



GAWDA

GASES AND WELDING DISTRIBUTORS ASSOCIATION



LEADERS MENTORING LEADERS

*Working Together
to Tame the Chaos*

2022 SPRING MANAGEMENT CONFERENCE

Sunday, April 3 - Tuesday, April 5, 2022

JW Marriott Indianapolis

Visit gawda.org for more details

2022 SPRING MANAGEMENT CONFERENCE



PROGRAM AT A GLANCE

SMC 2022

Sunday, April 3, 2022 – Tuesday, April 5, 2022

HOST HOTEL

JW Marriott Indianapolis
Indianapolis, IN

Rate: \$229.00/night

Booking Website: <http://bit.ly/GAWDASMC22Hotel>

IMPORTANT DEADLINES

Advance Registration List (included in program book):

Friday, March 4, 2022

Hotel Reservation Deadline:

Friday, March 4, 2022

Cancellation with Refund (\$150 fee):

Friday, March 25, 2022

No Refund After:

Friday, March 25, 2022

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CONFERENCE SCHEDULE

All GAWDA events will be hosted onsite at the JW Marriott Indianapolis with the exception of the President's Welcome Tailgate.

TIME	MEETING	LOCATION
SATURDAY, APRIL 2, 2022		
12:00 p.m. – 5:30 p.m.	Early Badge Pickup	JW Grand Ballroom Foyer
SUNDAY, APRIL 3, 2022		
8:00 a.m. – 6:00 p.m.	Conference Registration	JW Grand Ballroom Foyer
8:00 a.m. – 11:00 a.m.	Board Meeting with Committee Chairs	Room 309
12:00 p.m. – 2:30 p.m.	Committee Meetings	Room 307, 308, 309, 310, 312
1:00 p.m. – 4:00 p.m.	Exhibitor Move-in	JW Grand Ballrooms 5-10
4:00 p.m. – 5:00 p.m.	<p>Newcomers Reception If this is your first GAWDA meeting, or if you or your business are new to our Association or industry within three years, please join the GAWDA leadership past and present, and Headquarters Team for this special reception. Mix and mingle with established GAWDA members in an intimate setting prior to the President's Welcome Tailgate.</p>	JW Marriott
5:00 p.m. – 9:00 p.m.	<p>President's Welcome Tailgate It's game time - Put on your favorite team jersey and join us for this fun filled event. GAWDA President Bob Ewing and his wife Lauren welcome all SMC Attendees to Indianapolis. Network with fellow industry champions at the legendary NCAA Hall of Champions. No need to leave early: plenty of local food and drinks, free throw and football competitions, other fun games and entertainment.</p>	Offsite: NCAA Hall of Champions

CONFERENCE SCHEDULE *Continued*

All GAWDA events will be hosted onsite at the JW Marriott Indianapolis with the exception of the President's Welcome Tailgate.

TIME	MEETING	LOCATION
MONDAY, APRIL 4, 2022		
6:00 a.m. – 4:00 p.m.	Conference Registration	JW Grand Ballroom Foyer
6:00 a.m. – 12:30 p.m.	Exhibitor Move-in	JW Grand Ballrooms 5-10
7:00 a.m. – 7:30 a.m.	Networking Breakfast	Griffin Hall
7:30 a.m. – 7:50 a.m.	GAWDA Presentation	Griffin Hall
8:00 a.m. – 11:20 a.m.	Educational Sessions	JW Grand Ballrooms 1, 2, 3, 4
11:20 a.m. – 12:30 p.m.	Group Lunch	Griffin Hall
12:30 p.m. – 4:30 p.m.	Contact Booth Program	JW Grand Ballrooms 5-10
4:30 p.m.	Industry Hospitalitys	
TUESDAY, APRIL 5, 2022		
7:00 a.m. – 12:00 p.m.	Conference Registration	JW Grand Ballroom Foyer
7:00 a.m. – 8:00 a.m.	Networking Breakfast	JW Grand Ballrooms 6-10
8:00 a.m. – 12:00 p.m.	General Business Session	JW Grand Ballrooms 1-5

KEYNOTE SPEAKERS



Victoria Brifo
SVP & CHIEF HUMAN RESOURCES OFFICER
AIR PRODUCTS




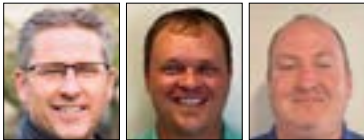







Kevin Basik
PHD, US AIR FORCE RETIRED



EDUCATIONAL SESSIONS

MONDAY, APRIL 4, 2022

Each session will be 50 minutes, with 25 minute breaks in between

SALES GROWTH PLAYS	LEADERSHIP & PEOPLE DEVELOPMENT	SUPPLY CHAIN	TIMES
 <p>Non-Traditional Sales Revenue in an Ever-Changing Market Presenter Jason Kirby, OXARC</p>	 <p>Developing Future Leaders for Succession Doug Nyhuis, Purity Cylinder Gases Tim Molenbeek, Purity Cylinder Gases Chris Stout, Purity Cylinder Gases</p>	 <p>Leave No One Behind - How Distributors of All Sizes Can Compete in a Digital Marketplace E-Commerce Panel Discussion Moderator: Ken Thompson Frank Kasnick - IWDC Dave Bent - ESTech Justin Yoder - Indiana Oxygen Art Waskey - Impact Speaking Dynamics</p>	8:00am - 8:50am
BREAK			8:50am - 9:15am
 <p>What Should We Do With Our CO2? Thoughts for Maximizing Opportunities with Limited Resources Presenter Brad Dunn, Cee Kay Supply</p>	 <p>Getting the Right People in the Right Seats Presenter Kevin Falconer, Minneapolis Oxygen Company</p>	 <p>Just-in-Time, Not Always On Time! – Supply Chain Panel Discussion Presenters: Rafael Arvelo, Equigas Dino Sciuillo, Sherwood Dave Anderson, Metalman Laura Williamson, Industrial Source Wes Cooper - Holston Gases</p>	9:15am - 10:05am
BREAK			10:05am - 10:30am
 <p>Building Independence in Specialty Gases Presenter Chuck Mazoch, Coastal Welding Supply / Coastal Specialty Gases</p>	 <p>The Value Proposition, the Framework and the Three - Legged Stool Presenter Kathy Lofgren, Rocky Mountain Air</p>	 <p>Improve Your Company's Performance with Practical Analysis Presenter Stuart Williams, American Welding & Gas</p>	10:30am - 11:20am
GROUP LUNCH			



GETTING THERE

The JW Marriott is a 20 minute drive, approximately 13 miles, from Indianapolis International Airport.

INDIANAPOLIS, INDIANA

Indianapolis is a blossoming city, known for the Indy 500, the NCAA Final Four and home to the NFL's Indianapolis Colts and the NBA's Indiana Pacers. There is an endless amount of adventures in the middle of town:

- Monuments & Memorials
- Indianapolis City Market
- Old World Gondoliers in Downtown Central Canal
- Indianapolis Motor Speedway & Hall of Fame Museum

HOTEL INFORMATION

Soaring 33 stories above downtown, JW Marriott Indianapolis boasts posh accommodations and intuitive amenities for an unrivaled stay in the heart of the city. Conference-goers, destination shoppers and sports fans alike will admire the hotel's privileged location flaunting skywalk access to Indiana Convention Center, Circle Center Mall and Lucas Oil Stadium. Seek the luxury of hotel guest rooms and suites where plush beds topped with sumptuous

duvets and plump pillows await to immerse you with serenity. Floor-to-ceiling windows provide stunning, panoramic views of the sweeping skyline, while natural light fosters an enriching atmosphere. At the end of a bustling day, loosen your tie and indulge in an evening libation at High Velocity, the on-site sports bar. JW Marriott Indianapolis combines comfort, convenience and congeniality so you can luxuriate in a restorative getaway.

HOTEL ROOM RATES

GAWDA has negotiated discounted room rates for the Spring Management Conference at the JW Marriott Indianapolis.

Rate: \$229.00/night.
(exclusive of additional fees and taxes)

Booking Website <http://bit.ly/GAWDASMC22Hotel>

ATTIRE

The average daily high temperatures are mostly in the low 60s and the lows are mostly in the low 40s. Attire for the Spring Management Conference is business casual with a light sweater or jacket.



REGISTRATION

REGISTRATION FEES	BEFORE FRIDAY, 3/4/22	AFTER FRIDAY, 3/4/22
FULL DELEGATE	\$685	\$785
SPOUSE/COMPANION	\$295	\$395
10X10 BOOTH	\$845	\$945
6X2 TABLETOP INSIDE	\$595	\$695
BOOTH ONLY SUPPLIER	\$250	\$350

HOW TO REGISTER

You can register to attend the Spring Management Conference four ways:

- **ONLINE** with a credit card: www.gawda.org confirmation will be sent immediately
- **BY EMAIL** Send form to bellenbogen@gawda.org.
- **BY FAX** 954-367-7790 with credit card: Attention Bruce Ellenbogen, confirmation will be sent within 5 business days
- **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

CANCELLATIONS AND REFUNDS

- Conference cancellations must be submitted by Friday, March 18, 2022 for a full refund.
- Conference cancellations submitted by Friday, March 25, 2022 will receive a full refund and will be assessed a \$150 processing fee.
- Cancellations made after Friday, March 25, 2022 will not be refunded.
- Online credit card refunds will be processed immediately. Allow 2-4 weeks after the meeting for check refunds.

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: See the Exhibitor Kit for important booth details, posted on www.gawda.org

2022 SPRING MANAGEMENT CONFERENCE

LEADERS MENTORING LEADERS
Working Together to Tame the Chaos



Sunday, April 3 - Tuesday, April 5, 2022
JW Marriott Indianapolis
10 S. West Street, Indianapolis, IN 46204

(EARLY BIRD) ATTENDEE REGISTRATION Valid until March 4th, 2022

Please fill out attendee information and confirm address as wanted to be listed on badges, attendee list and program book. Cut off date for mailed badges and name in program book is 3/4/22.

Company Name _____ Supplier / Distributor _____ Contact Phone _____

Address _____

Group Confirmation Email: _____ or Send Confirmation to each individual

INSTRUCTIONS:

Each line below represents a separate badge.

- Add each attendee that will purchase any item and follow along the line checking off each purchase for that attendee.
- If purchasing a booth, at least one attendee of the member company must fill out the separate Contact Booth Application form.
- Email address is required for all attendees for access to the event app.
- **AFTER MARCH 4th, 2022, ALL PRICES INCREASE BY \$100.00**

FULL NAME NICKNAME TITLE EMAIL ADDRESS

1.					Full Delegate before deadline - \$685	Spouse before deadline - \$295	Supplier Contact Booth Only Before deadline - \$250	Contact Booth Before deadline 10' x 10' - \$845	Tabletop Before deadline 6' x 2' - \$595	Have you attended 3 or fewer GAWDA Meetings?	Dietary Restrictions? Gluten Free, Vegetarian, Vegan, Shellfish Allergy, Peanut Allergy	TOTAL
2.												
3.												
4.												
5.												
6.												

Payment Information:

GRAND TOTAL:

CHK _____ (If paying by check, please fax a copy of this form to Headquarters) CC _____ Visa MC Amex Discover

Card number _____ Expiration Date _____ CVV _____

Cardholder Name _____ Signature _____

Billing Address _____

Fax to: (954) 367 - 7790
Mail to: GAWDA Headquarters
One Oakwood Blvd.
Suite 195.
Hollywood, FL 33020
Email: bellenbogen@gawda.org



Contact Booth Application

CONTACT BOOTH PROGRAM

Monday, April 4th from 12:30pm – 4:30pm
JW Grand Ballrooms 5 – 10

PRICE for a 10'X10' Booth
\$845 – by March 4, 2022
\$945 – after March 4, 2022

PRICE for a 6'X2' Tabletop
\$595 – by March 4, 2022
\$695 – after March 4, 2022

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

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: alevy@gawda.org
Contact Andrea Levy: 954-367-7728 ext. 260

- Please keep a copy of the completed form for your records
- An Exhibitor packet will be emailed to you, and it will be available on the registration page

Company hereby requests that Gases and Welding Distributors Association (GAWDA) reserve a Contact Booth for Company's use at GAWDA's 2022 Spring Management Conference. Company agrees to work within the guidelines established by GAWDA's Industry Partnering Committee. Booth assignments will be assigned on 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. No Double Booths are Available.

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

SPECIAL REQUESTS:

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.



2022 GAWDA Scholarship Program

2022-2023 Academic Year

It is my pleasure to announce the opening of the eleventh consecutive GAWDA Scholarship Program!

Fifteen scholarships of \$2,000 each are available

Scholarships are available to employees and immediate family of current GAWDA Member Companies. Scholarships are for tuition only and past recipients may reapply. Scholarships are based on industry relevance of the student's area of study. Industry relevance is broadly interpreted. Since the inception of this program, and thanks to the generosity of our members, we have awarded **\$226,000.00** in scholarships, positively impacting the lives of **113** students.

Applications and detailed information can be found at:

www.gawda.org/scholarship/ or by contacting Bruce Ellenbogen at 954-367-7728 or bellenbogen@gawda.org

The Application deadline is Friday, February 25, 2022.

GAWDA funds this program through member contributions. GAWDA matches member contributions up to \$25,000/year. Please complete the form below to support this worthy cause.

Thank you for your continued support of the future leaders of our Industry!

Sincerely,

Bob Ewing
GAWDA President

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

Please provide the name of the official Donor (individual or company) as it will appear in GAWDA presentations:

Donor Contact Name _____ Company Name _____

Billing Address, City, State, Zip _____

Phone _____ Email _____

Payment Information

To Pay by Credit Card: Complete below and fax to 954-367-7790 or email to bellenbogen@gawda.org

Circle One: Visa MC Amex Discover

CARD NUMBER _____ Exp. Date _____ CVV: _____

Cardholder Name _____ Signature _____

Billing Address, City, State, Zip _____

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