



National Independent  
Concessionaires Association, Inc.

*"Together We Can Save!"*



Source1 Purchasing  
THE LEVERAGE OF BILLIONS



Hummel  
Group



CLC LODGING

SHERWIN  
WILLIAMS.



Graybar  
works to your advantage.



FORD FLEET



ADVANCED  
TESTING SOLUTIONS, LLC



pepsi

Airgas



NICA Membership Benefits Guide

# CONTENTS

Advanced Testing Solutions .....	3
Arrow Distributing .....	3
AutoZone .....	4
Budget .....	4
CLC Lodging .....	5
Coca-Cola .....	5
Crystal Automotive .....	6
Dell Technologies .....	6
Fare Foods .....	7
First Data .....	7
Ford Fleet .....	8
Goodyear .....	8
GrayBar .....	9
GreenZone Hero .....	9
HD Supply .....	10
Hertz .....	10
Hummel Group .....	11
OCC Signs .....	11
Pepsi .....	12
Sherwin-Williams .....	12
Source1 Purchasing / Sysco .....	13
Whirley-Drinkworks! .....	13
CCE .....	14
Scholarship Program .....	15

# ADVANCED

TESTING SOLUTIONS, LLC



## YOUR EMPLOYEE SCREENING EXPERTS!

Advanced Testing Solutions customizes products and services that fit your specific requirements, providing you with real time access to all results from their online database with special competitive pricing for all NICA Members.

### **DRUG TESTING SOLUTIONS • BACKGROUND SCREENING • DOT COMPLIANCE TOOLS**

1

To receive your custom quote and special pricing, call **1-866-413-6872** or visit **[yourscreeningsolution.com](http://yourscreeningsolution.com)** and let them know you that are a NICA Member when signing up.



NICA Members get Dealer's Pricing (30-40% off retail) and shipping discounts off of thousands of items sold by Arrow Distributing—from *electrical, lighting, and appliances to awnings, hardware, accessories, and more!*

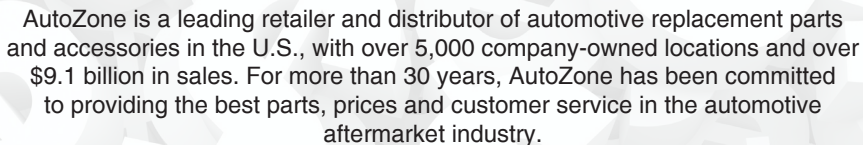
View Arrow's huge online catalog at **[www.arrowdist.com](http://www.arrowdist.com)**.

1

Call the NICA Office today at (813) 438-8926 to create an Arrow Distributing Purchase Order (PO) number and get access to the main contact information for ordering.

2

Provide the PO Number when calling the supplied Arrow contact to set up your order.



NICA Members are able to get special discounted pricing on products and services offered by AutoZone at its many locations. To find your local store, visit **[www.autozone.com](http://www.autozone.com)** today and go to the "Find a Store" section.

**Provide your AutoZone Commercial Account Number when purchasing your items at any location; it can be found on the back of your NICA Membership Card.**



Budget is one of the world's best-known car rental brands and offers quality vehicles and a rewarding rental experience at more than 3,000 locations in more than 120 countries.

Call **1-800-214-6094** or visit **[www.budget.com](http://www.budget.com)** to register an account with your Budget Customer Discount (BCD) Number. You can find it on the back of your NICA Membership Card.



# CLC LODGING

**Save 20% to 40% on hotel rooms at more than 10,000 locations!  
The only cost is a \$4.95 per night transaction fee, which is usually a  
small fraction of what you can save!**

**1**

Call toll-free at **1-866-857-9747, Option 2** or visit CLC Lodging online and select the “Join Now” button at **[www.clclodging.com](http://www.clclodging.com)** to sign up.

**2**

Provide the key code that is on the back of your NICA Membership card when registering to waive the one-time \$9.95 membership fee and any future inactivity fees (\$50 value).

**3**

Log onto your CLC Lodging account to manage your lodging arrangements and expenses, locate hotels, and find their rates. You can also call or visit a participating hotel and present your CLC Lodging CheckINN Direct card in person to receive your discounted rates.

## *Coca-Cola* Refreshments

**Every NICA Member who is a food and/or beverage vendor is automatically eligible for this great discount program.**

**1**

Complete an application online at **[www.nicainc.org/coca-cola](http://www.nicainc.org/coca-cola)** or fill out a W-9 form and create a list with your route, with each venue and their dates outlined; include any established bottler contacts you may have.

**2**

Email your W-9 and route list to **[lgentleman@coca-cola.com](mailto:lgentleman@coca-cola.com)**, **[ewilson@coca-cola.com](mailto:ewilson@coca-cola.com)**, and **[coca-cola@nicainc.org](mailto:coca-cola@nicainc.org)** to get the process started; the account registration can take up to six weeks.

You must connect with our **Coca-Cola** representative **Lexie Gentleman** at **(813) 344-9593** or **[lgentleman@coca-cola.com](mailto:lgentleman@coca-cola.com)** at least three weeks before an event to ensure that you receive your special discount pricing.





Crystal Automotive is located in Homosassa, Florida and offers a selection of vehicles including Dodge, Chrysler, Jeep, Nissan, and Chevrolet. All NICA Members receive Crystal Family and Friends Discount Pricing (below dealer's invoice) as well as free shipping anywhere in the continental United States.



Call Frank Hale, Crystal's Fleet Manager, at (352) 563-2277, extension 1410 or visit them in person at 1035 S. Suncoast Blvd., Homosassa, FL 34448.

## DELL Technologies

NICA has teamed up with Dell to bring members savings on the products they need. Dell is focused on delivering affordable computer and technology solutions that enable NICA Members to make decisions that impact their bottom line.



Take advantage of exclusive discounts on select Dell products at by visiting [www.dell.com/NICA](http://www.dell.com/NICA) and selecting the "Get Coupon" button.



Enter your email and you will soon receive the current coupon. In addition, your member discount is "stackable" with other current promotions and sale items.



**Fare Foods** offers a complete supply of all concession products including meat, produce, frozen items, dry goods, canned goods, paper products, fun food, and custom printed cups. Their warehouses are centrally located in Tampa, Florida and the Midwest so they are able to consistently deliver to events on site in 44 different states throughout the year. **Fare Foods** also partners with **NICA** for their annual **NICA Business Expo and Fare Foods Food Show** each February.



For ordering and product information, contact a **Fare Foods** Customer Representative today at (800) 651-1601 or visit [www.farefoods.com](http://www.farefoods.com).



NICA Members get special discounts on credit card processing fees and equipment. Apply online at [www.nicainc.org/fiserv](http://www.nicainc.org/fiserv) or contact:

**Tina Hollis** at [tina.hollis@fiserv.com](mailto:tina.hollis@fiserv.com) or (239) 287-8221 for fairs, associations, software providers, wholesalers, and non-concession related members.

**Angie Ray** at [angela.ray@fiserv.com](mailto:angela.ray@fiserv.com) or (423) 480-7727 for Concessionaires in AZ, CA, CO, ID, IL, IA, KS, MN, MO, MT, NE, NV, NM, ND, OR, SD, UT, WA, WI, and GA

**Richard Viana** at [richard.viana@fiserv.com](mailto:richard.viana@fiserv.com) or (786) 559-3764 for Concessionaires in TX, OK, MI, IN, NY, AR, LA, MS, AL, TN, KY, OH, PA, ME, VT, NH, MA, RI, CT, NJ, DE, MD, WV, VA, NC, SC, and FL



# FORD FLEET



**NICA Members can go further with Ford Fleet's discount pricing. Find your local Fleet Dealer today at [fleet.ford.com/fleetdealers](http://fleet.ford.com/fleetdealers)**

**1**

**At your local Ford Fleet dealer, give the salesperson NICA's Ford Fleet ID number and the account name, available on the back of your NICA Membership Card.**



**NICA Members have access to Goodyear's leading commercial and consumer tires and retreads with 24/7 emergency roadside service (and more) at more than 5,700 locations, all at a competitive national price.**

**1**

**Complete the electronic national account sign up form online on Goodyear's page at [www.goodyeartrucktires.com/nica](http://www.goodyeartrucktires.com/nica) or contact Tim Koenigsfeld at (636) 234-5904 or [tim\\_koenigsfeld@goodyear.com](mailto:tim_koenigsfeld@goodyear.com)**

**2**

**Once sign up is complete you will receive an email from Goodyear in 1-2 days with your approval and account information.**

**3**

**Once approved, visit the NICA/Goodyear page to view pricing and review details about the program before ordering.**





# GraybaR

works to your advantage<sup>SM</sup>

As a leading distributor of electrical, communications, data networking and security products with more than 260 locations, Graybar helps its customers power, network and secure their facilities with speed, intelligence and efficiency.

## *Special Discount Pricing for NICA Members*

1

Check the back of your Membership Card for NICA's Graybar account number to receive the discounts on purchases at any location or online at [www.graybar.com](http://www.graybar.com)



# GreenZone HERO

GreenZone Hero is a growing global network of companies that understand the value of military service. They work to improve business for their members and to connect veterans, active duty military, and their families with companies that service their needs. NICA Members can get a special Annual Enlistment fee of \$175 (\$500 value). Visit [www.GreenZoneHero.com](http://www.GreenZoneHero.com) to learn more today.

1

For NICA Member easy enrollment contact Ray Giannini at (941) 323-7388 or Richard Wright at (941) 809-7039.

# HD SUPPLY<sup>SM</sup>

## FACILITIES MAINTENANCE

**PUT THE *STRENGTH OF HD SUPPLY TO WORK FOR YOU***

NICA Members get access to discounted pricing and free next-day shipping (*on most orders to most areas*) on thousands of items including hardware, appliances, and more through HD Supply.



Call 1-800-431-3000 or visit [www.hdsupplysolutions.com](http://www.hdsupplysolutions.com) to register with NICA's HD Supply account number, located on the back of your NICA Membership Card.



# Hertz<sup>®</sup>

NICA Members can save up to 20% on Hertz Business Travel Rates at airport and off-airport locations. Active accounts receive quarterly statements and additional value-added offers and savings.



For easy sign up, go to [bapgold.hertz.com](http://bapgold.hertz.com) or call 1-888-777-3807 to register. Check the back of your NICA Membership Card for the required Customer Discount Program (CDP) number and the PIN code.



focused on

## CONCESSIONAIRES

Aside from AD&D Coverage, you can quote a variety of insurance policies with Hummel Group to fit the needs of your business.

Property

Fleet

Liability

Workers' Compensation

Every **Regular Member** automatically receives access to **\$10,000 Accidental Death & Dismemberment (AD&D)** coverage when joining **NICA**. For additional information or quotes, contact **Phil Teague, Concessionaire Program Developer**, at (330) 335-2521



design | manufacture | install

OCC Signs has you covered with special discount pricing for all NICA Members. Products include graphics and wraps, banners and fence panels, custom branding and design, menus and shape cut signs, product photos, stickers, full-color prints, backlit signs, register covers, displays, design, and more!



Call (714) 447-4484 or visit [www.occsigns.com](http://www.occsigns.com) and let them know you are a NICA Member to receive your free estimate and special discount pricing.



Every NICA Member who is a food and/or beverage vendor is automatically eligible for this discount and rebate program.

1

Complete an application online at [www.nicainc.org/pepsi](http://www.nicainc.org/pepsi) or fill out a W-9 form and Pepsi National Account setup form and submit them via email to [pepsi@nicainc.org](mailto:pepsi@nicainc.org) or to NICA via fax/mail, to get enrolled.

2

Send your receipts to [pepsi@nicainc.org](mailto:pepsi@nicainc.org) after each purchase; submit your completed rebate submission form along with copies of your receipts to Pepsi before November 30th to receive your rebates.

Once enrolled, you can reach our **Pepsi** representative **Kelly Bisbey** at [Kelly.Bisbey@pepsico.com](mailto:Kelly.Bisbey@pepsico.com) or (813) 361-9583, *National Equipment Repairs and Service* at 1-877-386-4567, *Product/Delivery Ordering* at 1-800-963-2424, and *Billing/Invoice Inquires* at 1-800-789-2626.



**SHERWIN  
WILLIAMS®**

**Sherwin-Williams** is a one stop shop for all of your coating and application needs with nationwide coverage, local convenience, and expert service from more than 3,500 stores.

NICA Members with 30% off national account pricing on select paint products (some exclusions apply) and 30% off retail price on all sundry items such as brushes, rollers and drop cloths, etc. (excludes ladders and spray equipment). **This discount is only available at Sherwin-Williams stores.**

Visit [sherwin-williams.com](http://sherwin-williams.com) for the location nearest you or call 1-800-4SHERWIN.

1

To receive your discounts when purchasing your items, provide the store commercial attendant with the program account number on the back of your NICA Membership Card.





The **NICA Sysco Marketplace** is a purchasing program that was designed exclusively for NICA Members with savings on over 6,000 products, access to quarterly rebates, dedicated account support, and more at no cost to enroll. This program provides better options for sourcing and buying food, beverages, and business supplies all in coordination with **Sysco**.



Visit ***Rebates.Source1Purchasing.com*** to sign up online. After selecting “I’m a New Member,” select “Lodging and Travel” and then “NICA” to access your customized form.



Enter “Alexandra Carter” or “Claudia Kublin” as your Client Manager and complete your signup form. You will receive the next steps to start ordering in your email.

**Whirley-DrinkWorks!** stock Concessionaire products with warehouse distribution all year long with dependable USA quality and service. Volume pricing available for large custom imprint orders. Visit ***go.whirleydrinkworks.com/NICA*** for more information.



For blanket and large order information, including our new 32 oz rebate cup, contact Joe Betras at (864) 542-4345 or ***jbetras@whirleydrinkworks.com***



To arrange orders and deliveries you can contact Sysco or Fare Foods. Sysco: (800) 797-2627 or ***www.sysco.com*** / Fare Foods: (800) 651-6101 or ***www.farefoods.com***



National Independent  
Concessionaires Association, Inc.



Certified Concessionaire Executive

The Certified Concessionaire Executive (CCE) program was developed to recognize the professionalism of Concessionaires. The title of CCE represents a deep understanding and respect for the Fair and Festival business and indicates that the titleholder will perform with the highest level of professionalism. This prestigious designation is awarded after a detailed application process.

The Concessionaire who is seeking the distinction of CCE must, prior to submitting their application, first meet the following requirements:

- *The applicant must be a current member of NICA and also a current member of one of the following associations—CAFE, IAFE, IFEA, OABA, or WFA and/or at least one State or Provincial Association.*
- *The applicant must have a minimum of 7 years as a full-time chief operating manager of an independent concession business.*

1

**Visit [www.nicainc.org/CCE](http://www.nicainc.org/CCE) to download an 11-page questionnaire, which uses a point system to determine their level of qualifications and industry involvement.**

2

**Write a 150-200 word personal philosophy of communication and management as it relates to the Fair Industry.**

3

**Email, fax, or physically mail your application, supporting materials, a print-quality photograph, and the \$90 administrative fee to the NICA Office.**

The application, along with all of the accompanying documentation, is turned over to the NICA CCE Committee for rating and review. Once an applicant has been certified, the CCE credentials are effective immediately. The official presentation ceremony takes place at an annual Industry event. See application for more details.

# NICA Foundation Scholarship Program



Each year the NICA Foundation awards educational scholarships to the youth involved in NICA and the concession business. Any current NICA Member in good standing for three years including the current year, child of a current member, grandchild of a current member, employee of current member

for six months, or employee member in good standing who will be attending a college, university, or vocational/technical school is eligible to apply.

The NICA Foundation Scholarship Program will continue to award multiple scholarships each year including the 25th Anniversary Scholarship, Regional Councils Scholarship, Past Presidents and Directors Scholarship, and Gene O'Brien, CCE Vocational Scholarships, with one scholarship sponsored by Coca-Cola in honor of CCE-designated NICA Members. The remaining scholarships are provided using donations from fundraising and the NICA Membership. The deadline for applications is June 1st. Good luck to all applicants!

**1**

Visit [www.nicainc.org/scholarship](http://www.nicainc.org/scholarship) to download this year's application or complete it online; your school must send your transcripts directly to the NICA Office for verification.

**2**

After completing the application online, upload your three letters of recommendation and a print-quality photograph at [www.nicainc.org/scholarship](http://www.nicainc.org/scholarship) by June 1st.

**3**

If you complete the application offline, physically mail your typed application, supporting materials, and a print-quality photograph to the NICA Office by June 1st.

Each application is carefully considered by a select committee of NICA Members who make the final determination on the merits of the student and the completion of the application. Scholarship recipients are notified of the results in August and all funds are made payable to the student to be used at their discretion their transcripts have been verified. See application for more details.



National Independent  
Concessionaires Association, Inc.

*"Together We Can Save!"*

Revised 8/17/21