

48TH ANNUAL CONVENTION



NOVEMBER 13-15, 2017

**SHERATON GRAND WILD HORSE PASS
IN PHOENIX, ARIZONA**



The International Association of Ice Cream Distributors and Vendors (IAICDV)

We sell Ice Cream.

IAICDV's mission is to provide access to information for best practices in the ice cream industry.

The Association was founded in 1969 as the National Association of Ice Cream Vendors, the NAICV. It later became known as the International Association of Ice Cream Vendors, the IAICV. In 2008, the organization formally welcomed Distributors, changing to the International Association of Ice Cream Distributors & Vendors (IAICDV). The IAICDV now represents approximately 100 member companies worldwide.

BENEFITS OF MEMBERSHIP

- **A STRONG united voice.** Small businesses speak louder when their voices are joined as one through the “muscle” of an international association.
- **The IAICDV Annual Convention** is a member-only event and the best opportunity to network with peers and other industry leaders from around the globe! See (and taste!) what’s innovative and new in the exhibit hall and make those professional connections that impact your business.
- **Publications** including the Chimes Newsletter and the IAICDV Monthly Refresher. Our newsletters provide the latest Association information, member news, industry news and legal regulatory updates.
- **Safety videos, signs and decals.** IAICDV members receive exclusive, unbeatable rates on safety products that encourage safe and legal ice cream vending.
- **The IAICDV Member Directory.** All members receive the annual membership directory, which lists important contact information of our Operator/ Distributors, Suppliers and Brokers.
- **Access to online resources** including an archive of publications and past convention session recordings, Meltwater News, a searchable online membership directory, legislative and business resources and more!
- **Legal support** with a responsive Legislative Committee to help with municipal ordinance matters and other business challenges.
- **Member-only discount programs** offered by our Supplier members.

GET INVOLVED

Joining a committee can be your first step to an active role in the Association and provides tremendous benefits including personal growth, professional development, while developing and building industry relationships along the way. Whether you have lots of time or a little, want to play a major role or take on a brief assignment, please consider sharing your talents with us. Contact IAICDV Headquarters at info@iaicdv.org to join!

Annual Convention – Join us in our year-round preparations for the IAICDV’s biggest event of the year.

Legislative – Join this committee in handling legal issues with an eye towards keeping the ice cream industry—across all fields—successful and thriving.

Marketing – Help engage the media and communicate positive news concerning the ice cream industry while developing ideas and programs to best promote the Association and industry as a whole.

Membership – Do you have ideas to help enhance our member experience? Committee members also work to review new member applications and assist in outreach to prospective members.

Safety – Contribute in the development and implementation of safety programs, posters, videos, etc., to ensure that vending businesses are operating in a manner acceptable to the communities served.

Scholarship – Assist in the development and marketing of the scholarship program, including review of scholarship applications. In addition, the committee reviews award nominations for the Employee Recognition Award.

Social Responsibility – Take part in our dedication and commitment to promote social inclusion among people with disabilities and U.S. veterans in the ice cream industry while providing understanding and educational support through community outreach and recognition.

For more information on the IAICDV, visit www.IAICDV.org.



Michelle Barton
IAICDV President

Welcome to the IAICDV 48th Annual Convention!

Thank you for your attendance this year at the IAICDV's 48th Annual Convention! It has been a tough year for many people across the nation from political indifferences, violent tragedies and environmental disasters, but however challenging the circumstances, we are here to gather amongst our peers and industry leaders to learn and share what it takes to be leaders and stay resilient in our industry.

We have an exciting few days ahead filled with dynamic presentations from featured speakers: Jack Sinclair, John Seidl, Darren Bentz and Ryan Newton, and Joe Breslin and Roy Dixon. Plus, a full range of exhibitors eager to show off their new products and services.

Thank you for your continued support of the IAICDV, and may you harvest the benefits from the relationships and knowledge gained here in Phoenix.

Sincerely,

Michelle Barton

Download the IAICDV Annual Convention Mobile App!

Navigate the Annual Convention like a pro with the IAICDV mobile app!

- ✓ Stay organized with up-to-the-minute exhibitor, speaker, and event information
- ✓ Receive important real-time communications and show updates
- ✓ Build a personalized schedule and bookmark exhibitors
- ✓ Take notes and download event handouts and presentations
- ✓ Rate the sessions you attend and comment on them, too
- ✓ Find and connect with fellow convention attendees
- ✓ Stay in-the-know and join in on social media
- ✓ Share your event photos and experiences with the Activity Feed
- ✓ Find local places
- ✓ And much, much more!

Downloading the App is Easy!

SEARCH: The App Store or Google Play for "IAICDV Events"

OR

SCAN:



For all other device types (including BlackBerry, Windows, and all other web browser-enabled devices):
Navigate to <http://app.core-apps.com/iaicdv17> to be directed to the proper download version for your device.

Please note, if you downloaded an IAICDV app in previous years, please delete and re-download the new version.
Should you have any questions, please contact support@core-apps.com or visit the IAICDV registration desk.

SHERATON GRAND WILD HORSE PASS

MEETING SPACE MAP



The Sheraton Grand Wild Horse Pass Resort offers many attractions that the whole family can enjoy outside of the IAICDV Annual Convention activities.

River Adventure Boat Rentals, the Aji Spa, Whirlwind Golf Club, tennis, resort pools, Koli Equestrian Center, Rawhide and more!

Visit the hotel Concierge Desk for more information.

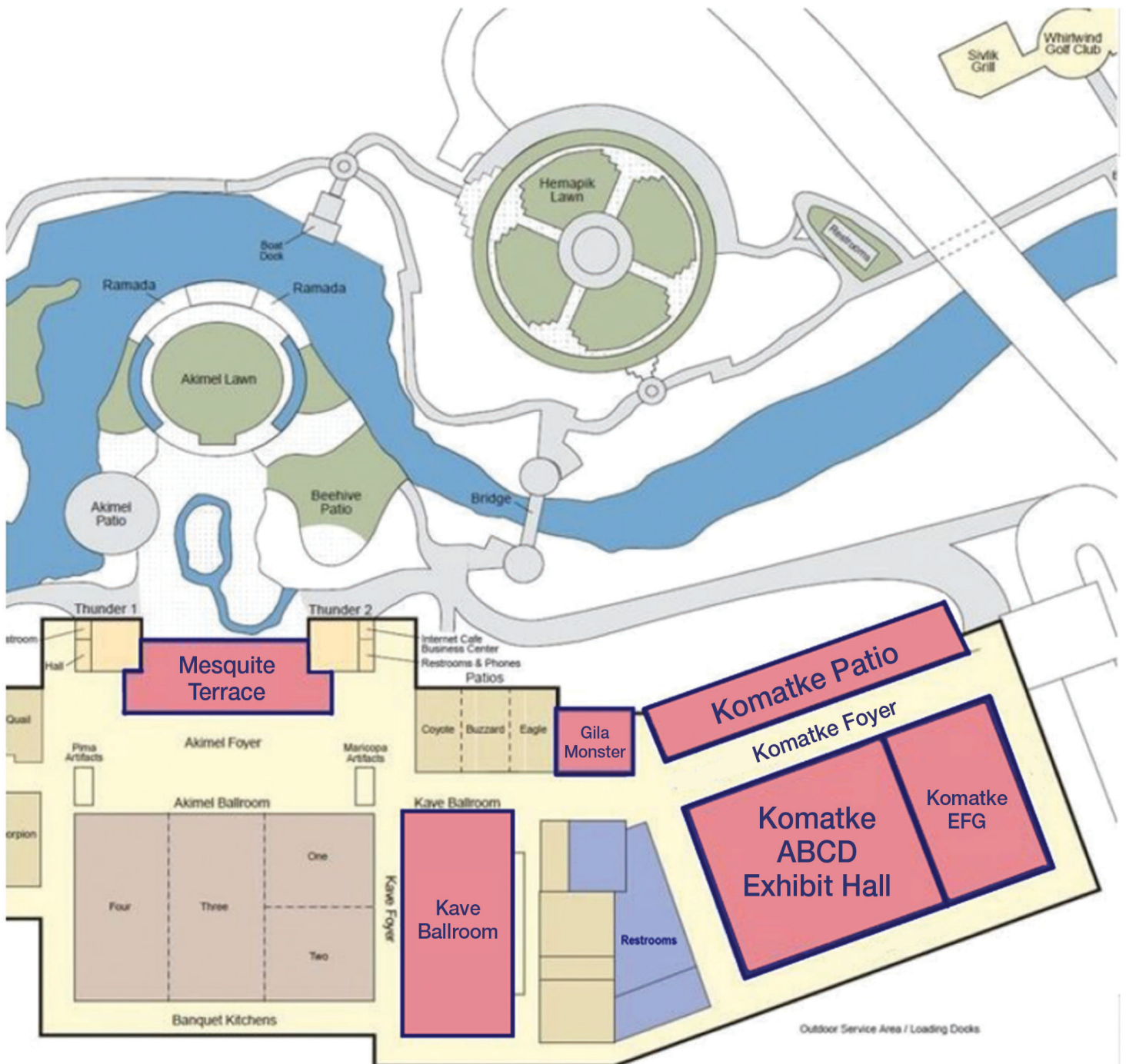
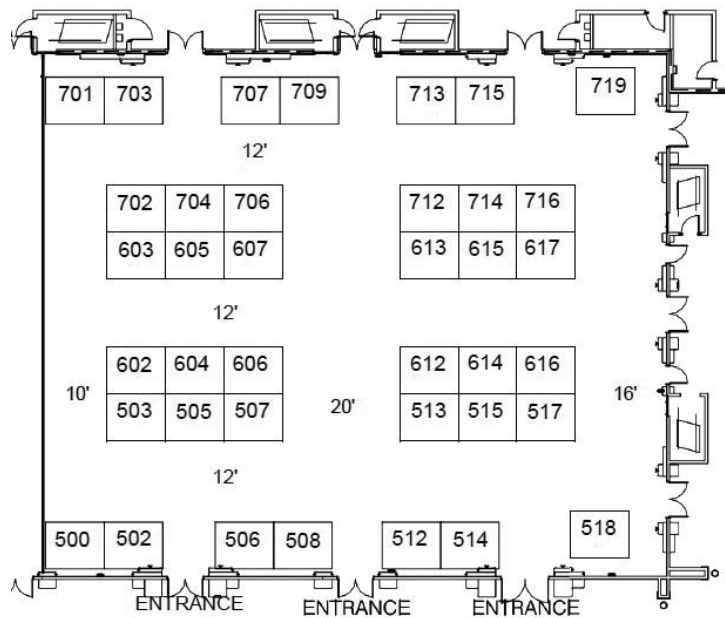


EXHIBIT HALL FLOORPLAN

KOMATKE ABCD



Company	Booth #	Company	Booth #
The IAICDV	518	IntegraSys	617
Alamo Refrigeration, LP	506	Mars Ice Cream, Inc.	605 & 607
Bassetts Ice Cream	709	Minus Forty Technologies Corp.	706
BoxScore Brands, Inc.	715	Mobile Vending Insurance Program by McNeil & Co.	707
C. Nelson Manufacturing	604	Nestlé / Dreyer's Ice Cream	613
Cold Car USA	714 & 716	Ojeda USA, Inc.	702
Dellfrio-Liebherr	615	PLM Operations, LLC	614
Dolly Madison Ice Cream Company	505	Rich's Ice Cream	712
Elcold Freezers	612	S.R. Rosati, Inc.	603
Excellence Industries	507	Samsara	713
Fleetmatics, a Verizon Company	508	Superstar Productions' Beachside Valet	503
Fruitiki, Inc.	517	The Wittern Group	719
Great Dane	514	Unilever Ice Cream	502
Helados Mexico	512	Wells Enterprises, Inc.	513 & 515
High Road® Luxury Ice Cream	606		
Ice Cream Specialties	616		

SCHEDULE OF EVENTS

MONDAY, NOVEMBER 13

10:00 AM - 6:30 PM	Convention Registration Open	Komatke Foyer
10:00 AM - 3:00 PM	Board Meeting with Lunch	Gila Monster
12:00 PM - 5:00 PM	Exhibitor Set-up	Komatke ABCD
12:00 PM - 5:00 PM	Vendor/Distributor Meeting	Kave Ballroom
6:00 PM - 8:00 PM	Welcome Reception <i>Sponsored by Unilever Ice Cream</i>	Komatke Patio (Plan B: Kave)

TUESDAY, NOVEMBER 14

8:00 AM - 5:00 PM	Convention Registration Open	Komatke Foyer
8:00 AM - 9:00 AM	Breakfast & General Session <i>Breakfast hosted by Wells Enterprises, Inc.</i>	Kave Ballroom
9:00 AM - 10:00 AM	Keynote Speaker: Jack L. Sinclair Chief Merchandising Officer, 99 Cents Only Stores, LLC <i>Sponsored by Mars Ice Cream, Inc.</i>	Kave Ballroom
10:00 AM - 10:15 AM	Coffee and Snack Break <i>Sponsored by Mars Ice Cream, Inc.</i>	Komatke Foyer
10:15 AM - 11:15 AM	Educational Session 1: FSMA: What You Need to Know John Seidl, Integrated Risk Solutions	Komatke EFG
11:15 AM - 11:30 AM	Coffee Break <i>Hosted by Nestlé / Dreyer's Ice Cream, Rich's Ice Cream, Great Dane, High Road® Luxury Ice Cream</i>	Komatke Foyer
11:30 AM - 12:30 PM	Educational Session 2: Business Succession Continuity Planning Joe Breslin, CFP & Roy Dixon, CFP, Armstrong Dixon	Komatke EFG
12:30 PM - 3:00 PM	Exhibit Hall Luncheon <i>Hosted by Unilever Ice Cream</i>	Komatke ABCD
5:00 PM - 6:00 PM	Happy Hour	Komatke Patio (Plan B: Komatke Foyer)
6:00 PM - 7:30 PM	Dinner, Drinks and Glow Golf Attendees are invited to a fun, casual dinner with drinks and a 6-hole light-up mini golf course. Glow Golf will run from 6:00 PM - 9:00 PM.	Komatke EFG

WEDNESDAY, NOVEMBER 15

8:00 AM - 12:00 PM	Registration Open	Komatke Foyer
8:00 AM - 9:00 AM	Breakfast <i>Hosted by Unilever Ice Cream</i>	Komatke Patio (Plan B: Kave)
9:00 AM - 10:30 AM	Education Session 3: ELD Compliance 101 John Seidl, Integrated Risk Solutions	Komatke EFG
10:30 AM - 10:45 AM	Coffee Break <i>Hosted by Nestlé / Dreyer's Ice Cream, Rich's Ice Cream, Great Dane, High Road® Luxury Ice Cream</i>	Komatke Foyer
10:45 AM - 11:45 AM	Educational Session 4: Ice Cream Please! Technology & the Ice Cream Industry Ryan Newton & Darren Bentz, Ice Cream Please	Komatke EFG
12:00 PM - 4:00 PM	Exhibit Hall Luncheon <i>Hosted by Wells Enterprises, Inc.</i>	Komatke ABCD
4:00 PM - 5:30 PM	Exhibitor Break-down	Komatke ABCD
6:00 PM - 7:00 PM	Closing Reception <i>Sponsored by Wells Enterprises, Inc.</i>	Mesquite Terrace
7:00 PM - 10:00 PM	Closing Banquet & Awards Ceremony with Dinner Entertainment will be a murder mystery dinner set in the 1930's at the Godfather's 80 th birthday party. We encourage everyone to bring formal attire and accessories to match the theme. There will also be a photo station to capture some fun themed poses.	Kave Ballroom

KEYNOTE SPEAKER

TUESDAY, NOVEMBER 14 | 9:00 – 10:00 AM | KAVE BALLROOM



Jack L. Sinclair

Chief Merchandising Officer

99 Cents Only Stores, LLC

During his recent 8 year tenure as the Executive Vice President of Food and Beverage for Walmart U.S. (4,000 stores) Jack Sinclair was in charge of purchasing more food and beverage products than anyone else in the world. In that role he oversaw the grocery business for Wal-Mart's U.S. division and integrated planning, category management and store experience into the overall grocery business unit.

Prior to Walmart, Mr. Sinclair worked for Safeway Plc from 1990 to 2004 where he held numerous senior positions within the trading division including Managing Director of Operations and Group Marketing and Trading Director. Prior to Safeway he worked at Tesco Stores Ltd. Mr. Sinclair has been a Director of the Food Marketing Institute since January 2009 and also serves as a Non-Executive Director of McCurrachs and Los Bodegas. He holds a Bachelor of Arts degree in Economics and Marketing from the University of Strathclyde, Glasgow, Scotland. Currently he serves as the CMO of The 99 Cents Store while investing himself in a number of innovations in the food and beverage space.

**THE 48TH ANNUAL CONVENTION KEYNOTE
IS SPONSORED BY MARS ICE CREAM, INC.**

MARS

ice cream

EDUCATIONAL SESSIONS

TUESDAY, NOVEMBER 14

FSMA: What You Need to Know

John Seidl, Transportation Consultant, Integrated Risk Solutions

As a nationally known DOT/FMCSA expert and a 20-plus year veteran of the transportation safety community, John has conducted countless safety seminars, driver safety meetings and mock compliance reviews for motor carriers throughout the United States. He has extensive experience in law enforcement with both the Federal Motor Carrier Safety Administration (FMCSA) and as a Wisconsin State Patrol Motor Carrier Inspector. John also worked for the Federal Aviation Administration (FAA) as a Hazardous Material (HM) Specialist; ensuring compliance with applicable HM regulations via all transportation modes of transportation, with a focus on aviation.

John worked closely with the National Drug/Alcohol Technical Advisory Group and the National ELD team, and had been recognized as the FMCSA Safety Investigator of the Year for two consecutive years.

John will leverage his comprehensive knowledge and experience to help your organization reach new heights in terms of safety strategy, safety culture, risk assessment, and compliance.

10:15 - 11:15 AM | Komatke EFG

Business Succession Continuity Planning

The Family Owned Business is a "unique animal." It represents a blending or, in many family situations, a clashing between Business Issues and the Family Dynamic element. In most families, it is impossible to separate the business challenges from the family challenges. Although the Family Owned Business offers incredible advantages to its family members, those advantages are often over-shadowed due to family strife and disharmony. Siblings and family members can become bitter, disgruntled adversaries. All the above are contributing factors to the failure of the successful succession of the family business.

Our session explores the challenges to Family Succession Continuity Planning and will discuss solutions to:

- Managing the family dynamic element
- Improve communications
- Career development strategies for successors (children, in-laws, etc.)
- Compensation and accountability issues
- Emergency plan development
- Benefits of creating a family charter
- Benefits of creating a family board

Roy Dixon, CFP® President, Armstrong Dixon

Roy is a former US Army Armor Officer. While serving he graduated from Airborne School, Ranger School (Honor Graduate) and taught at the United States Military Academy (West Point). In 1986, he made a career move to the Financial Services Industry. He earned the Professional Financial Planner degree from Old Dominion University in 1995 and became a Certified Financial Planner in 1996. Roy has worked with the owners of Family Owned Businesses since 1991.

Business Succession Continuity Planning *Continued*

He works closely with family members, business owners and their advisors to develop comprehensive strategies involving Estate Planning, Succession Planning, Career Development for successors and managing Family Boards. Additionally, he is licensed to provide Investment and Risk Management services when needed. For several years, Roy taught the Succession Planning Class for the National Automobile Dealers Association Academy. In 2013, he co-founded Armstrong Dixon with his partner, Greg Armstrong, CFP®.

Joe Breslin, CFP® Armstrong Dixon

Joe assists business owners and affluent families in the areas of retirement planning, estate planning, business succession planning, and investment advisory services. Joe takes pride in identifying a variety of planning options and potential opportunities followed by clear guidance to ensure his clients make the most informed decisions for their business and family. He is on the Board of Directors for the Financial Planning Association (FPA) of Maryland, is a member of the Financial Services Institute (FSI), and is actively involved with fundraising for the Cystic Fibrosis Foundation. Joe earned the CERTIFIED FINANCIAL PLANNER™ (CFP®) designation and he is also a Chartered Retirement Planning Counselor (CRPC®).

11:30 AM - 12:30 PM | Komatke EFG

WEDNESDAY, NOVEMBER 15

ELD Compliance 101

John Seidl, Transportation Consultant, Integrated Risk Solutions

9:00 - 10:30 AM | Komatke EFG

Ice Cream Please! Technology & the Ice Cream Industry

An informative talk about the beneficial impacts of technology on the ice cream industry in general. From ice cream truck apps to hybrid ice cream trucks and its benefits to business and community.

Darren Bentz, Ice Cream Please

Darren Bentz is an entrepreneur from Austin, Texas and founder of Ice Cream Please. He graduated from Trinity University with a degree in Mechanical Engineering and worked as a project manager for five years cultivating experience with team management.

Ryan Newton, Ice Cream Please

Ryan Newton is a consultant and advisory board member for the first and only app for ice cream trucks - Ice Cream Please. A current graduate student at Harvard Business School, he worked at Bain Consulting and Microsoft for five years managing teams and client relations. Newton graduated from Cal Tech with degrees in Engineering and Business.

10:45 - 11:45 AM | Komatke EFG

2017 IAICDV LEADERSHIP

OFFICERS

PRESIDENT

Michelle Barton
Southern Ice Cream Corporation

PRESIDENT-ELECT

Bruce Ginsberg
New England Ice Cream Corporation

VICE PRESIDENT

Bailey Jordan
Southern Ice Cream & Gourmet Foods

SECRETARY / TREASURER

Nick Nikbakht
Golden State Ice Cream, Inc.

IMMEDIATE PAST PRESIDENT

Hoss Rafaty
Yumi Ice Cream Company, Inc.

LEGAL COUNSEL

James E. Roberts, Esq.

OPERATOR DIRECTORS

Peter Diaz
Ice Cream Distributors of Florida LLC

Alan Drazen
Simco Logistics Inc. T/A Jack & Jill DSD

Chris Long
FTI Wholesale, Inc. (DBA Frosty Treats)

Nasser Palizban
Quality Discount Ice Cream, Inc.

Thomas Renwald Jr.
Autofrost Corporation

Fred Rouhani
BlueBonnet DSD Irving, Inc.
DBA BlueBonnet Ice Cream

Bill Sullivan
I Wanna Distributors, Inc.

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Wonder Ice Cream

Mike Gardner
Rich's Ice Cream

Joe Manning
Unilever Ice Cream

Eduardo Navarro
Great Dane

Karen Reilly
Wells Enterprises, Inc.

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James E. Roberts, Esq.
Jay Schwartz
Eric Walsh

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ANNUAL CONVENTION

Michelle Barton
Alan Drazen

HALL OF FAME

Alan Drazen

LEGISLATIVE

Chris Long

MARKETING

Michael Barone Jr.
Thomas Renwald Jr.

MEMBERSHIP

Mike Gardner
Bailey Jordan

SAFETY

Pedro Diaz
Chris Long

SCHOLARSHIP

Eduardo Navarro

SOCIAL RESPONSIBILITY *NEW!*

Dylan Rafaty

PAST PRESIDENTS

2015 - 2016	Hoss Rafaty	1989 - 1990	Alan Drazen
2013 - 2014	Chris Long	1987 - 1988	Manny Ginsberg
2011 - 2012	Mike Johnston	1985 - 1986	Jay Schwartz
2009 - 2010	Alan Drazen	1983 - 1984	Carl Long
2007 - 2008	Nick Nikbakht	1982	Al Reynolds
2005 - 2006	Carl Long	1980 - 1981	Ginger Shain
2003 - 2004	Allan Barish	1979	Leo Gage
2001 - 2002	Hoss Rafaty	1977 - 1978	Tom Yeager
1999 - 2000	Ken Schwartz	1974 - 1976	Al Reynolds
1997 - 1998	Steve Feldman	1973	Jim Gracy
1995 - 1996	Bruce Ginsberg	1972	Tom Yeager
1993 - 1994	Earl Barish	1971	Jim Gracy
1991 - 1992	Glenn Baron	1970	Sid Bair

HEADQUARTERS

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FINANCIAL COORDINATOR
Jason Dumm
jason@iaicdv.org

NEW MEMBER SPOTLIGHTS

Braskem America
Supplier | Pittsburgh, PA

Chloe's Soft Serve Fruit Company
Supplier | New York, NY

Dolly Madison Ice Cream Company
Supplier | Glen Cove, NY

Fleetmatics, a Verizon Company
Supplier | Charlotte, NC

High Road® Luxury Ice Cream
Supplier | Marietta, GA

Ice Cream Delight OKC
Operator/Distributor | Oklahoma City, OK

Ice Cream Please
Supplier | Austin, TX

Karmic Ice Cream
Operator/Distributor | Coral Springs, FL

Klement Distribution
Operator/Distributor | Decatur, TX

Mavens Creamery
Supplier | San Jose, CA

NICE Frozen Cocktails
Supplier | Miami Beach, FL

Ojeda USA, Inc.
Supplier | Spartanburg, SC

Samsara
Supplier | San Francisco, CA

Superstar Productions' Beachside Valet
Operator/Distributor | Miramar, FL

U-Vend
Operator/Distributor | Orange, CA

Yummy Treats, Inc.
Operator/Distributor | Toledo, OH

AWARDS

IAICDV HALL OF FAME

Class of 2016

Carl Long

Class of 2014

Earl Barish
Sid Barish
Eric Walsh

Class of 2012

Stephan Feldman

Class of 2011

Robert Holder
Jim Roberts

Class of 2009

Doc Abernethy
Manny Ginsberg
Bill & Jim Conway
Albert Reynolds, Jr.
Jay Schwartz

DOCTORATE OF ICE CREAM (ICD)

2015

Mike Johnston
Mohan Thawani

2014

William Greg McCarty

2013

Daniel Morales
Tom Renwald, Sr.
Robert Borski, Jr. (Honorary)
Ed Markey (Honorary)

2012

Stephan Feldman
Ken Schwarz
Bruce Shoecraft

2011

Leo Gage
Bob Kleifgen
Ginger Shain

MAX "MICKEY" SCHWARTZ AWARD

2000

Stephan Feldman

1992

Durant "Doc" Abernathy

EMPLOYEE RECOGNITION AWARD

2017

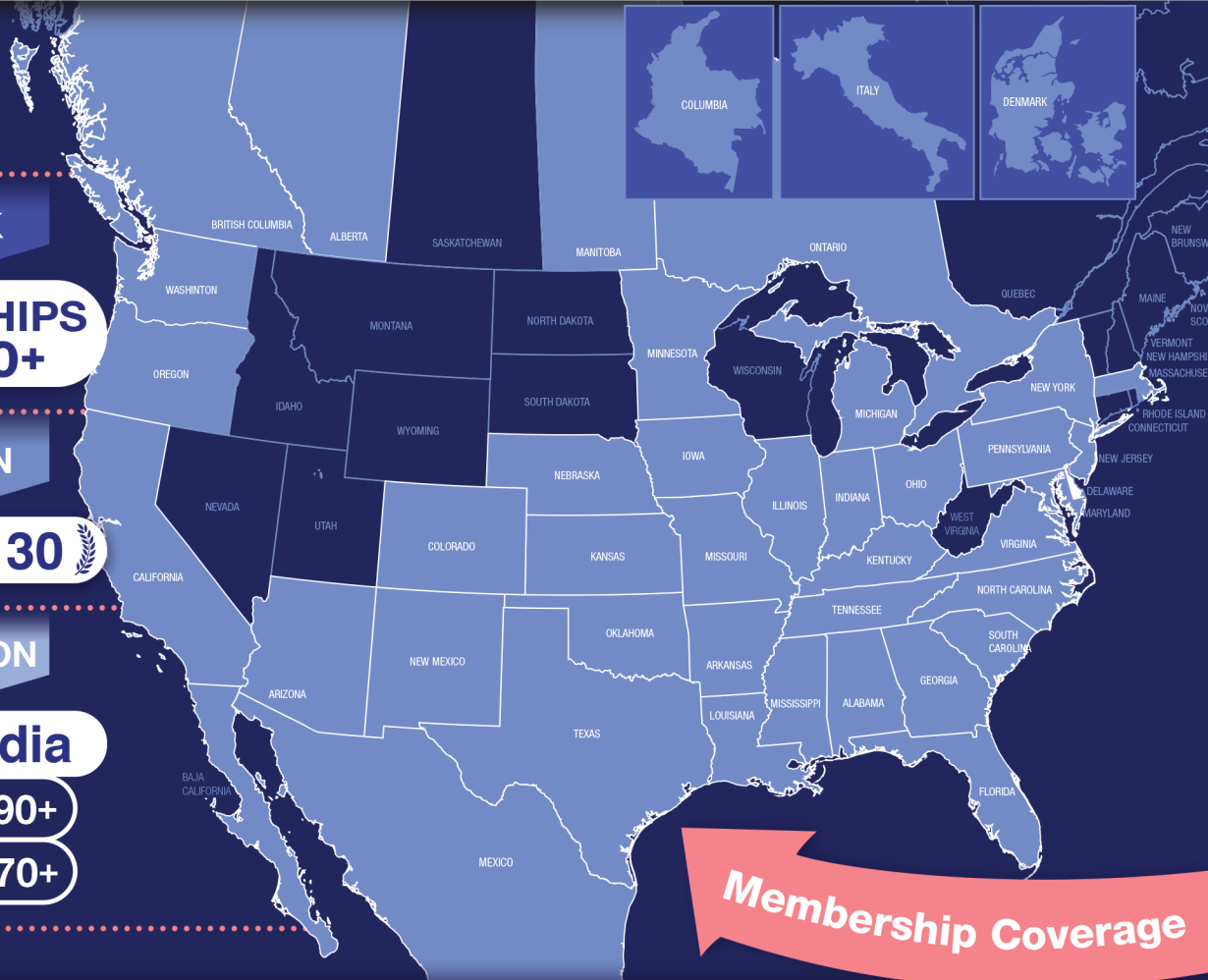
Heidi Schimpf
Moonie Icy Tunes

2016

Frank Stracuzza
Marina Ice Cream Corp.



48 Years of Service to the Industry



GIVING BACK

SCHOLARSHIPS
\$130,000+

APPRECIATION

Awards 30

COMMUNICATION

Social Media
Posts 290+
Likes 370+

Membership Coverage

Numbers Reflect

2017

PUBLICATIONS

CHIMES NEWSLETTERS
3

MONTHLY REFRESHER NEWSLETTERS
8

LEADERSHIP

21 Board Members
8 Committees

MEMBERSHIP

Suppliers & Brokers 44
Operators/Distributors 52
Total 96 16 New Members

48th Annual Convention

Delegates 200+
Exhibitors 30
Professional Development Opportunities 5
Sponsors 16
Networking Events 7

We sell ice cream.

Our mission is to provide access to information for best practices in the ice cream industry.

THANK YOU TO OUR 2017 SPONSORS

PLATINUM SUPPLIER SPONSORS



GOLD SUPPLIER SPONSORS



PLATINUM OPERATOR SPONSOR



GOLD OPERATOR SPONSORS



WE WANT YOUR FEEDBACK

How was your experience at the 48th Annual Convention?

Please take a moment to participate in the survey which will be emailed to registrants on the last day of the convention. Your feedback will help the Annual Convention Committee plan for future conventions.

DON'T MISS 2018 EARLY BIRD MEMBERSHIP RENEWAL

Save up to \$100 on your 2018 membership dues when you renew by March 31, 2018.

Dues renewal emails will go out December 2017.

CONNECT WITH THE IAICDV

Keep up to date with the IAICDV through our social networks. We regularly post industry-specific articles, as well as information on our members and upcoming events and programs.



SAVE THE DATE

November 5-7, 2018

49th Annual Convention TURNBERRY ISLE MIAMI

Named among the "World's Best Resorts" by Travel + Leisure magazine, and a Forbes 2017 recommended resort, Turnberry Isle Miami is South Florida gem.

REGISTRATION

OPENING

Spring 2018.

Information available at
www.IAICDV.org