



POWER ON THE POTOMAC



2019 MEMBER CONFERENCE
CRYSTAL GATEWAY MARRIOTT
WASHINGTON, DC
OCT. 3 - 6

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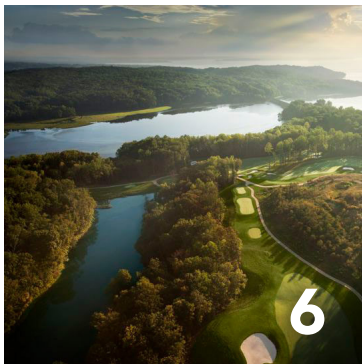
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THE OSCARS



AGENDA



REGISTER



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LETTER FROM THE PRESIDENT

Welcome Members and Vendors,

Our team here at Allegiant Power invites all of you to come attend THE BIG SHOW in Washington, DC! What a great venue! We want to give all of you a BIG THANK YOU for your support, friendship and business, and for keeping Allegiant Power at the tip of the spear as we strive to continue to be the best in the industry. We could not do this without the support of our great vendors and members so we want to say thank you by letting us host you to a great time at this year's member conference. Our vendors in attendance are among the best in class in our industry. Please show your support by taking advantage of the specials offered at the show, and give them the same support throughout the years like you continue to give to us. None of us alone, is stronger than all of us together!

Last years show in New Orleans offered up an incredible hotel and city charm experience with the Christmas season. This year's show will be memorable as well with so many different things to experience in our nations capital.

The hotel is first class and you will love how it is very close to everything. We have more speakers this year than any year before designed to help you learn and grow your business to new levels.

We will kick it all off on Thursday morning with the annual Art Wilson Memorable Golf Tournament. Setup will be that afternoon in the Arlington Ballroom at 1:00 PM followed by cocktails at 6:00 PM, dinner at 7:00 PM, then my bad comedy routine that I love to do, then a professional comedian and lots of fun the opening night. Our goal is to always try and have the right balance of time between fun and business mastered at each show. This is so you can have a good time and get the most out of your trip. I will never host what I call a "death by meeting" conference. We did this back in the 80s and over time we believe have the perfect format. Friday allows for more one on one meetings with the select few vendors we will bring this year. We have cut it down a little more to assure more time with the ones you order the most from. That evening we will do the night on the town with the vendors we strategically try and match you up with. See agenda and reservation forms for more details and signups.

This years theme for the costume party Saturday night will be left open for your imagination to run wild, as you get creative to showcase what your HOMETOWN or STATE is known for that is famous. For example, I used to live in Tennessee so I could come as Dolly Parton, Elvis or even a FedEx pilot since their HQ is located there. I now live in Florida so I could show up with a walker, lots of gray hair or no hair, maybe even a wheelchair. Clay being from Plano, TX could come as a Dallas Cheerleader or even Lance Armstrong. Both are from there, so either would be great costumes to see him in. Tim is from Hastings, MN so he could have a "Twin"? Better yet maybe he comes as a Viking, Prince, Bob Dylan or Judy Garland. You get the picture. If your state, hometown or providence is not memorable and just boring, wear something patriotic. Remember you do not have to dress up, most do if this is your first time though. At a minimum wear your Keep Calm and Power On shirts we will pass out the first night. Also, we will pass out patriotic hats and gear as we party the night away in America's capital city! There will be a karaoke band so if you have a talent to sing or play, then get ready to rock and roll!!!

In closing thanks again and please let me know if you have any questions. We look forward to seeing you all very soon!

Power On!



Tom Wilson



KEYNOTE SPEAKER

MIKE HOURIGAN



Mike Hourigan is a refreshingly unique keynote speaker, change management speaker and author who empowers the country's top companies to navigate constant change with real-world wisdom. A veteran leadership consultant and productivity expert, Mike is consistently sought after and hired by the top companies in the U.S., including McDonald's, Harley-Davidson, Disney, GE, Marriott, ExxonMobil and Kaiser Permanente.

Decades of corporate experience have allowed Mike to develop a completely fresh approach to team building, sales management, and customer service training. With a style that engages listeners in a way that's meaningful to them and their company culture, Mike rarely gives his audiences a moment between laughs.

A former member of the management teams of Cargill Inc. and Olympus Corporation, Mike has offered over 1,200 audiences-and-counting the benefit of his real-world corporate experience. A seasoned author and co-author, his books include *Riding the Waves without Getting Wet: A Journey to Leadership and Motivational Selling*.

As one of the top keynote speakers in the United States, Mike has developed a comprehensive roster of speeches that address the key issues that affect companies most. From the growing need for soft skills training and interpersonal communications, to the subtle nuances of conducting business in a global economy, Mike Hourigan continues to lead the industry in dynamic presentations that direct executives and entire companies toward real, lasting change.

COMEDY



**MARK
RICCADONNA**

Mark Riccadonna grew up an artsy jock outside of Youngstown, Ohio. At age 17 (like a bad independent movie), Mark moved to NYC in search of himself and happiness. He pursued Theatre at The American Academy of Dramatic Arts, joining "The Company" after graduation. Soon after, Mark stumbled upon Stand-Up Comedy and found success as a storyteller, performing throughout New York City, and 'on the road'. Mark also performs for Armed Forces Entertainment and has entertained U.S. and U.N. Troops worldwide, performing in six continents and across the United States. Outside of comedy, Mark is an accomplished actor and writer. Most recently Mark has a lead role in the feature film "Days of Power" and is a contributing writer for Saturday Night Live's "Weekend Update", Columnist and Travel writer for "Today's Man" Magazine, Wrote and Directed "Radio Gods" television Pilot, starred in "Game Night" (Winner of the International Film Festival NYC) been seen on AXS TV's "Live at Gotham", FOX's "Laughs", heard on Sirius XM and Bob and Tom, and also has a hit Podcast "Drinks Jokes and Storytelling".

Whether he is working with The Amoralists Theatre Company (In the acclaimed hit "Happy in the Poor House"), Angry Shih Tzu Productions or on tour with Stand-Up, Mark continues to climb the ranks. He is a gifted storyteller, with a charisma that makes you feel like you've known him forever, unique delivery, signature voice (that has landed him several commercials) and likability; you will see why he is a favorite at clubs and theatres everywhere. Look for his second album "Domestic Nomad" released by Realize Records.

ART WILSON MEMORIAL TOURNAMENT



Located just 30 minutes south of Washington D.C., Potomac Shores Golf Club is the only publicly accessible Jack Nicklaus Signature Design in Northern Virginia. Golf Digest named it a “Top 10 Best New Courses in the Country” in 2015 and it has been Top 10 in “Golfweek’s Best: State-by-State Courses You Can Play” since 2016.

Meticulously carved through mature hardwood forests overlooking the majestic Potomac River, the Jack Nicklaus Signature Design features dramatic vistas, native wetland buffers and show-stopping elevation changes. Rolling fairways also present spectacular views for golf course living. Golf lovers can explore becoming one of our many community members by visiting our new model homes.

This world-class, Troon Golf-managed facility offers impeccable course conditioning, unmatched playability and superlative customer service, thus ensuring an unparalleled round of extraordinary golf.

Nicklaus Design, the global golf course design firm founded by golf legend Jack Nicklaus, is widely regarded as the world’s leading design firm. With a philosophy of working closely with clients, enhancing the natural environment, and creating courses that are both challenging and enjoyable for players of all levels, the company has more than 380 courses open for play in 39 countries and 39 states. Of those golf courses, Jack Nicklaus has been involved in the design of 290 courses. At least 70 Nicklaus Design courses have been ranked by major industry publications like Golf Digest, Golfweek, GOLF Magazine and Travel & Leisure Golf. No fewer than 100 Nicklaus Design courses have hosted a combined total of over 750 professional golf tournaments worldwide.

With its accessible location and articulate Nicklaus design, Potomac Shores 18-hole centerpiece is destined to become the golf getaway of choice for Northern Virginians, D.C. dignitaries and guests visiting the region.

RECREATION



The best things to do in Washington, DC will cost you nothing. Friday we open the day up for you to explore the city and take in all the history before your vendor dinner.

Many of the free tours can be found online and include seeing these free sites like the White House, which you need to book now to have a chance at it. Then there is the National Mall, Lincoln and Jefferson memorials, Smithsonian museums, JFK Performing Arts Center, Capital Hill, Georgetown, Arlington Cemetery, check out the largest library in the world in the Thomas Jefferson Building, US Capital Building, National Capitol Columns, National Archives and more and more.....



AWARDS



Oscar night is our way to show special appreciation to our vendors who go above and beyond. The best of the best. We do this every year at the closing ceremony. Award categories presented this year will be for Best Booth, Best Sales Presentation, Best in Shipping (New Category) and Vendor of the Year. Ballots will be passed out and only members are allowed to vote.



Upon arrival on opening night we will give out the famous Oscar Gift Bags to all members and vendors. Each year these bags are stuffed with gift items from Allegiant Power and the vendors. What a great way to show case your company to all attendees! The gifts need to be arrive at the hotel directly a few days before the show starts. On Sunday before the show we will put together the bags. The quantity needed is 300. Mark all boxes "OSCAR GIFT BAGS Attn AP Office" so shipping knows to place them in our meeting room, otherwise we will not see them.

TENTATIVE AGENDA BROCHURE



2019 MEMBER CONFERENCE

POWER ON THE POTOMAC



1-844-POWER-10

WWW.ALLEGIANTPOWER.COM

CONFERENCE AGENDA TENTATIVE

CRYSTAL GATEWAY

MARRIOTT

OCTOBER
3-6
WASHINGTON
DC

PARTICIPATING VENDORS

AutoMeter
BTI
CSB (Hitachi Chemical Energy)
Dantona
Deltran
Energys / Odyssey
Envera
Exide
EZ RED
FEDCO
Ford Motor Company
Lifeline
Mammoth
Midtronics
New Pig
NEP Electronics
Nite Ize
NOCO
NorthStar Battery
Power-Sonic
PrimarySource
ProMariner
Quick Cable
Rayovac / Varta
Reliable Batteries
Rolls
RSR
Samlex America
Schauer
Selecta
SunRep
TCEB
UPG
VOLT Power
Yuasa

Please show your support by being prepared to place orders!

TENTATIVE AGENDA BROCHURE

Thurs	Fri	Sat
<p>9 AM Art Wilson Memorial Potomac Shores Golf Club</p> <p>7:30 AM Art Wilson Memorial Potomac Shores Golfers meet in hotel lobby at 7:30 AM. Bus departs at 7:45 AM sharp so arrive in time to load clubs.</p> <p>1 PM - 5 PM Vendor Setup Arlington Ballroom</p> <p>3:30 PM Vendor Only Meeting Arlington Ballroom</p> <p>5:30 PM Registration Desk Arlington Ballroom</p> <p>6 PM Cocktail Reception Arlington Ballroom Business casual.</p> <p>7 PM Dinner Arlington Ballroom</p> <p>7:45 PM Welcoming Ceremonies Tom Wilson</p> <p>8 PM Comedian Mark Riccadonna Arlington Ballroom Mark is a gifted storyteller, with a charisma that makes you feel like you've known him forever, unique delivery, signature voice and likability; you will see why he is a favorite at clubs and theatres everywhere.</p> <p>8 PM Mark Riccadonna Comedian</p>	<p>10:45 AM Mike Hourigan Keynote Speaker</p> <p>6:30 AM Breakfast Arlington Ballroom</p> <p>7:30 AM Announcements & Prizes Tom Wilson</p> <p>7:40 AM Vendor Presentations Arlington Ballroom</p> <p>10 AM Coffee Bar Arlington Ballroom</p> <p>10:45 AM Mike Hourigan Arlington Ballroom</p> <p>12 PM Lunch Arlington Ballroom</p> <p>1 PM Vendor Presentations Arlington Ballroom</p> <p>2:45 PM Selling Smart Jeremy Cordray</p> <p>3:15 PM Rolls: Why, How & When JD Surrette</p> <p>4 PM Trade Fair Arlington Ballroom This is the time to place your orders with vendors.</p> <p>7 PM Night on the Town Arlington Ballroom Meet with your vendor and assigned groups for dinner on the town. This is a great way to get to know each other and have fun seeing the city!</p> <p>7 PM Night on the Town</p>	<p>Lincoln Memorial</p> <p>6:30 AM Breakfast Arlington Ballroom</p> <p>7:30 AM Announcements & Prizes Tom Wilson</p> <p>7:40 AM Vendor Presentations Arlington Ballroom</p> <p>10:15 AM Coffee Bar Arlington Ballroom</p> <p>10:30 AM Vendor Presentations Arlington Ballroom</p> <p>11:30 AM Scrap Volatility Danny Rosellini</p> <p>12 PM Lunch Arlington Ballroom</p> <p>1 PM Vendor Presentations Arlington Ballroom</p> <p>3 PM Vendor Meetings Arlington Ballroom</p> <p>4 PM Vendor Teardown</p> <p>6 PM Cocktail Reception Arlington Ballroom</p> <p>7 PM Dinner & Party Arlington Ballroom Let your imagination to run wild as you get to showcase what your HOMETOWN or STATE is famous for.</p> <p>7 PM Hometown Throwdown Costume Ball</p>



2019 CONFERENCE REGISTRATION

OCTOBER 3-6 • CRYSTAL GATEWAY MARRIOTT
1700 JEFFERSON DAVIS HWY • ARLINGTON, VA 22202

POWER ON THE POTOMAC

Please send this reservation form to twilson@allegiantpower.com, or fax it to (901) 737-3688. **Conference rate is \$179.00 per night exclusive of applicable state and local taxes, fees and amenities.** Cutoff for registration is September 9, 2019. First night will be charged to your credit card and is refundable up to 72 hours prior should you need to cancel.

Attendees

COMPANY

CITY STATE

EMAIL ADDRESS FOR CONFIRMATION

NAME OF ATTENDEES

Please let us know the name of any vendor(s) you would like additional one on one time with during the conference. Friday evening, we will pair you with a vendor dinner group for a fun night on the town. Please list your top 3 choices below for this evening. Also, if you have any special requests or are celebrating any special occasion please let us know. Who knows, maybe you have the chance to win the priceless Allegiant Power watch!

Hotel

ARRIVAL DATE

DEPARTURE DATE

*If you plan to golf you must arrive on Wednesday the 2nd. The Art Wilson Memorial Golf Tournament will begin on the 3rd with a shotgun start at 8 a.m. Vendor setup starts at 1:00 PM. See agenda for full details.

OF KING ROOMS
(Non-smoking)

OF DOUBLE ROOMS
(Non-smoking)

NAMES OF ADULTS PER ROOM

NAMES OF CHILDREN PER ROOM

MARRIOTT REWARDS #

Payment

TYPE OF CARD

VISA MC AMEX

NAME ON CREDIT CARD

CREDIT CARD NUMBER

EXPIRATION DATE

Food & Beverage

To minimize waste and unnecessary spending we ask that you please help us in determining the counts for this year's Food & Beverage functions. We hope that you will join us for each function; however, if you are counted and fail to attend we are still required to pay for your food & beverages. We appreciate your help in this.

	ADULTS	CHILDREN
THURSDAY NIGHT RECEPTION & DINNER	<input type="text"/>	<input type="text"/>
FRIDAY BREAKFAST BUFFET	<input type="text"/>	<input type="text"/>
FRIDAY LUNCH	<input type="text"/>	<input type="text"/>
FRIDAY EVENING IS OUT ON THE TOWN WITH VENDORS	<input type="text"/>	<input type="text"/>
SATURDAY BREAKFAST BUFFET	<input type="text"/>	<input type="text"/>
SATURDAY LUNCH	<input type="text"/>	<input type="text"/>
SATURDAY RECEPTION & DINNER	<input type="text"/>	<input type="text"/>

Please check here if Friday evening you would like to do on your own

Tours (Friday Afternoon)

The best things to do in Washington, DC will cost you nothing. Friday we open the day up for you to explore the city and take in all the history before your vendor dinner. Many of the free tours can be found online and include seeing these free sites like the White House, which you need to book now to have a chance at it. Then there is the National Mall, Lincoln and Jefferson memorials, Smithsonian museums, JFK Performing Arts Center, Capital Hill, Georgetown, Arlington Cemetery, check out the largest library in the world in the Thomas Jefferson Building, US Capital Building, National Capitol Columns, National Archives and more and more.....



Potomac Shores Golf Club

*Golfers must arrive at hotel on Wed., October 2nd.

GOLFER NAME(S)

RENT CLUBS

YES

NO

NUMBER OF

SETS

RIGHT

LEFT

Rental clubs are offered at a special AP RATE of \$50 per set. A 20% discount the day of the tournament is available for pro store purchases. Limited quantity is available, so bring yours if possible or book right away.

If you plan to drive to the golf course check this box so we get the right amount of buses. We will load at 7 AM and leave at 7.15 AM PROMPT (don't be late). Arrival will be at 8 AM for warmup and group pictures.

SHIPPING INFO

RECEIVING CHARGES & STORAGE FEES

The Crystal Gateway Marriott Hotel will only accept packages (3) three days prior to your function date/arrival date and we must be made aware of such deliveries in writing. Packages delivered more than (3) days before your function date/arrival date will be assessed a storage fee. The storage fee prices are as follows:

- Pallets- \$100.00 per day.
- Crates/Exhibit cases over 50 lbs. - \$100.00 per day.
- Exhibit cases under 50 lbs.- \$25.00 per case per day.
- Package/Boxes under 25 lbs. \$5.00 a Package /Box per day
- Package/Boxes over (25 lbs.+) \$10.00 a Package/Box per day.

Shipments being delivered to the Crystal Gateway Marriott MUST be addressed as follows:

Crystal Gateway Marriott Hotel
1700 Jefferson Davis Highway Arlington, Virginia 22202
Attn: Event Managers Name
Attn: Guest Name
Hold For: Group Name, On Property Contact Name
Arrival Date: Contact Arrival Day and Date

The Crystal Gateway Marriott will not assume any responsibility for the damage or loss of merchandise sent to the Hotel for storage. Shipping charges apply for both incoming and outgoing packages.

SHIPPING INFO

RECEIVING, DELIVERY & HANDLING FEES

The Crystal Gateway Marriott Hotel will accept shipments to the Hotel on your behalf. Delivery & Receiving charges are for any items shipped to the hotel and processed by Hotel staff at the Loading Dock. Delivery & Handling charges are for any item that is delivered by Hotel staff and or received by Hotel staff to be shipped out of the Loading Dock. The Crystal Gateway Marriott does not have a general pickup schedule for the Loading Dock by carriers. All Outgoing shipments must be processed by the group/ individual for pick-up or the Hotel can process a pickup schedule for \$25.00 at your behalf.

- Flat Envelopes No Charge
- 0.00 lbs. to 1.0 lbs. \$3.00
- 1.1 lbs. to 10 lbs. 7.00
- 10.1 lbs. to 20 lbs. \$10.00
- 20.1 lbs. to 30.0 lbs. \$15.00
- 30.1 to 40.0 lbs. \$20.00
- 40.1 to 50.0 lbs. \$25.00
- 50.1 to 60.0 lbs. \$30.00
- 60.1 lbs. to 70.0 lbs. \$35.00
- 70.1 lbs. & greater \$40.00
- \$35.00 per display case in and out.
- \$75.00 per small shrink wrapped pallet under 150 lbs in and out.
- \$75.00 per small crate under 150 lbs in and out
- \$150.00 per shrink wrapped pallet over 150 lbs in and out.
- \$150.00 per crate over 150 lbs in and out.

**If you shipped boxes to the hotel please confirm your boxes were received by contacting Shipping and Receiving at (703) 271-5162. Our shipping and Receiving staff will bring boxes to the exhibit area at the designated set-up time. If you need them prior to this time, please contact the Shipping and Receiving department directly.