

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@convenience.org

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: 3/16/2018

NAME: John J. Thomas

TITLE: Vice President of Industry Development

COMPANY: iSee Store Innovations, LLC.

COMPANY WEBSITE: www.isee3dinnovation.com

I SIT ON THE FOLLOWING COMMITTEE: Manpower

ADDRESS: 1224 Glenvista Place, St. Louis, Mo 63122

PHONE: 314 605-7220 EMAIL: JT@iseeinnovation.com

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

95% +

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?

No – as VP of Industry Development I am responsible for new business and industry relations. I transitioned to this position in September 2017. Previously I was VP of Sales responsible for all C-Store sales since I started at iSee in 2013. I report directly to Joe VonderHaar who is the CEO/ Partner of the company. We communicate daily...

What is the product or service that your company offers?

iSee is an Innovative merchandising company...SEE Store Innovations is a global design and manufacturing company that loves a challenge. We develop innovation retail solutions that maximize space productivity and announce brand presence. We do this with a deep understanding of both the brand and retailer objectives within an ever-increasing complexity of the marketplace. In short, we make stuff that really works! Our current product lines include the iSee: Roller Chill, Cooler, Double Play Cooler, Display Loc-Apex, K2, K6, Sherpa Display Gear and Cube...

Our products are designed to increase sales, merchandise new space or more effectively use existing space of our convenience industry clients.

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

- 1) I have been on the Supplier Membership Committee for the past 3 years. 2 years ago, I co-chaired and last year I chaired the subcommittee where for the first time we developed and I hosted 3 webcasts for new supplier members in 2016 and 2017. The webinars covered planning and preparation to attend NACS the NACS show and then a follow up explaining NACS activities throughout the year. These webinars were well attended and the subcommittee is repeating for the third time in 2019.
- 2) In 2018/2019 I volunteered to head a new sub-committee focused on improving the New Supplier Party at the NACS show.
- 3) Attend and support other Membership Committee functions, including NACS Show seminars, "A Guide to Breaking into the C-Store Channel Guide" at both 2015, 2016, 2017 NACS shows.
- 4) Attended 2018 GRC in Washington D.C.
- 5) Registered and plan on attending the SOI in April 2018

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

- 1) I have been active in the NACS organization for over 30 years. I have attended every NACS show since starting with Anheuser-Busch, Inc in 1984. I have attended SOI, NACS Leadership and regional luncheons on numerous occasions.
- 2) Some of my most memorable experiences supporting NACS have been to serve as an Ambassador, at the NACS Trade Shows. I started this in approx. 2004 and enjoy helping people and getting their day started with a smile...
- 3) Direct involvement in development of 2 #1 NACS Cool New Products, 2013 Ice Light Cooler and 2016 Roller Chill with, my current employer, iSee Store Innovations. Currently working on numerous projects for convenience store retailers and/or suppliers of the convenience industry. Products are designed to increase sales, save space or use space more efficiently.
- 4) Researched and created the Natural Light 3 pack-24oz cans in 2008, which ranked as the second largest SKU at BP/ampm and a top 5 item in convenience stores in California;
- 5) Supplier Membership Board subcommittee 2015, 2016, 2017
- 6) Attended all required meeting and actively contribute to support the efforts of our subcommittee, since my appointment.
- 7) NACSPAC 3-Star 2018 2-Star in 2017, 1-Star in 2015 & 2016\
- 8) Volunteered to assist Dave Charles 2017 NACSPAC efforts and to allow me a new experience within NACS
- 9) iSee Store Innovations is Hunter Club Member 2015, 2016 and 2017.
- 10) 2016 attended Convenience Retailing University
- 11) Volunteered for new Subcommittee "We Are Convenience"

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

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- Affiliations
- Honors/Award

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

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