

222 Merchandise Mart Plaza, Suite 1400, Chicago, IL 60654

PHONE: (312) 464-0090 · FAX: (312) 464-0091 · E-MAIL: info@mwda.net · WEBSITE: www.mwda.net

An Update from the MwDA Board of Directors • February, 2010

MwDA offered its members three successful programs in 2009 despite the economic downturn having forced the termination of the long-standing golf tournament and temporarily suspended educational seminars and the Scholarship Award Program. For the second year in a row, MwDA provided registration fee rebates to MwDA members who attended the ASA Legislative Fly-In to Washington, DC. Second, the annual Town Hall Meeting featured a seminar with **Rick Johnson** and industry speaker **Don McNeeley** from Chicago Tube & Iron. In November, MwDA successfully combined its Annual Meeting with a new Fall Industry Dinner program in Chicago, Illinois with industry speaker **Gary Ewing** from Marmon Flow Products.

2010 will see the rotation of several chairs on our Board of Directors. With Rich Higgason from National Plumbing & Heating Supply in Chicago resigning from the Board, Ryan Tracy from Dakota Supply Group in Aberdeen, South Dakota will serve as treasurer, Tim Milford from Milford Supply in St. Louis, Missouri will serve as president-elect, and Stan Dreyfuss from SG Supply in Calumet Park, Illinois will serve as president. Stan and Tim will also serve as MwDA's representatives on the ASA Board of Directors. While Dan Arenberg from Columbia Pipe & Supply in Chicago rotated off of the Board having completed his term, Steve Walsh – also from Columbia – was elected to serve his first two-year term, and so was Dave Poteete from M. Cooper Supply in Mokena, Illinois.

Since NetworkASA 2009, the MwDA Board has met in-person in Chicago on November 9, 2009 and January 14, 2010 as the status of membership renewals and on-going outreach to member prospects remain top priorities. In addition, the Board, lead by its Programs Committee, has worked to reinvent MwDA's programs and services.

MwDA presents its brand-new Executive Leadership Conference on May 3-4, 2010 at the Oak Brook Hills Marriott & Resort in Oak Brook, Illinois. This new program will replace the long-standing Town Hall Meeting and the golf tournament, and it offers attendees with an impressive cadre of speakers, including **Tim Jahnke**, CEO of Elkay Manufacturing; **Bryan Shirley**, executive director of MANA; **Mitch Harper**, a successful entrepreneur who retired at age 37 after having founded, grew and sold a successful supply chain management company with more than 3500 locations; and **Paul Green**, political commentator on WGN radio and professor at Roosevelt University. Please review the program schedule and additional information on the reverse side.

This year, the Annual Meeting and Fall Industry Dinner are scheduled on Monday, October 11, 2010 in Chicago just ahead of the annual ASA convention. In addition, **InSinkErator** has agreed to host a tour of its facility in Racine, Wisconsin on the next day, Tuesday, October 12, for MwDA members who also plan to attend NetworkASA 2010, which begins that Tuesday evening.

Lastly, with support from the ASA Education Foundation, **MwDA will reinstate the presentation of one-day educational seminars, specifically, *The Essentials of Warehouse Operations* on March 30 and 31 in Minneapolis and west-suburban Chicagoland, respectively.** However, MwDA will no longer provide registration fee rebates to MwDA members who attend the ASA Legislative Fly-In to Washington, DC. In 2Q10, the Board will reconsider whether to reinstate the annual Scholarship Award Program either this year or in 2011.

Please visit our website, **www.MwDA.net**, for updates and complete information as it becomes available. Also, feel free to contact Chris Murin, our executive director at (312) 464-0090 x 204 or cmurin@asa.net.

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MwDA Executive Leadership Conference

Oak Brook Hills Marriott Resort • Oak Brook, Illinois • May 3-4, 2010

	Monday, May 3, 2010	Tuesday, May 4, 2010
7:30am		Breakfast & Industry Speaker The Independent Mfr. Rep's Changing Role in the Supply Chain <i>Bryan Shirley, Executive Director, MANA</i>
8:00am		
9:00am	Individual Travel Optional Facility Tours for Early Arrivals	Educational Seminar Effectively Coordinating Sales Efforts Throughout the Supply Chain <i>Mitch Harper • www.hwpo.com</i>
9:30am		
10:00am		
11:00am		
Noon		Lunch & Invited Speaker Political & 2010 Election Outlook for the Midwest <i>Paul Green, Roosevelt University</i>
1:00pm	Individual Travel Optional Golf Tee Times	Supply Chain Strategy Session <i>Facilitated by Mitch Harper</i>
1:30pm		
2:00pm	Optional Facility Tours Conclude	Program Concludes
3:00pm		
4:00pm		
5:00pm	Hotel Check-In	
6:00pm	Welcome Reception	
7:00pm	Dinner & Industry Speaker <i>Tim Jahnke, CEO, Elkay Manufacturing</i>	
8:00pm		
9:00pm		

IMPORTANT INFORMATION

- The group rate for overnight accommodations at the Oak Brook Hills Marriott Resort is \$109 per night plus taxes. The hotel is centrally located in Chicagoland and is equidistant from both O'Hare International and Midway airports.
- The member registration fee for the full program will be \$395 for the first registrant, and the member registration fee for the full program will be discounted \$50 to \$345 for each additional registrant from the same company. Spouses are welcome to attend for \$235 to cover the cost of all meals. The fees for non-members will be an additional \$100.
- A-la-carte registration fees for the reception and dinner on Monday evening as well as the breakfast program on Tuesday morning will be available only for members who register at least one person for the full conference program.
- Currently, a facility tour is confirmed with Elkay Manufacturing, and one more is anticipated with another local manufacturer.
- Optional tee times for golf will be available on Monday afternoon at Willow Crest Golf Club for those wishing to play; this will not be a tournament.
- A complete brochure with registration information will be available in mid-late February. **Sponsorship opportunities are available.**
- Contact Chris Murin at (312) 464-0090 x 204 or cmurin@asa.net with questions.