



NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS, INC.

National  
Association  
of Flour  
Distributors

2017-2018

Cooperation Between Manufacturers & Distributors Through  
Mutual Understanding

Membership  
[www.thenafd.com](http://www.thenafd.com)



## NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS, INC.

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The National Association of Flour Distributors (NAFD) was formed in 1919. Our organization is comprised of flour and bakery products distributors and suppliers from throughout the USA, Canada, Jamaica and the Dominican Republic. Distributor members purchase over \$2 Billion of bakery ingredients and products each year and are represented by owners and officers from both single facility independent distributors and distributors with multiple distribution facilities. In addition, Allied (Supplier) members, national, regional and local, are valuable members and contributors to the NAFD. Miller (flour) members include representatives from all major flouring milling companies in the USA. A list of companies that have member representatives can be found on page six. If you are a distributor or if you already do or want to do business with any of the NAFD distributors, you should join our association of industry leaders.

Membership is based upon the individual, therefore, many companies have multiple members. Members receive an annual **Membership Directory**; our publication **The Flour Distributor** semi-annually; the ability to attend the **NAFD Annual Convention** which includes industry specific, leadership and economic business programs, as well as, the opportunity to meet and share ideas with top leaders in our industry and supply chain. Through the NAFD, members also become affiliated with the **National Association of Wholesaler-Distributors (NAW)**, which offers numerous educational and business benefits. In addition, each member receives electronically, **The Kiplinger Letter** weekly and **Kiplinger's Personal Finance Adviser** monthly.

Those who have joined us at our annual convention have found the cost of attendance is immensely exceeded by the value. Where else can one meet in a business and social environment with the top leaders in our industry in one forum? One supplier estimated that it would take him almost \$50,000 in travel to have this much opportunity, assuming he could even get the contact. As an industry leader, we hope you will choose to join other baking products manufacturer and distributor leaders who find great value in and contribute to our organization.

### **MEMBERSHIP**

The board shall have the authority to categorize each member according to his/her employer's focus and/or their roles within their employer's organization. At the discretion of the board, this classification may be used to set the rights and responsibilities of each member

## **Member Categories**

- Distributors – A person classified as a distributor is one who spends 51% or more of his/her time, and/or whose business unit enjoys 51% or more of its revenues, from re-selling bakery-related products to non-consuming customers.
- Millers – A person classified as a miller is one who is employed by a company, or segment of a company, that employs the milling process of wheat as the basis for 51% or more of its revenue.
- Allied – Allied members are those who, as a focus of their business, sell goods and/or services to the baking industry but are not millers or distributors, as defined above.
- Retired - Any NAFD member in good standing who retires from, or otherwise leaves, the baking industry and its allied industries. Should a retired member re-enter the industry, he/she must re-apply for membership according to his/her new employment status.
- Membership is from August 1st through July 31<sup>st</sup> (NAFD Fiscal Year)
- **A membership is for an individual** – not company. Companies are encouraged to have multi-members.

A previous NAFD member who has missed more than one year as a member, must resubmit for approval as a new member.

## **OUR MISSION**

The Mission of the NAFD is to serve the interests of its members who are engaged in the flour industry and those companies allied thereto by providing educational, professional, and networking opportunities by:

- Holding meetings and conferences for the mutual improvement and education of its members.
- Developing and encouraging the practice of high ethical standards among members serving our industry.
- Collecting and disseminating information helpful to its members.
- Exchanging and compiling information with respect to all new laws and other local and legislative developments at the state and local level which affect our industry.
- Providing opportunities for the exchange of ideas and information concerning the flour industry for study and discussion.

Each of these activities substantially contributes to the success of our members and the accomplishments of the NAFD and provides the mechanism for future activities.

## **PURPOSE**

The purposes of this organization are to foster trade and commerce and the interests of those having a common trade, business, financial or professional interest, to secure freedom from unjust or unlawful exaction's, to procure uniformity and certainty in the customs and usage's of trade and commerce, and of those having a common trade, business, financial or professional interest; to settle and adjust differences between its members and others, and to promote a more enlarged and friendly intercourse among businessmen to advance the civic, commercial, industrial and agricultural interest of the territory where the corporation is situate and of the territories of its various members; to promote the general welfare and prosperity of such territories and to stimulate public sentiment to those ends; to provide such civic, commercial, industrial, agricultural and social features as will promote these purposes; and to do any other act or thing incidental to or connected with the foregoing purposes or in advancement thereof.

## **ANNUAL CONVENTION**

In 2018, we will be celebrating our 99<sup>th</sup> annual convention, Wednesday - Sunday the week following Mother's Day.

- May 2 – 6, 2018 - **Bacara Resort & Spa**, Santa Barbara, California
- May 15 – 19, 2019 - **Grand Cayman Seven Mile Beach Resort & Spa**, Grand Cayman Island

## **OPPORTUNITY & VALUE**

### Distributor

#### Forum for Discussion and Learning

- Procedures
- Processes
- Problem Resolution
- Regulations
- Technology
- Training
- Industry Issues
- Relationships

### Supplier

#### Forum for Opportunity

- Principals & Executives
- Rapport Outside the Office
- The Human Relationship
- Learning What Makes a Distributor Successful
- Sharing Ideas
- Problem Resolution at the Highest Level

### NAFD Challenge

#### Fulfill the Mission:

- Educate
- Stimulate

- Participate  
Improve our industry
- Spread the Word of the NAFD Opportunity and Success

## DISTRIBUTOR LOCATIONS

**DISTRIBUTORS (40 Companies with Over 70 Locations and Over \$2 BILLION in Ingredient and Product Purchases)**



## NAFD Board of Directors & Committees

### CHAIRMAN OF THE BOARD

THEODORE P. HEIM JR.  
Dear Park, NY

### OFFICERS

STEVE TARDELLA – President  
Chicago, IL

MARK R. MUNROE – 1st Vice President  
Greenville, WI

NICHOLAS DEPALMA – 2nd Vice President  
North Bergen, NJ

ASHLEY KOERNER-TURNER - Secretary/Treasurer  
New Orleans, LA

## **BOARD OF DIRECTORS**

### **OFFICERS**

**Steve Tardella**  
**Mark R. Munroe**  
**Nicholas DePalma**  
**Ashley Koerner-Turner**

### **IMMEDIATE PAST PRESIDENTS**

**Philip S. Zilka**  
Belle Vernon, PA

**Erin M. Ruhl**  
Hanover, MD

**Theodore (Ted) Heim, Jr.**  
N. Lindenhurst, NY

### **ALLIED REPRESENTATIVE**

**John Johansen**  
Saddle Brook, NJ

### **MILLER REPRESENTATIVE**

**Karen F. Horton**  
Troy, NY

### **ELECTED BOARD MEMBERS**

**J. Gerard Burns**  
St. Louis, MO

**Ernest G. Brehm, Jr.**  
Yonkers, NY

**Ted Lentz**  
Reading, PA

**Eric Metzendorf**  
Jackson, MI

**Robert A. Olender**  
Jackson, MI

**Scott W. Panton**  
Taunton, MA

**R. David Scruggs, Jr.**  
Little Rock, AR

**Anthony J. Fodera**  
Corona, NY

**John D. Traynor**  
Hamilton, ONT, Canada

### **2017 - 2018 STANDING COMMITTEES**

**Executive – Steve Tardella**, Mark Munroe,  
Nicholas DePalma, Ashley Koerner-Turner, Theodore  
Heim Jr.

**Nominating – Philip Zilka Jr.**, Erin Ruhl,  
Theodore Heim Jr.

**Finance & Audit – Eric Metzendorf**

**Membership & Publicity – Nicholas  
DePalma**, David Scruggs Jr., John Traynor, Karen  
Horton, Gerard Burns, John Johansen, Jeffrey Barnhart

**Government Regulations & Trade Practices**  
– **Eric Metzendorf**, John Sonderegger

**Constitution & By-Laws – Ernest Brehm,  
Jr.**, Ted Lentz, Linda Tritto

### **OTHER COMMITTEES**

**Material Handling – Scott Panton**, Rich Wise,  
Alan Gardner

**Liaison to NAW – Eric Metzendorf &  
Theodore Heim, Jr.**

**Trade Journals – John Sonderegger**

**Convention Site – Steve Tardella**, Mark  
Munroe, Nicholas DePalma, Ashley Koerner-Turner,  
Ted Heim Jr.

**Technology – Ashley Koerner-Turner**

**Education – Eric Metzendorf**

**Historical – Timothy Dove**

For additional Information contact:

***ASSOCIATION EXECUTIVE***

**Tim Dove**

Association Services USA

5350 Woodland Place, Canfield, OH 44406

Phone: (330) 718-6563 Fax: (877) 573-1230

E-mail: [timdove51@gmail.com](mailto:timdove51@gmail.com)

**NAFD FISCAL YEAR - AUGUST 1 – JULY 31 Dues Payable by August 31**

**NAFD MEMBERSHIP DUES - \$325 PER YEAR**

**MEMBERSHIP APPLICATIONS ARE AVAILABLE AT:**

**[www.THEnafd.com](http://www.THEnafd.com)**

# NAFD Representation by Company Affiliation

## **DISTRIBUTORS (37 Companies** **with over 70 Locations and over** **\$2 BILLION in Ingredient and** **product purchases)**

A. Oliveri & Sons, Inc.  
Batory Foods  
Behrhorst & Crawford, Ltd.  
Bono Burns Dist., Inc.  
Capitol Food Company  
Colony Foods Inc.  
Central Baking Supplies Inc.  
Colony Foods Inc.  
Commercial Associates Ltd  
CSM Bakery Solutions  
David Rosen Bakery Supplies  
Dawn Food Products Inc.  
Fodera Foods  
George R. Ruhl & Son, Inc.  
H.F. Scruggs Co., Inc.  
Inter-County Bakers, Inc.  
John E. Koerner & Co., Inc.  
Johnson Brothers Bakery Supply  
KB Ingredients LLC  
Lentz Milling Company  
L. V. Lomas Limited  
Maple Leaf Foods  
NTD Ingredientes  
Otto Brehm, Inc.  
Perkins Company  
Puratos Bakery Supply  
Rohtstein Corporation  
Sidco Food Distributors  
Siegel Egg Co  
South Holland Paper Co  
SBS Foods Inc.  
Tardella Foods, Inc.  
Traynor's Bakery Wholesale  
Valente Yeast Company, Inc.  
Valley Cooperative Association

Zilka & Co. Bakery Supplies

**Your Company Can be Added Here**

## **SUPPLIERS and OTHER** **ALLIED**

Abel & Schafer, Inc.  
Acosta Marketing & Sales  
Advantage Solutions  
Agricor, Inc.  
AIB International  
American Almond Products Co, Inc.  
Association Services USA  
Bake 'n Joy Foods, Inc.  
Barry Callebaut  
Byrnes & Kiefer Co.  
Caruthers Raisin Packing Co., Inc.  
Clabber Girl  
Corporate Alternatives  
Corbion  
Chris's Cookies  
CSM Bakery Solutions  
Dawn Food Products Inc.  
Domino Foods, Inc.  
Dakota Blenders Inc.  
Efco Products, Inc.  
Fruit Fillings Inc.  
General Mills/Pillsbury  
Gold Star Transportation  
Guittard Chocolate Company  
IFC Products Inc.  
I. Rice & Co. Inc.  
International Bakers Services  
International Foods & Ingredients  
Lallemand-American Yeast Sales  
Lawrence Foods Inc.  
Legacy Foodservice Alliance  
Lesaffre Yeast Corporation  
Malt Products Corporation  
Michael Foods

Paul Esposito, Inc.  
Prime Pastries  
Puratos  
Rich Products Corp / Flavor Right  
Santini Foods Inc.  
Satin Fine Foods  
Sesotle  
Southern Champion Tray, LP  
Sosland Publishing Company  
Stratas Foods  
The PROgram  
The Hemisphere Group, Inc.  
Ultra Trading International LTD  
Valores Alimenticios of America  
Ventura Foods, LLC  
W. A. Cleary Products  
W.B. Confectionaries  
Win-Win Brokerage  
**Your Company Can be Added Here**

## **FLOUR MILLS**

ADM Milling Company  
Ardent Mills  
Bay State Milling Company  
Firebird Artisan Mills  
General Mills  
Grain Craft  
Giusto's Specialty Foods, LLC  
King Arthur Flour Company  
Miller Milling  
North Dakota Mill  
Panhandle Milling  
**Your Company Can be Added Here**

If you know of a company that should be represented in the most dynamic organization in our industry, please give them an application or have them call Tim Dove @ 330-718-6563 or e-mail [timdove51@gmail.com](mailto:timdove51@gmail.com)



## **Testimonials**

*"My 15 years as a member of the NAFD has not only provided me with access to the top decision makers in our industry, but also the opportunity to grow strong personal relationships with these leaders. The experiences and knowledge that I have gained through the NAFD have been invaluable to the growth of my family owned business. Being a member has not only benefitted me professionally but also personally through the friendships I have built."*

**Erin Ruhl**  
**Vice President**  
**George R. Ruhl & Son, Inc.**  
**Hanover, MD**

*"I've been a member of the NAFD for over 30 years. The annual NAFD convention brings together leaders from distributors, flour millers and other prominent suppliers to the baking industry. Through my participation along with members of my leadership team, we've fostered long-standing business relationships, and developed deeper understandings of the challenges and opportunities in our industry. I've always come away from the annual meeting with new information and ideas that help to drive our business forward."*

**Eric Metzendorf**  
**President – Distribution**  
**Dawn Food Products Inc.**  
**Jackson, MI**

*"The NAFD is a special organization. It has been successful for so many years because it is based on friendship, friendship between distributors, both non-competitors and competitors, friendship with industry representatives and friendship between families. Maybe the family friendships are the secret, because the spousal participation is a unique aspect of the NAFD. It provides a relaxed social atmosphere where business gets done with a handshake and a smile. When Linda and I attended our first convention we were heartily greeted and included in every activity. We quickly discovered that our business was not unique and was a mirror image of the other distributors in attendance. We all had similar problems with trucks, computers, sales compensation, etc. Everyone openly discussed problems and solutions down to the minor detail --- priceless information that a consultant could never provide. And nothing has changed over the years. We still have open discourse about our ever changing business challenges. Again---priceless."*

**Earl Koerner**  
**Chairman**  
**John E. Koerner & Co., Inc.**  
**New Orleans, LA**

*"Efco has been a member of the NAFD for many years. The annual conference is without a doubt a can't miss event where you have the chance to develop lasting business and personal relationships. The opportunity to meet with industry leaders to share ideas has paid dividends far greater than the cost of attendance. If you are in the baking industry you should be a member of this organization."*

**David Miller**  
**VP Sales & Marketing**  
**Efco Products, Inc.**  
**Poughkeepsie, NY**

*"At Ardent Mills, we are committed to supporting the National Association of Flour Distributors, and the benefits that it provides. As a member for over 25 years, the relationships, contacts and business information that has been provided was extremely valuable to our company. I would recommend membership to any supplier within the industry."*

**Peter Bisaccia**  
**Sr. Director of Sales**  
**Ardent Mills**

Yorktown Heights, NY

*"I have been attending the NAFD conventions since 1995. I have always felt the organization has benefited our business by creating an environment to network with customers and others within the baking industry. The conventions have allowed me more insight into the industry. The meetings are informative and have given me valuable information that I can bring back to benefit our business. I would recommend this organization to anyone who is involved in flour milling, bakery suppliers and distributors."*

**Steve Sannes**

**North Dakota Mill**

*"NAFD allows us to meet in one location with industry leaders from across the country. The great dynamics of millers and distributors in one place not only helps King Arthur Flour foster relationships, it helps remind us all that we are in this together to serve our mutual customers. I am always pleased at the high quality of speakers at the conference and the help the organization provides year around."*

**Michael Bittel**  
**Senior Vice President/General Manager, Flour**  
**King Arthur Flour Company**  
**White River Junction, VT**

# ***National Association of Flour Distributors Inc.***

## **2017-18 Membership Application**

### **Invoice**

**Name of Applicant:**

Last Name \_\_\_\_\_  
First Name \_\_\_\_\_  
Middle Initial \_\_\_\_\_  
Company \_\_\_\_\_  
Title \_\_\_\_\_

**Name of Significant Other: (printed in Directory)**

Last Name \_\_\_\_\_  
First Name \_\_\_\_\_  
Website: \_\_\_\_\_

**Mailing Address:**

Street \_\_\_\_\_  
City \_\_\_\_\_  
State \_\_\_\_\_ Zip \_\_\_\_\_  
Country \_\_\_\_\_  
Phone \_\_\_\_\_ Ext \_\_\_\_\_  
Mobile Phone \_\_\_\_\_  
E-Mail Address \_\_\_\_\_

**Alternate Address: Business/Home (if different):**

Street \_\_\_\_\_  
City \_\_\_\_\_  
State \_\_\_\_\_ Zip \_\_\_\_\_  
Country \_\_\_\_\_  
Phone \_\_\_\_\_  
Fax \_\_\_\_\_

**Business Category (check one):**

- ☐ Distributor ☐ Other (Describe) \_\_\_\_\_  
☐ Allied/Supplier \_\_\_\_\_  
☐ Flour Miller \_\_\_\_\_  
☐ Retired \_\_\_\_\_

**Please Identify Your Status (check one):**

- ☐ 2016-17 Member Renewing Membership  
☐ First Time Member  
☐ Honorary Member  
☐ Previous Member  
(Renewing after lapse in membership)

**DUES:**

\$325.00 (Payable in U.S. dollars)

**PLEASE MAKE CHECK PAYABLE TO:**

**NAFD** (Fed ID#: 39-6091438)

*(NAFD is not set-up to accept credit card payments)*

**MAIL PAYMENT & APPLICATION TO:**

NAFD  
5350 Woodland Place  
Canfield, OH 44406  
USA  
Fax: 877-573-1230

**MEMBERSHIP**

"The board shall have the authority to categorize each member according to his/her employer's focus and/or their roles within their employer's organization. At the discretion of the board, this classification may be used to set the rights and responsibilities of each member." Fiscal year and membership is from August 1st through July 31<sup>st</sup>. Dues are payable by August 31<sup>st</sup> each year. Late payment may result in exclusion from the NAFD Membership Directory which is printed in the fall. There are no partial year or prorated memberships

**ANNUAL CONVENTION**

Don't forget to mark your calendar for the 2018 convention at Bacara Resort & Spa, Santa Barbara, California; **May 2** - 6, 2018.

**This is your invoice and receipt**