



▶ **Doing Business:  
People to People**



# 2016 Annual Convention

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**September 11-12, 2016**

Catamaran Resort Hotel & Spa  
San Diego, California

## WAID's 61st Anniversary Celebration

Last year, WAID marked a milestone of 60 years! This year, we are celebrating our continued tradition of meeting, networking, and sharing idea once again in beautiful San Diego, California. The new convention format from last year was a big hit so we have kept it for 2016. The streamlined schedule allows for a more productive week while making those crucial contacts necessary in today's business environment.

Sunday's Welcome Reception is your first networking opportunity. After picking up your badge, mingle with old and new friends in the beach area of Mission Bay. Arrange your dinner party and off you go to enjoy San Diego's fabulous culinary diversity.

We are excited to offer an educational topic that is different from past presentations, but extremely important to everyone both personally and professionally. Tom Quilty is a high technology expert, but we like to call him a Cybercop. The expertise he brings to WAID will address cyber challenges and potential threats that sales staff face more often today than ever before. Tom will be available all day long to address your questions.

The annual golf tournament will not be held this year. If you would still like to play golf on Tuesday, let Connie Seitz know and she'll add you to the list. Bill Wood will coordinate four-somes for a casual outing.

Hotel rooms at the group rate are extremely limited, so make your reservations right away!



## Sunday, September 11, 2016

4:00 pm—5:30 pm  
Welcome Reception & Badge Pick up

*Sunday Dinner is on your own*



## Monday, September 12, 2016

7:30 am	Continental Breakfast (provided)
8:00 am	Business Meeting
9:00 am - 12:00	Education
12:00 pm	Lunch (provided)
1:00 pm - 4:00 pm	Education
6:30 pm - 7:30 pm	Reception
7:30 pm - 11:00 pm	Dinner (provided)

### Schedule-at-a-Glance

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## Hotel Information

**Catamaran Resort Hotel & Spa**

3999 Mission Blvd.

San Diego, CA 92109

Reservations: 800-422-8386

**Group ID:**

WAID Annual Convention 2016

Deluxe Standard Garden View \$169  
single/double

## Travel Information

The Catamaran Resort Hotel & Spa is a short 10 miles from the San Diego International Airport.

Ground transportation: The hotel recommends Cloud 9 Super Shuttle. Reservations can be made at 800-974-8885 or [www.cloud9shuttle.com](http://www.cloud9shuttle.com).

## About WAID's Convention

Industry professionals come together each Fall to discuss the latest "hot topics" in the industrial distribution and manufacturing world. Networking is included in the design of the convention and spouses are encouraged to attend.

## Who Should Attend

Owners, key managers, and sales representatives in industrial distribution and manufacturing.

## What to Expect

WAID's convention is designed to be relaxed and enjoyable. This event is known as the, "no ties allowed" meeting while maintaining a professional atmosphere. The dress code is business casual.

Sunday's Welcome Reception is a place to reacquaint yourself with old friends, make new friends, and enjoy the fabulous Mission Bay. Registration packets will be handed out. Later, grab a business associate and venture out to one of San Diego's many fabulous restaurants. Monday will be a full day, breaking for a luncheon and concluding with dinner. Monday's continental breakfast, lunch, and dinner are all included with your registration. The annual business meeting starts the day followed by the education presentations. The WAID annual golf tournament will not be held this year, but those who wish to golf on Tuesday can notify Connie Seitz who will maintain a list. Bill Wood will coordinate tee times.

Distributors are encouraged to make themselves available to meet with the manufacturers and their reps. Many "5-minute meetings" take place every year at WAID's convention!

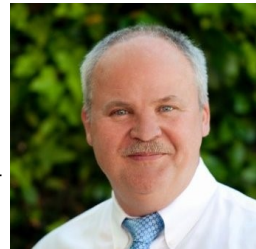


## Education

Tom Quilty, CEO, BD Consulting and Investigations Inc. and Safe-Key Technology, Inc.

### *Cybersecurity Challenges and Opportunities*

Cybersecurity and protecting yourself from cyber threats is an issue to everyone in business and especially those involved in sales. What can an attacker do to disrupt the sales supply chain? How do you defend against this threat? This presentation is designed to address some of the cyber challenges that sales staff are faced, how to not become a victim and also possible opportunities to help their organization become better prepared to face a cyber threat.



# About Our Speaker

**Tom Quilty, CEO, BD Consulting and Investigations Inc. and SafeKey Technology, Inc.**

Tom Quilty's professional career spans more than 40 years, including active and reserve military, law enforcement, and entrepreneur businessman solving problems and developing solutions for the high tech industry in Silicon Valley. Tom has been the CEO of BD Consulting and Investigations Inc. (BDCON), since 2006. BDCON was started as an intellectual property consulting and Investigations Company helping clients respond to the issues associated with Trade Secret Theft Protection and Investigation along with Trademark and Patent infringement. Tom and BDCON developed a reputation for helping companies solve many issues, including Brand Protection, Supply Chain, Reverse Logistics, Information Security, Data Breaches and over the last two years market analysis for new products.

Tom Quilty's career started when he joined the US Army in 1972. While working at a major headquarters in 1976, he made the mistake of asking the function of a device in a locked cage. It was the only computer terminal for the headquarters and no one knew how to use it. Since Tom had asked, he was given the task of learning how to operate it. The terminal had one of the first computer based instruction programs and Tom somewhat learned how to program in FORTRAN, COBOL and Basic. That responsibility and training started Tom on the technology path. He left Active Duty in 1979 as a Staff Sergeant to attend ROTC and get his commission as an Officer and later retired at the rank of Major.

Tom Quilty's self-taught technology training came in handy over the next 25 years of reserve military service with missions and deployments to Bosnia, Japan, Thailand, and a few other garden spots. In Bosnia, Tom, at the time a Major, was Aide and Political Advisor for Police and Military issues to Special Representative Jacques Paul Klein. Ambassador Klein was at the time, Deputy High Representative for the Office of the High Representative (OHR) and charged with the implementation of the Dayton Peace Accord. While in Bosnia Tom negotiated several agreements and was awarded a Meritorious Honor Award from the US State Department.

Tom has presented training both nationally and internationally at conferences or facilities, including the FBI Academy, National District Attorney's Association, California Department of Justice, High Technology Crime Investigation Association and many others. All of these experiences gave Tom an interesting perspective on international business processes and how companies operate internally. Tom has worked with many of the largest Silicon Valley Companies and helps companies overcome internal or external issues and focus on the business.

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2016 Annual Convention
Catamaran Resort, San Diego, CA
September 11-12, 2016

REGISTRATION FORM

1. Your Information

Name \_\_\_\_\_

Spouse's Name \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_
(The address you would like mailings to be sent to)

City \_\_\_\_\_

State \_\_\_\_\_ Postal Code \_\_\_\_\_

Company Phone \_\_\_\_\_

Your Cell Phone \_\_\_\_\_
(For Connie's use only. Will not be printed in the program.)

Email \_\_\_\_\_

2. Company Type

- Distributor
Manufacturer
Manufacturer's Rep
Other

3. Monday Dinner Selection

Prime Rib Salmon Vegetarian

Prime Rib Salmon Vegetarian

4. Registration Options

- Member Convention Registration \$395
Non Member Convention Registration \$595
Spouse Convention Registration \$285
50/50 Raffle Tickets 3 for \$20 Package Qty \$

5. TOTAL REGISTRATION \$

6. Spouse will attend the Monday Luncheon Yes No

7. WAID will not be hosting a golf tournament this year. Are you still interested in playing golf on Tuesday? If so, please indicate how many players and we'll set you up with others from WAID.

Yes I want to play golf! There are in my group.

Name: Handicap:

Name: Handicap:

8. Payment Information

Check Enclosed (payable to WAID) Visa MasterCard American Express
Card Number Expiration Security Code

Cardholder's Name

Billing Address of Card City State Postal Code

Signature Date

Registration Cancellation Policy: All convention registration cancellations must be received in the WAID office by September 1, 2016 for a refund. All cancellations after September 1, 2016 will receive NO refund.

9. HOTEL RESERVATION DEADLINE 8/11/16 Extended! CONVENTION REGISTRATION DEADLINE 9/5/16

10. Mail or fax registration form with payment to:

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