



NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS, INC.

National
Association
of Flour
Distributors

2017

Cooperation Between Manufacturers & Distributors Through
Mutual Understanding

Membership
www.thenafd.com



NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS, INC.

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

Any individual engaged in the Flour Industry, or allied thereto, may become a member of this corporation. Membership is from August 1st through July 31st.

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 2017, we will be celebrating our 98th annual convention.
Wednesday - Sunday the week following Mother's Day.

- May 17 – 21, 2017 - **The Breakers**, Palm Beach, Florida
- 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)



NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS

CHAIRMAN OF THE BOARD

Robert A. Olender
Jackson, MI

OFFICERS

Philip S. Zilka Jr. – President
Monessen, PA

Steve Tardella – 1st Vice President
Chicago, IL

Mark R. Monroe – 2nd Vice President
Greenville, WI

Nicholas DePalma - Secretary/Treasurer
North Bergen, NJ

IMMEDIATE PAST PRESIDENTS

Dominic S. Valente
Maspeth, NY

Erin M. Ruhl
Hanover, MD

Theodore P. Heim Jr.
North Lindenhurst, NY

ALLIED REPRESENTATIVE

John Johansen
Saddle Brook, NJ

MILLER REPRESENTATIVE

Karen Horton
Troy, NY

ELECTED BOARD MEMBERS

Ernest G. Brehm, Jr.
Yonkers, NY

Robert A. Olender
Jackson, MI

R. David Scruggs, Jr.
Little Rock, AK

Ashley Koerner Turner
New Orleans, LA

Ted Lentz
Reading, PA

J. Gerard Burns
St. Louis, MO

John D. Traynor
Hamilton, Ontario, CA

Scott W. Pantone
Taunton, MA

Eric Metzendorf
Jackson, MI

STANDING COMMITTEES

Executive – **Phillip S. Zilka Jr.**, Steve Tardella, Mark Munroe, Nicholas DePalma, Robert A. Olender

Financial & Auditing – **Ashley Koerner-Turner**

Membership & Publicity – **Mark R. Munroe**, Ashley Koerner-Turner, Karen Horton, John Johansen, John Traynor, Jeffrey Barnhart, David Scruggs Jr.

Constitutions & By-Laws - **Ernest G. Brehm, Jr.**, Ted Lentz, Linda Tritto

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

Nominating – **Dominic S. Valente**, Erin M. Ruhl, Ted P. Heim Jr., Robert A. Olender

Other Committees

Trade Journals – **John Sonderegger**

Material Handling – **Eric Metzendorf**, Rich Wise, Alan Gardner

Liaison to NAW – **Eric Metzendorf & Ted Heim Jr.**

Convention Site – **Phillip S. Zilka Jr.**, Steve Tardella, Mark Munroe, Nicholas DePalma, Robert A. Olender

Historical – **G. 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

NAFD FISCAL YEAR - AUGUST 1 – JULY 31

Dues Payable by August 31

NAFD MEMBERSHIP DUES - \$325 PER YEAR

NAFD Representation by Company Affiliation

DISTRIBUTORS (40 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.
CSM Bakery Solutions
Colony Foods Inc.
Commercial Associates Ltd
Central Baking Supplies Inc.
C.O Nolt Bakery Supplies
CSM Bakery Solutions
David Rosen Bakery Supplies
Dawn Food Products Inc.
Fodera Foods
George R. Ruhl & Son, Inc.
Hillcrest Foods, Inc.
H.F. Scruggs Co., Inc.
International Food Products
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 Ingredients
Otto Brehm, Inc.
Perkins Company
Puratos Bakery Supply
Rohtstein Corporation
Sidco Food Distributors
Siegel Egg Co
South Holland Paper Co
Sparta Food Distributors
SBS Foods Inc.
Tardella Foods, Inc.

Traynor's Bakery Wholesale
Valente Yeast Company, Inc.
Valley Bakers Cooperative Assoc.
Zilka & Co. Bakery Supplies

Your Company Can be Added Here

SUPPLIERS and OTHER
ALLIED

Abel & Schafer, Inc.
Acosta Marketing & Sales
Agricor, Inc.
American Almond Products Co, Inc.
Association Services USA
BDNA/Legacy Foodservice Alliance
Bake 'n Joy Foods, Inc.
Bakers Elements/Bay State
Barry Callebaut
Byrnes & Kiefer Co.
Corbion - Caravan Ingredients
Caruthers Raisin Packing Co., Inc.
Clabber Girl
CSM Bakery Solutions
Dawn Food Products Inc.
Domino Foods, Inc.
Eatem Foods Company
Efco Products, Inc.
Fruit Fillings Inc.
General Mills/Pillsbury
Guittard Chocolate Company
J & K Ingredients
IFC Products Inc.
I. Rice & Co. Inc.
International Foods & Ingredients
J & K Ingredients
Lallemand-American Yeast Sales
Lawrence Foods Inc.
Lesaffre Yeast Corporation
Malt Products Corporation
Michael Foods

Paul Esposito, Inc.
Prime Pastries
Puratos
Rich Food Products
Southern Champion Tray, LP
Sosland Publishing Company
The PROgram
TMC Global
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
Dakota Blenders Inc.
General Mills
Grain Craft
Giusto's Specialty Foods, LLC
King Arthur Flour Company
Miller Milling
North Dakota Mill
Organic Grains
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

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.

2016-17 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
 Manufacturer/Allied
 Flour Miller
 Broker
 Publisher
- Other (Describe) _____

Please Identify Your Status (check one):

- 2015-16 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: Association Services USA
5350 Woodland Place
Canfield, OH 44406
USA
Fax: 877-573-1230

MEMBERSHIP

Any individual engaged in the manufacture, sale or distribution of flour or bakery ingredients may become a member of this corporation. Fiscal year and membership is from August 1st through July 31st. Dues are payable by August 31st 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

Wednesday - Sunday the week after Mother's Day. Don't forget to mark your calendar for the 2017 convention at The Breakers, Palm Beach, Florida; **May 17-21**, 2017.

This is your invoice and receipt