



Join us in Savannah, GA for GAWDA's 2016 Spring Management Conference!

Sunday, April 3 - Tuesday, April 5, 2016

The Westin Savannah Harbor Golf Resort & Spa, Savannah, GA

Disruption: Threats and Opportunities

**Buy 2 Full Delegate Registrations, get the
3rd Full Delegate Registration Free**

2016 SPRING MANAGEMENT CONFERENCE

Sunday, April 3 - Tuesday, April 5, 2016

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IMPORTANT DEADLINES

Friday, March 4, 2016

- Early Bird Registration
- Hotel Reservation
- Golf Registration
- Advance Registration List (included in program book)

Friday, March 25, 2016

- Supplement Registration List (separate from program book)

Monday, March 28, 2016

- Cancellation with Refund Deadline

CONFERENCE AT A GLANCE

Sunday, April 3 - Tuesday, April 5, 2016

HOTEL INFORMATION

The Westin Savannah Harbor Golf Resort & Spa

1 Resort Drive Savannah, Georgia 31421

The Westin Savannah is currently **sold out**

Overflow Hotel: The Savannah Marriott Riverfront

100 General McIntosh Blvd, Savannah, GA 31401

Call 912-233-7722 to make reservations or book online at:

www.gawda.org/activities/2016-spring-management-conference/

Group rate is \$199.00.

REGISTRATION

You can register for the spring management conference 3 ways:

- 1. ONLINE** with a credit card: <https://customer20577afb3.portal.production.membersuite.com/Login.aspx>, confirmation will be sent immediately
- 2. BY FAX** 954-367-7790 with credit card: Attention Bruce Ellenbogen, confirmation will be sent within 5 business days
- 3. BY MAIL** with credit card or check: Attention Bruce Ellenbogen.
1 Oakwood Blvd. Suite #195, Hollywood, FL 33020
Confirmation will be sent within 5 business days

BOOTH REGISTRATION

(Only available to GAWDA Supplier Members current with dues)

Step 1: Include payment for your booth on the Attendee Registration Form

Step 2: Complete the Contact Booth Application/Contract

Step 3: See the Exhibitor Kit for important booth details, posted on www.gawda.org/activities/2016-spring-management-conference/

GOLF REGISTRATION

The Westin Savannah Harbor Golf Course

Golf Fee: \$190.00

Golf Club Rental: \$65.00

Tournament Format: Four man scramble

Step 1: Include payment for Golf Tournament on the Attendee Registration Form. Golf Clubs are also available for rental.

Step 2: Submit Pairing Request to Headquarters by completing the Golf Pairing Form



SCHEDULE OF EVENTS

SUNDAY, APRIL 3, 2016

TIME	MEETING	LOCATION
8:00am – 6:00pm	Conference Registration	Savannah Convention Center
8:00am – 9:00am	Executive Committee	Savannah Convention Center
9:00am – 12:00pm	Board of Directors Meeting	Savannah Convention Center
2:00pm – 3:30pm	Committee Meetings	Savannah Convention Center
4:00pm – 5:00pm	First Timers' Reception We welcome all First Time Attendees of the Spring Management Conference! We would like to invite you to attend a special reception, hosted by GAWDA President, Bill Visintainer. Please check off first time attendee on the Attendee Registration Form. Attire: Business Casual	Westin Savannah
5:00pm – 7:00pm	President's Welcome Reception GAWDA President, Bill Visintainer welcomes all members to the 2016 Spring Management Conference in Savannah, GA. Kick off the Conference mingling with colleagues and friends. The Welcome Reception will be hosted at the Westin Savannah Resort in Harbor A & B Ballroom and Lawn. Hors d'oeuvres and drinks will be served. Comfortable shoes are recommended.	Westin Savannah

MONDAY, APRIL 4, 2016

TIME	MEETING	LOCATION
7:00am – 5:00pm	Conference Registration	Savannah Convention Center
7:00am – 8:00am	Breakfast Workshop Generation Next: The 18-25 Year Old Most Disruptive Generation Ever . Understand the Next generation of leaders, customers and employees in our industry. Their approach to business is different; how they attract new customers, market new products and gather information. What exactly are they doing on their phones during your company meetings? How do we combine the new generation's strategy to advance our industry and your company? George Ratermann, President of Ratermann Manufacturing, will lead a panel discussion with "Generation Next" and give us a closer look of their unique behaviors and how they can advance your company. Join us for breakfast as we learn more about "The Most Disruptive Generation Ever."	Savannah Convention Center

SCHEDULE CONTINUED ON NEXT PAGE

SCHEDULE OF EVENTS

MONDAY, APRIL 4, 2016 (CONTINUED)

TIME

8:15am – 12:00pm



MEETING

General Business Session

Dirk Beveridge, Business Owner, Speaker, Author and Strategist

Title of Presentation: How Successful Businesses Lead Change in Disruptive Times. Most businesses agree that they must reinvent their business before someone else does. But, as you continue to operate the business for today, how can you unleash the spirit of innovation to create a relevant, stronger, and more profitable future? In this session you will explore The Innovative Distributor™ framework that provides practical lessons for creating transformative change – no matter the industry. Few speakers today have the ability to quickly help both seasoned and emerging leaders understand that status quo is the enemy and that they have a new responsibility to create a relevant and sustainable future. Dirk “gets it” and helps your people not only “get it” but leave with a roadmap for jump starting innovation.

LOCATION

Savannah Convention Center



Steven Wiley, Founder & President of The Lincoln Leadership Institute at Gettysburg. ABC News calls him “the best speaker you’ve never heard of” and USA Today/Gannett says he delivers “the most powerful performance training available.” Fortune 500 companies, Federal Agencies & over 75 Presidential appointees have turned to him to motivate, educate and development their teams.

Title of Presentation: “A Transformational Journey from Gettysburg”

Did you know that 70% of US employees report that they are disengaged or actively disengaged at work? The reason: the quality of their leadership. This session addresses leadership, followership and workplace engagement through the lens of the Civil War and the leadership of Col. Joshua Chamberlain during the Battle of Gettysburg. Learn how you can “engage the disengaged.”

Attire: Business Casual

12:00pm – 1:00pm

Group Lunch

Savannah Convention Center

12:00pm – 1:00pm

Women of Gases and Welding Luncheon

Savannah Convention Center



Marjorie Young, Founder and CEO of Carriage Trade PR, “Strategies to Boost Your Professional Reputation”

Guest speaker Marjorie Young has lectured across the country and holds frequent PR Bootcamps and webinars which empower business owners and nonprofit organizations to take control of their PR, brand and message. She has won many awards, including Savannah’s Community Star by the Savannah Morning News, 2013 The Small Business of the Year, and was named a Georgia Woman Entrepreneur Finalist by The University of Georgia. Marjorie is also the co-author of Women in Suits.

Free event, but sign up is required. Email jarias@gawda.org to confirm attendance.

Attire: Business Casual

1:00pm – 4:30pm

Contact Booth Program

Savannah Convention Center

This year’s Contact Booth Program will be held at the Convention Center with over 40,000 sq ft to accommodate all booths. Prizes will be given away to attending Distributors. Be sure to get your tickets for a chance to win at each participating booth. Beer and Wine will be served.

Attire: Business Casual

4:30pm

Industry Hospitalities

SCHEDULE OF EVENTS

TUESDAY, APRIL 5, 2016

TIME

7:00am – 1:00pm

MEETING

Conference Registration

LOCATION

Savannah Convention Center

7:00am – 8:00am

Networking Breakfast

Savannah Convention Center

8:00am – 11:30am

General Business Session

Savannah Convention Center



Dr. Thomas DeCarlo, Ben S. Weil Endowed Chair of Industrial Distribution and Professor of Marketing and Industrial Distribution at the University of Alabama at Birmingham.

Title of Presentation: Understanding Your Customer:

The More You Know the More Sales Grow

Dr. DeCarlo is a returning presenter to the Spring Management Conference. He conducts many seminars and research projects dealing with new product development, market analysis and segmentation, sales force and brand management. He recently conducted a few surveys for GAWDA. He will present his findings during this presentation.

Panel Discussion:

DISRUPTION: RECOGNIZE IT, UNDERSTAND IT, MITIGATE IT, THRIVE THROUGH IT

Hear from four experienced supply chain veterans who have thrived through many industry disruptive events and are prepared to help you tackle the next wave on the horizon.

12:00pm – 5:00pm

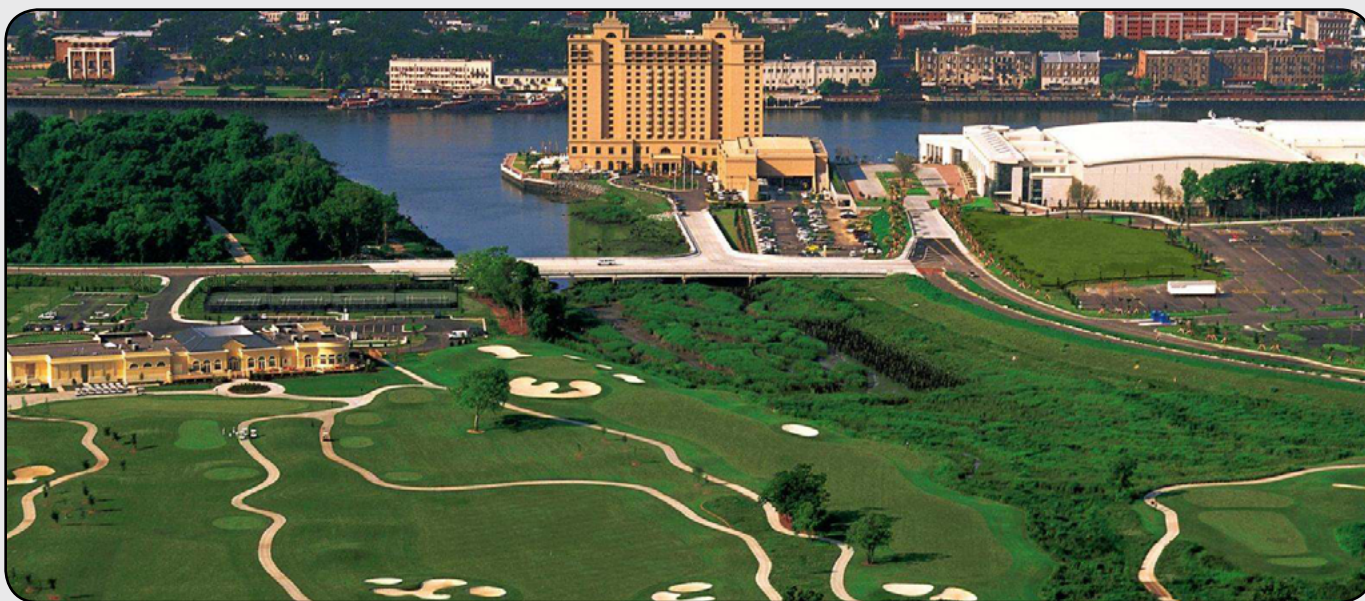
Golf Tournament

Westin Savannah

This year's golf tournament will be hosted at the Westin Savannah Golf Course, home of the PGA TOUR Champions Tour Liberty Mutual Insurance Legends of Golf.

It is an 18 hole course offering excitement for both novice and experienced players. Golf Club rentals are available. Be sure to include payment on the Attendee Registration Form.

Pairing request can be sent to Bruce Ellenbogen at bellenbogen@gawda.org.



WELCOME TO SAVANNAH, GEORGIA

Enjoy one of America's most unique, friendly and fun-loving convention cities, Savannah, Georgia. Highly rated for its charm, hospitality, history, beauty and southern cuisine, Savannah is a destination you don't want to miss. The Westin Savannah sits on the Savannah River with the breath taking views of the historic Savannah River District.



GETTING THERE

Located just 15 miles from The Westin, the Savannah/Hilton Head International Airport offers approximately 90 daily flights in and out of Savannah. There are several ways to transfer from the airport to the hotel.

Taxi:

\$35 – \$40 (one way)

Westin Savannah Shuttle:

\$25 (Hotel to airport only, runs at certain times, must arrange with hotel)

K Shuttle:

\$20- one way, \$30 – round trip

Call 912-966-0590 or

visit www.kshuttle.com, must pre-pay and book 24 hours in advance

DRESS AND WEATHER

The average high temperature in April is in the upper 70s and lows are in the middle 50s. Attire for all meetings and events during the Spring Management Conference is business casual.

Comfortable shoes are recommended for members that wish to explore Savannah's River District.

INTERESTED IN SPONSORING AN EVENT?

We offer supplier members the opportunity to gain visibility during GAWDA meetings. This is a great way to market your company products and services to attending company members. For the 2016 Spring Management Conference, GAWDA is offering a variety of sponsorship opportunities to cater to both small and large supplier members. Contact nalexis@gawda.org with all questions.



INTERESTED IN HOSTING A HOSPITALITY EVENT DURING THE CONFERENCE?

GAWDA's hospitality guidelines promote equal access to Supplier Member hospitality functions for all attending Distributor members during the Spring Management Conference. The policy stipulates that no hospitality function or demonstration may be scheduled during association-wide, GAWDA sponsored meetings, golf outings, events or banquets. Those companies wishing to plan entertainment must first notify GAWDA Headquarters.



Women of Gases and Welding Luncheon

Monday, April 4, 2016

12:00pm – 1:00pm

Savannah Convention Center

GUEST SPEAKER: Marjorie Young, Founder and CEO of Carriage Trade PR,
"Strategies to Boost Your Professional Reputation"



Guest speaker Marjorie Young has lectured across the country and holds frequent PR Bootcamps and webinars which empower business owners and nonprofit organizations to take control of their PR, brand and message. She has won many awards, including Savannah's Community Star by the Savannah Morning News, 2013 The Small Business of the Year, and was named a Georgia Woman Entrepreneur Finalist by The University of Georgia. Marjorie is also the co-author of Women in Suits.

Free event, but sign up is required.

Email jarias@gawda.org to confirm attendance.

Attire: Business Casual

For Sponsorship Opportunities, contact Judy Miller at jmiller@wescoweld.com

WGAW
WOMEN
of GASES & WELDING



2016 SPRING MANAGEMENT CONFERENCE YOUNG PROFESSIONALS EVENT

Golf Course Lawn at The Westin
Savannah Harbor Golf Resort

Sunday, April 3, 2016

12:00pm – 3:00pm

Networking, Games, Snacks and Drinks

For more details contact the
Young Professionals Committee Chairs:
[Justin Trafton at justin@mcdantim.com](mailto:justin@mcdantim.com) or
[Erich Haun at erich@thehaunedge.com](mailto:erich@thehaunedge.com)

SUNDAY, APRIL 3rd





Fax to: (954) 367 - 7790
Mail to: GAWDA
Headquarters
One Oakwood Blvd. Suite
195.



2016 GAWDA Foundation Scholarship Program 2016 – 2017 Academic Year

It is my pleasure to announce that for the third consecutive year, the GAWDA Foundation will continue its Scholarship Program!

Twelve scholarships of \$2,000 each are available

In 2013, eleven were awarded, in 2014, fifteen were authorized and fourteen were awarded and in 2015, fifteen were authorized and twelve were awarded. It is the Foundation's goal to award all scholarships whenever possible. Scholarships are available to employees and immediate family of current GAWDA Member Companies. Scholarships are for tuition only. Students who have received one in the past can reapply.

Applications and detailed information can be found at:

<http://www.gawda.org/scholarship/>

Or by contacting Bruce Ellenbogen at 954-367-7728 or bellenbogen@gawda.org.

The Application deadline is Monday, February 15, 2016

GAWDA funds this program through member contributions. GAWDA will match all member contributions up to a total not to exceed \$25,000. If you would like to support it, please see details below.

To all GAWDA Members, thank you for your continued support of the future leaders of our Industry!

Sincerely,

Bill Visintainer
GAWDA President

____ **YES!** I want to make a contribution to the GAWDA foundation in the **AMOUNT OF \$** _____

On Behalf of: (Please fill in the name on the official donation) _____

Donor Contact Name _____ Company Name _____

Street/P.O. Box _____ City _____ State _____ Zip Code _____

Telephone _____ Email _____

Payment Information

To Pay By Credit Card: complete below and fax to Bruce Ellenbogen at 954-367-7790 (Circle One) Visa MC Amex Discover

CARD NUMBER _____ Exp. Date _____ CVV: _____

Cardholder Name _____ Signature _____

To Pay By Check: make your contributions payable to GAWDA Foundation and mail to the attention of Bruce Ellenbogen, One Oakwood Blvd., Suite 195, Hollywood, FL 33020



Contact Booth Application

CONTACT BOOTH PROGRAM

Monday, April 4, 2016, 1:00pm – 4:30pm
Savannah Convention Center – Exhibit Hall A

PRICE for a (10'X10' Booth)

\$650 – by March 4, 2016
\$750 – after March 4, 2016

PRICE for Bar Row (10'X10' Booth)

\$850 – by March 4, 2016
\$950 – after March 4, 2016

PRICE for a (10'X20' Booth)

\$1,150 – by March 4, 2016
\$1,250 – after March 4, 2016

PRICE for Bar Row (10'X20' Booth)

\$1,450 – by March 4, 2016
\$1,550 – after March 4, 2016

TO RESERVE A BOOTH

Complete payment information on the Attendee Registration Form, then fill out and Return a copy of this form to:

GAWDA Headquarters

1 Oakwood Blvd. Suite #195
Hollywood, FL 33020
FAX: 954-367-7790
EMAIL: bellinbogen@gawda.org
Contact Headquarters with questions

PAYMENT FOR BOOTH SPACE DOES NOT INCLUDE ATTENDEE REGISTRATION. ATTENDEES MUST PAY SEPARATELY. PLEASE INCLUDE PAYMENT INFORMATION ON THE ATTENDEE REGISTRATION FORM.

DEADLINE for sign-up is **March 4, 2016** or when booths have sold out

- Please keep a copy of the completed form for your records
- See next pages for more details and the Contact Booth Guidelines
- An Exhibitor packet from the general contractor/decorator will be available to download from www.gawda.org

Company hereby requests that Gases and Welding Distributors Association (GAWDA) reserve a Contact Booth for Company's use at GAWDA's 2016 Spring Management Conference. Company agrees to work within the guidelines established by GAWDA's Industry Partnering Committee. Booth assignments will be assigned on the following basis: (1) company membership level in GAWDA and (2) date the Contact Booth Exhibit application is received. There are a limited number of booths available, so sign-up early. One booth per Supplier Membership.

Company/Organization Name

Booth Coordinator

Email for Booth Coordinator (please print clearly)

Mailing Address

City State Zip

Telephone Fax

Signature Date

Competitor 1 Competitor 2

Competitor 3 Competitor 4

COMPETITORS – To assist in appropriately assigning booth locations, please list your four major competitors (who are GAWDA members). We cannot guarantee the distance between competitors.

COMPLETING THE APPLICATION does not register you as a delegate to attend the Conference. The booth application will not be processed if a FULL delegate is not registered for the Conference. **You MUST complete the Registration Payment Form to attend the Conference as a delegate.** Please refer to www.gawda.org for delegate registration instructions.

SPECIAL REQUESTS may be noted on this sheet, although, there are no guarantees. Please do not assume we know company affiliations and will therefore place you near each other.

SPECIAL REQUESTS:



See You In Savannah!



1 Oakwood Blvd., Suite 195, Hollywood, FL 33020

Toll-free 844-251-3219 Local 954-367-7728 Fax 954-367-7790 gawda@gawda.org

www.gawda.org