



*Forty  
Seventh*

ANNUAL  
CONVENTION  
PROGRAM

MEMBER DIRECTORY  
2016-2017

NOVEMBER 14-16, 2016

ORLANDO, FLORIDA



Unilever



## INTERNATIONAL ASSOCIATION OF ICE CREAM DISTRIBUTORS & VENDORS (IAICDV)

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 ice cream operator, distributor and supplier members.

### MISSION OF THE IAICDV

The IAICDV is a professional organization dedicated to the education and communication of responsible and ethical practice in the ice cream vending and distribution industries. The IAICDV strives to promote and enhance a quality image for safe ice cream vending and distribution, and to ensure the future success of the industries.

### PURPOSE OF THE IAICDV

- ❖ To cooperate for the improvement and stabilization of the ice cream vending and distribution industries.
- ❖ To study and, so far as possible, solve cooperatively, the problems of the ice cream vending and distribution industries.
- ❖ To study, advise and recommend the enactment of legislation in the interest of the ice cream vending and distribution industries.
- ❖ To represent the ice cream vending and distribution industries in contacts with public officials and public authorities.
- ❖ To conduct quality educational programs to benefit members.
- ❖ To improve member profitability and strengthen the industries.

### BENEFITS OF MEMBERSHIP

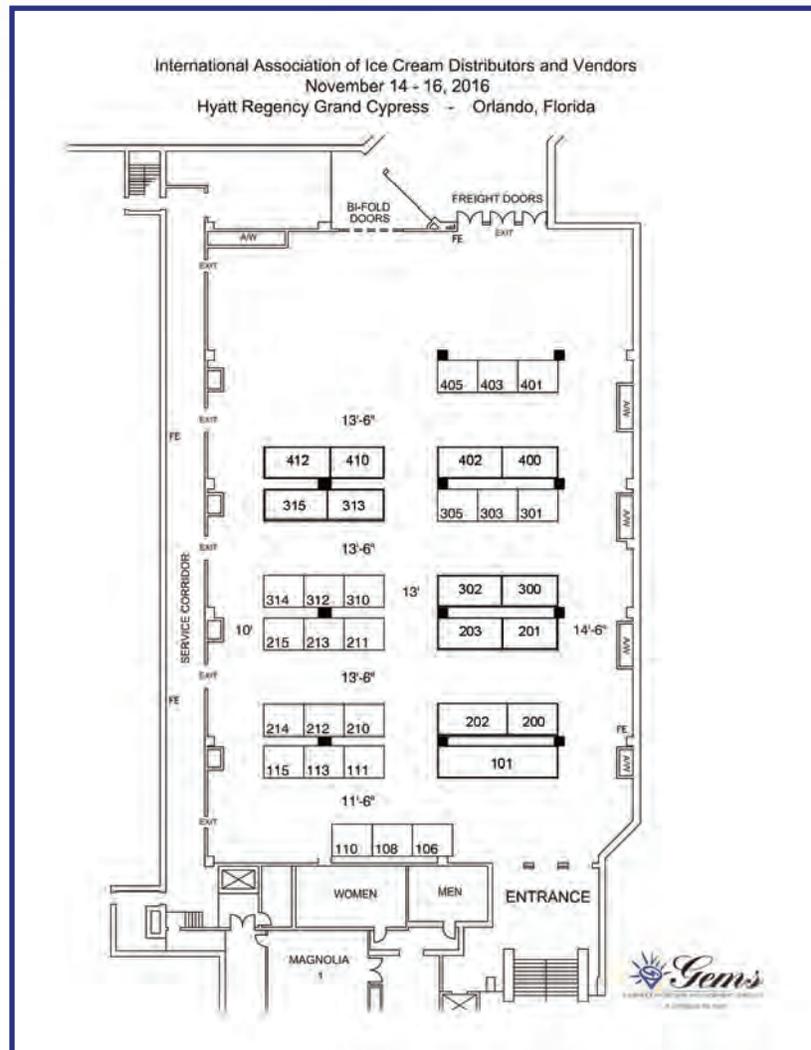
- ❖ Support of the industry and the interests of our business. IAICDV represents the collective interests of its members and gains respect and recognition of the industry.
- ❖ A STRONG united voice. Small businesses speak louder when their voices are joined as one.
- ❖ The “muscle” of an international association. IAICDV members have the support and energy of an international association in your corner.
- ❖ IAICDV Convention. Our Annual Convention offers a program of dynamic speakers, exhibits where you will meet product manufacturers of all kinds and preview new items and ice cream products you sell as well as freezers, candies, trucks, etc., break-out sessions and exciting social events. The convention gives participants a unique opportunity to learn and discuss industry issues and concerns with achievers in the field.
- ❖ Chimes Newsletter & the IAICDV Monthly Refresher. Our electronic newsletter provides the latest Association information, member news, industry news and legal regulatory updates.
- ❖ Videos, Signs and Decals. IAICDV members receive exclusive unbeatable rates on safety products that encourage safe and legal ice cream vending.
- ❖ IAICDV Directory. All IAICDV members receive the Annual Membership Directory, which lists important contact information of our Operator/ Distributors, Suppliers and Brokers to the ice cream industry.
- ❖ Exclusive access to the Members Only Area of the website. The new IAICDV website has a variety of resources including an interactive online community and social networking center, IAICDV blogs and forums, past issues of Chimes, Meltwater News, a searchable online membership directory and more!
- ❖ IAICDV Committees. Join a committee and learn more about the business you are in.
- ❖ A responsive Legislative Committee to help with municipal ordinance matters.
- ❖ Association legal advice on independent contractors and other business challenges.
- ❖ Innovative sales and marketing tips.
- ❖ Discounts on insurance and background check services.

For more information on the IAICDV, contact headquarters at 410-931-8100, [info@iaicdv.org](mailto:info@iaicdv.org) or visit [www.iaicdv.org](http://www.iaicdv.org).





# 47<sup>TH</sup> IAICDV CONVENTION EXHIBIT HALL FLOOR PLAN



COMPANY	BOOTH NUMBER	COMPANY	BOOTH NUMBER
Alamo Refrigeration	205	Mars Ice Cream	313
Bassetts Ice Cream	405	Minus Forty Technologies Corp.	106 & 108
C. Nelson Manufacturing Co.	312 & 314	Mobile Vending Insurance Program by McNeil & Co.	212
Cold Car USA	315	Nestlé/Dreyer's Ice Cream	402
Dellfrio	401	Northeast Underwriters, Inc.	213
Dr. Daren Martin	303	Paleteria La Michoacana	403
Elcold	300	Rich's Ice Cream	302
Excellence Industries	211	Rosati Ice	412
Fruitiki, Inc.	110	Sno-Balls To Go	310
Fruitique Ice Cream	215	The Wittern Group	301
Global Refrigeration, Inc.	400	Tropicale Foods, Inc.	305
Great Dane	115	Unilever Ice Cream	201 & 203
IAICDV	101	Wells Enterprises, Inc.	111 & 113
Ice Cream Specialties, Inc.	202		
IntegraSys	210		





# SCHEDULE OF EVENTS



## MONDAY, NOVEMBER 14

10:00 A.M. - 6:30 P.M.	Convention Registration	Registration Area 1
10:00 A.M. - 3:00 P.M.	Board of Directors Meeting	Poinciana
12:00 P.M. - 5:00 P.M.	Exhibitor Set-Up	Regency Hall
12:00 P.M. - 5:00 P.M.	Vendor/Distributor Meeting	Magnolia A-C
6:00 P.M. - 9:00 P.M.	Welcome Reception <i>Sponsored by Unilever</i>	Grand Cypress AB

## TUESDAY, NOVEMBER 15

8:00 A.M. - 5:00 P.M.	Convention Registration	Registration Area 1
8:00 A.M. - 9:00 A.M.	Breakfast	Grand Cypress Ballroom D/E/F
9:00 A.M. - 9:45 A.M.	General Session	Grand Cypress Ballroom D/E/F
9:45 A.M. - 10:00 A.M.	Coffee Break	Regency Hall
10:00 A.M. - 11:00 A.M.	<b>Keynote Speaker:</b> Daren Martin, Ph.D. A Company of Owners: Maximizing Employee Engagement	Grand Cypress Ballroom D/E/F
11:00 A.M. - 11:15 A.M.	Coffee Break	Regency Hall
11:15 A.M. - 12:15 P.M.	Educational Session 1: Technology Trends in DSD <i>Presenter: Peter D'Angelo, IntegraSys</i>	Grand Cypress Ballroom D/E/F
12:30 P.M. - 3:00 P.M.	Exhibit Hall Luncheon <i>Sponsored by Wells Enterprises, Inc.</i>	Regency Hall
4:30 P.M. - 5:30 P.M.	Networking Reception with Exhibitors	Regency Hall
6:00 P.M. - 7:00 P.M.	Dinner at Hotel <b>*Optional: If you'd like, join us for dinner and networking!</b> <i>Casual attire acceptable</i>	Palm A-F

## WEDNESDAY, NOVEMBER 16

8:00 A.M. - 12:00 P.M.	Registration	Registration Area 1
8:00 A.M. - 9:00 A.M.	Breakfast	Grand Cypress Ballroom D/E/F
9:00 A.M. - 10:30 A.M.	Educational Session 2: Practical Tips to Employment Challenges <i>Presenters: Chris Long, IAICDV Legislative Chair and Jim Roberts, IAICDV Legal Counsel</i>	Grand Cypress Ballroom D/E/F
10:30 A.M. - 10:45 A.M.	Coffee Break	Regency Hall
10:45 A.M. - 11:45 A.M.	Educational Session 3: Growing Mobile! <i>Presenter: Maurice Adair, Wells Enterprises, Inc.</i>	Grand Cypress Ballroom D/E/F
12:00 P.M. - 4:00 P.M.	Exhibit Hall Luncheon <i>Sponsored by Unilever</i>	Regency Hall
4:00 P.M. - 5:30 P.M.	Exhibitor Break Down	Regency Hall
6:00 P.M. - 7:00 P.M.	President's Reception <i>Sponsored by Wells Enterprises, Inc.</i>	Portico West
7:00 P.M. - 10:00 P.M.	President's Banquet & Awards Ceremony with Dinner	Grand Cypress Ballroom D/E/F

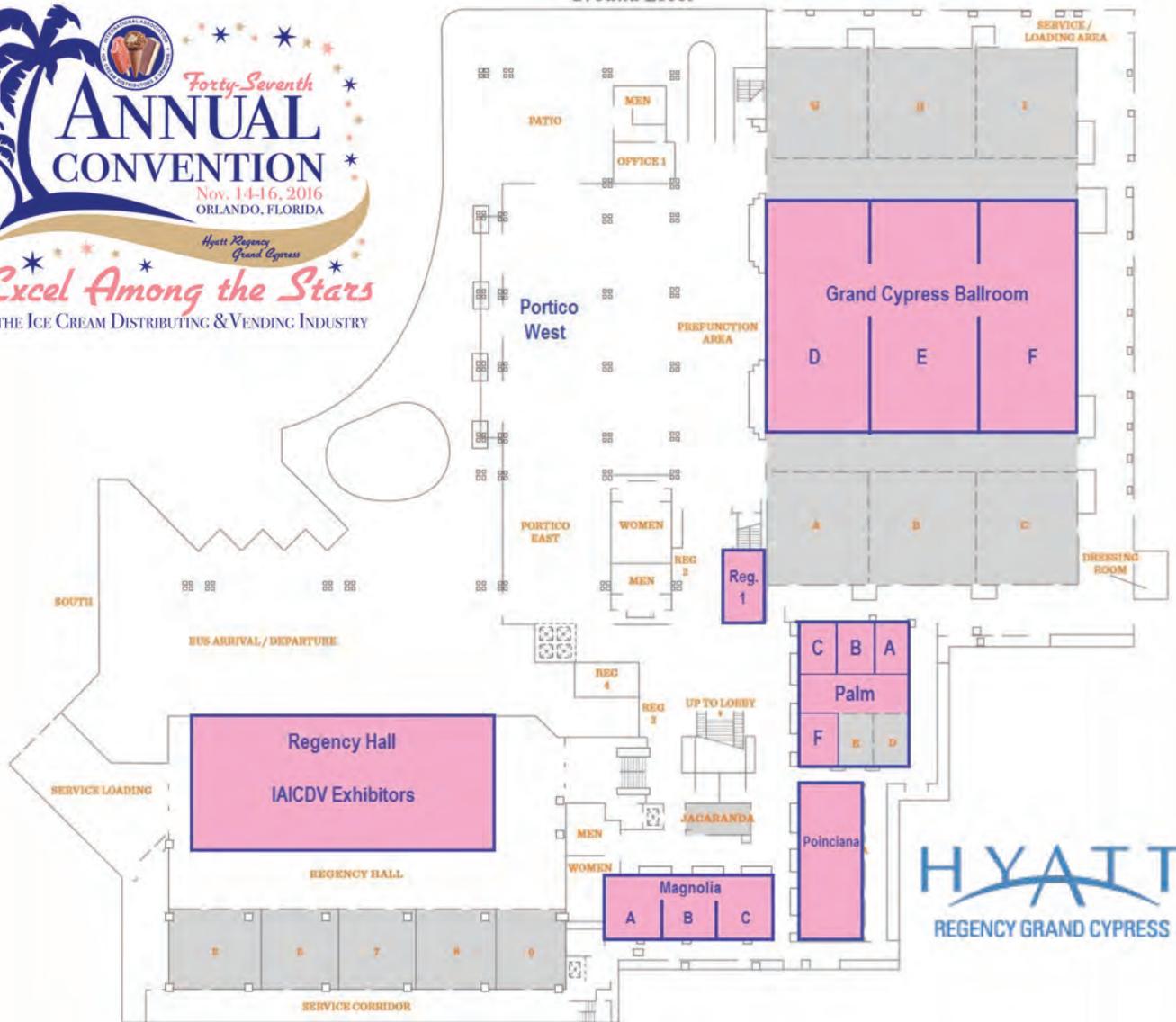




# MEETING SPACE FLOORPLAN



FLOOR PLAN  
Ground Level



# 2016 IAICDV LEADERSHIP

## OFFICERS

### PRESIDENT

**Hoss Rafaty**  
Yumi Ice Cream

### PRESIDENT ELECT

**Michelle Barton**  
Southern Ice Cream Corp.

### VICE PRESIDENT

**Bruce Ginsberg**  
New England Ice Cream Corp.

### SECRETARY/TREASURER

**Nick Nikbakht**  
Golden State Ice Cream, Inc.

### IMMEDIATE PAST PRESIDENT

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

### LEGAL COUNSEL

**James E. Roberts, Esq.**

## DIRECTORS

**Allan Barish**  
Vital Link Ice Cream &  
Event Marketing, Inc.

**Pedro Diaz**  
Ice Cream Distributors of Florida LLC

**Alan Drazen**  
Midlantic Vending Corporation

**Bailey Jordan**  
Southern Ice Cream & Gourmet Foods

**Nasser Palizban**  
Quality Discount Ice Cream, Inc.

**Fred Rouhani**  
Tastee Kreme Ice Cream

**Bill Sullivan**  
I Wanna Distributors, Inc.

## SUPPLIER DIRECTORS

**Mike Gardner**  
Rich's Ice Cream

**Joe Manning**  
Unilever Ice Cream

**Eduardo Navarro**  
Great Dane

**Karen Reilly**  
Wells Enterprises, Inc.

**Mark Servaes**  
Nestlé/Dreyer's Ice Cream

**Kelley Smith**  
C. Nelson Manufacturing Company

## HONORARY DIRECTORS

**Steve Feldman**  
**James E. Roberts, Esq.**  
**Jay Schwartz**  
**Eric Walsh**

## COMMITTEE CHAIRS

**CONVENTION:** Alan Drazen

**HALL OF FAME:** Hoss Rafaty

**LEGISLATIVE:** Chris Long

**MARKETING:** Bailey Jordan &  
Eduardo Navarro

**MEMBERSHIP:** Nick Nikbakht

**SAFETY:** Chris Long

**SCHOLARSHIP:** Eduardo Navarro

## PAST PRESIDENTS

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

## HEADQUARTERS

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Fax: (410) 931-8111

[www.IAICDV.org](http://www.IAICDV.org)

### EXECUTIVE DIRECTOR

Amanda Bolinsky  
amanda@iaicdv.org

### ASSOCIATION COORDINATORS

Michelle Gantzhorn  
michelle@iaicdv.org

Kim Shaw  
kim@iaicdv.org

### FINANCIAL COORDINATOR

Jason Dumm  
jason@iaicdv.org



Look for your  
**All-time Favorites**  
+  
**2 New Singles!**



**New!**



**New for 2017**



# KEYNOTE SPEAKER

TUESDAY, NOVEMBER 15 ❖ 10:00 - 11:00 A.M.

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## DAREN MARTIN, PH.D. THE CULTURE ARCHITECT

[WWW.DAREN MARTIN.COM](http://WWW.DAREN MARTIN.COM)

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The IAICDV is proud to announce our keynote speaker Dr. Daren Martin, the author of the bestselling book “A Company Of Owners and Whiteboard.” His thought leadership and change strategies in transforming companies earned him the title “The Culture Architect.”

Combining humor, thought-provoking content, and a dynamic and engaging presentation style, his transformational speaking has inspired audiences into action all over the world.

Join us on Tuesday, Nov. 15, 2016 from 10:00 - 11:00 a.m. in the Grand Cypress Ballroom for Dr. Martin’s exciting keynote:

### **“A Company Of Owners: Maximizing Employee Engagement”**

Lack of employee engagement is the biggest challenge facing business owners and leaders today. Dr. Martin will present on proven insights and solutions he uses to create ownership cultures in some of the biggest companies in the world. Using insights gleaned from years helping companies and coaching leaders, Dr. Martin teaches company leaders how to turn team members into owners.

This is a keynote you don’t want to miss. Dr. Martin is intense, humorous, challenging, thought-provoking and extremely engaging!



# AWARDS & SPOTLIGHTS



## DOCTORATE OF ICE CREAM (ICD)

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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

## IAICDV HALL OF FAME

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Class of 2016

- ❖ Carl Long

Class of 2014

- ❖ Earl Barish
- ❖ Sid Barish
- ❖ Eric Walsh

Class of 2013

- ❖ Jay Schwartz

Class of 2012

- ❖ Stephan Feldman

Class of 2011

- ❖ Robert Holder
- ❖ Jim Roberts

## MAX "MICKEY" SCHWARTZ AWARD

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2000

- ❖ Stephan Feldman

1992

- ❖ Durant "Doc" Abernathy

## EMPLOYEE RECOGNITION AWARD

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2016

- ❖ Frank Stracuzza



## NEW MEMBER SPOTLIGHT

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- ❖ Autofrost Corp.

- ❖ Dulceria La Bonita Wholesale, LLC

- ❖ Elcold

- ❖ Fruitique Ice Cream

- ❖ Global Refrigeration

- ❖ J&R Ice Cream Co., Inc.

- ❖ Northeast Underwriters Inc.

- ❖ Rebu Rose

- ❖ Red Penguin Ice Cream

- ❖ Sno-Balls To Go

- ❖ Southwest Ice Cream

- ❖ Tekno Ice SRL

- ❖ The Wittern Group

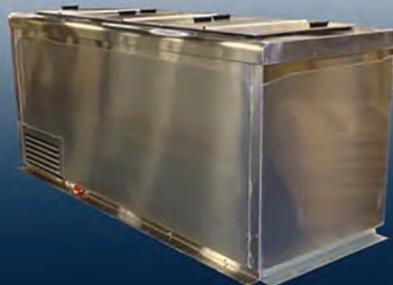


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Find out who's attending the convention



## With the IAICDV mobile app, you can:

- ✓ Connect with our attendees
- ✓ Browse speaker profiles and bookmark favorites
- ✓ Set reminders for sessions you don't want to miss
- ✓ Get to know more about our Exhibitors
- ✓ Take session notes for future reference
- ✓ *And much, much more!*

## Downloading the App is Easy!

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

### Step 1

After you download the app, you will then see the event - IAICDV 47th Annual Convention. Click on the event name to download and gain access to the event content.

### Step 2

Login to the event by signing up with your name and email. (This one-time event login ensures unrestricted access to all app functionality and locked content.)

For All Other Device Types (including BlackBerry, Windows, and all other web browser-enabled devices): While on your device, point your mobile browser to <https://crowd.cc/iaicdv2016> to be directed to the proper download version for your phone.

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**48TH ANNUAL CONVENTION  
NOVEMBER 13-15, 2017**



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