



National
Association
of Flour
Distributors

2012

Cooperation Between Manufacturers & Distributors Through
Mutual Understanding

Membership
www.thenafd.com



The National Association of Flour Distributors

The National Association of Flour Distributors (NAFD) was formed in 1919. In 2012, we will be celebrating our 93rd annual convention. Our organization is comprised of flour and bakery products distributors and suppliers from throughout the USA, Canada, Dominican Republic, Puerto Rico and Mexico. Distributor members purchase over \$2 Billion of bakery ingredients and products and are represented by owners from independents, such as - Inter-County Bakers (NY), Otto Brehm (NY), Valente Yeast (NY), Sidco Food Distributors (NY), Mapleleaf Foods, (NY), David Rosen Bakery Supply (NY), Rohtstein Corp. (MA), Perkins Company (MA), A. Oliveri & Sons (NJ), George R. Ruhl (MD), Lentz Milling (PA), Zilka & Company (PA), Clover Hill Foods/Byrnes & Keiffer, (PA), Spindler Company (OH), J.A.R. Bakers Supply (RI), Tardella Flour (IL), Valley Bakers (WS), Bono Burns (MO), H. F. Scruggs (AR), John E. Koerner (LA), Johnson Brothers (TX), Food Source International (AZ), Spokane Bakery Supply (WA), Cook Natural Products (CA), NTD Ingredientes (Cominican Republic), Traynor's Bakery Wholesale (Canada), and top representatives from distributors with multiple distribution facilities throughout North America, such as Bakemark USA, Dawn Food Products, and Puratos. 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.

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, companies also become affiliated with the National Association of Wholesaler-Distributors (NAW), which offers numerous educational and business benefits. 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

Wednesday - Sunday the week following Mother's Day.

- May 16 – 20, 2012 – The Ritz Carlton, Key Biscayne, FL
- May 15 – 19, 2013 – The Phoenician, Scottsdale, AZ
- May 14 – 18, 2014 – The Ritz Carlton, Naples, FL

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



NATIONAL ASSOCIATION OF FLOUR DISTRIBUTORS

CHAIRMAN OF THE BOARD

J. Gerard Burns
St. Louis, MO

OFFICERS

Erin M. Ruhl – President
Hanover, MD

Dominic S. Valente – 1st Vice President
Maspeth, NY

Phillip S. Zilka Jr. – 2nd Vice President
Monessen, PA

Steve Tardella – Secretary/Treasurer
Chicago, IL

IMMEDIATE PAST PRESIDENTS

Theodore P. Heim Jr.
North Lindenhurst, NY

Robert A. Olender
Jackson, MI

Scott W. Panton
Taunton, MA

ALLIED REPRESENTATIVE

Tom Houlihan
Burlingame, CA

MILLER REPRESENTATIVE

James F. Bahleda
Grand Island, NY

ELECTED BOARD MEMBERS

Ernest G. Brehm, Jr.
Yonkers, NY

Gary A. Gardner
Indianapolis, IN

R. David Scruggs, Sr.
Little Rock, AK

Earl P. Koerner, Jr.
New Orleans, LA

Ted Lentz
Reading, PA

J. Gerard Burns
St. Louis, MO

George Rodier
Pennsauken, NJ

Nicholas DePalma
North Bergen, NJ

Mark R. Monroe
Greenville, WI

STANDING COMMITTEES

Executive – Erin Ruhl, Dominic Valente, Phillip Zilka, Steve Tardella, Gerard Burns

Financial & Auditing – Steve Tardella

Membership & Publicity – Phillip Zilka & Robert Olender

Constitutions & By-Laws - Ernest G. Brehm, Jr.

Government Regulations & Trade Practices – Eric Metzendorf

Nominating – Ted Heim Jr., Scott Panton, Robert Olender, Gerard Burns

Other Committees

Trade Journals – John Sonderegger & Katie Martin

Material Handling – Eric Metzendorf

Liaison to NAW – Eric Metzendorf

Convention Site – Erin Ruhl

Historical – R. David Scruggs, Sr.

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 2012 FISCAL YEAR - AUGUST 1, 2011 –
JULY 31, 2012 – Dues Payable by August 31, 2011**

NAFD MEMBERSHIP DUES - \$200 PER YEAR

**MEMBERSHIP APPLICATIONS ARE
AVAILABLE AT:**

www.thenafd.com

NAFD Representation by Category

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

DISTRIBUTORS (35 Companies

with over 70 Locations and over

\$2 BILLION in Ingredient and product purchases)

A. Oliveri & Sons, Inc.
Bakemark USA LLC
Bono Burns Dist., Inc
Clover Hill Foods
Cook Natural Products
David Rosen Bakery Supplies
Dawn Food Products Inc.
Fodera Foods
Food Source International
George R. Ruhl & Son, Inc.
Giusto's Specialty Foods, LLC
H.F. Scruggs Co., Inc.
Hillcrest Foods
Inter-County Bakers, Inc.
J.A.R Bakers Supply
John E. Koerner & Co., Inc.
Johnson Brothers Bakery Supply
Lentz Milling Company
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
Spokane Bakery Supply
Tardella Foods, Inc.
The Spindler Company
Thompson & Sons, Inc.
Traynor's Bakery Wholesale
Valente Yeast Company, Inc.
Valley Bakers Cooperative Assoc.
Zilka & Co. Bakery Supplies

SUPPLIERS and OTHER

ALLIED

Abel & Schafer, Inc
Agricor, Inc.
All Gold Imports
American Almond Products Co, Inc.
Association Services USA
Bake 'n Joy Foods, Inc
Bakers Elements
Barry Callebaut
Batory Foods/Chicago Sweeteners
Brolite Products
Bunge Foods - Oil Division
Byrnes & Kiefer Co.
Caravan Ingredients
Caruthers Raisin Packing Co., Inc.
Clabber Girl
CSM
CSM Bakery Products N. America
Dawn Food Products Inc
Dencco Inc.
Domino Foods, Inc.
Efco Products, Inc.
Food Scene, Inc.
Fruit Fillings Inc.
General Mills/Pillsbury
Guittard Chocolate Company
Heartland Sweetners LLC
IFC Products Inc.
I. Rice & Co. Inc.
International Food Products
International Foods & Ingredients
Lallemand-American Yeast Sales
Lawrence Foods Inc
Lesaffre Yeast Corporation
LMB Sales Inc.
Malt Products Corporation
Michael Foods
Paul Esposito, Inc
Penton Media
Prime Pastries
Puratos
Rich Food Products
SAFMEX, S.A. DE C.V.
Sosland Publishing Company
The Lucks Company
The PROgram

Ventura Foods, LLC
W.B.Confectionaries
W. A. Cleary Products
Wenner Bread Products
Win-Win Brokerage
WS International/White Stokes

FLOUR MILLS

ADM Milling Company
Bay State Milling Company
Cereal Food Processors, Inc.
ConAgra Foods
General Mills
Horizon Milling
King Arthur Flour Company
Navajo Agricultural Products
North Dakota Mill

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National Association of Flour Distributors Inc.

2012 Membership Application

Invoice

Name of Applicant:

Last Name _____
First Name _____
Middle Initial _____
Company _____
Title _____

Name of Spouse/Companion:

Last Name _____
First Name _____

Mailing Address:

Street_ _____
City _____
State _____ Zip _____
Country _____
Phone _____ Ext _____
Fax _____
E-Mail Address _____

Alternate Address: Business/Home (if different):

Street _____
City _____
State _____ Zip _____
Country _____
Phone _____
Cell _____

Business Category (check one):

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

Please Identify Your Status (check one):

- 2011 Member Renewing Membership
 First Time Member
 Honorary Member
 Previous Member
(Renewing after lapse in membership)

DUES: \$200.00 (Payable in U.S. dollars)

PLEASE MAKE CHECK PAYABLE TO: **NAFD** (Fed ID#: 39-6091438)

MAIL PAYMENT & APPLICATION TO: Association Services USA
5350 Woodland Place
Canfield, OH 44406
USA

MEMBERSHIP

Any individual engaged in the Flour Industry, or allied thereto, 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.

ANNUAL CONVENTION

Wednesday - Sunday the week following Mother's Day. Don't forget to mark your calendar for the 2012 convention at the Ritz Carlton, Key Biscayne, Florida; May 16-20, 2012.

This is your invoice and receipt