

2019 NACS SUPPLIER BOARD APPLICATION



APPLICATIONS DUE by March 21, 2018

The NACS Supplier Board is seeking to fill open positions on the Board for the term 2019. If you are an innovative thinker with demonstrated leadership abilities, a passion for the convenience channel and have overall responsibility for your company's business in the channel, we welcome you to apply for a seat.

As a member of the Supplier Board, you will have the opportunity to interact with a diverse group of industry suppliers, be involved in NACS initiatives, make new connections with retailers and build relationships with the NACS staff.

ABOUT THE BOARD

The NACS Supplier Board consists of members whose companies are in good standing with NACS as Suppliers and three retail members of the NACS Board of Directors. Supplier Board members also serve on at least one of the following committees: Connexus, Convention, The Fuels Institute, Exhibitor Advisory, Manpower, Member Services, NACSPEC, Research or Supplier Membership. Members of the Supplier Board may serve up to 4 consecutive 1-year terms with an opportunity to be elected to a Leadership position (Vice Chair, Chair-Elect and Chair).

PURPOSE OF THE SUPPLIER BOARD

- To represent NACS' Supplier Members.
- To represent the mutual concerns of NACS' Retail and Supplier Members.
- To serve as an organized voice for the Suppliers in the affairs of NACS.
- To be a resource for NACS as called upon by its staff or Board of Directors.
- To collaborate with NACS and its retail members toward the achievement of its strategic initiatives.

REQUIREMENTS FOR NOMINATION

To be considered for nomination, you must:

- Presently be serving on a NACS committee.
- Have demonstrated leadership abilities and influence in the industry.
- Be respected by retail and supplier peers. This is demonstrated through a candidate's commitment to the convenience store industry over a reasonable time period.
- Possess a thorough knowledge of the industry. This includes knowledge of current issues facing both retailers and suppliers.
- Support NACS and the industry. This is demonstrated by participating in NACS Ambassadors at the NACS Show, NACSPAC fundraising activities, Hunter Club membership, Global

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Membership and/or other industry contributions. Involvement with industry state associations may also be considered.

- Share the Board's vision of a true partnership with NACS.
- Be empowered by your company. This is demonstrated by a candidate's ability to speak for his/her company and commit resources for the purposes of the convenience store channel.

REQUIREMENTS OF A BOARD MEMBER

To serve on the Supplier Board you must:

- Be an employee of a NACS Supplier Member company in good standing;
- Commit to participating in three full Board meetings annually, as well as conference calls scheduled by the committee chairman as needed;
- Actively participate and demonstrate leadership in assigned board level committees;
- Cover your own expenses for meetings and activities associated with the Board and Committees;
- Have the support of your company with regards to financing of Supplier Board trips and scheduling of supplier board meetings and activities.

SELECTION PROCESS

If you are interested in applying for a position on the Supplier Board, the nomination/selection process is as follows:

- 1) Nominees must submit applications and any supporting materials by **March 21, 2018**.
- 2) Only one member of a supplier company can serve on the NACS Supplier Board at any given time.
- 3) Qualified nominees will be selected by the NACS Supplier Board nominating committee in April. Slate of candidates will be approved by the NACS Board of Directors in September.
- 4) New Supplier Board members take their seat at the close of the NACS Show, October 10, 2018.

IF YOU HAVE ANY QUESTIONS, PLEASE CONTACT:

Bob Sears
Director of Accounts
Altria Group Distribution
Company
(513) 336-5260
robert.f.sears@altria.com

Bob Hughes
V.P., Supplier Relations &
Expositions
NACS
Supplier Board Liaison
(703) 518-4270
bhughes@nacsonline.com

Jay Ard
VP National Sales CR
The Coca-Cola Company
(813) 363-3933
jard@coca-cola.com

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I am applying for a position on the 2019 NACS Supplier Board. DATE: _____

NAME: _____

TITLE: _____

COMPANY: _____

COMPANY WEBSITE: _____

I SIT ON THE FOLLOWING COMMITTEE: _____

ADDRESS: _____

PHONE: _____ EMAIL: _____

What is the percentage of your company's business in the convenience channel?

Are you the person within your company who has overall responsibility for the convenience channel?
If not, do you have direct access to the person that does?

What is the product or service that your company offers?

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Describe your NACS committee experience (include years served, positions held, projects worked on)?

What contributions have you made to the convenience industry (include NACS activities or other industry activities)?

Please attach information to contribute more about your industry and personal experience (resumes and letters of recommendations are welcome):

- Personal History/Information
- Education
- Career History
- Affiliations
- Honors/Award

Please email to Jessica Rowe: jrowe@convenience.org.

***** Applications and supporting materials must be received by March 21, 2018 *****

TOMMY LEE

17911 Bronk Road ♦ Plainfield, IL 60586 ♦ Cell: 312.296.3385 ♦ tlee@gonnella.com

Sales Executive

Envision, execute, and deliver profitable growth

Comprehensive experience in strategy formulation, marketing, and execution of sales programs. Excel in identifying and seizing new opportunities to produce significant returns and cost efficiencies with sustainable revenue growth. Accomplished in turning mediocre initiatives into high-performance programs; consistently earned top ranks in performance by bringing revenues, market share and profits to new heights. Management of a sales team to achieve company goals and aspirations.

CORE COMPETENCIES

PROGRAMS AND CHANNELS

- Co-marketing - Partner marketing - Sales collateral - Product messaging
 - Demand generation programs - Integrated marketing programs
 - Competitive analysis - Nurturing - Market research - Value proposition creation
 - Product messaging - Client relationships - Demand Forecasting - Market launch
 - Channel marketing programs - Development-Execution
 - Project management - Product Development-Launch Protocols- Staff Management
 - Sales Forecasting
 - Sales Development: Both end users and distributors
 - Sales Team Management
 - Key Client Relations
 - Product Development
 - Sales Program Development
 - Broker Management & Development
 - Vendor Coalition Development
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EXPERIENCE

10/14/2014-Present: Director of Sales- Gonnella

10/14/2005-10/13/2014: National Sales Manager- Gonnella

10/14/1997-10/13/2005: Business Development Manager- Gonnella

10/14/1994-10/13/1997: District Sales Manager- Gonnella

01/05/1989- 10/13/1994: District Manager- National Baking Company

01/05/1987- 01/04/1989: Route Salesman- National Baking Company

Prior experience includes:

- **Dispatcher** with SURFSIDE TRANSPORT in Burr Ridge, IL.
 - **Electrical Engineering Apprentice** with CHICAGO CONDENSER CORPORATION in Chicago, IL.
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EDUCATION

Science of Baking- American Institute of Baking, Manhattan, KS.
Just In Time Manufacturing, M.R.P., Oakton Community College, Des Plaines, IL

Various seminars related to the baking industry/sales

ATIB International

Manhattan, Kansas

Tommy Lee

*has completed all of the requirements prescribed by the Faculty of this Educational Institution
and has been granted this Certificate of Completion for the course*

Science of Baking - Foundations

and has been awarded 12.0 Continuing Education Units

August 13, 2008



Thudying
Chairman of the Board

James R. Mungar
President and CEO

ATIB International

Manhattan, Kansas

Tommy Lee

*has completed all of the requirements prescribed by the Faculty of this Educational Institution
and has been granted this Certificate of Completion for the course*

Science of Baking - Ingredient Technology

and has been awarded 11.2 Continuing Education Units

May 12, 2009



Thelma King
Chairman of the Board

James R. Mungar
President and CEO

AIB International

Manhattan, Kansas

Tommy Lee

*has completed all of the requirements prescribed by the Faculty of this Educational Institution
and has been granted this Certificate of Completion for the course*

Science of Baking - Bread and Rolls

and has been awarded 10.4 Continuing Education Units

November 16, 2009



Thelma King
Chairman of the Board

James R. Mungar
President and CEO



To Whom it may concern:

I am writing to you to endorse Tommy Lee from Gonnella Baking company as a member of the NACS Supplier Board.

I have known Tommy for many years, and his work to better the convenience channel has been superior. Tommy led the way for innovation on the roller grill by being the first vendor to provide an individually wrapped hot dog bun. Although this may seem insignificant as the industry has matured and there are multiple suppliers in the market, at the time it was introduced Gonnella was the first provider of a product that revolutionized the roller grill area.

They fulfilled a need for the industry to offer a product that was needed for many retailers to function safely in the foodservice environment. Tommy was relentless in his passion for the product and need for it in our industry which has led to the product being in many stores throughout the US.

In addition to this product, Tommy has worked to understand the needs of foodservice in convenience and develop other items which fulfill the needs of our consumers. I have worked with him on projects for our commissary, which included innovative product development on carriers for unique sandwiches for our industry. In each instance Tommy has shown a passion for the business and a willingness to assist in an effort to find items that best fit our channel.

I recommend Tommy for the NACS supplier board for the passion, integrity, and innovation he brings to the convenience industry.

Sincerely,

Sharon Kunch

Eby-Brown Co LLC
VP Foodservice