

NAFED, INC.

NATIONAL ASSOCIATION OF FOOD EQUIPMENT DEALERS, INC.

2502 Tilly Drive, P.O. Box 12517 • Florence, SC 29504 • Phone: (843) 669-7453 • Fax: (843) 665-6254

☐ NO, I will not be able to participate in NAFED's 2023 Spring Vendor/Principal Conference.
☒ YES, I do wish to participate in NAFED's 2023 Spring Vendor/Principal Conference

Vendor Name: CDN

Name of Authorized Agent: Shawn DiGruccio

Signature: 

Conference Attendees:

Name: Shawn DiGruccio

Title: EVP

Email: shawn@cdnw.com

Phone: 503-484-7315

Name:

Title:

Email:

Phone:

Name:

Title:

Email:

Phone:

NAFED will make a reservation for the name you indicate below and this person will be the designated "Vendor Suite" occupant who should arrive on Sunday, March 12th and check-out on Wednesday, March 15th.

Name: Shawn DiGruccio

Check-in time is 3:00 pm; however, the hotel has indicated they will make every effort to accommodate the host Vendor suite occupants as you arrive. Check-out time is 12:00 pm.

There are a limited number of designated "Vendor Suites" with double beds. If you desire your assigned room to have two beds, please note below and return as soon as possible. These rooms will be first come, first served.

☒ Yes, I am requesting my assigned Vendor Suite to have (2) double beds.

Should you need to make personal reservations to accommodate an early arrival, a later departure, or other attendees, please call the Embassy Suites at 1-800-EMBASSY and reference 'NAF'. A group rate of \$279 has been contracted until our **cut-off date of February 10th** or until our room block is full. If you have any problems making reservations for an additional room, please call Ansley Sanderson at the NAFED office. Online reservations are available at: (COPY & PASTE link)

➤ [Available Rooms - Embassy Suites by Hilton Phoenix Biltmore](#)

you may need to adjust your arrival date to Sunday in order to get the group block & rates to come up

Conference materials will be accepted within three business days of the event. If you plan on having any sizeable shipments, please contact the hotel at (602) 955-3992. Hotel service fees will apply to incoming and outgoing packages. Shipments of conference materials should be addressed as follows (receiving/holding fees may apply):

Embassy Suites by Hilton Phoenix Biltmore
2630 East Camelback Road
Phoenix, AZ 85016
Attention: (Your Name)
NAFED Vendor/Principal Conference

**Please remember that the primary purpose of this conference is to foster your relationship with the dealers and is not geared towards training. Products are certainly acceptable, but please keep any training presentations to a minimum.

**Also, please remember that when selecting items to send to the conference, that you will be in the living room area of a hotel room with your co-workers and several other dealer attendees.

NAFED, INC.

NATIONAL ASSOCIATION OF FOOD EQUIPMENT DEALERS, INC.

2502 Tilly Drive, P.O. Box 12517 • Florence, SC 29504 • Phone: (843) 669-7453 • Fax: (843) 665-6254

Vendor Principal Conference

March 12 – March 15, 2023

Embassy Suites by Hilton Phoenix Biltmore

Schedule of Meetings and Activities (subject to minor changes)

Sunday, March 12, 2023

12:00 PM – 6:00 PM NAFED Registration (**all Vendor & Dealer Attendees**)

Monday, March 13, 2023

6:30 AM – 8:00 AM Breakfast in Hotel Atrium
7:30 AM – 1:00 PM NAFED Registration (**all Vendor & Dealer Attendees**)
12:00 PM – 1:30 PM Welcome Luncheon & Instructions – All Attendees
1:30 PM – 3:10 PM Vendor/ Principal Conference Sessions
(15 minute sessions w/2 minutes between = **6 Sessions**)
3:12 PM – 3:27 PM Break
3:29 PM – 5:26 PM Vendor/ Principal Conference Sessions
(15 minute sessions w/2 minutes between = **7 Sessions**)
6:00 PM – 7:00 PM Reception

Tuesday, March 14, 2023

6:30 AM – 8:00 AM Breakfast in Hotel Atrium
8:00 AM – 9:40 AM Vendor/ Principal Conference Sessions
(15 minute sessions w/2 minutes between = **6 Sessions**)
9:42 AM – 9:57 AM Break
9:59 AM – 11:56 AM Vendor/ Principal Conference Sessions
(15 minute sessions w/2 minutes between = **7 Sessions**)
11:58 AM – 1:21 PM Luncheon – All Attendees
1:23 PM – 3:03 PM Vendor/ Principal Conference Sessions
(15 minute sessions w/2 minutes between = **6 Sessions**)
3:05 PM – 3:20 PM Break
3:22 PM – 5:19 PM Vendor/ Principal Conference Sessions
(15 minute sessions w/2 minutes between = **7 Sessions**)
5:30 PM – 6:30 PM Reception

Wednesday, March 15, 2023

6:30 AM – 8:00 AM Breakfast in Hotel Atrium
8:00 AM – 9:23 AM Vendor/ Principal Conference Sessions
(15 minute sessions w/2 minutes between = **5 Sessions**)
9:25 AM – 9:40 AM Break
9:42 AM – 10:48 AM Vendor/ Principal Conference Sessions
(15 minute sessions w/2 minutes between = **4 Sessions**)



2023 Spring Vendor/Principal Conference
March 12 – 15, 2023 – Phoenix, AZ
Conference Specials Form

Vendor Name: CDN

Authorizing Persons Name: Shawn DiGruccio

Authorizing Persons Email: shawn@cdnw.com

Effective Dates: March 1, 2023 to March 31, 2023

* (effective dates must at least cover dates of the conference) *

History has shown that Conference Specials giving an additional discount on all products are best received. Please consider an additional discount for a large order size or a freight discount/free freight offer for the effective dates.

Specials must be specifically offered to NAFED Dealers and may not be industry-wide or offered to any other buying groups. Offer applies to all group members.

Additional Upfront Discount of 5% on orders \$750.00 or larger.

Free Freight on orders of _____ or larger.

*(this dollar amount should be lower than the NAFED free freight amount.)

Notes: _____

NAFED, INC.

NATIONAL ASSOCIATION OF FOOD EQUIPMENT DEALERS, INC.

2502 Tilly Drive, P.O. Box 12517 • Florence, SC 29504 • Phone: (843) 669-7453 • Fax: (843) 665-6254

December 19, 2022

Ref: Invitation to NAFED's 2023 Spring Vendor/Principal Conference (March 12 – 15, 2023)

Dear NAFED Vendor,

Twice each year, NAFED holds a Vendor/Principal Conference and invites approximately forty-eight (48) NAFED vendors. The purpose of this conference is to allow the principals of the respective NAFED dealers to meet for fifteen minutes with a nationally recognized (decision making) representative from each of the respective vendors that are invited. The topics of these sessions will be whatever is important to the respective NAFED dealers to promote and improve a continuing loyalty to and partnership with the respective vendors.

It is my pleasure to invite your organization to NAFED's 2023 Spring Vendor/Principal Conference to be held March 12 – 15, 2023 at the Embassy Suites by Hilton Phoenix Biltmore, in Phoenix, AZ. As a participant, you will host (48) sessions which will be 15 minutes in length and held in the living room area of the suite that you will be provided. To assist you in your planning, a tentative schedule is provided below.

The cost to participate in this conference will be **\$5,600** which will include one room for 3 nights at the Embassy Suites (Sunday, March 12th, Monday, March 13th and Tuesday, March 14th). If an additional room is needed for multiple attendees, you will need to make the reservation yourself for that room. The cost of an additional room is not included in the \$5,600. The \$5,600 cost will include a luncheon and reception on Monday and Tuesday for all attendees. In addition, daily breakfast and a Manager's reception are included in your hotel accommodations. Invoices will be sent to you at a later date.

In the past, there have been a few occasions where some vendors have failed to be represented by nationally recognized (decision making) personnel. Since the goal of this meeting is to foster relationships, this is a situation that NAFED seeks to avoid in future Vendor/Principal Conferences. If your attendees do not meet the requirements of being nationally recognized (decision making) personnel, you will be advised and given the opportunity to make the necessary changes to meet the attendee requirement. It will be necessary to notify NAFED immediately if there is any subsequent change in your attendee(s). If changes are made, NAFED will need to once again make sure the attendee requirement is met.

Conference Specials: Attached, you will find a form for Conference Specials. While these specials are not mandatory, we would strongly encourage you to offer one as it is an excellent tool for expanding your dealer sales base and foster your relationships. Choosing not to offer a Conference Special may affect future participation in NAFED conference.

Conference Special form is located on page 4.

For materials shipping, please see the registration form, below.

Please complete the attached Registration Form by January 6, 2023, and fax it to (843) 665-6254 or e-mail it to ansley@nafedinc.com so that we can finalize arrangements and complete the attendance list. If no response is received by the above date, we will proceed with inviting an alternate vendor.

We are excited to be hosting this event and look forward to the benefits that can come from our discussions. Should you have any questions, please contact us at (843) 669-7453 ext. 304.