

TENNESSEE GROCERS & CONVENIENCE STORE ASSOCIATION

2007-08 MEMBER HANDBOOK



TGCSA:

The Tennessee Grocers & Convenience Store Association is the only food trade association that represents all segments of Tennessee's food market. Membership is comprised of retail grocery store and convenience store operations as well as food industry suppliers. Since 1978, TGCSA has been serving the needs of its members. The purposes of this association are to maintain a high standard of integrity and efficiency in the welfare of such industry; foster and promote the welfare of such business; and to disseminate useful information in the best interest of the food industry and the public.

TGCSA BOARD OF DIRECTORS:

David Burnett- Chairman
Houchens Food Group
Danny Patterson- Chairman-Elect
Cox Oil Company
Jody Helms- Vice-Chairman
K-VA-T / Food City
Steve Poe- Treasurer
Rocky Top Markets
Jarron Springer- President TGCSA
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J & J Supermarkets, Inc.
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Rick Myers
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Ken Pink
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Danny Potter
Family Brands International
Tony Sanfilippo
Circle K Stores, Inc.
John Short
The Pepsi Bottling Group
Bill Townes
Mitchell Grocery Co.
Bob Wiegert
Schnuck Markets Inc.

COMMUNICATION:

Volunteer Grocer: The *Volunteer Grocer*, the official publication of TGCSA, is published three times a year and is the only magazine produced by and for the food industry in Tennessee. The purpose is to keep you updated with news in the food industry, TGCSA events, scholarships, legislative news, TGCSA members and much more. The *Volunteer Grocer* has built a national reputation for journalistic greatness in the coverage of cutting edge issues and events. It has continuously earned awards of excellence from the Food Industry Association Executives. With your membership, you receive a free subscription to the *Volunteer Grocer*. Also included in the magazine is the Buyer's Guide for retailers. This is a quick reference to locate vendors to stock your stores when you are looking to buy. All vendors published in the magazine are TGCSA associate members.



Advertising: The *Volunteer Grocer* is a fantastic way to get your product directly in front of retailers throughout the state of Tennessee. The circulation of the publication exceeds 1,200 readers in the food industry. The *Volunteer Grocer* offers a variety of ad sizes to fit the needs of your organization. For more information please contact Reaghan Roper at 615-889-0136.

Upcoming Advertising Deadlines: 2007 Fall Issue- November 1, 2007
2008 Convention Issue- February 8, 2008



The Checkout: TGCSA's official newsletter is published three times a year to keep you informed about issues facing the food industry. *The Checkout* is loaded with great information for your membership including legislative news, calendar of events, golf tournaments and a lot more. With your membership, you receive a free subscription to the newsletter.

Advertising: *The Checkout* newsletter is a great way to get your product directly in front of retailers throughout the state of Tennessee. *The Checkout* also offers an inexpensive option to advertise with TGCSA. The circulation of the publication exceeds 1,200 readers in the food industry. For more information please contact Reaghan Roper at 615-889-0136.

The Checkout E-Newsletter: Make sure TGCSA has your current email address since the e-newsletter is emailed to members concerning important and breaking news and events. The e-newsletter informs TGCSA members about recalls in the food industry, educational events, and new laws concerning the food industry.

Legislative Updates: To stay current during the legislative sessions, TGCSA members receive a legislative update e-mail from TGCSA President, Jarron Springer every other Tuesday during Tennessee's legislative session.

LEGISLATIVE AFFAIRS:

Government Relations: TGCSA President, Jarron Springer attends hearings during the legislative sessions and works with Tennessee legislators in the best interest of TGCSA members. TGCSA's lobbying activities support the food industry at the state level as well as monitor the regulations and issues from Washington that affect the food industry. TGCSA collaborates with state agencies, the state legislature, state officials and the Tennessee Congressional delegation in Washington to communicate the needs of the food industry. We also send an email legislative update to members while the state legislature is in session.

Tennessee General Assembly: The Tennessee General Assembly meets in Nashville each year beginning at noon on the second Tuesday of January. Each General Assembly meets 90 session days over a two-year period. Generally, legislative sessions last from mid-January through late April or May of each year. The General Assembly has 33 Senators and 99 representatives. The 105th General Assembly Senate is composed of 17 Republicans and 16 Democrats and elected to four-year terms. The 105th

General Assembly House is composed of 53 Democrats and 46 Republicans elected in even-numbered years to two-year terms.

Legislative Sessions: The 105th General Assembly is in adjournment until January 8, 2008, 12:00 p.m.

Washington D.C. Trip: In June of each year retailers, wholesalers, and state association executives from across the United States converge on Washington, D.C. for the Washington Public Policy Conference hosted by the Food Marketing Institute, National Grocers Association and Food Industry Association Executives. The Conference provides attendees a unique opportunity to attend meetings and important briefings on current legislative issues that will have an impact on their businesses. Most importantly the conference provides an opportunity for retailers, wholesalers, and state association executives to meet face to face with their elected Members of Congress. All members are invited to join TGCSA President, Jarron Springer during these events. Call 800-238-8742 for information on how you can attend next year.

COUPON REDEMPTION:

TGCSA Coupon Redemption Center: With over 25 years of experience, the TGCSA Coupon Redemption center strives for fairness, legitimacy and efficiency in coupon redemption. TGCSA acts as a communications coordinator between retailers and manufacturers, tracks chargebacks and provides a paper trail for your business. This is one of our most valuable services, relieving you of the time-consuming task of redeeming the cents-off coupons you receive from your customers. We do all the work and you make the money. Any retailer can use the TGCSA Coupon Redemption Center. Retailers receive full face value of the coupon plus a handling rebate based on the number of coupons submitted. TGCSA Coupon Redemption Center annually returns over \$3 million to our customers. Customers usually receive the payment within 35 days after submitting coupons. To sign up, please return the TGCSA Coupon Redemption Program form and fax to 615-889-2877.

SERVICES:

Labor Posters: TGCSA offers an all in one posters to meet Federal and State specifications. Protect yourself from litigation, stop cluttered bulletin boards and meet all current Federal and State required postings. Posters are available paper or laminated.

FMS Payroll Processing Program: All TGCSA members can realize substantial savings on their payroll processing fees through the FMS Program. FMS has provided payroll, accounting services and software to the grocery industry for over 30 years.

DeltaCom Discounted Phone Service: Receive substantial savings through TGCSA by signing up for phone and data service through the DeltaCom/TGCSA program.

Health & Accident, Employee Coverage: Financial Products & Services, Inc. specializing state wide in medical, life and disability coverage. Grocers Insurance Group offers programs covering workers compensation and business insurance.



WORLD OF FOOD & FUEL EXPO AND ANNUAL CONVENTION:

World of Food & Fuel Expo and Annual Convention: In 2008, the convention and expo will be held April 17 -20, 2008 Knoxville Convention Center, Knoxville, Tennessee. The TGCSA convention and expo features Tennessee's largest food trade show, as well as various educational seminars to assist members in their business operations. TGCSA members receive registration and exhibitor discounts.

Comments and Quotes from 2007 World of Food & Fuel Expo:

- The show was one of the best I have attended. If you weren't there, it was your loss. (Mike Barbrow, Southern States Equipment)
- I have enough leads from the show to last me two months. (James Fuller, Rapid XChange)
- The expo was very fun as well as informative. We got a chance to talk to many people. (Donovan Grimwood, State of Tennessee)
- It was a productive show this year and we'll be back for the Knoxville show in 2008. (Dave Toman, BDT Beverage)
- Special thanks to you and the entire staff of TGCSA for a great job! Looking forward to 2008! (Jamie Marshall, Checkcare)
- Thank you for the GREAT SHOW! We made many contacts and it was FUN. I can't really remember a show that was anything but work so that is a plus. Take Care and we will see you next year. (Shelia M. Bacon, Jim Boykin Plastic & Products Marketing, LLC)
- Give yourselves a big pat on the back!! Without all of your hard efforts, it would not have been so successful. (Thomas Hales, Specialty Foods Group)
- I want to thank you and the board for allowing me to represent Circle K and Western TN on the TN Grocers and Convenience store association. I am really looking forward to a year of collective help to make us all better. Retailing is something that I am passionate about and I saw that same passion in most of the folks I met this past weekend. I am really excited to be a member. Again thanks to you for your help and the great job you did at the convention and meetings. (Tony Sanfilippo, Circle K Markets)

Exhibitors: 2008 contracts are available on www.tngrocer.org or by calling Cyndi Randle at the TGCSA office at 615-889-0136 or 800-238-8742.

Exhibitors receive:

- The luxury of prospects coming to you
- Networking opportunities with wholesalers supplying Tennessee
- Prospects searching for solutions to their product needs and problems
- Exposure in all convention print material and association website

Exhibit Space Rental:

- 9' x 10' Booth - \$950.00 (TGCSA member)/\$1,100 (non-member)
- Island Front Row - \$5,100 (TGCSA member)/\$5,600 (non-member)
- Island Back Row - \$4,800 (TGCSA member)/\$5,100 (non-member)

Retailers: All grocery and convenience store retailers are welcome to network and walk the floor at the World of Food and Fuel Expo. Retailers can discover new products, become more knowledgeable about the current products they carry and interact with other professionals in the food industry. You do not have to be a member of TGCSA to attend the expo or convention.

Convention Events (tentative):

Thursday, April 17

6:00-8:00 pm: *Winner's Circle Dinner*
TGCSA Board of Directors
TGEF Board of Trustees

Winner's Circle Members – Participants in all four (convention - advertising, exhibiting, registration and sponsorship) receive a complimentary invitation for two to attend the dinner.

Friday, April 18

8 am-5 pm: Exhibitor Set-Up
6 pm-8 pm: *Casino Party*

Saturday, April 19

7:30-5 pm: Registration Desk Hours
8 am-12:00: Exhibitor Set-Up
7:30-8:45: *Breakfast & Speaker*
9 am-12:00: *Education Sessions*
1:00-5:00: *World of Food & Fuel Expo*
6:00 pm: Chairman's Reception
7:00 pm: Chairman's Dinner and Entertainment

Sunday, April 20

7:30 am-12:00: Registration Desk Hours
7:00 am: TGCSA/TGEF Annual Meetings
8:00-9:00 am: *Breakfast & Devotional - Scholarship Winners*
9:15-9:30 am: Scholarship Orientation
9:30-10:15 am: Scholarship Awards Presentation
9 am-12:00: *World of Food & Fuel Expo*
10:30 am: *Best Bagger Contest*-- The most intriguing event of the weekend. A must see for all attendees. If you are a retailer, make sure you have a bagger in the contest by contacting Jennifer Durham at 800-238-8742.

Registration:

Registration for the 2008 World of Food & Fuel Expo and Convention will be available February of 2008. Please fill out registration form and mail or fax to the TGCSA office, 615-889-2877. For more information please go to www.tngrocer.org or call 615-889-0136.



TENNESSEE GROCERS EDUCATION FOUNDATION:

TGEF is one of the largest and most respected grocery, convenience store and food industry foundations in the United States. As a 501(c) 3 public charity, TGEF provides the vehicle to award your employees tax-free scholarships.

Since its inception in 1982 TGEF has awarded 1,817 scholarships. With 131 scholarships awarded in 2007/2008, equaling \$155,700, TGEF has given over \$2.2 million worth of scholarships in its existence.

TGEF is comprised of 12 Board of Trustee members from the TGCSA membership that oversee foundation activities. The Board of Trustees is lead by 2007-08 TGEF Chairman, Rick Hardesty of Lewis Brothers Bakeries.

TGEF has several fundraising events every year, such as three golf tournaments and the silent auction at the TGCSA annual convention.

TGEF BOARD OF TRUSTEES:

Rick Hardesty- Chairman
Lewis Brothers Bakeries
Barry Maddox - Chairman-Elect
Alliance Marketing
Steven Tate- Treasurer
Dyer Foods, Inc.
Jarron Springer- President
TGCSA
Jimmy Crownover
Turner Dairies
Brien Dill
F&P Foods
Mike Danes
Associated Wholesale Grocers

Bob Durand
S & C Foods, Inc.
Jim Greaving
Country Delite Farms
Thomas Hales
Specialty Foods Group
Tom Hembree
K-VA-T Food City
Chris Wilkerson
Pictsweet
Danny Patterson-
TGCSA Chairman-Elect
Cox Oil Company

TGEF GOLF TOURNAMENTS:

Each year TGEF holds three golf tournaments across the state of Tennessee to raise money for the TGCSA scholarship fund. The tournaments are hosted in the East, Middle and West regions of the state. Anyone is welcome to play in the tournament.

2007 Golf Dates: West Tennessee Golf Tournament, October 17, 2007, Tunica National Golf Course, Tunica, Mississippi. Shotgun 7:30 a.m. and 1:00 p.m. Rooms are available at the Gold Strike Casino on October 16 and 17. Request the TGCSA room block to receive the \$65 discounted rate. The rate will expire September 23, 2007. Gold Strike Casino, 1-888-245-7829. Visit www.tngrocer.org for more information or call 615-889-0136.

TGEF SILENT AUCTION:

The first TGEF Silent Auction was held during the 1993 Annual Convention and World of Food Show to help fund the education foundation. At the 2007 convention, TGEF raised \$9,500. This amount doubled the average over the past seven years.

TGEF SCHOLARSHIPS:

TGCSA has always had a strong interest in supporting education. In 1982, TGCSA implemented a scholarship program to help deserving students with college expenses. TGEF awarded 131 scholarships for the 2007-08 academic year valued at 155,700. Since the foundation's beginning, we are moving towards \$3 million in scholarship awards.

On or about December 1 of each year, scholarship posters are mailed to all members, applications are received and processed and scholarships are awarded in the spring for the following academic year. To assure complete impartiality in the selection of winners and to maintain a high level of professionalism, the selection of scholarship winners is made by Dr. L. Paul Sands & Associates.

Eligibility: Those eligible to apply are high school seniors, college students and graduate students who meet the following criteria:

1. Sons and daughters of full time employees of firms which are members of TGCSA. The employee must have been employed for at least two years as of January 1 of the year in which the scholarships are awarded.
2. Part time student employees of firms that are members of TGCSA. The student must have worked an average of 15 hours a week for at least six months as of January 1 of the year in which the scholarships are awarded.

TGCSA CONTACT INFORMATION:

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www.tngrocer.org

STAFF:

TGCSA President: Jarron Springer
Office Manager/ Exhibit Coordinator: Cyndi Randle
Administrative Assistant/ Scholarship Coordinator: Jennifer Kemp
Communication/ Member Coordinator: Reaghan Roper