



2015
Membership
Directory

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KEY

Membership Category

Regular Members

Processor	PS
Dealer	DE
Exporter.....	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 and skins 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

Jamie Zitnik, Texpac Hide & Skin Ltd.

Vice Chairman

Henry Bank, Bank Bros. & Son, Ltd.

Secretary

Chris Mullally, Mohawk Trading Co.

Term Ending 2015

**Henry Bank
David Grove
Chris Strait**

Bank Brothers & Son, Ltd.
Twin City Hide Company
Cargill Meat Solutions

Term Ending 2016

**Chris Mullally
Edward Park
David Seaver**

Mohawk Trading Co.
Rich International
JBS

Term Ending 2017

**Jamie Zitnik
Chad Robertson
Jay Jensen**

Texpac Hide & Skin Ltd.
Harland M. Braun Co.
Southwest Hide Company

STAFF

Stephen Sothmann

President

Jane Li

International Market Development Consultant

**UNITED STATES
HIDE, SKIN & LEATHER
ASSOCIATION**

**2015
SCHEDULE OF ACTIVITIES**

**Board of Directors Meeting
March 12, 2015
Washington, DC**

**36th Annual Meeting & Convention
Intercontinental Hotel
October 1-2, 2015
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@agribeeff.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.

Contact: **Howard Ganz**
President

Address: 335 Central Ave.
Lawrence, NY 11559

Phone: (516) 295-2400

Fax: (516) 295-4455

Email: hides@ajhollander.com

Website: www.ajhollander.com

Category: PS, DE, EP, TR

Products: CI, HC, BU, CW, RR, ST, HH,
KK, PS, SW, DG, MD

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 and Texas. 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.

Contact: Mark Bank
Barry Bank
Henry Bank
Ed Godsolve
Joshua Bank

Address: 100 Wingold Ave, Unit #7
Toronto, Ontario M6B 4K7
Canada

Phone: (416) 762-7771

Fax: (416) 762-0183

Website: www.bankbros.com

Email: mark@bankbros.com
bbank@bankbros.com
henry@bankbros.com
ed@bankbros.com
jbank@bankbros.com

Category: PS, BK

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

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 cowhides 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:

John Hochstein

Assistant Vice President Hides and Skins

Chris Strait

Hide Sales Manager

David Howell

Hide Sales Manager

Colleen Sweaney

Hide Logistics & Scheduling Beef

Sheila Perry

Hide Logistics & Scheduling Beef

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:

john_hochstein@cargill.com

chris_strait@cargill.com

david_howell@cargill.com

sheila_perry@cargill.com

colleen_sweaney@cargill.com

Category:

PA, EP

Products:

ST, WB, HC, CL, BU, CW, KK

Cargill is an international producer and marketer of food, agricultural, financial and industrial products and services. Founded in 1865, our privately held company employs 142,000 people in 66 countries. We help customers succeed through collaboration and innovation, and are committed to sharing our global knowledge and experience to help meet economic, environmental and social challenges. For more information, visit www.cargill.com.

CENTRAL INTERNATIONAL CO., LLC

Contact: **Del DeVos**
President

Address: P.O. Box 525, 1 Whitman Rd.
Canton, MA 02021

Phone: (781) 821-6545

Fax: (781) 821-6530

E-mail: del@centralinternational.com

Website: www.centralinternational.com

Category: EP, TR

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

Central International Co. LLC Hides Division, created in 1987, has become a substantial part of this 26 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 INTERNATIONAL, INC.

Contact: **Mike Whalen**
General Manager of Hides
Roger Donnell
Assistant General Manager and Sales

Address: 800 N. Atlantic Ave
Kansas City, MO 64116-4211

Phone: (816) 842-0815

Fax: (816) 842-9904

E-mail: Mwhalen@darlingii.com
Rdonnell@darlingii.com

Website: www.darlingii.com

Category: PS, EP, RE, DE, BK

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

Darling International Incorporated 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 cattleskins 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.

OTHER DARLING INTERNATIONAL HIDE
OPERATIONS:

GRIFFIN INDUSTRIES, LLC

Contact: **Jeff Miles**
General Manager

Address: 1120 Mehring Way
Cincinnati, OH 45203

Phone: (513) 721-2019

Fax: (513) 721-0974

E-mail: Jmiles@darlingii.com
Asuper@darlingii.com

Category: PS, BK, DE, RE

Products: HC, BU, CW, RR, ST, SW

SOUTHEAST HIDE

Contact: **Darrell Stodard**
General Manager

Address: P.O. Box 736
Quincy, FL 32351

Phone: (850) 875-2063

Fax: (850) 627-2091

Category: BK, DE

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: dlpeters9@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.

**DML INTERNATIONAL
TRADING INC.**

Contact: **Grace Wang**
Manager

Address: 149-30 22nd Ave
Whitestone, NY 11357

Phone: (646) 736-0682

Fax: (646) 786-4316

E-mail: dml2007@live.com

Category: EP

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.

EXCEL LEATHER LLC

Contact: **Amy Kunchome**
President

Address: 320 W 38th ST.
#2205
New York, NY 10018 USA

Phone: (201)887-1061

E-mail: info@excelleather.com
amy@excelleather.com

Category: EP
Products: HC, PS, WB, TG

GEORGE H. ELLIOTT COMPANY/ ELLIOTT HIDE COMPANY

Contact: **Kevin Ryan**
President

Address: 6502 Joliet Road
Suite F
Countryside, IL 60525

Phone: (708) 352-2122

Fax: (708) 352-9620

E-mail: sales@elliotthide.com

Category: PS, DE, EP, BK, RE

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

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.

Contact: **Mike Hamilton, *President***
Chad Robertson, *Vice President*
Roland Sebastian, *General Manager*
Rene Buckhammer, *Sales*
Gene Beenders, *Operations*
Paul Brill, *Traffic*
Brenda Ho, *Documentation*
Brian Jung, *CFO*

Address: 4010 Whiteside Street
Los Angeles, CA 90063-1617

Phone: (323) 263-9275

Fax: (323) 263-7648

E-mail: sales@braunexp.com

Website: www.braunexp.com

Category: BK, EP, DE, PS, TR

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

Harland M. Braun & Co. has been marketing North American hides and skins to tanners for over 57 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/.

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.

LONESTAR HIDES AND SKINS INC.

Contact: **AQIL K. AHMED**
President

Address: 5356 PRUDENCE DRIVE
HOUSTON, TX 77045

Phone: +1 (713)541-0244

Email: INFO@LONESTARHIDES.COM

Website: WWW.LONESTARHIDES.COM

Category: PS, DE, EP, PA

Products: SK, DG

LSHS SPECIALIZES IN PROCESSING AND EXPORTING PREMIUM QUALITY GOAT AND SHEEP SKINS TO TOP TANNERIES AROUND THE WORLD. ALL SKINS ARE TREATED AND STORED TO MAXIMIZE THE QUALITY AND ADD VALUE TO THE PRODUCT. OUR SKINS ARE MOST SUITABLE FOR SHOES, GARMENT NAPPA AND DOUBLE FACE PRODUCTS.

MARUBENI AMERICA CORPORATION

Contact: **Shinji Kubotai**

Address: 515 South Figueroa Street
Suite 2000
Los Angeles, CA 90071

Phone: (213) 972-2707

Fax: (213) 688-7462

Email: Kubota-S@na.marubeni.com

Category: DE

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.

PACIFIC COMMODITY EXCHANGE CORPORATION ("PCEC")

Contact: **Paul Cambria**
Manager

Address: 4475 US Hwy 1 South
Suite# 101
St Augustine, FL 32086

Phone: (904) 687-0588

Fax: (866) 687-0013

Email: info@pcec.asia and info@hides.us

Website: www.pcec.asia and www.hides.us

Category: TR, BK, EP, DE

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 21 years. We look forward to starting an integrity based relationship with those of you we do not know yet.

NATIONAL BEEF PACKING COMPANY

Contact: **Robert Hein**
*Senior Vice President/General Manager,
Leather Division*

Address: 205 Florence Road
St. Joseph, MO 64504

Phone: (816) 236-1601

Fax: (816) 279-1340

Email: robert.hein@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

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Liberal, Kansas

Address: 1501 E. 8th Street
Liberal, KS 67901

Mail: P.O. Box 978
Liberal, KS 67905-0978

Phone: (620) 338-4208

Fax: (620) 338-4335

AND

Dodge City, Kansas

Address: 2000 E. Trail
Dodge City, KS 67801

Mail: P.O. Box 539
Dodge City, KS 67801

Phone: (620) 338-4208

Fax: (620) 338-4335

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 INTL, LLC

Contact: **Leon Tolbert**
Managing Member

Address: P.O. Box 13513
Green Bay, WI 54307-3513

Phone: (888) 588-3009

Fax: (888) 588-3009

E-Mail: sales@northwoodsinternational.com

Website: www.northwoodsinternational.com

Category: EP, BK, TR, PS, DE

Products: HC, BU, CW, ST, SW, WB

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

Contact: **Jeffrey R. Sternfeld**
President
Jon Victor
Vice President

Address: 25 Washington Lane, Suite 6A
Wyncote, PA 19095

Phone: (215) 886-2400

Fax: (215) 886-9487

E-mail: qchide.co@verizon.net

Category: BK, EP, TR

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

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: **Constantin Rosu**
Director, Hides and Leather
Kelly Montonati
Business Development and Procurement

Address: 2099 Badgerland Dr.
Green Bay, WI 54303

Mail: P.O. Box 10067
Green Bay, WI 54307-0067

Phone: (920) 494-5233

Fax: (920) 491-1049

E-mail: info@animax.com

Website: www.sanimax.com

Category: PS, EP, RE, DE, BK

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

Our Vision

We are the 3R: Reclaim-Renew-Return

Our Mission

We provide environmental solutions and added value to the agri-food industry. We offer Wet-Salted, Wet Blue, Wet White hides and Splits for shoe, automotive, furniture, garment, handbag, and other leather goods. Our hides are from Northern USA.

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,
PS, SW, 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

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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
Tom 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
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 35,000 cattle hides each week. We have two tanneries located in St Paul, MN and Waterloo, IA, with a combined capacity of about 10,000 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

Contact: **C. Kelly Meine**
President
Michelle Kim
Sales

Address: 2125 Oak Grove Road, Suite 121
Walnut Creek, CA 94598

Phone: (925) 935-9550

Fax: (925) 935-9589

E-Mail: sales@unionhide.com

Website: www.unionhide.com

Category: PS, DE, EP

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

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.

Contact: **Richard McCormack**
Manager

Address: P.O. Box 2110
Lethbridge, AB
T1J 4K6
Canada

Phone: (403) 328-1336

Fax: (403) 327-8461

Email: RMcCormack@wcurl.com

Category: RE

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

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.

Contact: **Barbara Grodzins**
President

Address: 1555 N. Sandburg Terrace
Suite 503
Chicago, IL 60610

Phone: (312) 953-5287

E-mail: bgrodzins@rcn.com

Category: BK

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

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

3 RIVERS TRANSPORTATION

Contact: **Dan Taylor**
Broker/Director

Address: P.O. Box 3410
Sioux City, IA 51102

Phone: (712) 252-1800

Fax: (712) 252-2892

E-mail: dant3rivers@evertek.net
Cris3rivers@evertek.net

Category: TR

AKINS INTERNATIONAL, INC.

Contact: **Lynn Akins**
President

Address: 121 E. Commercial Street
Unit C
Wood Dale, IL 60191

Phone: (630) 694-0800

Fax: (630) 694-0900

E-mail: lynnaakins@aol.com

Category: TR

International freight forwarder specializing
in the export of hides and skins.

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 show 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

Contact: **Gina Swanson**
Raw Materials Procurement

Address: 2445 Port Neal Road
Sergeant Bluff, IA 51054

Phone: 712-943-0310

Fax: 712-943-0324

E-mail: Gina.Swanson@gelita.com

Website: www.gelita.com

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 Gallagher**
President/CEO
Lisa Gallagher
Chief Operating Officer/CFO
Daniel Gallagher III
Vice President of Plant Operations
Candida Fernandez
Shipping & Office Manager

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Phone: (978) 465-3791
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: Rue Gaston Michel
Mariani, Carrefour
Port-Au-Prince, Haiti
Cell Phone: (509) 3448-1347

HERMANN OAK LEATHER COMPANY

Contact: Shep Hermann
President

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Phone: (314) 421-1173

Fax: (314) 421-6152

E-mail: hold@hermannoakleather.com

Category: TA

HIDENET.COM

Contact: Don Ohsman
President

Address: 23355 No 91st Place
Scottsdale, AZ 85255

Phone: (480) 948-1576
Fax: (480) 948-9980
E-mail: don@hidenet.com
Website: www.hidenet.com

Category: Publication

Products: Domestic and International
Hide Market Reports

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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Phone: (828) 719-6700

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: **Susan Fu**
Marketing Director

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Heshan City, Guangdong Province
China

Phone: +86-750-8313280
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E-mail: susan@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 CO.

Contact: Gary Gagnon
Address: 1123 W. Washington Blvd.
Chicago, IL 60614
Phone: (816) 279-8889
Fax: (312) 773-2561
E-mail: gary@thejacobsen.com
Website: www.thejacobsen.com
Category: Publication
Products: Daily Hide Market Report and
Weekly International Hide Report and
Price Guide

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 Limites

Contact: **Adrian Li**
Chairman

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

Phone: +85294732288

Fax: +85294732288

Email: al@lithide.com

Website: www.leatherteq.com

Leatherteq Limited developed and patented an innovative product known as Litehide, a salt free preserved 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.

THE MAXFIELD REPORT

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

Address: 2614 Wilde
Sergeant Bluff, IA 51054

Phone: (712) 943-3210

Cell: (712) 490-3666

Email: ken@themaxfieldreport.com

Skype: hideman51054

Website: www.themaxfieldreport.com

Category: Publication/Market Service

Products: Daily US Hide Market Report & Weekly
World Hide Market Report

The industry’s most accurate and comprehensive market report covering cattle hides and leather from the United States and around the globe. Our Editor-in-Chief is recognized by his peers as one of the industry’s leading authorities on cattle hides, bringing nearly 25 years of experience to the 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 USA

Contact: **Alexander Campbell**
Business Director

Address: 13 Corwin Street
Peabody, MA 01960-5107

Phone: 978-968-1382

Website: www.Stahl.com

Email: alexander.campbell@us.stahl.com

Category: CE

Products: CE

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 beam-house/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: **Rod Tuinstra**
Vice President

Address: 8121 West Harrison St.
Tolleson, AZ 85353

Phone: (800) 347-8274

Fax: (623) 907-4100

Email: rod@westernag.com

Category: AT

Other Contact

Contact: **Kevin Henderson**

Address: 120 Patton Rd
Great Bend, KS 67530

Email: tarpks@cpcis.net

Trade Events

ASIA PACIFIC LEATHER FAIR

Hong Kong

(March 31 - April 1, 2015)

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

(Sept. 2 - 4, 2015)

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.ushsa.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)

<http://www.fas.usda.gov/export-sales/hidesfax.htm>

Food Safety Inspection Service

<http://www.fsis.usda.gov/index.htm>

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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 2016 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: _____



**UNITED STATES HIDE, SKIN & LEATHER
ASSOCIATION**

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