafoods.ca  
[www.terrafoods.ca](http://www.terrafoods.ca)

**Branch Locations:** Delta, BC  
**Territory Covered:** Western Canada  
(BC, AB, MB, SK, YT, NWT)

**Tree of Life Canada**

Jamie Moody  
19488 Telegraph Trail, Surrey, BC V9N 4H1  
Tel: (604) 881-7100, Fax: (604) 881-7131  
canada.sales@treeoflife.com  
[www.treeoflife.com](http://www.treeoflife.com)

**Branch Locations:** Surrey, BC; Calgary, AB;  
Mississauga, ON; Montreal, QC  
**Territory Covered:** Canada

**W.H. Escott Co. Ltd.**

Ed Neufeld  
95 Alexander Avenue, Winnipeg, MB  
Tel: (204) 942-5127, Fax: (204) 943-5320  
ed@whescott.com  
[www.whescott.com](http://www.whescott.com)

**Branch Locations:** Saskatoon, SK; Calgary, AB  
**Territory Covered:** Thunder Bay, ON; Vancouver, BC

**Warner and Spruyt Sales**

Gordon Smith  
1-2510 Jasper Avenue  
Saskatoon, SK S7J 2K2  
Tel: (306) 652-4474, Fax: (306) 652-4383  
warnerandspruyt@shaw.ca

**Branch Locations:** Saskatoon, SK  
**Territory Covered:** Saskatchewan

**Westrow Food Group**

Don Macsorley (Vancouver),  
Brad Shackman / Bruce Fournier (Calgary)  
Andrew Luepann (Toronto)  
Suite 114 – 20171, 92A Avenue  
Langley, BC V1M 3A5  
Tel: (604) 888-8151, Fax: (604) 888-5115  
Toll Free: (866) 588-8151  
info@westrow.com  
[www.westrow.com](http://www.westrow.com)

**Branch Locations:** Calgary, AB (888) 720-0703;  
Toronto, ON (905) 839-9982  
**Territory Covered:** BC, AB, SK, MB, ON

**MacKelvie's Limited**

**Why are these people featured in a National Grocery Guide?**  
**Answer: 100+ years and 5 generations.**

My grandfather (Charles MacKelvie) was appointed manager of the Edmonton branch of Scott Fruit Company in 1905. Booze was their number one seller in those days as there was limited liquor control. He and my father purchased a brokerage business in 1927 headquartered in Montreal and Winnipeg. He was a founding member of the Edmonton Downtown Rotary Club and in 1944 a founding member of the Canadian Food Brokers Association. He once told my father when traveling to Eastern Canada not to wear his best suit. "Dress down, look like you need the business".

My father (Hibbard MacKelvie) always looked his best (despite the advice). He was a member of the Winnipeg Chamber of Commerce, Club Captain of the St. Charles Country Club and as the Canadian Red Cross representative to the 1950 Winnipeg Flood Planning Committee he contributed both physical and management assistance. I remember as a young kid the management rowing to the office at the Johnston National Storage building behind the CNR Station ("The Forks" as it is now called). "Hib" was an extraordinary businessman and successful sales person.

My brother (Jake/J.C.) and I always tried our best to follow in the footsteps of our forefathers making our customer and supplier relationships priority. We were active in trade associations and events. Jake and I worked all of the Western Canada markets.

My son Taylor has absolutely no preconceived negatives regarding customer and supplier relations. He has an attitude of "just get the business". He currently heads up our retail and DSD sales.

My grandchildren love to play "sales". They enjoy making presentations of products to us. Hopefully they will find a different future. Just kidding! I love my heritage and business.

J.H. (Jim) MacKelvie

**Retail Resource Services**  
P: 780-908-2593 F: 780-929-2566  
jimmackelvie@shaw.ca

**Our Specialty**

- a network of top brokers and independents to bring products to market, achieve listings, distribution and follow through sales for volume and profit
- retail DSD (direct to store) distribution in Western Canada
- Grocery, Frozen and Refrigerated

Portraits of family members: C.W.L.M., J.C.M., J.H.M., Logan, Liam, Joel.

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Contact Bill Dunne, President, Acosta Canada at (905) 264-0466 or email [bdunne@acosta.com](mailto:bdunne@acosta.com)

Contact Murray Smith, VP/GM, Western Canada at (604) 880-1414 or email [murraysmith@acosta.com](mailto:murraysmith@acosta.com)

[www.acosta.com](http://www.acosta.com)

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Listings by Brands

24-7 .....Acosta Canada  
2000 Flushes .....Acosta Canada  
3-in-1 Oil .....Acosta Canada  
3M .....Crossmark Canada

**A**  
A Lassonde ..... Murray Market Access  
A Taste of China ..... National Importers Inc.  
A Taste of Thai ..... National Importers Inc.  
A & V 200 Inc. .... Impact Sales & Marketing Inc.  
ABC .....Acosta Canada  
Absorbine Junior.....Acosta Canada  
Accent.....C.B. Powell Ltd.  
Accent.....Acosta Canada  
ACH .....Cyba Stevens Management Group  
Act II (C&G Channel).....Acosta Canada  
Actifed (C&G Channel).....Acosta Canada  
Adams .....Acosta Canada  
Added Touch .....Acosta Canada  
Admiral .....Acosta Canada  
After Sun (C&G Channel).....Acosta Canada  
Airheads .....Acosta Canada  
Ajax .....Acosta Canada  
Al Dente Pastas .....Elite International Foods Inc.  
Alaffia .....New Age Marketing & Brand Management Inc.  
Alcan Foil .....Advantage Sales & Marketing  
Allen's Vinegar .....Acosta Canada  
Alo .....Cornerstone Products Management Group  
Aloe Cadabra.....Cornerstone Products Management Group  
Alpen .....Acosta Canada  
Amano Foods .....New Age Marketing & Brand Management Inc.  
Anderson Watts.....Impact Sales & Marketing Inc.  
Anderson Watts .....Shillito's Grocery Brokers & Importers Ltd.  
Angela Marie's.....Westrow Food Group  
Angostura Bitters .....C.B. Powell Ltd.  
Angostura Bitters .....Acosta Canada  
Anna's .....Cyba Stevens Management Group  
Anna's Country Kitchen .....Bosa Foods  
Annie Chun's .....Star Marketing Ltd.  
Apio .....Westrow Food Group  
Aquafresh Toothpaste .....Advantage Sales & Marketing  
Arm & Hammer .....Advantage Sales & Marketing  
Armor-All .....Acosta Canada  
Arrid .....Advantage Sales & Marketing  
Arthur's .....Westrow Food Group  
Ash Apiaries .....Shillito's Grocery Brokers & Importers Ltd.  
Asian Family .....Elite International Foods Inc.  
Aspenware .....National Importers Inc.  
Atkins .....Star Marketing Ltd.  
Atlas Produce.....Impact Sales & Marketing Inc.  
Atlune Foods.....New Age Marketing & Brand Management Inc.  
Aubrey Organics.....New Age Marketing & Brand Management Inc.  
Augusto .....Bosa Foods  
Aunt Jemima .....Acosta Canada  
Auntie Bev's .....Star Marketing Ltd.  
AuraCacia .....New Age Marketing & Brand Management Inc.

**B**  
Baby Einstein (C&G Channel) .....Acosta Canada  
Baby Mum Mums.....National Importers Inc.  
Bahlsen .....I-D Foods Corporation  
Bagul-ful .....Acosta Canada  
Bake King Foilware .....Advantage Sales & Marketing

Baker's Mate .....Acosta Canada  
Bakery on Main .....New Age Marketing & Brand Management Inc.  
Bakipan Yeast .....Advantage Sales & Marketing  
Banana Boat (C&G Channel) .....Acosta Canada  
Barens Supply .....Star Marketing Ltd.  
Barilla .....Murray Market Access  
Batchelors .....TFB & Associates Ltd.  
Baxter .....Murray Market Access  
Bechtle .....Terra International Food Inc.  
Bee Ceylon.....National Importers Inc.  
BeeMaid Honey .....Concord National  
Benadryl (C&G Channel).....Acosta Canada  
Benalyn (C&G Channel).....Acosta Canada  
Benefruits.....Michael Theodore Brokerage Inc. (MTBI)  
Bernardin .....Acosta Canada  
Bertolli Olive Oil .....Advantage Sales & Marketing  
Bertolli Vinegar .....Advantage Sales & Marketing  
Best Gourmet .....Tempo Sales Ltd.  
Bicks .....Acosta Canada  
Big Mountain Coffee Roasters .....Canada Food Group  
Big Mountain Coffee Roasters .....Elite International Foods Inc.  
Biovert Cleaning .....Lyndhurst Naturals  
Bissell Canada .....Impact Sales & Marketing Inc.  
Blair (C&G Channel).....Acosta Canada  
Blistex .....Advantage Sales & Marketing  
Blue Diamond .....Acosta Canada  
Blue Diamond .....C.B. Powell Ltd.  
Blue Ribbon .....Acosta Canada  
Blue Sky .....Michael Theodore Brokerage Inc. (MTBI)  
Blue Star .....Warner and Spruyt Sales  
Blue Star Whole Canned Chicken .....W.H. Escott Co. Ltd.  
BlueWater Seafoods .....Concord National  
Biovert Cleaning Products.....Lyndhurst Naturals  
Boboli .....Tempo Sales Ltd.  
Bone Chillin .....Acosta Canada  
Bonta .....Bosa Foods  
Borges.....New Age Marketing & Brand Management Inc.  
Boylan Vintage Sodas .....Canada Food Group  
Boylan Vintage Sodas.....Elite International Foods Inc.  
Brachs .....Advantage Sales & Marketing  
Bradner Farms.....Michael Theodore Brokerage Inc. (MTBI)  
Bradshaw International ..... Impact Sales & Marketing Inc.  
Braswell .....Canada Food Group  
Braswell.....Elite International Foods Inc.  
Bristol .....Tempo Sales Ltd.  
Brita .....Acosta Canada  
Brookside .....Acosta Canada  
Brookside Foods Ltd. ....Concord National  
Brotmann Bread .....National Importers Inc.  
Bruce's .....Star Marketing Ltd.  
Budweiser Sauces .....Canada Food Group  
Budweiser Sauces .....Elite International Foods Inc.  
Bug Juice (C&G Channel).....Acosta Canada  
Bumblevar .....Michael Theodore Brokerage Inc. (MTBI)  
Bush .....Acosta Canada  
Butler Home Products..... Impact Sales & Marketing Inc.

**C**  
C Plus .....Acosta Canada  
Cabana Lemonades .....Canada Food Group  
Cabana Lemonades.....Elite International Foods Inc.  
Cadbury Hot Chocolate .....Acosta Canada  
Caesar's Pasta .....New Age Marketing & Brand Management Inc.  
Cajun Classique Spice .....National Importers Inc.  
Calypso.....Cornerstone Products Management Group  
Campbell's (C&G Retail Only).....Acosta Canada

Canadian Fishing Co.....Impact Sales & Marketing Inc.  
Canadian Springs Water .....Advantage Sales & Marketing  
Canterbury Coffee .....Cyba Stevens Management Group  
Cape Cod .....I-D Foods Corporation  
Capilano Honey .....Calkins & Burke Ltd.  
Carapelli Oil .....Advantage Sales & Marketing  
Carmella .....National Importers Inc.  
Carmen Creek .....Westrow Food Group  
Carnation .....Acosta Canada  
Casa Di Mama .....Acosta Canada  
Casa Fiesta .....Star Marketing Ltd.  
Cascades Paper .....Pro Can Sales Ltd.  
Cavenders Seasonings .....National Importers Inc.  
C.B. Powell .....Impact Sales & Marketing Inc.  
Cedarvale .....Acosta Canada  
Cedarvale .....C.B. Powell Ltd.  
Char Crust Dry Rub Seasonings .....Canada Food Group  
Char Crust Dry Rub Seasonings .....Elite International Foods Inc.  
CheeCha Puffs .....Acosta Canada  
Cheemo .....Acosta Canada  
Chef Paul Magic Seasonings .....Canada Food Group  
Chef Paul Magic Seasonings .....Elite International Foods Inc.  
China Lily .....Acosta Canada  
China Sun.....National Importers Inc.  
Chiquita .....Acosta Canada  
Chongja Fresh Kimchi .....Retail Resource Services  
Chowmein.....Acosta Canada  
Chra-Solv .....New Age Marketing & Brand Management Inc.  
Chunky Dips .....New Age Marketing & Brand Management Inc.  
Citadelle .....Concord National  
CleanWell .....Michael Theodore Brokerage Inc. (MTBI)  
Clear Eyes (C&G Channel).....Acosta Canada  
Clodhoppers (Kraves) (C&G Channel).....Acosta Canada  
Clorox .....Acosta Canada  
Clover Leaf (C&G Channel).....Acosta Canada  
Cloverleaf Foods .....Advantage Sales & Marketing  
Colgate .....Acosta Canada  
Columbia Labs .....Crossmark Canada  
Compleats .....Acosta Canada  
Compleats .....C.B. Powell Ltd.  
Cooked Perfect .....Rosemount Sales & Marketing  
Corman .....New Age Marketing & Brand Management Inc.  
Corndogs .....Tempo Sales Ltd.  
Cornfields.....New Age Marketing & Brand Management Inc.  
Cott .....Acosta Canada  
Country Choice .....Michael Theodore Brokerage Inc. (MTBI)  
Cream of Wheat .....C.B. Powell Ltd.  
Create A Treat .....Westrow Food Group  
Crinkles .....National Importers Inc.  
Crisco .....Acosta Canada  
Crosse & Blackwell .....I-D Foods Corporation  
Crust Craft .....Westrow Food Group

**D**  
Dalla Terra.....Terra International Food Inc.  
Dalton's .....Acosta Canada  
Danvin Inc .....Impact Sales & Marketing Inc.  
Dean Jacobs Baking Accents & Spices.....Retail Resource Services  
Del Monte (refrigerated fruit cups).....Westrow Food Group  
Delecto .....Acosta Canada  
Del Verde .....I-D Foods Corporation  
Dempsters Frozen Breads .....Advantage Sales & Marketing  
Derlea Brand Foods .....Concord National  
Dermae .....Michael Theodore Brokerage Inc. (MTBI)  
Desert Glory .....Impact Sales & Marketing Inc.  
Desert Pepper Salsas .....Elite International Foods Inc.



Dha Plastics .....Tempo Sales Ltd.  
 Dial Canada .....Cyba Stevens Management Group  
 Diamond Brands .....Acosta Canada  
 Diaper Genie (C&G Channel) .....Acosta Canada  
 Diovol .....Advantage Sales & Marketing  
 Diva Cup .....New Age Marketing & Brand Management Inc.  
 Divina Olives & Antipasti .....Canada Food Group  
 Divine Harvest Spreads .....Lyndhurst Naturals  
 Dixie .....Acosta Canada  
 Dole (bagged salad) .....Westrow Food Group  
 Dole Fruit Juices .....Advantage Sales & Marketing  
 Dole Packaged Fruit .....Advantage Sales & Marketing  
 Dole Potatoes .....Tempo Sales Ltd.  
 Dole Vegetables .....Retail Resource Services  
 Dorgel .....Acosta Canada  
 Dorset Cereals .....Star Marketing Ltd.  
 Dorset Cereals .....TFB & Associates Ltd.  
 Dosch .....Michael Theodore Brokerage Inc. (MTBI)  
 Dr. Beckmann .....C.B. Powell Ltd.  
 Dr. Krackeny-Earth Friendly Products .....New Age Marketing & Brand Management Inc.  
 Dr. Mist .....New Age Marketing & Brand Management Inc.  
 Drake Meat Processors .....Westrow Food Group  
 Duncan Hines .....Acosta Canada  
 Durex .....Cyba Stevens Management Group  
 Dutch Boy Pickled Herring .....Advantage Sales & Marketing

**E**  
 E-cloth Cleaning Products .....Lyndhurst Naturals  
 Eagle Brand .....Acosta Canada  
 Earth Mama Baby Angel .....Michael Theodore Brokerage Inc. (MTBI)  
 Earth Science .....New Age Marketing & Brand Management Inc.  
 Earth's Own .....Concord National  
 Earth's Own .....Michael Theodore Brokerage Inc. (MTBI)  
 Earthrise Nutritionals .....New Age Marketing & Brand Management Inc.  
 Eastern Star .....National Importers Inc.  
 ETERNAL Organic Soapnut Products .....Lyndhurst Naturals  
 Eco Force .....Michael Theodore Brokerage Inc. (MTBI)  
 Eco Pac .....Acosta Canada  
 EcoMax .....Michael Theodore Brokerage Inc. (MTBI)  
 Eddy Match .....Acosta Canada  
 Edge (C&G Channel) .....Acosta Canada  
 Edward & Sons .....Star Marketing Ltd.  
 El Monterey Sabra .....Acosta Canada  
 Emeral Farms Bird Seeds .....W.H. Escott Co. Ltd.  
 Encore .....National Importers Inc.  
 Endangered Species Chocolate .....Lyndhurst Naturals  
 Endust .....Cyba Stevens Management Group  
 Energizer .....Cyba Stevens Management Group  
 Equal Sweetners .....Advantage Sales & Marketing  
 Eska .....Acosta Canada  
 Excellence (C&G Retail Only) .....Acosta Canada  
 Ezee Wrap .....Tempo Sales Ltd.

**F**  
 Fairview Gold .....Pro-Fresh Marketing Intl. Ltd.  
 FHP/Vileda .....Cyba Stevens Management Group  
 Fiera Foods .....Westrow Food Group  
 Filippo Berio .....Concord National  
 Findlater .....New Age Marketing & Brand Management Inc.  
 Fine Choice Foods .....Westrow Food Group  
 Firemaster .....Acosta Canada  
 First Response .....Advantage Sales & Marketing  
 Fisherman's Friend .....TFB & Associates Ltd.  
 Five Roses .....Acosta Canada  
 Fleecy .....Acosta Canada

Fleischmann's .....Cyba Stevens Management Group  
 Folgers .....Acosta Canada  
 Four O'Clock Teas .....Lyndhurst Naturals  
 Fresco Logistica .....Quantum Marketing Services (formerly Mayfield Solutions Inc.)  
 Frisk .....Acosta Canada  
 Fritt .....Canada Food Group  
 Frontier Natural Products/Simply Organic .....New Age Marketing & Brand Management Inc.  
 Frontier Soups .....Elite International Foods Inc.  
 Froot Loops (C&G Channel) .....Acosta Canada  
 Frosted Flakes (C&G Channel) .....Acosta Canada  
 Fruit d'Or .....Lyndhurst Naturals  
 Fruitfull .....Acosta Canada  
 Fry's Cocoa .....Acosta Canada  
 FUMEC (Government of Mexico) .....Quantum Marketing Services (formerly Mayfield Solutions Inc.)  
 Functional Gourmet .....Westrow Food Group

**G**  
 Garden Gate Farms .....Michael Theodore Brokerage Inc. (MTBI)  
 Gardien .....New Age Marketing & Brand Management Inc.  
 Gardien Protein .....Advantage Sales & Marketing  
 Garlic Gold .....Cornerstone Products Management Group  
 Gattuso (C&G Retail Only) .....Acosta Canada  
 Gay Lea .....Acosta Canada  
 GE .....Cyba Stevens Management Group  
 Genisoya/MLO Products .....New Age Marketing & Brand Management Inc.  
 Gia Paste .....National Importers Inc.  
 Gillians Foods .....New Age Marketing & Brand Management Inc.  
 Giovanni .....Michael Theodore Brokerage Inc. (MTBI)  
 Glacier .....Pro-Fresh Marketing Intl. Ltd.  
 Glad .....Acosta Canada  
 Glaxal Base .....Advantage Sales & Marketing  
 Glutino .....Michael Theodore Brokerage Inc. (MTBI)  
 Glysomed .....Advantage Sales & Marketing  
 Go-Go Rice .....Michael Theodore Brokerage Inc. (MTBI)  
 Godiva Chocolate .....Cyba Stevens Management Group  
 Gold Bond .....Advantage Sales & Marketing  
 Gold Rush Frozen Foods .....Shillito's Grocery Brokers & Importers Ltd.

Golden Boy Foods .....Pro Can Sales Ltd.  
 Golden Temple .....Acosta Canada  
 Goldfish (C&G Retail Only) .....Acosta Canada  
 Good Drink .....Canada Food Group  
 Good Drink .....Elite International Foods Inc.  
 Grain Shop .....Acosta Canada  
 Grantham .....National Importers Inc.  
 Gravel .....Advantage Sales & Marketing  
 Grecian Formula .....Advantage Sales & Marketing  
 Green & Black's .....Michael Theodore Brokerage Inc. (MTBI)  
 Green Bay Harvest .....New Age Marketing & Brand Management Inc.  
 Green Works .....Acosta Canada  
 Greenline Foods .....Impact Sales & Marketing Inc.  
 Grinders Coffee .....New Age Marketing & Brand Management Inc.  
 Guayaki Beverages .....Canada Food Group  
 Guayaki Beverages .....Elite International Foods Inc.  
 GUM (C&G Channel) .....Acosta Canada  
 Gusto Packing Co. ....Westrow Food Group

**H**  
 Haiku .....I-D Foods Corporation  
 Happy Days Dairy .....Shillito's Grocery Brokers & Importers Ltd.  
 Haribo Gummy .....Terra International Food Inc.

Harvest Time Products .....W.H. Escott Co. Ltd. (Thunder Bay, ON & Vancouver, BC)  
 Harvest Time Products .....Warner and Spruyt Sales (Saskatchewan)  
 Hausmacher Noodles .....Canada Food Group  
 Hawaiian Tropic (C&G Channel) .....Acosta Canada  
 Hawkins Cheezies .....Advantage Sales & Marketing  
 Healthy Request (C&G Retail Only) .....Acosta Canada  
 Healthy Times Baby Foods .....Lyndhurst Naturals  
 Hearty Noodle (C&G Retail Only) .....Acosta Canada  
 Helen's Kitchen .....Michael Theodore Brokerage Inc. (MTBI)  
 Herbal Essence (C&G Channel) .....Acosta Canada  
 Hereford Corned Beef .....Advantage Sales & Marketing  
 Hidden Valley Ranch .....Acosta Canada  
 Highland .....Pro-Fresh Marketing Intl. Ltd.  
 Highliner Foods .....Warner and Spruyt Sales  
 Hills Bros Lactaid .....Acosta Canada  
 HK Anderson Pretzels .....Canada Food Group  
 HK Anderson Pretzels .....Elite International Foods Inc.  
 Hodgson Mills .....National Importers Inc.  
 Hodgson Mills .....New Age Marketing & Brand Management Inc.  
 Homefire Logs .....Tempo Sales Ltd.  
 Homepride Cook-in-Sauce .....TFB & Associates Ltd.  
 Hoody Peanuts .....Shillito's Grocery Brokers & Importers Ltd.  
 Hormel .....Acosta Canada  
 Hot-Kid .....National Importers Inc.  
 Hot-Kid Rice Crisps .....National Importers Inc.  
 House of Tsang .....C.B. Powell Ltd.  
 Huggies (C&G Channel) .....Acosta Canada

**I**  
 I.Magid Bros .....Pro Can Sales Ltd.  
 Ibprofen (C&G Channel) .....Acosta Canada  
 Icy Hot .....Advantage Sales & Marketing  
 Idahoan Foods .....Impact Sales & Marketing Inc.  
 Idahoan Potatoes .....Advantage Sales & Marketing  
 Iguana Sauces .....Cornerstone Products Management Group  
 InCuizin .....Acosta Canada  
 Innovative Foods .....Pro Can Sales Ltd.  
 Inovata Foods .....Concord National  
 Inovata Foods .....Westrow Food Group  
 InSnacks .....Acosta Canada  
 International Collection Oils .....TFB & Associates Ltd.  
 International Gourmet .....Bosa Foods  
 Irish Spring .....Acosta Canada  
 Italissima .....Bosa Foods  
 ItalPasta .....Concord National

**J**  
 J-Cloth .....Advantage Sales & Marketing  
 J & D's Bacon Products .....Cornerstone Products Management Group  
 Jack Links .....Cyba Stevens Management Group  
 Jake Baked Pretzels .....Canada Food Group  
 Jackson Reece .....Cornerstone Products Management Group  
 Janes .....Westrow Food Group  
 Japan Gold .....New Age Marketing & Brand Management Inc.  
 Jasmine .....Tempo Sales Ltd.  
 Java Log .....Acosta Canada  
 Javex .....Acosta Canada  
 JazTea .....Quantum Marketing Services (formerly Mayfield Solutions Inc.)  
 Jelly Belly Candy Co. ....Concord National  
 Jim Beam Sauces .....Canada Food Group  
 Jim Beam Sauces .....Elite International Foods Inc.  
 Johnson & Johnson .....Impact Sales & Marketing Inc.  
 Johnsonville .....Westrow Food Group



Jolen .....Acosta Canada  
 Juan Valdez Coffee .....National Importers Inc.  
 Jus Destrooper .....I-D Foods Corporation  
 Just for Men .....Advantage Sales & Marketing  
 Jyoti .....Michael Theodore Brokerage Inc. (MTBI)

**K**  
 Kahlua Gourmet Coffee .....Canada Food Group  
 Kahlua Gourmet Coffee .....Elite International Foods Inc.  
 Kasseler Breads .....Canada Food Group  
 Kaz .....Advantage Sales & Marketing  
 Kataria .....Acosta Canada  
 Keg Brands .....Impact Sales & Marketing Inc.  
 Kii Naturals .....Impact Sales & Marketing Inc.  
 Kiju .....Michael Theodore Brokerage Inc. (MTBI)  
 Kimberley Clark .....Crossmark Canada  
 Kind .....Michael Theodore Brokerage Inc. (MTBI)  
 Kingsford Charcoal .....Acosta Canada  
 Kisko .....Acosta Canada  
 Kitchen Basics .....Cyba Stevens Management Group  
 Knox Gelatin .....Advantage Sales & Marketing  
 Kombucha Wonder Drink .....New Age Marketing & Brand Management Inc.  
 Kozy Shack Pudding .....Advantage Sales & Marketing

**L**  
 Lady Speed Stick .....Acosta Canada  
 Lava Cakes .....Acosta Canada  
 Le Champ du Coq .....Rosemount Sales & Marketing  
 Legacy Pork .....Westrow Food Group  
 Leonardo .....Tempo Sales Ltd.  
 LePage .....Acosta Canada  
 Level Ground Coffee .....Lyndhurst Naturals  
 Level Ground Cane Sugar .....Lyndhurst Naturals  
 Level Ground Dried Fruits .....Lyndhurst Naturals  
 Lifestyle .....Acosta Canada  
 Lily of the Desert .....Michael Theodore Brokerage Inc. (MTBI)  
 Lindor (C&G Retail Only) .....Acosta Canada  
 Lindt (C&G Retail Only) .....Acosta Canada  
 Linsey (Et Tu) .....Westrow Food Group  
 Liquid Plumber .....Acosta Canada  
 Listerine (C&G Channel) .....Acosta Canada  
 Litehouse Inc. ....Concord National  
 Little Potato Company .....Westrow Food Group  
 Living Harvest .....New Age Marketing & Brand Management Inc.  
 Loctite .....Acosta Canada  
 London Fruit & Herb .....Acosta Canada  
 Looney Tunes .....Acosta Canada  
 Louisiana .....Star Marketing Ltd.  
 Lubriderm (C&G Channel) .....Acosta Canada  
 Lucca Cookies .....Cornerstone Products Management Group  
 Lucina Italia .....New Age Marketing & Brand Management Inc.  
 Luen Chinese .....Tempo Sales Ltd.

**M**  
 M' Lord .....I-D Foods Corporation  
 MAAD .....I-D Foods Corporation  
 Mangia Inc. ....New Age Marketing & Brand Management Inc.  
 Maille .....I-D Foods Corporation  
 Make Offs .....Advantage Sales & Marketing  
 Maple Organic .....Michael Theodore Brokerage Inc. (MTBI)  
 Mardi Gras .....Acosta Canada  
 Margaritaville Sauces .....Canada Food Group  
 Margaritaville Sauces .....Elite International Foods Inc.  
 Martini's .....Star Marketing Ltd.  
 Marukan .....Michael Theodore Brokerage Inc. (MTBI)

Mary's Organic Crackers .....New Age Marketing & Brand Management Inc.  
 Marzetti's .....Advantage Sales & Marketing  
 Mash Water .....Canada Food Group  
 Mash Water .....Elite International Foods Inc.  
 Maverick Brands .....Impact Sales & Marketing Inc.  
 MaxFresh .....Acosta Canada  
 Maxi Crisps .....Cornerstone Products Management Group  
 Mayacamas .....Star Marketing Ltd.  
 McCann's Irish Oatmeal .....TFB & Associates Ltd.  
 McCormick's Spices .....Advantage Sales & Marketing  
 McIlhenny Tabasco .....Acosta Canada  
 McLarens .....Acosta Canada  
 Mediterranean Gourmet .....Bosa Foods  
 Melitta Canada .....Concord National  
 Melona Ice Cream Bars .....Retail Resource Services  
 Mennen .....Acosta Canada  
 Mentos .....Acosta Canada  
 Merck (Schering Plough) .....Impact Sales & Marketing Inc.  
 Mestemacher .....Terra International Food Inc.  
 Method .....Cyba Stevens Management Group  
 Mezzetta .....Star Marketing Ltd.  
 Michelina's Frozen Dinners .....Advantage Sales & Marketing  
 Mill Creek .....Michael Theodore Brokerage Inc. (MTBI)  
 Misionero Vegetables .....Shillito's Grocery Brokers & Importers Ltd.  
 MJB .....Acosta Canada  
 Modern Products .....New Age Marketing & Brand Management Inc.  
 Molina .....Quantum Marketing Services  
 Molson Non-Alcoholic Beer .....Acosta Canada  
 Mom's Healthy Secrets Breakfast Cereals .....Lyndhurst Naturals  
 Money's .....Calkins & Burke Ltd.  
 Money's Mushrooms .....Acosta Canada  
 Monini .....Star Marketing Ltd.  
 Morning Glory .....Pro-Fresh Marketing Intl. Ltd.  
 Morton & Bassett Spices .....Elite International Foods Inc.  
 Mother Parkers Tea & Coffee .....Impact Sales & Marketing Inc.  
 Mott's (C&G Channel) .....Acosta Canada  
 Mott's Fruitations .....Acosta Canada  
 Mrs Fields .....Acosta Canada  
 Mrs. Leeper's .....Star Marketing Ltd.  
 Mrs. May's .....Star Marketing Ltd.  
 Mrs. Stewart's Bluing .....W.H. Escott Co. Ltd.  
 Multibonata .....Advantage Sales & Marketing  
 Mum Mum Toddlers .....National Importers Inc.  
 Murdochs Muffins .....Tempo Sales Ltd.

**N**  
 Nair .....Advantage Sales & Marketing  
 Nair's Oatcakes .....TFB & Associates Ltd.  
 Naleway Foods .....Warner and Spruyt Sales  
 Nandos Cooking Sauces .....National Importers Inc.  
 Nature's Path .....Acosta Canada  
 Nekutii .....Quantum Marketing Services  
 New York Style .....I-D Foods Corporation  
 Newman's Own .....Acosta Canada  
 Nicorette (C&G Channel) .....Acosta Canada  
 Nongshim .....Star Marketing Ltd.  
 North of 49 Naturals .....New Age Marketing & Brand Management Inc.  
 Northern Delight .....Pro-Fresh Marketing Intl. Ltd.  
 Northern Gold .....Advantage Sales & Marketing  
 Northern Star .....Pro-Fresh Marketing Intl. Ltd.  
 Northland .....Acosta Canada  
 Nuk .....Crossmark Canada  
 Numi Tea .....Michael Theodore Brokerage Inc. (MTBI)

NutriBar .....Advantage Sales & Marketing  
 Nutrition Now .....New Age Marketing & Brand Management Inc.

**O**  
 Ocean Fisheries Ltd. ....Concord National  
 Ocean Spray .....Advantage Sales & Marketing  
 Oceanwild Fish .....Michael Theodore Brokerage Inc. (MTBI)  
 Oil-Dr! .....Acosta Canada  
 Okanagan Falls .....Bosa Foods  
 Old Orchard Sunmaid .....Acosta Canada  
 Oilda .....Cornerstone Products Management Group  
 Olivier's Chocolates .....Westrow Food Group  
 Olivieri Pasta & Sauce .....Advantage Sales & Marketing  
 Olymel Foods .....Concord National  
 Omega .....Acosta Canada  
 O'Natra .....Cornerstone Products Management Group  
 Oogie's Gourmet Popcorn .....Lyndhurst Naturals  
 Optimum .....Acosta Canada  
 Orajel .....Advantage Sales & Marketing  
 Oregon Chai .....Star Marketing Ltd.  
 Orient Foods .....National Importers Inc.  
 Orville Redenbacher (C&G Channel) .....Acosta Canada  
 Oxi Clean .....Advantage Sales & Marketing

**P**  
 Palmers Cream .....Advantage Sales & Marketing  
 Palmolive .....Acosta Canada  
 Panebello .....Acosta Canada  
 Pasificio Fabianelu Pasta .....Shillito's Grocery Brokers & Importers Ltd.  
 Patak's .....National Importers Inc.  
 Patisserie Labeau .....New Age Marketing & Brand Management Inc.  
 Pears .....Acosta Canada  
 Penguin .....Pro-Fresh Marketing Intl. Ltd.  
 Penotti .....Quantum Marketing Services  
 Pepperidge Farm .....I-D Foods Corporation  
 Petitis (C&G Retail Only) .....Acosta Canada  
 Philips .....Acosta Canada  
 Phoenix Brands .....Cyba Stevens Management Group  
 Pine Mountain .....Acosta Canada  
 Pinesol .....Acosta Canada  
 Pinty's .....Impact Sales & Marketing Inc.  
 Pita Break .....Westrow Food Group  
 Pita Valle .....Quantum Marketing Services  
 Plats Du Chef .....Impact Sales & Marketing Inc.  
 Playtex (C&G Channel) .....Acosta Canada  
 Polident .....Advantage Sales & Marketing  
 Poly .....Acosta Canada  
 Polysporin (C&G Channel) .....Acosta Canada  
 POM Wonderful .....Westrow Food Group  
 Popcorners .....Cornerstone Products Management Group  
 Poppies Mini Pastries .....Retail Resource Services  
 Post Cereals .....Advantage Sales & Marketing  
 Powerhouse Soaps .....Tempo Sales Ltd.  
 Prairie Harvest .....Michael Theodore Brokerage Inc. (MTBI)  
 Prana Snacks & Chia Oil .....Lyndhurst Naturals  
 Primo Pasta & Sauces .....Advantage Sales & Marketing  
 Pritt .....Acosta Canada  
 Private Label .....Calkins & Burke Ltd.  
 Private Label .....Warner and Spruyt Sales  
 Private label .....Acosta Canada  
 Producers Rice Mills .....W.H. Escott Co. Ltd.  
 Punjab Milk Foods .....New Age Marketing & Brand Management Inc.  
 Purell Hand Sanitizer Blair .....Acosta Canada  
 Purity Factories Ltd. ....Concord National



**R**

Rao's.....Terra International Food Inc.  
 Real Bacon .....C.B. Powell Ltd.  
 Real Lemon/Lime (C&G Channel).....Acosta Canada  
 Reactine (C&G Channel).....Acosta Canada  
 Reckitt Benckiser .....Cyba Stevens Management Group  
 Redpath.....Crossmark  
 Red Rain .....Acosta Canada  
 Renee's .....Westrow Food Group  
 Reser's .....Westrow Food Group  
 Revlon .....Crossmark Canada  
 Reynolds Consumer Products .....C.B. Powell Ltd.  
 Rice Krispies (C&G Channel).....Acosta Canada  
 Rice Bites .....Cornerstone Products Management Group  
 Rice Bowl Rice.....W.H. Escott Co. Ltd.  
 Rich's .....Acosta Canada  
 Rich's Products.....Concord National  
 Ridgway.....Acosta Canada  
 Ridgways Tea .....C.B. Powell Ltd.  
 Rio Vista Dried Fruits .....W.H. Escott Co. Ltd.  
 Ristorante .....Acosta Canada  
 Ritter Sport .....Terra International Food Inc.  
 RJ's Licorice .....Terra International Food Inc.  
 Rob Roy .....TFB & Associates Ltd.  
 Robin Hood .....Acosta Canada  
 Roger's Foods .....Concord National  
 Roloids (C&G Channel).....Acosta Canada  
 Ronii .....Acosta Canada  
 Ronson .....Acosta Canada  
 Rao's.....Terra International Food Inc.  
 Rosemount .....Rosemount Sales & Marketing  
 Royal Foods .....Westrow Food Group  
 Royal Oak .....Crossmark Canada  
 Rub A535 .....Advantage Sales & Marketing  
 Rudi's Organic Bakery.....New Age Marketing & Brand Management Inc.  
 Rupari Food Services .....Westrow Food Group  
 Ryvita .....I-D Foods Corporation

**S**

Sable & Rosenfeld .....Terra International Food Inc.  
 Salba Smart/Salba Ole.....New Age Marketing & Brand Management Inc.  
 Salt Spring Coffee .....Star Marketing Ltd.  
 San Francisco Style Breadsticks .....Canada Food Group  
 San-J .....Star Marketing Ltd.  
 Saputo Bakery .....Concord National  
 Saxby (Costco).....Westrow Food Group  
 Schick (C&G Channel).....Acosta Canada  
 Scrub Free .....Advantage Sales & Marketing  
 Sea-Far .....National Importers Inc.  
 Sensodyne Toothpaste.....Advantage Sales & Marketing  
 Setton International Foods .....Impact Sales & Marketing Inc.  
 Seventh Generation .....Advantage Sales & Marketing  
 Sezme Sesame Snaps.....National Importers Inc.  
 Shafer-Haggart Ltd. ....Pro Can Sales Ltd.  
 Shirriff .....Acosta Canada  
 Shore Lunch Soups .....National Importers Inc.  
 Sifto Salt .....Shillito's Grocery Brokers & Importers Ltd.  
 Silk .....Acosta Canada  
 Silly Cow Hot Chocolate .....Canada Food Group  
 Simply White.....Acosta Canada  
 Sinutab (C&G Channel).....Acosta Canada  
 Six Fortune.....Elite International Foods Inc.  
 S.J. Irvine .....Westrow Food Group  
 Skin Mate (C&G Channel).....Acosta Canada  
 Smucker Natural Foods .....New Age Marketing & Brand Management Inc.

Smuckers .....Acosta Canada  
 Snapple (C&G Channel).....Acosta Canada  
 Snuggle .....Acosta Canada  
 So Fresh .....Pro Fresh Marketing Intl. Ltd.  
 Soft Soap .....Acosta Canada  
 Somersault Snacks .....Canada Food Group  
 SOS.....Acosta Canada  
 Sounds True/Food Matters.....New Age Marketing & Brand Management Inc.  
 Spam .....Acosta Canada  
 Spam .....C.B. Powell Ltd.  
 Special K (C&G Channel).....Acosta Canada  
 Spinbrush .....Advantage Sales & Marketing  
 Splenda .....Acosta Canada  
 Spot Shot .....Acosta Canada  
 Spring Creek Ranch.....Westrow Food Group  
 Stagg .....Acosta Canada  
 Stagg .....C.B. Powell Ltd.  
 Stahlbush Island Farms .....New Age Marketing & Brand Management Inc.  
 Starbucks .....Crossmark Canada  
 Starlite Cuisine .....New Age Marketing & Brand Management Inc.  
 Starter Log .....Acosta Canada  
 Stash .....I-D Foods Corporation  
 Stickling's Organic Bakery.....Lyndhurst Naturals  
 STP .....Acosta Canada  
 Stokley Canned Vegetables .....W.H. Escott Co. Ltd.  
 Stoneridge Orchards .....New Age Marketing & Brand Management Inc.  
 Stonewall Kitchen.....Elite International Foods Inc.  
 Straight Arrow .....Advantage Sales & Marketing  
 Strub's .....Westrow Food Group  
 Success SPC Ardmona .....Acosta Canada  
 Sudafed (C&G Channel) .....Acosta Canada  
 Summerland Sweets .....Advantage Sales & Marketing  
 Summerland Sweets .....Impact Sales & Marketing Inc.  
 Sun Rype (C&G Channel) .....Acosta Canada  
 Sundia Fruit .....Shillito's Grocery Brokers & Importers Ltd.  
 SunKist (candy) .....Acosta Canada  
 Sunlight .....Acosta Canada  
 Sunrise .....Acosta Canada  
 Sunrise Soya Foods.....Concord National  
 Superior Farms Lamb .....Rosemount Sales & Marketing  
 Superslims.....National Importers Inc.  
 Surf .....Acosta Canada  
 Swanson Frozen Foods .....Acosta Canada  
 Sweet Baby Rays .....Acosta Canada  
 Sweetworks Candy .....Shillito's Grocery Brokers & Importers Ltd.  
 Sylvania Light Bulbs .....Advantage Sales & Marketing

**T**

T. Marzetti.....Impact Sales & Marketing Inc.  
 Tabasco Pepper Sauce .....C.B. Powell Ltd.  
 Taffy Town Salt Water Taffy .....Retail Resource Services  
 Talia Foods .....Pro Can Sales Ltd.  
 Tate & Lyle Golden Syrup.....C.B. Powell Ltd.  
 Tchibo .....Terra International Food Inc.  
 Tenderflake Frozen Pastry.....Advantage Sales & Marketing  
 Tetley Tea .....Concord National  
 The Funky Gourmet .....Canada Food Group  
 Theobroma .....Michael Theodore Brokerage Inc. (MTBI)  
 Tiger Tiger .....Star Marketing Ltd.  
 Tilex .....Acosta Canada  
 Tints of Nature.....Michael Theodore Brokerage Inc. (MTBI)  
 Tip Top Poultry .....Rosemount Sales & Marketing  
 Tony Roma's BBQ Sauces .....National Importers Inc.  
 Top Ramen Jonny Cat .....Acosta Canada  
 Tosca .....National Importers Inc.

Town Squares .....National Importers Inc.  
 Toyo Importing .....Concord National  
 Tradewinds .....Cornerstone Products Management Group  
 Tradituna Tea .....Star Marketing Ltd.  
 Tri-V Pet Foods .....Shillito's Grocery Brokers & Importers Ltd.  
 Trident Seafoods .....Impact Sales & Marketing Inc.  
 Trojan .....Advantage Sales & Marketing  
 Trophy Foods.....Murray Market Access  
 Trump's Fine Foods.....Westrow Food Group  
 Trumpf Chocolates .....Canada Food Group  
 Tulip Canned Meats.....Shillito's Grocery Brokers & Importers Ltd.  
 Tums .....Advantage Sales & Marketing  
 Turtle Island Foods .....Impact Sales & Marketing Inc.  
 Twinings Teas .....National Importers Inc.  
 Tylenol (C&G Channel) .....Acosta Canada  
 Typhoo .....Acosta Canada  
 Typhoo .....C.B. Powell Ltd.

**U**

Uncle Dan's.....Star Marketing Ltd.  
 Underwood .....C.B. Powell Ltd.  
 Unico Foods .....Advantage Sales & Marketing  
 Upper Crust.....Westrow Food Group  
 Utopia.....Michael Theodore Brokerage Inc. (MTBI)

**V**

Vagisil .....Advantage Sales & Marketing  
 Van's Waffles .....Michael Theodore Brokerage Inc. (MTBI)  
 Vanee .....Rosemount Sales & Marketing  
 Varafame .....Acosta Canada  
 Venetian Tapenades, Dips & Antipasto.....Canada Food Group  
 Ventaire (C&G Channel).....Acosta Canada  
 Village Harvest .....New Age Marketing & Brand Management Inc.  
 Vincenzi .....I-D Foods Corporation  
 Visine (C&G Channel).....Acosta Canada  
 Vita Health (C&G Channel) .....Acosta Canada  
 Vitacoco .....New Age Marketing & Brand Management Inc.  
 Vitasoy/Nasoya.....New Age Marketing & Brand Management Inc.  
 Vlastic .....Acosta Canada

**W**

WD-40 .....Acosta Canada  
 Weddel Ltd .....Impact Sales & Marketing Inc.  
 Weetabix .....Acosta Canada  
 Wet Ones (C&G Channel).....Acosta Canada  
 Whole Alternative .....Michael Theodore Brokerage Inc. (MTBI)  
 Whole Alternative .....Star Marketing Ltd.  
 Wholly Guacamole .....Shillito's Grocery Brokers & Importers Ltd.  
 Wild Garden .....Star Marketing Ltd.  
 Wilkin & Sons Ltd. ....I-D Foods Corporation  
 Windsor .....Acosta Canada  
 Woodmans .....Acosta Canada  
 WT Lynch .....Acosta Canada  
 WysiWipe.....New Age Marketing & Brand Management Inc.

**X**

Xyenergy Energy Drinks.....Advantage Sales & Marketing  
 Xylitol Canada .....Michael Theodore Brokerage Inc. (MTBI)

**Y**

Yogi Tea .....Michael Theodore Brokerage Inc. (MTBI)  
 Yorkshire (Taylors of Harrogate) .....Terra International Food Inc.  
 Yucatan .....Westrow Food Group

**Z**

Zantac (C&G Channel).....Acosta Canada  
 Zen .....Acosta Canada  
 Zest .....Acosta Canada