



**IFRA Chairman
Ken Lansing,
Martin's IGA,
Effingham, IL**



**GMA President
Vic DeGuilio
Dean Foods
Company**



Illinois Food Retailers Association

with co-host



**Grocery Merchandising
Association**

Annual Conference & Expo

Program Registration

New at this year's convention:

The Best Bagger Championship

*Winner to Compete in National
Championship in Las Vegas, NV*

Employees of Association member stores can participate in the Best Bagger Championship for the first time this year. This NGA nationally recognized program highlights the importance of customer service and builds team spirit for competition.



Tuesday, October 8
Odyssey Country Club

Wednesday, October 9
Tinley Park Convention Center

Your support of the IFRA-GMA Conference program through your attendance, sponsorships, advertising and exhibiting is greatly appreciated.

Day 1

A fun-filled day either on the golf course with industry partners or in the classroom where we'll provide an educational program for store managers and owners. Day 1 Educational Series conducted by Jerald Duff, Ph.D.

Day 2

A full day with the best in the industry: educational programs, admittance to the Expo floor featuring the latest in industry trends, products and services, and the early evening awards banquet. This year's industry recognitions will spotlight members who are celebrating milestone years:

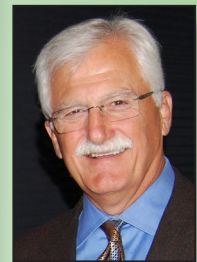
- The Schuette family's 150th anniversary in business
- The Niemann family for opening its 100th store

In addition, the Association will be recognizing:

- Retiring IRMA President and CEO Dave Vite, for his many years of service representing the interests of the retail community in the State of Illinois, both at the State House and Chicago City Hall.
- Retiring NGA Executive Vice President and General Counsel Tom Wenning for his many years of service representing the interests of the independent retailer in Washington, D.C.



Jerald Duff, Ph.D.



*Retiring IRMA President
and CEO Dave Vite*



*Peter Larkin, NGA
President & CEO*

See reverse side for additional program details →

Program Outline

IFRA-GMA 2013 Annual Conference

October 8-9, 2013

Two-Day Management Training Program

Day 1: Tuesday, October 8, 2013
Odyssey Country Club



Special Education Series for Owners, Managers and Assistant Managers Conducted by Jerald Duff

10:00 am *Early Morning Session*
 “Engaged, Enabled, and Energized — Oh, my!”
Objective: Understand the huge cost for retailers of disengaged employees

Short Break

Mid-Morning Session
 “Managers to Leaders; Employees to Partners”
 (The Developmental Leadership Model©)
Objective: Why managers must change before employees can change

12:00 pm Lunch with golfers

12:30 pm *Early Afternoon Session*
 “Emotional Intelligence: Why EQ Trumps IQ, Happy Employees = Happy Customers”
Objective: Self-Awareness of Personality Strengths; Application to Engagement

Short Break

Mid-Afternoon Session
 “Just Do IT! Applying the Learning to Retail Situations”
Objective: Practical experiences in developing your team

5:30 pm *Cocktail Reception - Cash Bar*

6:00 pm *Buffet Dinner for seminar attendees & golfers*



The Schuette Stores team – celebrating the 150th anniversary

Day 1: Tuesday, October 8, 2013
Golf Tournament
Odyssey Country Club



11:30 am Registration and lunch
 12:30 pm Golf Outing Shotgun Start
 5:30 pm Cocktail Reception - *Cash Bar*
 6:00 pm Buffet Dinner for seminar attendees & golfers

Day 2: Wednesday, October 9, 2013
Tinley Park Convention Center



7:00 am *IFRA Board of Directors and General Membership Meetings*

8:30 am *General Session*
Leadership Development Sponsored by Frito-Lay

9:30 am *Break*

9:45 am *Federal Legislation - Economic Impact of the Independent Grocer - Industry Overview*
Speaker - Peter Larkin, NGA President and CEO

10:45 am *Best Bagger Competition and Opening of Expo*

3:00 pm *General Session*

4:30 pm *Cocktail Reception*

5:30 pm *Industry Awards Banquet*
Industry Recognitions:

- Schuette Stores, Inc.
- Niemann Foods, Inc.
- David Vite, Retiring IRMA President
- Tom Wenning, Retiring NGA Executive Vice President & General Counsel



Niemann Foods, Inc. – 100th store location



**Illinois Food
Retailers Association** *with Co-Host*



**Grocery
Merchandising Association**

Golf Outing Registration Form



Tuesday, October 8, 2013, Odyssey Country Club

11:30 a.m. Lunch

12:30 p.m. Shot Gun Start

6:00 p.m. Evening Golf Banquet

Company Name: _____

Contact Person: _____

Address _____ City/State/Zip _____

Telephone: _____ Email: _____

GOLF REGISTRATION	<u># of Registrants</u>	<u>Registration Fee</u>
Golf/Cart/Dinner (member company)	_____	\$195.00 per person _____
Golf/Cart/Dinner (non-member company)	_____	\$210.00 per person _____
Dinner Only	_____	\$ 60.00 per person _____

Sponsorship Opportunities

___ Dinner Sponsor: \$1,000 (Special package includes a foursome, sponsorship with sign on hole and prominent recognition as a dinner sponsor)

___ Hole Sponsorship: \$150.00 (sign on hole)

___ Raffle Prize Donation (sporting event tickets, golf merchandise, etc.)

Mail or Fax to: IFRA, 1919 S. Highland Ave., #265-D, Lombard, IL 60148
630-627-8100 • Fax: 630-627-8106

Payment information:

___ Check enclosed. ___ Please bill me. ___ Please charge to my credit card.

(Circle one): Discover MC VISA AE Name of Account Holder: _____

Account Number _____ Sec. code _____ Exp. Date _____ Signature _____

Mail or fax to: IFRA, 1919 S. Highland, #265-D, Lombard, IL 60148 • 630-627-8100 • Fax 630-627-8106



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**Grocery
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2013 Annual Conference & Expo

▶ **Registration Form**

Tuesday, October 8 *Odyssey Country Club, Tinley Park*

Wednesday, October 9 *Tinley Park Convention Center, Tinley Park*

Two-Day Management Training Program: *October 8 and 9, 2013*

Educational and interactive program designed specifically for store owners, managers and assistant managers. All educational activities, dinners and Expo registration October 8 and October 9: \$300.00

Delegates to be registered:

Total registration fees for Two-Day Program _____

Day 2 Registration: *Education, Expo, Industry Banquet, Wed., October 9, 2013*

Please complete this section if you are NOT attending the complete Two-Day Management Training Program.

Options: 1.) Full day 10/9/13 - \$175 2.) Banquet only - \$125 3.) Banquet - table of 10 - \$1,000
4.) Seminar & Expo - \$50

Delegates to be registered:

Name	Option	Name	Option
_____	_____	_____	_____
_____	_____	_____	_____

▶ **Company Information:**

Company Name _____ Contact _____

Address _____ City/State/Zip _____

Telephone: _____ Email: _____

Mail or fax to: IFRA, 1919 S. Highland, #265-D, Lombard, IL 60148 • 630-627-8100 • Fax 630-627-8106

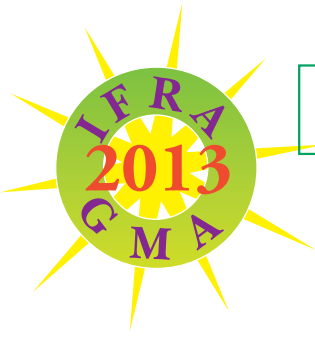
Please see Hotel Reservation Form for sleeping room accommodations.

Payment information:

____ Check enclosed. ____ Please bill me. ____ Please charge to my credit card.

(Circle one): Discover MC VISA AE Name of Account Holder: _____

Account Number _____ Sec. code _____ Exp. Date _____ Signature _____



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**Grocery
Merchandising Association**

Hotel Reservation Form

This form must be completed by delegates requiring hotel room lodging

Company Name: _____

Contact Person: _____

Address _____ City/State/Zip _____

Telephone: _____ Email: _____

Please make the following hotel reservations. (Room reservation deadline is Sept. 10, 2013.)

Holiday Inn (\$115.00 single/double plus tax per night)

18501 Convention Center Drive, Tinley Park, IL

Special requests: _____

Name _____ Sharing room with _____

Arrival _____ Departure _____

Name _____ Sharing room with _____

Arrival _____ Departure _____

Name _____ Sharing room with _____

Arrival _____ Departure _____

To guarantee a room for late arrival, please provide your credit card information.

Payment information:

____ Check enclosed. ____ Please bill me. ____ Please charge to my credit card.

(Circle one): Discover MC VISA AE Name of Account Holder: _____

Account Number _____ Sec. code _____ Exp. Date _____ Signature _____