IFDA research enables foodservice distributors to better understand the current operating environment and gain insight into business performance that helps make strategic decisions. Log in to IFDA’s website to explore how you can leverage these member benefits!

**MEMBER-EXCLUSIVES**

**2019 COMPENSATION SURVEY: DRIVER AND WAREHOUSE POSITIONS**
This report covers 23 hourly positions and details on base wage rates, incentive/component pay, benefits, annual pay adjustments, turnover, and more. Participating companies have free access to customizable results. Aggregate results are available to non-participating IFDA members at a discounted price.

**2018 CROSS-INDUSTRY COMPENSATION & BENEFITS SURVEY**
Detailed analysis of key compensation- and benefits-related statistics for executive and salaried positions in the distribution industry. IFDA members receive a discount on the report price.

**IFDA ECONOMIC REPORT**
Quarterly report that covers macro-economic trends and detailed information on leading economic and industry indicators. Free to members.

**IFDA WHITE PAPERS**
White papers on priority industry issues and trends. Currently available are papers on operators’ use of e-sourcing, off-premise packaging trends, and how the marijuana legalization movement may impact foodservice distributors.

**OPERATIONS & FINANCIAL BENCHMARKING**
IFDA’s new, consolidated benchmarking program delivers ready-to-use, customizable results to participating distributors. Aggregate results are available to non-participating IFDA members at a discounted price.

**RECRUITING THE FUTURE: INSIGHT FROM COLLEGE STUDENTS ON ATTRACTING AND RETAINING TALENT**
This joint research project between IFDA and St. Joseph’s University focuses on insight into students’ career preparation, what factors they value when seeking employment, and their awareness of and interest in the foodservice distribution industry.

www.ifdasonline.org/research
OPEN RESOURCES

FOODSERVICE DISTRIBUTION INDUSTRY ECONOMIC IMPACT STUDY
The industry’s first comprehensive, publicly available study of the physical footprint and economic impact of the U.S. foodservice distribution industry.

THE SALES MANAGER’S PLAY BOOK
Resource presenting ideas and tips for developing DSRs, from the on-boarding process for new hires to increasing productivity and effectiveness of tenured reps.

COMING SOON
IFDA is working on several new resources that will be available in late 2019 and early 2020. Stay tuned for brand-new IFDA research reports and white papers on distribution-related operator trends, the future of casual dining, the foodservice management firms market, and outlook for independent restaurants in 2020. Also in the works is a guide to emerging technologies in the foodservice distribution space.

QUESTIONS?
PLEASE CONTACT ANNIKA STENSSON, DIRECTOR OF RESEARCH & INDUSTRY INSIGHTS, AT ASTENSSON@IFDAONLINE.ORG OR 703-532-9400.