

# NAIFEDA

NORTH AMERICAN INDEPENDENT FOOD EQUIPMENT DISTRIBUTORS ASSOCIATION

FALL  
2012

## A Note From Our President:

After an unusually hot, dry summer we are beginning the cool-down into fall, tuning into football, and cutting the grass for the first time since July.

We're also weathering the barrage of political propaganda, mud-slinging and lies. Each of us considers whether we're better off today than we were 4 years ago. Change is upon us. My accountant sent me a 4-page directive on the coming changes to federal tax laws and what I need to know as January 1, 2013 approaches. How will these laws affect small business? There's lots of talk.

The NAIFEDA winter meeting will be held in Palm Springs, CA January 18-21. I look forward to this gathering to hear what US and Canadian business people anticipate after the most important US election season of our lifetimes. I look forward to learning from each other and our vendors how to be a better business operator. Most of all I look forward to enjoying the company of some of the best friends I will ever have. Please make your reservation for this important event.

Thanks for your cards and emails at the time of my Mom's death three weeks ago. She would have been 85, and was a member of the **greatest generation** who survived the great depression, won WW II, and made homes for a generation of boomers who may only now begin to appreciate their triumph. The loss of loved ones has touched many NAIFEDA members lately. We want to take courage from these losses, and pray for a bright future. As our family said goodbye to our Mom, I welcomed a new grandson born on 9-11. These are the times that give us true hope.

God bless each of you,  
Paul Dupey



### NAIFEDA WEBSITE

**Are you taking advantage of the NAIFEDA website?  
Give us some feedback on what you would like to  
see, it is a valuable tool we should be using.  
Information is posted on upcoming meetings,  
vendor advertisements and more.  
CHECK IT OUT!!**

# DIRECTORS LETTER



Our recent meeting in St. Paul, MN was well attended and seemed to be enjoyed by all. The interaction between members and vendors was positive and informative. Most all of us visited the AAMP convention a few blocks away and got an opportunity to discuss new product applications and innovations with the vendors. This is always a great time to see what is new in our industry, compare features and benefits, and look at our competition. Some vendors offer show specials which could help close that sale you have been working on.

Summer is gone, Fall is here and we are well into planning our Winter meeting in California. Our group seems to be attracting vendors as we are already booked for presentations and have a waiting list. This will be a great opportunity to hear of new sales opportunities and strategies.

If you have not made your reservations, be sure to call Heidi at Avon Travel. Rooms are at a premium, check availability as soon as possible. What a great time to get away and spend some time quality time with great friends!! Make plans to attend, you will not be disappointed.

Regards  
Steve



## NEW MEMBERS & VENDORS

NEW MEMBER  
FRED BUBOLZ  
THE WORKERS LLC  
NEENAH, WISCONSIN

NEW VENDORS  
PAUL COLOSIMO OF  
GALE COLOSIMO SEASONINGS

JENS HEDEGAARD  
TNN-JEROS INC

ROB COOK  
BIOMIST, INC.

*Vendors*  
*- If you have any interest in sponsoring an event (all or part) at our Winter Meeting, call me for details on what is available.*

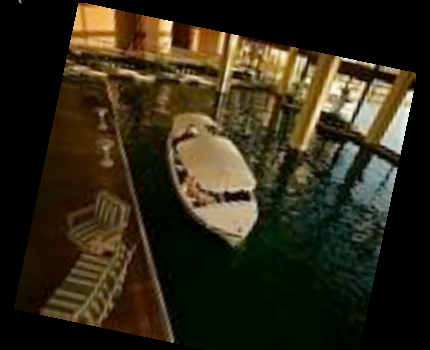
# 2013 NAIFEDA WINTER MEETING

## JW MARRIOTT DESERT SPRINGS RESORT & SPA PALM DESERT, CA

**January 18 - 21, 2013**  
**Arriving Friday Jan 18**

**CALL HEIDI @ AVON TRAVEL  
FOR RESERVATIONS:**

**508-238-0727**



NIGHTLY RATE SINGLE/DOUBLE

\$199.00 plus tax

All reservations must be made through Avon  
Travel by December 18, 2012

