2016 Membership Directory
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KEY

Membership Category

Regular Members
Processor ................................................................................ PS
Dealer ....................................................................................... DE
Export...................................................................................... EP
Packer ...................................................................................... PA
Broker ...................................................................................... BK
Renderer .................................................................................. RE
Trader ..................................................................................... TR

Associate Members
Machinery ................................................................................ MA
Chemicals ................................................................................ CE
Salt ......................................................................................... ST
Transportation .......................................................................... TR
Allied Trade ............................................................................. AT
Hide Processor (International) ................................................... HI
Educational Institution ............................................................ EI
Tanner ...................................................................................... TA

Products Produced
Calf Skins ................................................................................ CL
Cattle Hides ............................................................................. HC
   Bull Hides ........................................................................... BU
   Cow Hides ......................................................................... CW
   Rendered Hides .................................................................. RR
   Steer/Heifer Hides ............................................................ ST
Horse Hides ............................................................................. HH
Kip Skins ................................................................................ KK
Pig Skins ................................................................................ PS
Sow Skins ................................................................................ SW
Sheep Hide/Skins ................................................................... SK
Goat/Unique Furs .................................................................... DG
Moose/Deer ............................................................................. MD
Wet Blue Hides/Split ............................................................... WB
Top Grain Rawhide ................................................................. TG
U.S. Hide, Skin & Leather Association

The U.S. Hide, Skin and Leather Association is the exclusive representative of the United States hides, skins and wet blue products industry. Member companies include meat packers, hide processors, brokers, dealers, and exporters. The association has a number of associate members that include tanners, equipment manufacturers and other suppliers of goods and services to the hide processing and marketing industry.

Contact Us At:

1150 Connecticut Ave, NW
12th Floor
Washington, DC 20036
Phone: 202-587-4250
Fax: 202-587-4300

Stephen Sothmann, President
BOARD OF DIRECTORS

OFFICERS

Chairman
Leon Tolbert, Northwoods Int’l

Vice Chairman
(Vacant)

Secretary
Chris Mullally, Mohawk Trading Co.

Term Ending 2016
Chris Mullally Mohawk Trading Co.
Edward Park Rich International
David Seaver JBS

Term Ending 2017
Chad Robertson Harland M. Braun Co.
Jay Jensen Southwest Hide Company

Term Ending 2018
Leon Tolbert Northwoods Int’l
Mike Larson Tyson Fresh Meats
Howard Ganz AJ Hollander Enterprises
David Peters DLP Advisors

STAFF

Stephen Sothmann
President
UNITED STATES
HIDE, SKIN & LEATHER
ASSOCIATION

2016
SCHEDULE OF ACTIVITIES

Board of Directors Meeting
February 26, 2016

37th Annual Meeting & Convention
Intercontinental Hotel
September 29 - 30, 2016
Chicago, IL
REGULAR MEMBERS

AB FOODS, LLC

Contact: Trey Roberts
Address: 201 Elmwood Rd.
         Toppenish, WA 98948
Mail:    P.O. Box 832
         Toppenish, WA 98948
Phone:   (509) 865-2121
Fax:     (509) 865-2827
Email:   trey.roberts@agribeef.com
Category: PS, PA, RE, EP, HI
Products: HC, ST

AB Foods/Washington Beef controls a modern hide processing operation on the premises of its state-of-the-art beef processing facility in Washington State. Strict quality controls are in place to ensure exceptional quality products. Each hide is processed immediately, machine flayed and graded to industry standards.
AJ Hollander Enterprises Inc. is a long established hide exporter and hide processing company with head office in New York and processing plants in Nebraska, Wisconsin, Texas and Tennessee. We offer a full selection of U.S.A. packer and small packer steer and heifer hides, cow and bull hides, horse hides and fleshed sow skins as well as goat and sheep skins.

Our experienced organization offers a personal and flexible service that will make sure to meet the Customer’s special needs and requirements in the best possible way. It is our goal to continue to build relationships with our customers in all major leather producing countries and be a reliable source for raw materials from the U.S.A. and other continents.
Bank Bros. & Son Ltd. has been doing business as a processor and trader of cattle hides for over 50 years. We specialize in the marketing of Canadian steer and cow-hides as well as big packer selections from the USA. Our total sales volume is in excess of 40,000 hides per week.
BOSTON HIDES & FURS, LTD.

Contact: Angelo Andreottola  
Vice President
Anthony Andreottola  
Vice President, Procurement
Address: 150 Marginal Street
Chelsea, MA 02150-3429
Phone: (617) 884-1566/1582
Fax: (617) 389-0142
E-Mail: angelo@bostonhides.com
           anthonya@bostonhides.com
Category: EP
Products: CL, HC, BU, CW, RR, ST, HH,
           KK, PS, SW, SK, DG, MD, WB

Boston Hides & Furs, Ltd. is recognized as the largest supplier/exporter of baby calf, provimi and kip skins in the USA. Boston Hides sources its hides from the northeast area of the United States. This region is renowned for producing hides with the finest grain in the USA.

Boston Hides is one of the leading suppliers/exporters of lamb and sheep skins from the USA, Peru, Uruguay and Argentina. Our skins are suitable for double face, lining, garment and nappa products. We supply both raw and wet blue material.
CAM TRADING COMPANY

Contact:       Sam Gurka

Address:      2600 Netherland Ave.
              Unit 2407
              Bronx, NY 10463

Phone:        (718) 884-0255

Fax:          (718) 548-8857

E-mail:       cam.trading@verizon.net

Category:     DE, EP, BK, TR

Products:     CL, HC, BU, CW, ST, KK, PS,
              SW, WB

Cam Trading was founded as Cam Industries in 1991 by Robert Blazer, a lifelong trader in the hide industry who began his career with A.J. Hollander in the mid 1960’s. It continues under the auspices of Sam Gurka who also began his career in the hide business in 1973.
CARGILL MEAT SOLUTIONS

Contact: 
David Howell
Hide Sales Manager

Chris Strait
Hide Sales Manager

Sara Wolke
Hide Logistics & Scheduling

Sheila Perry
Hide Logistics & Scheduling

Address:  
151 N. Main Street
P.O. Box 2519
Wichita, KS 67202

Phone:  
(316) 291-2859/(316) 291-2750

Fax:  
(316) 266-4435

E-Mail: 
david_howell@cargill.com
chris_strait@cargill.com
sheila_perry@cargill.com
sara_wolke@cargill.com

Category:  
PA, EP

Products:  
ST, WB, HC, CL, BU, CW, KK, TG

Cargill provides food, agriculture, financial and industrial products and services to the world. Together with farmers, customers, governments and communities, we help people thrive by applying our insights and 150 years of experience. We have 150,000 employees in 70 countries who are committed to feeding the world in a responsible way, reducing environmental impact and improving the communities where we live and work. For more information, visit www.cargill.com.
Central International Co. LLC Hides Division, created in 1987, has become a substantial part of this 29 year old company. Owner and hides trader, Del DeVos, has worked closely with major tanneries in the US selling to Europe, Central America and Asia.

Del and his staff welcome calls and inquiries.
Darling Ingredients is recognized as an industry leader in rendering, and our hide division based in Kansas City, Missouri has been processing and marketing cattle hides for over 50 years. We market a variety of hides from the Midwest and River area of the United States in various grades and weights. A large percentage of the cattle hides produced in the United States are produced within 500 miles of our Kansas City facility. This area has long been known for excellent grain qualities.
D.R. DIEDRICH & CO.

Contact: Dan Diedrich
President

Address: 2615 West Greves St.
Milwaukee, WI 53233

Phone: (414) 342-4292

Fax: (414) 342-1449

E-mail: drdiedrichco@aol.com

Category: PS
DLP Advisors

Contact: David Peters
President

Address: 8206 Santa Rosa Court
Sarasota, FL 34243

Phone: (240) 490-9007

E-mail: DLPeters99@gmail.com

Category: DE,BK,TR

Products: HC,WB,TG

Experienced resources in the hide and leather industry understanding the challenge of maximizing the value proposition to both the supplier and buyer. Confronting Paradigms.
EASTONE INVESTMENT LTD.

Contact: Tim Ng  
Director  
Huai Wang  
CEO  
Ping Wang  
President  
Xuequin Shi  
Vice President

Address: 1201 Grand Avenue  
West Des Moines, IA 50265  

Phone: (347) 948-4664  
E-mail: Eastoneusa@gmail.com  
ckintlmarketing@gmail.com  

Category: PS, EP  
Products: PS, SW

Eastone Investment Ltd. is a subsidiary of their parent company, Zhejiang Xiangshun Leather Co., Ltd. The subsidiary was established in order to broaden the market of Zhejiang Xiangshun into North America. The main objective of Eastone is to buy pigskins, and sell pig leather and cow leather.
Established in 1919, George H. Elliott is a cattle hide and skin trading company located in a suburb of Chicago, Illinois. We work with all big packers and processors in the United States, selling a variety of cured hides, wet blue hides, and wet blue splits. Our export company, Elliott Hide, specializes in exporting hides and skins throughout the world.
Harland M. Braun & Co. has been marketing North American hides and skins to tanners for over 59 years. Braun, internationally known to tanners, has a reputation as a supplier of high quality raw material who stands behind its products. With an experienced staff in Los Angeles, and a network of trusted agents around the world, Braun is confident it can be an asset to any tanner.
JBS

Contact: David Seaver  
*Director Hide Sales & Mktg*

Address:  
1770 Promontory Circle  
Greeley, CO 80634-9038

Phone:  
(970) 506-8000

Fax:  
(970) 336-5550

Email:  
dave.seaver@jbssa.com

Website:  
www.jbssa.com

Category: PA

Products: ST, WB, CW

JBS is the world’s largest beef producer and exporter with a daily slaughter capacity of 93.3 thousand head of cattle. JBS has access to 100% of consumer markets with over 140 plants worldwide with operations in Brazil, USA, Australia, Italy, Paraguay, Uruguay, Mexico, China and Russia. JBS operates 10 beef processing plants in North America and 1 wet blue tannery. For more information please visit our website at www.jbs.com.br/ir/.
Marubeni Corporation was established in 1858, and is one of Japan’s leading trading houses. Operations encompass domestic import, export and offshore trade. Activities range from the development of natural resources to the retail marketing of finished products. Its American subsidiary, established in 1951, trades in a broad range of commodities and acts as major financiers.
MOHAWK TRADING CO., INC.

Contact: Chris Mullally  
President

Address: 1716 Central Avenue  
Albany, NY 12205

Phone: (518) 869-9700

Fax: (518) 869-1234

E-mail: mohawktrdg@aol.com

Category: TR,EP

Products: HC, BU, CW, RR, ST, KK, PS, SW, WB

Founded in 1994 on the principle that integrity will create success, Mohawk Trading Company has now become the most reliable and trustworthy hide trading company in the United States. We thank those of you who have trusted us for the past 22 years. We look forward to starting an integrity based relationship with those of you we do not know yet.
NATIONAL BEEF PACKING COMPANY

Contact: John Hochstein
Vice President, Hide & Leather Sales
Address: 12200 N. Ambassador Drive, Suite 500
Kansas City, MO 64163
Phone: (816) 713-8688
Fax: (816) 382-8791
Email: john.hochstein@nationalbeef.com

Contact: Mark Domanski
President, NBP International Business
Address: 30 N. Michigan Ave, Suite 1702
Chicago, IL 60602
Phone: (312) 332-6166
Fax: (312) 332-6170
E-mail: mdomanski@nationalbeef.com
Category: PA, EP
Products: HC, ST

NATIONAL BEEF PLANTS:

Contact: Randy Lyle
Product Manager

(continued on next page)
National Beef Packing Company is the fourth largest beef processor in the United States and is headquartered in Kansas City, Missouri. National Beef processes over 75,000 cattle per week in state of the art facilities in Liberal and Dodge City, Kansas and Brawley, California. Hides from those plants are processed at NBP’s tannery in St. Joseph, Missouri. National Beef and its subsidiaries process and market fresh beef, case-ready beef, wet blue leather and beef by-products for domestic and international markets.
Northwoods International supplies raw cattle hides and skins to leather manufacturers around the world. With over a quarter century experience we offer the knowledge, service and reliability that both raw cattle hide and skin suppliers from North America and leather producers around the globe demand.

Northwoods International is a hide trading, consulting, marketing and processing company. From our office in Green Bay, WI we buy and sell hides, work with hide and skin suppliers from North America with their short and long term needs with hide production, sales, transportation, documentation and marketing of their products to the global leather manufacturing industry and source raw materials for the global leather industry.
OHSMAN & SONS COMPANY, INC.

Contact: Mike Ohsman  
President

Address: 311 3rd Avenue, SE  
Cedar Rapids, IA 52401

Mail: P.O. Box 1196  
Cedar Rapids, IA 52406-1196

Phone: (319) 365-7546

Fax: (319) 365-7550

E-Mail: mail@ohsman.com

Category: DE, BK, EP, TR

Products: CL, HC, BU, CW, RR, ST, HH, KK, PS, WB
PACKERS HIDE ASSOCIATION, INC.

Contact: Jack Ellis
General Manager

Address: 2400 Z St.
P.O. Box 7457
Omaha, NE 68107-0457

Phone: (402) 731-6216

Fax: (402) 731-6865

E-mail: jacke18@live.com

Category: PS, PA

Products: ST
Quaker City Hide Company is a fourth-generation business dating from 1876. Today it is engaged primarily in the export of North American hides & skins; wet blue splits; and leather scraps. In 1983 it formed a wholesale pet products division.
RICH INTERNATIONAL

Contact: Edward Park  
President  
June Song  
Director, Shipping  
Gene Park  
Director, Financing & Sales  
Jason Park  
Manager, Finance & Sales

Address: 2125 Center Ave., Suite 505  
Fort Lee, NJ 07024

Phone: (201) 592-6798

Fax: (201) 592-9158

E-mail: yspark@richinternational.net  
gpark@richinternational.net  
sheejune@richinternational.net  
jason@richtinternational.net

Category: DE, EP
SANIMAX

Contact: Kelly Montonati
   Director, Hides and Leather
Address: 2099 Badgerland Dr.
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Mail: P.O. Box 10067
     Green Bay, WI 54307-0067
Phone: (920) 494-5233
Fax: (920) 491-1049
E-mail: info@sanimax.com
Website: www.sanimax.com
Category: PS, EP, RE, DE, BK
Products: WB, CL, HC, BU, CW, RR, ST, KK, MD, TG

Our Vision
We are the 3R: Reclaim-Renew-Return

Our Mission
At Sanimax, we understand the complex hides and skins business and are a dependable Supply Chain Partner. We are a proud Global Supplier of wet salted, wet blue, wet white cattle hides, trimmings, splits, and deer skins for those producing leather for shoe, automotive, furniture, garment, handbag, and other leather goods. Sanimax’s premium hides are from Northern USA. We specialize in being straightforward, efficient, and reliable when it comes to providing for our customers, and are able to meet and exceed individual customers’ requirements and special requests.
SOUTHERN TIER HIDE & TALLOW, INC.

Contact: Roy E. Slusser

Address: 3385 Lower Maple Avenue
         Suite A
         Elmira, NY 14901-9513

Phone: (607) 734-3661

Fax: (607) 734-3769

E-mail: sthtinc@aol.com

Category: PS, DE, RE

Products: CL, HC, BU, CW, RR, ST, HH, KK, PS, SK, MD


SOUTHWEST HIDE COMPANY

Contact: John Rueb
Managing Partner
Dali Zha
Jay Jensen
Jay Rueb

Address: 9207 W. Blackeagle Drive
Boise, ID 83709

Phone: (208) 378-8000
Fax: (208) 377-9069
E-mail: sales@southwesthide.com
Website: www.southwesthide.com

Category: PS, DE, EP, BK

Products: CL, HC, BU, CW, RR, ST, HH, KK, MD, WB

OTHER SOUTHWEST HIDE PLANTS:

Contact: Mark Rueb
Address: P.O. Box 1349
Scottsbluff, NE 69361

Phone: (308) 635-0060
Fax: (308) 632-3191
Email: mr10@southwesthide.com

(continued on the next page)
Contact: Bill Rueb  
**Director**  
Address: P.O. Box 388  
Torrington, WY 82240  
Phone: (307) 532-7899  
Fax: (307) 532-7298  

Contact: Doug Ohland, **Manager**  
Conrado Galván, **Sales**  
Address: 925 Crows Landing  
Modesto, CA 95351  
Phone: (209) 577-5721  
Fax: (209) 577-5792  

**FRIESE HIDE & TALLOW COMPANY**

Contact: Roger Kennedy  
Address: 1528 Slater Road  
Ferndale, WA 98248  
Phone: (360) 384-0996  
Fax: (360) 384-3930  
Email: rk04@southwesthide.com  
Category: PS, DE, EP  
Products: HH, KK, CL, HC, BU, RR, ST, MD
TEXPAC HIDE & SKIN LTD

Contact: Jamie Zitnik
President

Address: 601 NE 29th Street
Fort Worth, TX 76106

Phone: (817) 626-6586

Fax: (817) 626-2501

Email: mail@texpacftw.com

Category: PS, EP, DE

Products: HC, BU, CW, ST, KK, SW
TRANS HIDE ENTERPRISE

Contact: Doug Tran  
Buyer

Address: 11524 Cyrus Way  
Mukilteo, WA 98275

Phone: 800-917-2020

Fax: 425-493-8038

Email: doug@seattleglove.com

Website: www.seattleglove.com

Category: EP

Products: HC, BU, CW, ST, MD

We are co-owners of a tannery in Vietnam as well as trader of hides to China, Taiwan and Vietnam.
TWIN CITY HIDE, INC.

Contact: James Grove
          David Grove
          Thomas Grove
          Bradley Grove
          Joe Brannan

Address: 105 Harman Court, Suite 100
          South St. Paul, MN 55075

Phone: (651) 455-1511

Fax: (651) 455-6744

E-mail: j.grove@tchide.com
d.grove@tchide.com
t.grove@tchide.com
b.grove@tchide.com
j.brannan@tchide.com

Website: www.TwinCityHide.com

Category: PS, DE, EP

Products: HC, BU, CW, RR, ST, WB, TG

Twin City Hide, Inc. is a well-established cattle hide processing company, incorporated in 1919, family owned and operated. We are currently selling cattle hides, wet blue and wet white worldwide. We process about 20,000 cattle hides each week. We have two wet blue tanneries located in St Paul, MN and Waterloo, IA, with a combined capacity of about 5,000 hides per day.
TYSON FOODS INC.

Contact: Mike Larson
          Rob Shuey

Address: 800 Stevens Port Dr.
          Suite 828C
          Dakota Dunes, SD 57049

Phone: (605) 235-3634
       (605) 235-2777

Fax: (479) 757-7373
     (605) 235-2764

E-mail: Mike.Larson@Tyson.com
       Rob.Shuey@Tyson.com

Category: PA

Products: HC, ST, PS, WB

Tyson Fresh Meats, the former IBP, Inc., operates seven beef processing plants, six pork processing plants, three case meat ready plants as well as six hide processing and four wet blue tanning facilities. The tanneries have an annual production capacity in excess of 4.5 million hides.
Union Hide Company has been a hides and skins processor since September 1, 1912. Our office is located in Walnut Creek and our processing plant is located in Modesto, California, approximately 75 miles apart. Until 1962, our offices and plant location were both at the original UHC building site at the corner of Third and Harrison Streets in Oakland, California. Our processing plant was built and established in Modesto, becoming the very first brine raceway in the western United States. We offer fine quality hide selections, to suit your tanning needs. Union Hide, a worldwide purveyor of hides & skins with over 100 years of experience.
**WEST COAST REDUCTION LTD.**

<table>
<thead>
<tr>
<th>Contact:</th>
<th>Tyler Smolkin</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Manager</td>
</tr>
<tr>
<td>Address:</td>
<td>P.O. Box 2110</td>
</tr>
<tr>
<td></td>
<td>Lethbridge, AB</td>
</tr>
<tr>
<td></td>
<td>T1J 4K6</td>
</tr>
<tr>
<td></td>
<td>Canada</td>
</tr>
<tr>
<td>Phone:</td>
<td>(403) 328-1336</td>
</tr>
<tr>
<td>Fax:</td>
<td>(403) 327-8461</td>
</tr>
<tr>
<td>Email:</td>
<td><a href="mailto:tsmolkin@wcrl.com">tsmolkin@wcrl.com</a></td>
</tr>
<tr>
<td>Category:</td>
<td>RE</td>
</tr>
<tr>
<td>Products:</td>
<td>CL, HC, CW, RR, ST, HH, KK, MD</td>
</tr>
</tbody>
</table>

In its capacity as the largest independent renderer in Western Canada, with facilities in Vancouver, Nanaimo, Edmonton, Calgary and Lethbridge, West Coast Reduction Ltd., a Vancouver based, family owned business, cures and markets animal hides derived from its Alberta and Saskatchewan operations.
Western Hide Company, Inc. was founded in 1964 by Gus Geisel as a brokerage firm. When Mr. Geisel died in 1997, Barbara Grodzins, who had been with Western Hide since 1990, bought the company and has continued the global buying and selling of cow hides, horse hides and pig skins.
ASSOCIATE MEMBERS

AMERICAN CARGO SERVICES, INC.

Contact: Greg (Gregski) Wisniewski
President

Address: 222A Camp McDonald Rd.
Wheeling, IL 60090

Phone: (847) 394-4250

Fax: (847) 394-4270

E-mail: greg.wisniewski@amecar.com

Website: www.amecar.com

Category: TR

ACS – American Cargo Services, Inc. is a privately owned, full service international freight forwarder founded in 1985. ACS is Federal Maritime Commission Licensed, bonded, IATA approved and Department of Commerce, AES compliant. The ACS staff demonstrate their knowledge and enthusiasm by providing an excellent level of customer service.
ATLAS REFINERY, INC.

Contact: STEVEN B. SCHROEDER, JR.
President

Address: 142 LOCKWOOD STREET
NEWARK, NJ 07105

Phone: 973-589-2002

Fax: 973-589-7377

E-mail: INFO@ATLASREFINERY.COM

Website: WWW.ATLASREFINERY.COM

Category: CE,

Atlas is a leader in developing and marketing high-quality, environmentally friendly beamhouse and wet-end chemicals in the leather industry. Through five generations of family ownership, Atlas has managed a careful and continuous study of industry trends, providing our customers with a competitive edge in tomorrow’s marketplace.
BIRKO CORPORATION

Contact: Terry L. McAninch
         Dana Johnson
         Elis Owens
         Victor Reusch

Address: 9152 Yosemite Street
          Henderson, CO 80640-8027

Phone:  (303) 289-1090
        (800) 525-0476

Fax:   (303) 289-1190

Website www.birkocorp.com

E-mail: info@birkocorp.com

Category: CE, AT

Birko Corporation provides cleaning and sanitation chemicals to red meat producers. For the hide department Birko offers hide curing additives, raceway detergents, and bacterial control products. In addition to chemical products, Birko provides customers with auditing and consulting services on hide house operations and analysis of hide and brine samples.
BUCKMAN NORTH AMERICA

Contact: Mark Nichols
Corporate Sales

Address: 1256 North McLean Blvd.
Memphis, TN 38108

Phone: (334) 657-4800

Website www.buckman.com

E-mail: mwnichols@buckman.com

Category: CE

Buckman is the industry leader in microorganism-control programs and hide-preservation solutions. And our diverse portfolio includes superior beamhouse and tanyard systems, along with wet-end and finishing applications that optimize performance and meet fashion requirements through all phases of the leather-making process.

Our global team offers consultative advice and proactive suggestions, sharing information to continuously improve our product line and service.

In short, Buckman brings proprietary chemicals, industry knowledge, and collaborative problem-solving to leather processors around the world. All so they can bring better quality leathers to market.
Devro Inc.

Contact: Virginia Clement  
Regulatory Affairs Manager

Address: PO Box 11925  
Columbia, SC 29211

Phone: 803-414-5102

E-mail: Virginia.clement@devro.com

Website: www.devro.com

Devro is a manufacturer of collagen casings and collagen gels for use in a wide variety of sausages and other meat products. Our US FDA facility is located in Sandy Run, SC and our international facilities are located in Scotland, Czech Republic, and Australia.
ELEMENTIS LTP INC.

Contact: Eric Dick
President

Address: 546 South Water St
Milwaukee, WI 53204

Phone: (414) 278-8844

E-mail: eric.dick@elementis.com

Category: CE, ST
EXETER MACHINE COMPANY

Contact:    Ed Sadler
           President

Address:   309 S. Water Street
           Lomira, WI 53048-9549

Phone:     (920) 269-4376
           (800) 558-4892

Fax:       (920) 269-4038

E-Mail:    E.sadler@exetermachineco.com

Website:   www.exetermachineco.com

Category:  MA
# GELITA

<table>
<thead>
<tr>
<th>Contact:</th>
<th>Gina Swanson</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Raw Materials Procurement</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Address:</strong></td>
<td>2445 Port Neal Road</td>
</tr>
<tr>
<td></td>
<td>Sergeant Bluff, IA 51054</td>
</tr>
<tr>
<td><strong>Phone:</strong></td>
<td>712-943-0310</td>
</tr>
<tr>
<td><strong>Fax:</strong></td>
<td>712-943-0324</td>
</tr>
<tr>
<td><strong>E-mail:</strong></td>
<td><a href="mailto:Gina.Swanson@gelita.com">Gina.Swanson@gelita.com</a></td>
</tr>
<tr>
<td><strong>Website:</strong></td>
<td><a href="http://www.gelita.com">www.gelita.com</a></td>
</tr>
</tbody>
</table>

**Products:**
Gelatin, collagen, collagen peptides and related products.

Founded in 1875, and with sites on 6 continents, GELITA is the world’s leading supplier of collagen proteins for the food, health & nutrition, pharmaceutical industries and for numerous technical applications.
GST AUTOLEATHER, INC.

Contact:  
Ronaldo Ayala  
Procurement  
Allen Shaw  
Purchasing  

Address:  
20 Oak Hollow, Suite 300  
Southfield, MI 48034  

Phone:  
(248) 436-2300  

Fax:  
(248) 436-2390  

E-mail:  
ronaldo.ayala@gstautoleather.com  
Allen.Shaw@gstautoleather.com  

Website:  
www.gstautoleather.com  

Category:  
TA  

Products:  
ST, WB  

For more than 70 years, GST AutoLeather, formerly Garden State Tanning, has provided the global automotive market with innovative and competitively priced leather auto interiors. Our name has changed, but our passion remains the same. We are driven to think smarter in the automotive leather interior market. Innovation. Efficiency. Value. All are core beliefs GST AutoLeather strives to achieve in our day-to-day operations.
HAWTAN LEATHERS, LLC

Contact: Daniel A. Gallagher, Jr.
President/CEO
Lisa Cosimano Gallagher
CFO
Daniel A. Gallagher III
Chief Operating Officer
Candida Fernandez
Shipping & Office Manager

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Fax: (978) 465-4316
E-mail: lisagallagher@hawtanleathers.com
dangallagher@hawtanleathers.com
dg@hawtanleathers.com
candyfernandez@hawtanleathers.com
Website: www.hawtanleathers.com
Category: Tannery, Leather Manufacturer

International manufacturers of fine leather, glove, kid, cowhide, calf, and deer.

CUIRS HAWTAN, S.A.

Address: 1267 Routes des Rails
Mariani, Carrefour
Port-Au-Prince, Haiti
Cell Phone: (509) 3461-4105
HERMANN OAK LEATHER COMPANY

Contact: Shep Hermann
        President

Address: 4050 N. First Street
         St. Louis, MO 63147

Phone: (314) 421-1173

Fax: (314) 421-6152

E-mail: holc@hermannoakleather.com

Category: TA
HEUSCH GmbH & Co. KG produces blades for the leather and fur industry. Main applications in the tanning process are fleshing and shaving. As the world’s number one supplier for these products HEUSCH delivers to customers in 54 countries in Europe, the Americas, Asia, and Africa. The company was founded in 1850 in Aachen, Germany, which is still the home base. All products and solutions are solely manufactured in Germany only using high-class European materials.
Don Ohsman is a former trader of North American hides, skins and splits. He is the CEO of Hidenet Publishing which supplies the world wide industry and allied trades with weekly and daily market reports covering North America, Latin America and Europe. Hidenet also publishes a weekly leather report all of which are available at www.hidenet.com. Don lives in Scottsdale, Arizona and has been in the industry since 1962.
ICG Group of Companies

Contact: Steve Jesseph  
**Chief Operating Officer**
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E-mail: steve.jesseph@ic-group.com

CRG Consulting is a full service, international consulting organization. Since its beginning in 1981, it has followed the principles of specialization, particularly in the needle trade. The policies set down by its founders remain unchanged.

With almost 200 Man Years of industry experience, CRG Consulting is uniquely qualified to help apparel manufacturers meet the challenges facing them today. Our consultant staff is made up of professionals with concentrated experience in specific industries and product sectors, at both the top management planning level and the operational / technical level. Further, each CRG consultant is a specialist, by virtue of academic training and experience, in one or another of the major functional areas of management.
ISA INDUSTRIAL LIMITED

Contact: Monie Liu
Overseas Purchase & Shipping Manager

Address: 3rd Industrial Zone, Hecheng Town,
Heshan City, Guangdong Province
China

Phone: +86-750-8313280
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E-mail: monie@tantec1.com
Category: Tannery

ISA TanTec is a German invested group established in 1995; with the concept of Lite®, we have been serving top quality eco-friendly leather worldwide through our facilities: Saigon TanTec & Heshan TanTec. ISA TanTec is globally recognized by the world’s top footwear brands as a supplier of top quality leathers, as well as an unrivaled reputation for reliability, service, and outstanding corporate social responsibility. Our internal stringent quality systems, as well as sufficient capacity to handle the production needs of our partners, have earned us a GOLD AWARD in both facilities by the Leather Working Group’s protocol. We are also ISO14001 Certified.
The Jacobsen Publishing Company has provided unique coverage of the US hide market for over 145 years and is recognized around the world as the most consistent and reliable source for hide price discovery. The ability to publish independent, unbiased reporting of transactions is a much needed tool in providing producers, tanners, leather manufacturers and consumer brands with market awareness and cost basis.
LANXESS CORPORATION

Contact: Sarah Drayna
          US Business Manager, Leather Division

Address: 111 RIDC Park West Drive
          Pittsburgh, PA 15275-1112

Phone: (414) 559-1104
Cell: (414) 427-2540

Email: sarah.drayna@lanxess.com
Website: www.lanxess.com

Category: CE

LANXESS offers products for all stages of the leather manufacturing process from the beamhouse and wet end to the finishing process. The company has one of the world’s broadest portfolios of leather chemicals, including beamhouse products, inorganic and synthetic tanning materials, preservatives and tanning auxiliaries, fatliquoring agents and dyestuffs, and finishing products e.g. polyurethane dispersions and polyacrylates. Detailed information can be found on the Internet under www.lanxessleather.com.
Leatherteq Limited

Contact: Adrian Li
Chairman

Address: 9/F Tak Lee Commercial Building
113-117 Wanchai Road
Wanchai, Hong Kong SAR

Phone: +852 94732288
Fax: +852 94732288
Email: info@litehide.com
Website: www.leatherteq.com

Leatherteq Limited developed and patented an innovative product known as Litehide™, a salt free preserved raw hide, delivered in a dehydrated state eliminating the associated salt issues whilst allowing tanners to retain their art. Litehide™ has been proven by independent leather researchers to be environmentally friendly and with substantial cost benefits.
LEDERGO TANNING CORPORATION

Contact: MELINA ABREGO
Vice President

Address: C.P. 69010,
Laval, QC, CANADA, H7X 3M2

Phone: +1(450)231-1319

Fax: +1(450)988-1203

Email: info@ledergo.com

Website: www.ledergo.com

Category: DE, EP, BK, TR, AT, TA

Products: CL, HC, BU, CW, RR, ST, HH, WB, TG, SK, DG

Tanning and sourcing with reliability, experience, knowledge, and international reach: for several decades, Ledergo Corporation has been in the hides & skins business. Tanning in Mexico and with administrative offices in Canada, our company brings the raw and tanned cattle hides & skins you need to you, directly from the source, at very competitive prices.
THE MAXFIELD REPORT

Contact: Ken “The Hide Guy” Maxfield
President/Editor in Chief

Address: 2614 Wilde
Sergeant Bluff, IA 51054

Phone: (712) 943-3210
Fax: (712) 490-3666
E-mail: ken@themaxfieldreport.com
Skype: hideman51054
Website: www.themaxfieldreport.com
Category: Publication/Market Service

The industry’s most accurate and comprehensive market report covering cattle hides and leather from the United States and around the globe. Ken Maxfield is the Editor-in-Chief is recognized by his peers as leading market authority on cattle hides, bringing 25 years of experience to his reports.
NITTA CASINGS, INC.

Contact: Rich Battersby  
Vice President New Business and New Product Development

Address: 141 Southside Avenue  
Bridgewater, N.J. 08807

Phone: (908) 218-4527

Fax: (908) 732-2835

E-mail: battersb@nittacasings.com

Category: PS, EP - Processor of Lime Splits

Products: HC, CW, PS – Collagen, Gel, Dough, Casings, Medical collagen

Manufacturer of collagen casings and co-extrusion gel for the sausage industry as well as medical grade collagen. We utilize the corium layer from bovine hides and porcine skins to prepare the products we make. We are an FDA facility located in New Jersey and have a finishing facility in Markham, Ontario, Canada.
NORSEMAN INC.

Contact: Helen Jackson

Address: 80, 9080-196A Street
Langley, BC V1M 3B4
Canada

Phone: (800) 661-8073
(604) 888-9155
Cell: (604) 671-6640

Fax: (604) 888-9193

E-mail: hjackson@norseman.ca

Website: www.norseman-bulkpackaging.com

Category: TR

Products: Hide Container Liners

Norseman Inc. manufactures Containment Liners for shipping hides and skins in 20ft. and 40 ft. ocean containers. Offering 4 levels of leak protection from the economical ECONO 14 mil woven poly liner to our Norseman TUFF double floor felt topped liner, quality is our assurance.
SCHILL + SEILACHER GMBH

Contact: Siegfried Nagel
Director Leather Dept.

Address: Schoenaicher Str. 205, 71032
Boeblingen/Germany

Phone: +49 7031 282 400
Fax: +49 7031 282 292
Email: Siegfried.Nagel@SchillSeilacher.de

Schill+Seilacher’s Leather Division stands for 130 years of tradition in innovative technology. The product range includes beamhouse- and waterproofing chemicals, pre-tanning agents, fatliquors and retanning products for all types of leather. New types of leather will be shown in chrome free- and waterproofing technology.
Stahl is a customer-focused company that specializes in providing high quality chemicals, dyes and coatings for leather, as well as flexible and non-flexible substrates for performance coatings, textiles and related products. Our products are applied in automotive, upholstery and fashion products, as well as in industrial applications. Stahl’s products have been well-recognized internationally for many decades already and enjoy an excellent reputation for quality. We take pride in providing a high level of technical service to our customers.
TANNIN CORPORATION

Contact: THOMAS O’DONNELL  
CEO

Address: 65 WALNUT STREET  
PEABODY, MA 01960

Phone: 978-532-4010

Fax: 978-532-5536

Email: Thomas.odonnell@tannincorp.com

Website: www.tannincorp.com

Category: CE

Tannin Corporation is a manufacturer of high quality products for use in all phases of the hide and leather manufacturing industry. Tannin Corporation is also the exclusive NAFTA distributor for BASF Leather Chemicals, offering an extensive product line for use in beamhouse/tanning based on sustainability and strong technical support.
US BANK

Contact: David Knack
Vice President - Global Trade Services

Address: Mail Code: BC-MN-H18Q
800 Nicollet Mall
Minneapolis, MN 55402

Phone: (612) 303-7379
Fax: (612)303-3940
Email: david.knack@usbank.com

U.S. Bank offers global trade financing, currency exchange risk mitigation, assistance with foreign banking relationships, and global account management. Whether you operate from a single location, multiple sites nationwide, or offices around the world, we can provide you solutions that meet your cash management needs.
WESTERN AG ENTERPRISES, INC.

Contact: Kevin Henderson
Vice President

Address: 120 Patton Rd
Great Bend, KS 67530

Phone: (800) 622-0896

Email: tarpks@cpcis.net

Category: AT
Trade Events

ASIA PACIFIC LEATHER FAIR
Hong Kong
(March 30 - April 1, 2016)
Asia Pacific Leather Fair Ltd
17/F China Resources Building
26 Harbor Rd, Wanchi Hong Kong
Tel: 852-2827-6211
Fax: 852-2827-7831
www.aplf.com
Contact: Josephine Lee

ALL CHINA LEATHER EXHIBITION
Shanghai, China
(Aug. 31 - Sept. 2, 2016)
Asia Pacific Leather Fair Ltd
17/F China Resources Building
26 Harbor Rd, Wanchi Hong Kong
Tel: 852-2827-6211
Fax: 852-2827-7831
www.aplf.com
Contact: Josephine Lee
WEBSITES

**United States Hide, Skin and Leather Association**
http://www.ushsla.org

**North American Meat Institute**
http://www.meatinstitute.org

**Animal Plant and Health Inspection Service**
http://www.aphis.usda.gov

**Foreign Agricultural Service**
http://www.fas.usda.gov

**FAS** (weekly export sales)

**Food Safety Inspection Service**
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MEMBERSHIP CHANGE FORM

All efforts are made to ensure that the USHSLA Membership Directory is accurate and up-to-date; however, if there is an error, please photocopy this page, complete the form, and fax it back to the Association office. The fax number is (202) 587-4300. The information will be entered into our membership system and will be updated in the 2017 USHSLA Membership Directory. Thank you for your assistance.

**Company Name:** ______________________________

**Address:** ____________________________________

**Phone:** ______________________________________

**Fax:** ________________________________________

**E-mail:** _____________________________________

**Web Site:** ___________________________________

**Contact:** ____________________________________

**Title:** _______________________________________

**Products:** ___________________________________

**Other Plant:** _________________________________

**Address:** ____________________________________

**Phone:** ______________________________________

**Fax:** ________________________________________

**Web Site:** ___________________________________

**E-mail:** _____________________________________

**Contact:** ____________________________________
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