



Machinery Dealers
National Association



*MDNA 71st Annual
Convention & Business Meeting
Hotel del Coronado, San Diego, CA
April 26 - 29, 2012*



Convention Schedule

Thursday-April 26

8:00 AM - 12:00 PM BOARD OF DIRECTORS MEETING

See MDNA At Work!

Board Votes, Chapter Reports, and Governance Issues are just some of the things your Board of Directors work hard at to help MDNA move forward and grow. Preceded by a breakfast buffet at 7:30 AM, this meeting is open to representatives of all companies that are MDNA members in good standing.
(Advance reservation required)

9:00 AM - 5:00 PM CONVENTION REGISTRATION, EXHIBITS & CATALOG SHOW

Display your sales catalogs, brochures, and make deals in the registration/exhibit area.

NOON - 2:00 PM REGISTRATION LUNCH BUFFET

Eat & Greet!

Enjoy a lunch buffet while getting reacquainted with your friends from around the world.

Thursday-April 26

2:00 PM - 4:00 PM WAVES OF FUN KICKOFF EVENT

“TEAM” is not the only kind of building going on at this fun event for all! Refreshments will be served at this interactive “get your hands dirty” event on the Coronado Beach, one of the most beautiful in California.

- Casual or beach attire

7:00 PM - 10:00 PM SURFIN’ USA WELCOME PARTY

There will be Good Vibrations as you join MDNA friends for the Welcome Party! We will celebrate in true California style on the Windsor Lawn, a spectacular outdoor venue with the Hotel Coronado and the Pacific Ocean as our backdrop.

- Cocktails and full Dinner Buffet
- Casual or tropical attire

10:00 PM - 11:00 PM HOSPITALITY SUITE



HOTEL DEL CORONADO

Friday - April 27

8:00 AM - 9:00 AM CONTINENTAL BREAKFAST

9:00 AM - 2:00 PM CONVENTION REGISTRATION, EXHIBITS & CATALOG SHOW

9:00 AM SPOUSE EVENT

The Ladies will have a spectacular morning touring the World Famous San Diego Zoo.

- Pre-registration required

9:00 AM - 10:45 AM POWER NETWORKING: THE REAL DEAL!

Bring a shopping bag because you’ll be going home loaded with deals after this powerful networking session. Break the ice with our fired-up first time Convention attendees, learn new things about old friends, and leave with a virtual warehouse of knowledge that will help you make money with your fellow MDNA dealers.

11:00 AM - 12:00 PM DE-STRESSIFYING YOUR LIFE: Practical Steps to Greater Clarity, Communication, and Peace of Mind

Davidji is a certified Vedic Master, a meditation mentor, a spiritual coach, and the Dean of Chopra Center University. After twenty years of Financial Management, Revenue Enhancement, Corporate Oversight, Strategic Development, Post-merger Integration, Business Operations, and Relationship Marketing, he rededicated his life to helping others find deeper fulfillment.



Convention Schedule

Friday - April 27

12:15 PM - 1:15 PM

**LUNCH - KEYNOTE SPEAKER
CARLOS LEITAO
AN ECONOMIC REPORT
AND UPDATE ON THE
MANUFACTURING INDUSTRY
AND BEYOND**

Presenter: *Carlos Leitao is the Chief Economist for Laurentian Bank. He has been ranked second overall in Bloomberg News' annual forecast survey. Mr. Leitao will discuss the current state of the economy and how it relates to our industry. Do you want to know how the European economic crisis affects you and your customers, or whether the climbing price of oil could affect your customer's buying power? Then, you will want to be present for this program.*

Friday - April 27

2:00 PM - 4:00 PM

**ABBOTT-DIPAULO CHAPTER
CHALLENGE BEACH OLYMPICS**

Get ready to compete against your fellow MDNA members. Points to be awarded to winning divisions of the many fun filled events.

6:30 PM - 10:30 PM

MDNA SALUTES THE USA

Friday night's reception is like none we have offered before and a unique opportunity for all! Join us aboard the USS Midway, one of America's most decorated and battle-hardened attack aircraft carriers. Launched in 1945 the Midway saw duty in Vietnam and Operation Desert Storm. We will walk in the footsteps of 225,000 Midway sailors who served our country and upheld the American ideals of strength, freedom and peace.

Our reception aboard the Midway will last three hours and will leave plenty of time for you to venture out and check out some of San Diego's restaurants and nightlife. That is if you are still up to it after flying in a jet simulator on the Midway!

- Cocktail Party and hors d'oeuvres
- Resort casual, jackets for men are not required



Saturday - April 28

8:00 AM - 2:00 PM

**CONVENTION REGISTRATION,
EXHIBITS & CATALOG SHOW**

8:00 AM - 9:30 AM

CONTINENTAL BREAKFAST

9:00 AM - 10:30 AM

**ANNUAL BUSINESS & AWARDS
MEETING**

Get Involved!

We strongly encourage you to attend this once-a-year open business meeting. Your MDNA President, Officer Team, and Chairmen will report to you the progress and plans that our various committees and subsidiaries (Including Membership, Public Relations, Chapter Leadership, AMEA, and LOCATOR) are making to help maintain a strong and growing MDNA. Also included in the Annual Meeting are:

- Election of New National Officers
- Chapter Leadership Winners Presentation
- Announcement of New Chapter Leadership Teams

10:45 AM - 12:15 PM

AMEA PAWN STARS

The Association of Machinery & Equipment Appraisers presents "Industrial Pawn Stars". Our staff of three pawnbrokers will analyze actual machinery which is on the market that has been offered to them for sale. As in the television show, they will "call in an expert" from those in attendance to analyze the offering, render opinions of value, and more importantly - "why". This event will prove to be both entertaining and educational for those involved in the appraisal profession as well as all used machinery dealers.

Remember: Be prepared to be called on as an expert.

Schedule continues on next page

Convention Schedule

Saturday - April 28

12:30 PM - 1:30 PM

LUNCH

**WITH LISA DEFAZIO, MS, RD
"Healthy Eating on the Road"**

Lisa DeFazio, MS, RD - Media and Television Nutrition Expert, Registered Dietitian and Host who is a leading Nutrition and diet expert in the Media.

Machinery Dealers do a lot of travelling and this can have a negative effect on your health. Constantly eating out at airports, hotels, fast food restaurants, and coffee shops can lead to weight gain and obesity. This weight gain leads to diabetes, high blood pressure, high cholesterol, and heart disease. In addition, the stress of making deals and travelling can make matters worse. It is just the reality of the job. However, this does not have to be your reality. You do not have to gain weight and jeopardize your health when travelling if you follow Lisa's guidelines.

Lisa will cover the following:

- Airports: She will review the best and healthiest choices at various popular airports including LAX, JFK, O'Hare, Dallas International, etc. She will give specific menu choices at specific restaurants and fast food chains.
- What to buy at the airport to take on the plane for snacking and drinking.
- Gas Station Convenience Stores -

Saturday - April 28

Best choices for snacks, drinks, breakfast and lunch

- Truck stop coffee shops-Denny's, Cocos, IHOP, Waffle House
- Fast food-McDonalds, Subway, Starbucks, Burger King, Sonic, etc.
- Fine dining- steak houses, seafood, etc.
- At the Auction Site-What to do if all there is to eat is from a catering truck or burgers and dogs
- Choose your Booze Wisely! Alcohol calories add up. What are the best choices?

1:45 PM - 2:15 PM

BOARD OF DIRECTORS MEETING

Your President welcomes all Members in good standing to attend our final Board Meeting of 2011-2012

- Committee Chairmen Announced
- Committee Assignments Issued
- 2012-2013 Plans & Initiatives Outlined

Saturday - April 28

7:00 PM - 12:00 AM

PRESIDENT'S RECEPTION AND BANQUET

Saturday evening is the traditional President's Banquet. The evening will feature a plated dinner with "The Del's" award-winning cuisine, produced by Executive Chef John Shelton. Come celebrate as we dance the night away. Dress for this spectacular evening is cocktail attire (jacket with or without tie, cocktail dress).

- Plated Dinner
- Open Bar
- Dancing

Sunday April 29

CHECK-OUT



MDNA Spouse Event - San Diego Zoo

The Ladies will have a spectacular morning touring the World Famous San Diego Zoo.

- Pre-registration required
- Onsite registrations cannot be accommodated

- Friday April 27th at 9:00 AM

Name of Spouse: _____ Email Address: _____

Convention Registration Form

1. INITIAL REGISTRANT *(Register your spouse, partner, salesperson, etc., below at Line 2 "Additional Registrant")*

Name: _____
 Firm: _____
 Address: _____
 City/State/Zip: _____
 Phone: _____
 Fax: _____
 Email: _____

We've made it easy to register...

MAIL your completed form with payment: MDNA Annual Convention, 315 S. Patrick St., Alexandria, VA 22314-3501, USA

***FAX** your completed form to:
 +1 703 836 9303 - 24 hours a day.

***PHONE** +1 703 836 9300 or
 +1 800 872 7807, 9 AM to 5 PM EST

**only if paying by credit card*

___ Check here if you require special accommodations to fully participate. Attach a written description of your needs.

___ Check here if you have dietary restrictions. We will contact you closer to the Convention to get detailed information.

2. ADDITIONAL REGISTRANT - *Spouse, Partner, Salesperson, etc.* *(Please print clearly or type)*

Unless otherwise indicated, additional registrant badge will reflect same firm name and address as initial registrant.

Name _____ Nickname (for badge) _____

Name(s) of Children _____

___ Check here if you require special accommodations to fully participate. Attach a written description of your needs.

___ Check here if you have dietary restrictions. We will contact you closer to the Convention to get detailed information.

3. REGISTRATION CATEGORY

Preregistration Policy - To be considered preregistered, your firm's 2012 membership dues must be paid, and your paid registration must be received at MDNA by April 6th. After this date, all registrations, changes, or replacements must be processed on-site. Eligible walk-ins and replacements are always welcome.

Cancellation Policy (no exceptions) - To qualify for a refund, cancellations must be received in writing and postmarked no later than April 6, 2012. A \$50 administrative fee will be deducted for each registration canceled. Replacements are always welcome and no-shows will be billed. *No refunds will be given on registrations canceled after April 6, 2012.*

	Postmarked: <u>Before 4/6</u>	<u>After 4/6</u>
___ Qualified Representative of MDNA Member Firm	\$675	\$700 \$ _____
___ Additional Registrant (spouse, partner, salesperson)	\$675	\$700 \$ _____
___ Children 12-18 years old	\$450	\$500 \$ _____
___ Children 11 and under (Kid's meals)	\$200	\$250 \$ _____
___ Nonmember (no discounts apply)	\$775	\$775 \$ _____

TOTAL \$ _____

Your firm's 2012 MDNA membership dues must be paid before you may register. Registrations from individuals whose firm's dues are not paid will be returned.

4. PLEASE TELL US...

Is this your first MDNA Annual Convention? ___ Yes

Will you attend the MDNA Board meeting Thursday, April 26? ___ Yes Saturday, April 28? ___ Yes

5. PAYMENT ENCLOSED *(check drawn on U.S. bank in U.S. Funds)*

(Circle One) Discover MasterCard Visa American Express

AMOUNT \$ _____ Name (as it appears on credit card) _____

CARD NO. _____ Exp. Date _____ CVV2 Code: _____

SIGNATURE _____ Billing Address: _____

MDNA Annual Convention

Definitions & Guidelines

Qualified Representative of MDNA Member Firm

For the purpose of determining the appropriate registration fee, a “Qualified Representative of an MDNA Member firm” is defined as the following: an employee or official representative from a firm which is an MDNA member in good standing that has paid their 2012 membership dues, or the spouse (or other family member) or personal guest of such employee or official representative. “Representatives” may not be employed in a full-time or part-time capacity by any firm which meets the eligibility requirements for MDNA membership, without being an MDNA member. All other individuals must pay the “Nonmember” fee.

Member firms represented at the convention may display stock lists or other advertising brochures in the room reserved for that purpose. Representatives of firms may give such materials to an individual at any time if that individual specifically requests it. Other distribution procedures are the responsibility and prerogative of the officers in charge of the convention.

Anyone having questions about these convention guidelines should address them to Convention Committee Chairman, John W. Conroy, CEA, Machinery International Corp., 20 Commerce Dr., North Branford, CT 06471.

Guidelines for Nonmember Attendees at MDNA Functions*

1. Individuals who work in companies which are not members of MDNA may attend an MDNA Annual Convention, Weekend with the Pros, or other such program, once every five years, provided they are sponsored by a qualified representative of an active MDNA member in good standing, except individuals who have worked for companies which have been expelled, terminated, or suspended. Registration fees for nonmembers are the responsibility of the member “host” and such nonmembers may not publicly display or offer stock lists or other advertising materials.
2. Individuals who work in companies which have been expelled or were employees of those companies at the time of such expulsion may not attend the above functions unless they are current bona fide employees of member companies in good standing.
3. Individuals who work in companies which have been suspended or who were employees of those companies at the time of such suspension may attend the above functions as the guests of an active member once every five years, but only with the permission of the MDNA President. The President, in making this decision, should take into account whether the reason for the suspension has been corrected and whether there remain any accounts outstanding to MDNA or any of its subsidiaries.
4. Individuals who work in companies which have been terminated for nonpayment of dues or individuals who were employees of companies at the time of such termination may attend the above functions provided they are sponsored by an active member once every five years, but only with the permission of the MDNA President. The President, in making this decision, should take into account whether the reason for the nonpayment of dues which caused the termination has been corrected.

NOTE: Attendance at business meetings, seminars, committee meetings and other functions dealing specifically with internal association affairs is limited to individuals employed by MDNA members, although attorneys, accountants and other outside specialists retained by member firms may attend such functions.

*These guidelines apply only to employees of companies which may be eligible for MDNA membership, e.g., machinery dealers, auctioneers, etc. For guidelines that apply to suppliers to the trade or nonmember sponsors at events, see below.

Guidelines for Suppliers, Vendors & Sponsors Attending MDNA Functions

1. All exhibitor, sponsor, and registration fees must be paid in full at least two weeks prior to the opening day of the convention or other such function to which guests who are not machinery dealers are invited.
2. Attendance at business meetings, seminars, committee meetings and other functions dealing specifically with internal association affairs is limited to individuals employed by MDNA members.
3. Only vendors which are official exhibitors may display sales literature and other advertising materials, or solicit members or guests in any way. Such literature and advertising displays are limited to the exhibitor’s booth area. Although exhibitors are welcome to attend meal and social functions which are included in their exhibitor’s fee, or those functions to which they have purchased additional tickets, members and guests should not be actively solicited during meal or social functions.
4. Vendors and suppliers which are not exhibitors may distribute gifts or other mementos only during the time - and at the location - designated during registration the first day of the Annual Convention. The MDNA Executive Vice President must be alerted at least four weeks prior to the convention opening day in order to ensure that the donor has a reserved table, a sign, and a listing in the convention program. Exhibitors may distribute such gifts and mementos from their booths at any time during the designated exhibit hours. However, if they wish to be credited in the convention program, they, too, must alert the MDNA Executive Vice President at least four weeks prior to the annual convention opening day.
5. Exhibitors are requested and advised not to display samples of advertising or sales literature from machinery dealers or auctioneers which are not MDNA members.



HOTEL DEL CORONADO



Hotel del Coronado

1500 Orange Avenue
Coronado, CA 92118

Tel: 800-HOTELDEL or 619-435-6611

Special MDNA Room Rate Starting at \$214 (*single or double occupancy*)

FOR RESERVATIONS, CALL:
800-468-3533 and mention
group code: MDNA Annual 2012

Hotel Cut-Off Date is March 30, 2012

Hotel Cost: MDNA Special Hotel Rate: \$214.00 per night

The MDNA is holding a limited number of rooms at the negotiated group rate of \$214. All reservations must be guaranteed with a credit card. In the event that you need to cancel or change your reservation you may do so without penalty up to 48 hours prior to arrival date.

Check in time is 4:00 PM. They will make reasonable efforts to accommodate any early arrivals. Checkout is 12:00 PM. Individuals staying in their rooms beyond the checkout time may incur a half day rate charge.



Machinery Dealers National Association

315 S. Patrick Street
Alexandria, VA 22314-3501

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