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**Annual marketplace features new local products**

*Retailers and artisans to gather for Adirondack Buyer Days trade show*

SARATOGA SPRINGS, NY — New styles of earrings. New scents for bath soaps. New flavors of hot sauce. Artisan makers from around the Northeast will showcase their newest and most exciting products at the Adirondack Buyer Days trade show later this month.

The Adirondack North Country Association (ANCA) will present its 33rd annual [Adirondack Buyer Days](#) on March 25 and 26 at the Saratoga Springs City Center in Saratoga Springs. The event is the only wholesale trade show in New York State devoted to handmade and locally sourced artisan products. This year's show will feature products created by nearly 100 artisans from northern New York and New England.

Marge and Dave Randles, owners of Argyle Cheese Farmer, will be among this year's vendors. The Randles started their dairy products business at their family farmstead in Argyle, NY in 2007. Their team now sells products at three local farmers' markets, their farm store in Argyle and its online store, retail stores in the capital district and to several distributors in the lower Hudson Valley and New York City. Milk in their products is sourced from their family farm and a neighboring farm.

"We're looking forward to connecting with new audiences and different types of businesses," said Marge. "We've built up our wholesale product line over years to include cheese, traditional yogurt, Greek yogurt, buttermilk and value-added gift products. So we're in a good position to expand our wholesale markets and get our products into more communities."

Argyle Cheese Farmer's newest product? "Cheesecake in a Jar." The ready-to-eat dessert is frozen to maintain a six-month shelf life in retail shop freezers. Baked and packaged in eight-ounce jars, the treat is perfect for a single serving.

"It is a simple, clean product," said Marge. The cheesecake's main ingredients include award-winning Greek yogurt and Quark — an Eastern European cheese that is similar to cream cheese, but lower in fat.

The Cheesecake in a Jar will be among a variety of new products featured in the Adirondack Buyer Days "New Product Contest." This year's contest will include specialty foods, home furnishings, textiles, stationery, jewelry, pet products and more. Attending retailers vote on the best new products throughout the two-day show, and winners are announced following the event.

"I started coming to Buyer Days 23 years ago when I first opened my shop, and I've been coming back ever since. I'm always impressed with the variety and quality of products at the show," said Laurie Prescott Arnheiter, owner of Hudson River Trading Co. in North Creek, NY. "It provides a nice combination of returning vendors and new faces. Every year there are new products as well as ones that have been improved or expanded upon in fun and creative ways.

"With the opening of our new market — 'The Hungry Crow' — I will be especially interested in the locally sourced and prepared food products," she said. The Hudson River Trading Co.'s Adirondack Country Store is located in a renovated historic livery and specializes in rustic and farmhouse style Adirondack products including furniture, lighting, housewares, jewelry, bath products and clothing.

"The authenticity of these products really resonates with people," said Lauren Richard, ANCA Artisan Programs Coordinator. "It's inspiring to see so much talent under one roof and to see artisan entrepreneurs building relationships with retailers who understand the appeal and demand for these high quality products. These connections ultimately help build stronger local economies and the jobs that are important for rural economic resiliency."

This year's show will also feature two presentations by Danielle Delaini, Program Coordinator for the [Center for Businesses in Transition](#) partnership and Matthew Courtright, President and Chief Executive Officer for the Ticonderoga Area Chamber of Commerce, who also serves as a community liaison for the partnership. The Center launched in January 2019 to address the loss of area businesses by providing matchmaking services with potential buyers, access to planning tools and connections with existing services.

Delaini and Courtright will speak about the tools and resources the Center provides for northern New York businesses. The presentations will also highlight transitioning businesses in the North Country that may be of interest to attending artisans and retailers.

Buyers may place wholesale orders directly with vendors at the event. Cash and carry purchasing will be available with some vendors. Buyer registration is free: [www.adirondack.org/adirondack-buyer-days](http://www.adirondack.org/adirondack-buyer-days).

For more information about Adirondack Buyer Days, contact ANCA's Artisan Programs Coordinator Lauren Richard at [lrichard@adirondack.org](mailto:lrichard@adirondack.org) or (518) 892-6200.

[ANCA](#) is an independent nonprofit organization growing the New Economy in northern New York. Using an integrated approach to sustainable economic development and prosperity where economic health, community vitality and ecological stewardship are equally important outcomes, ANCA focuses on creating opportunity for people with diverse backgrounds, experience and education levels.

**Attached:**

**One (1) PDF document and one (1) photo**

*Photo courtesy of Argyle Cheese Farmer: Dave and Marge Randles, owners of Argyle Cheese Farmer, will be exhibiting specialty food products at the 2019 Adirondack Buyer Days trade show in Saratoga Springs.*

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