



# RC AWARDS

## READERS' CHOICE

Our readers  
choose the  
best suppliers  
of Flavors &  
Ingredients  
Equipment &  
Packaging

By Dave Fusaro, Editor in Chief

“WHAT’S THE DIFFERENCE BETWEEN A GOOD supplier and just any old supplier?” asks Doug Herweyer, maintenance manager at a Dean Foods plant. “When you’re ass-deep in alligators, the good ones come and bail you out. They’re the ones who always seem to come through for you.”

Whether you’re buying salt or savory flavorings, lubricants or automated control systems, a good supplier is worth its weight in gold. In the following pages we have 48 golden suppliers, as well as 41 silver ones and 21 bronze ones.

The good, the golden, is what we seek every year when we send out our Readers’ Choice Awards survey. Good is a relative term, of course. Good can be consistent, reliable, responsive. It certainly means something a little different in each of the 37 categories we report on here, and probably means something different for each of the 602 respondents to our survey.

A good supplier is worth its weight in gold;  
here are 48 of them in 37 categories,  
chosen by you, the people who know them best.

“Good suppliers should be recognized. We recognize our best vendors every year at a company function in April,” explains Martin Amador, HACCP and materials manager at Ruiz Foods, Dinuba, Calif. And there are other awards programs in which the winners are chosen by editors or an advisory board.

We like to think this one means the most because the winners are chosen by you, the food processors, our readers. Whether you’re in need of ingredients, equipment or services, you know

that your most valuable information is what you’ve learned from first-hand experience. No spec sheet or sales rep tells you as much as your own hard-won awareness of what product (and what vendor) works...and which ones don’t.

But you don’t know everything, do you? Every once in a while a new purchasing challenge presents itself. And sometimes there are suppliers who need to be replaced. That’s where our Readers’ Choice Awards come in.

“I’ve been at this 33 years, so not too often do I get into a sourcing situation that I don’t have at least some familiarity with,” continues Herweyer, who works at Dean’s Flint, Mich., fluid milk plant. “But just this week I was on the Internet looking for a labeler for 5-gal. dispensers. How do you know who the good ones are?”

“A list like this is very important to us,” continues Amador. Not only will he compare notes in the categories he’s familiar with, “but we’re about to expand and start manufacturing some new products. That means buying equipment we may not be familiar with. This will help, absolutely.”

Multiply your first-hand knowledge by 602 and that’s what this database represents. Some of this information may confirm what you already know about Allen-Bradley controllers (the biggest winner in any category with nearly 150 votes) and some

## READERS' CHOICE AWARDS

of it may make you question the brand or supplier you've been using

"A good reputation is more valuable

than money," Publilius Syrus wrote in the first century B.C. (He's also the guy who also said, "Familiarity breeds contempt.")

"It will be interesting to see if our suppliers are on the list. If somebody else is, maybe we should take a serious look at

### The Super Six

Winning is great. Winning three times in a row merits special recognition. Six companies have won *Food Processing's* Readers' Choice Awards in their categories all three years we have been taking this survey.

"We're honored to be recognized," says Doug Baldwin, director of sales and marketing at Wenger Manufacturing, Kansas City, Mo. "To be awarded this distinction the third year in a row is flattering, and is really a testament to the dedication of the Wenger family and employees."

Being around a long time helps. "We've had some customers for many years, and they provide some of the best referrals to new customers," observes Rick Urschel, corporate secretary and next leader of Urschel Laboratories Inc., Valparaiso, Ind. Urschel has been building size reduction equipment since 1910. "This could easily become a commodity business if not for the quality we build into our machines."

"Accolades from our customers are the highest honor to receive. These individuals know the capabilities of a variety of technologies and vendors," notes Gene Shanahan, president of the Micro Motion div. of Emerson Process Management, winner of the flow measurement category. "We have been very focused on listening to our customers in the food and beverage industry in designing our products and services to

meet their needs and exceed their expectations."

Uniform services is a business in which you see your customers often. "Being named best three years in a row speaks volumes about

our employee-partners' commitment to customer satisfaction," says Scott Farmer, Cintas president/CEO.

Adds John Kacsur, vice president-food industry at Rockwell Automation: "To be chosen three years in a row is a result of our strong commitment to our customers in the food industry – readers that work with our equipment every day."

The pursuit of excellence happens on both sides. "We appreciate our customers' recognition of our dedication to manufacturing superior process and flow equipment," notes Scott Dillner, director of marketing-Americas at SPX Process Equipment, which includes the Waukesha Cherry-Burrell brand. "Their desire to continually improve their processes is our motivation to continually improve ours."

**Control systems:** Rockwell  
**Extrusion:** Wenger  
**Flowmeters:** MicroMotion/Emerson  
**Pumps:** SPX Process Equipment  
**Size Reduction:** Urschel  
**Uniforms:** Cintas



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them,” says K. K. Mui, senior research scientist at Dreyer’s Grand Ice Cream, Oakland, Calif. “Sometimes when I’m looking for a new ingredient supplier, I’m racking my brain trying to decide who would be good,” he continues. “Now I’ve got a list to work off.”

Congratulations to all our Readers’ Choice winners. Whether you’re gold, silver or bronze, your reputation puts you above the competition. And a big thank-you to the 602 readers who responded to our survey at what undoubtedly was a busy time of the year. Your comments and experience help everyone in the food industry do a better job.



ALLEN-BRADLEY CONTROLLOGIX PLC

### CONTROL SYSTEMS

- 1. Rockwell .....54%



HYTROL ZIPPER CONVEYOR

### CONVEYING

- 1. Hytrol .....10%
- 2. Intralox .....5%



WOLVERINE MULTI-STAGE CONVEYOR DRYER

### DRYERS & OVENS

- 1. Wolverine Proctor & Schwartz 11%
- 2. Alkar .....7%
- \* Aeroglide .....6%



WENGER TWIN SCREW EXTRUDER

### EXTRUSION

- 1. Wenger .....11%
- 2. Clextral .....7%

\* Differences of 2% or less are of marginal statistical significance.



STONHARD STONCLAD FLOOR SYSTEM

### FLOORING

- 1. Stonhard .....18%
- 2. Tufco .....13%



EMERSON FLOWMETERS

### FLOW MEASUREMENT

- 1. Emerson Process Management 31%
- 2. Endress + Hauser .....8%



APV R5 QUAD-DRIVE PLATE HEAT EXCHANGER

### HEAT TRANSFER

- 1. APV .....17%
- \* Alfa Laval .....15%



EXXONMOBIL, LUBRIPLATE LUBRICANTS

### LUBRICANTS

- 1. Exxon/Mobil .....11%
- Lubriplate .....11%
- 3. Chevron/Texaco .....8%



SAFELINE SANITARY CONVEYOR/METAL DETECTOR

### METAL DETECTION

- 1. Safeline .....35%
- 2. Goring-Kerr .....11%
- \* Loma .....10%



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HOBART, ROSS, LIGHTNIN MIXERS

### MIXING & BLENDING

- 1. Hobart .....5%
- Ross .....5%
- Lightnin/SPX .....5%



BALDOR'S WASHDOWN-DUTY MOTORS

### MOTORS & DRIVES

- 1. Baldor .....29%
- 2. Rockwell .....19%
- 3. SEW Eurodrive .....6%



DOBOY'S CBS-D

### PACKAGING EQUIPMENT

- 1. Doboy/Bosch .....8%
- 2. Multivac .....5%
- Douglas .....5%



CRYOVAC SIMPLE STEPS PACKAGE

### PACKAGING MATERIALS

- 1. Cryovac .....11%
- 2. Curwood .....5%



ECOLAB SERVICES

### PEST MANAGEMENT

- 1. Ecolab .....26%
- 2. Orkin .....11%
- 3. Copesan .....7%

\* Differences of 2% or less are of marginal statistical significance.



ALLEN-BRADLEY POWERFLEX AC DRIVES

### POWER TRANSMISSION

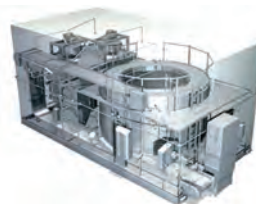
- 1. Rockwell .....17%
- 2. Motion Industries .....11%
- 3. SEW Eurodrive .....6%



WAUKESHA CHERRY-BURRELL UNIVERSAL SERIES

### PUMPS

- 1. Waukesha Cherry-Burrell/SPX 20%
- 2. Fristam .....12%
- 3. Goulds .....5%



FMC FOODTECH GYROCOMPACT

### REFRIGERATION & FREEZING

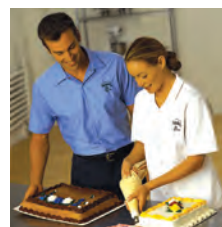
- 1. FMC .....13%
- 2. Frick .....9%
- Vilter .....9%



URSCHEL FOOD CUTTERS

### SIZE REDUCTION

- 1. Urschel .....21%
- 2. Weiler .....5%



CINTAS UNIFORM SERVICES

### UNIFORM SERVICES

- 1. Cintas .....35%
- 2. Aramark .....17%
- 3. G&K .....5%



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GIVAUDAN FLAVORS

**BEVERAGE FLAVORS**

- 1. Givaudan . . . . .9%
  - \* International Flavors & Fragrances . . . . .7%
  - \* Wild Flavors . . . . .7%
- (Statistically a three-way tie)



KRAFT FOOD INGREDIENTS CHEESES

**CHEESE**

- 1. Kraft Food Ingredients . . . . .25%
- 2. Sargento . . . . .8%
- \* Kerry . . . . .7%
- \* Land O'Lakes . . . . .7%
- \* Edlong . . . . .6%



SENSIENT COLORS

**COLORINGS**

- 1. Sensient . . . . .31%
- 2. Chr. Hansen . . . . .11%
- \* Sethness . . . . .10%



EDLONG DAIRY INGREDIENTS

**DAIRY FLAVORS / INGREDIENTS**

- 1. Edlong . . . . .12%
- \* Kerry . . . . .11%
- 3. Kraft Food Ingredients . . . . .7%



DANISCO EMULSIFIERS

**EMULSIFIERS**

- 1. Danisco . . . . .27%
- 2. ADM . . . . .10%
- 3. TIC Gums . . . . .6%

\* Differences of 2% or less are of marginal statistical significance.



NOVOZYMES ENZYMES

**ENZYMES**

- 1. Novozymes . . . . .16%
- 2. Danisco . . . . .8%



ADM FATS & OILS

**FAT & OILS**

- 1. ADM . . . . .20%
- \* Cargill . . . . .18%
- 3. Bunge . . . . .16%



ADM GRAIN PRODUCTS

**GRAIN PRODUCTS**

- 1. ADM . . . . .19%
- 2. Cargill . . . . .15%
- 3. GPC . . . . .9%
- \* ConAgra . . . . .8%
- \* MGP . . . . .7%



TIC GUMS

**GUMS**

- 1. TIC Gums . . . . .41%
- 2. Kelco . . . . .14%
- 3. Danisco . . . . .7%
- FMC . . . . .7%



BLUE DIAMOND ALMONDS

**NUTS**

- 1. Blue Diamond . . . . .14%
- 2. Sanfilippo & Son . . . . .11%
- \* Diamond Walnut . . . . .9%



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MORTON'S STAR FLAKE

**SALT**

- 1. Morton .....49%
- 2. Cargill .....35%



MCCORMICK SAVORY FLAVORS

**SAVORY FLAVORS**

- 1. McCormick .....13%
- \* Givaudan .....11%
- 3. International Flavors & Fragrances .....5%



DANISCO STABILIZERS

**STABILIZERS**

- 1. Danisco .....13%
- 2. TIC Gums .....10%
- \* Kelco .....8%



NATIONAL STARCH'S NOVIATION PRIMA

**STARCHES**

- 1. National Starch .....53%
- 2. Tate & Lyle/Staley .....17%
- 3. Cargill .....5%



DOMINO SUGARS

**SUGAR**

- 1. Domino .....25%
- 2. C&H .....10%
- 3. Imperial .....7%
- \* Tate & Lyle .....6%
- \* Amalgamated Sugar .....6%



IFF'S CULINESSENCE

**SWEET FLAVORS**

- 1. International Flavors & Fragrances .....8%
  - \* Givaudan .....7%
  - \* Firmenich .....6%
- (Statistically a three-way tie)



TATE & LYLE SWEETENERS

**SWEETENERS (NOT SUGAR)**

- 1. Tate & Lyle .....21%
- 2. Cargill .....15%
- 3. McNeil .....12%
- \* ADM .....10%



MCCORMICK VANILLA

**VANILLA**

- 1. McCormick .....19%
- 2. David Michael .....10%
- \* Virginia Dare .....9%

\* Differences of 2% or less are of marginal statistical significance.

**Methodology**

This is our third annual Readers' Choice Survey. The survey form is an unaided recall survey sent by e-mail to select subscribers of *Food Processing* during the month of December. Recipients represent all categories of the food and beverage industry. There are two separate surveys: one for subscribers primarily involved in specifying processing and packaging equipment and a separate one for those buying ingredients and flavors. There were 602 responses as of the cutoff date. No company receiving less than 5 percent of the vote in a category was recognized.

**The other winners**

Vendors were not the only winners in this year's Readers' Choice Awards. We offered \$100 American Express gift certificates as an incentive to answering the survey. Winners of these certificates are Martin Amador of Ruiz Foods, Ed Francis of General Mills, Doug Herweyer of Dean Foods, Jack Cornelius of American Beverage Corp. and K. K. Mui of Dreyer's Grand Ice Cream.