



Registration for the 24th Annual SCVA Winter Training Conference now available! The Conference Planning Committee has been busy planning an outstanding program with activities to include everyone. Read on, so you don't miss out!

Here's what's in store for 2012!

Educational and Social Programs

Friday, January 27, 2012

- Join us on Friday morning to hear SCVA lobbyist Tom Sponseller speak on legislative issues impacting the vending industry and hear a preview of the 2012 legislative session.
- A representative from NAMA will provide industry updates including information on the growth survey and strategic planning, government relations and the Gratitude Tour.

Saturday, January 28, 2012

- Paul Schlossberg will present on maximizing your selling zones. This will include a focus on driving repeat sales. Do not miss this great educational session!

Sunday, January 29, 2012

- Al Walker will be the Sunday morning breakfast Keynote Speaker.

The Annual Golf Tournament

Tee it Up on Friday, January 27 at The Golf Club at Wescott Plantation. SCVA will provide box lunches for all participants. Arrive at the course in time to enjoy a box lunch before the shotgun start at 12:30 p.m.

Friday Night Reception

Join us on Friday night at 6:30 p.m. for an evening of magical entertainment by David Lee Parker.

Saturday Night Gala

Gather at 6:30 p.m. on Saturday night, January 28 for a one-hour cocktail reception, followed by the traditional dinner banquet at 7:30 p.m. Purchase a reverse raffle ticket, participate in the Minute It to Win It games, and take a shot a trivia. Join us on Saturday night for a great time and you may even walk away a winner!

Sponsors Receive Complimentary Registration

It's not too late to support the SCVA Winter Conference as a 2012 sponsor! For every \$750 sponsored **your company receives one complimentary registration** and you may provide two pieces of product per goody-bag. Product must arrive at The Mills House Hotel by January 25, 2012. Please label your product:

The Mills House Hotel C/O Sara Whitfield/ Katee Sissler/ SCVA Jan. 26-29, 115 Meeting Street, Charleston, SC 29401.

Make Hotel Reservations at the Mills House Hotel Today!

Thursday, Dec. 20, 2011, is the deadline for making hotel reservations at the SCVA Rate of \$155/night! After Thursday, Dec. 20, The Mills House Hotel will release SCVA's room block and reservations will be accepted only if space is still available. Once the hotel reservation deadline (Dec. 20) has passed, the SCVA room rate may no longer apply.

*Please note that SCVA will no longer offer hotel vouchers for operator attendees.

To make your hotel reservations and secure the conference room rate, call 800.874.9600. Be sure to identify yourself as an SCVA attendee.

Tentative Schedule-At-A-Glance

Thursday, Jan. 26

2 p.m. Deadline for Goody-Bag product to arrive at hotel
3 p.m. Conference Committee members meet to stuff Goody-Bags
3-6 p.m. Registration Open

Friday, Jan. 27

7:15-8 a.m. Continental Breakfast
7:15-11:30 a.m. Registration Open
8-8:30 a.m. SCVA Annual Membership Meeting
8:30-9:45 a.m. Educational Session presented by a NAMA representative
9:45-10 a.m. Refreshment Break
10-10:45 a.m. State Legislative Update presented by Tom Sponseller
11:30 a.m.-3 p.m. Explore the Charleston Aquarium
12:30 p.m. Don Head Memorial Golf Tournament at Westcott Plantation
4-5 p.m. Registration Desk Open
Silent Auction Open
6:30-7:30 p.m. Reception with Magical Entertainment by David Lee Parker

Saturday, Jan. 28

7:15-8 a.m. Continental Breakfast
7:15-11:45 a.m. Registration Desk Open
8:30-10 a.m. Educational Session presented by Paul Schlossberg
9:15-9:30 a.m. Break
11:30 a.m.-3 p.m. Visit Fort Sumter
6:30-7:30 p.m. Reception
Silent Auction Open
7:30-8:30 p.m. Dinner Buffet
8:30-10 p.m. Silent Auction Open
8:30 p.m.-Midnight Late Night Gala – Minute to Win It!

Sunday, Jan. 29

8:15-9:15 a.m. Breakfast Buffet
9:15-10:15 a.m. Keynote address presented by Al Walker
10:15 a.m. Silent Auction Presentation & Attendance Prizes
11 a.m. Hotel Check-Out

CONFERENCE REGISTRATION FORM:

Please check appropriate category:

Vending Operators

Operator Members = free of charge

**** Please note that 2012 dues must be paid when you register for the conference.**

Industry Suppliers

Non-Sponsoring Supplier = \$400 per person

Supplier Spouse = \$100 per spouse

Sponsoring Supplier = based on sponsorship amount

- \$750 Sponsorship = one complimentary registrant.
- Add one complimentary registrant for each additional \$750 in sponsorship.
- Additional registrants over and above complimentary allotment \$200 each.
- Sponsorships must be paid to SCVA prior to registering for the conference.

Name (list names exactly as you wish them to appear on name badges):

Spouse (if attending): _____ Minors (if attending): _____

Company: _____ Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

Please specify if you need special assistance or have special needs: _____

Waiver of Liability

The undersigned, in consideration of his/her registration for the 2012 SCVA Winter Training Conference, releases, holds harmless and discharges the association, management staff and their agents, from any and all actions, claims and demands which may arise of an accident, casualty or occurrence during said convention. Your signature below acknowledges acceptance of these provisions of registration for all those listed on this form.

Signature (required): _____ Date: _____

The Tenth Annual Don Head Memorial Golf Tournament

Friday, Jan. 27, 12:30 p.m. Shotgun Start • The Golf Club at Wescott Plantation

Fees: \$55, if received on or before Jan. 6 \$65, if received after Jan. 6

\$10, three mulligans \$5, one mulligan

Notes:

- Golf fee includes: green/cart fees and box lunch
- Mulligan proceeds will be donated to a special cause.
- Golf pre-registration and refunds will be processed through Jan. 16; after that date, on-site registrations will be accepted based on space availability.

Name: _____ Handicap: _____

Waiver of Liability

In consideration of acceptance of this entry, I hereby, for myself, executors, administrators and assignees, do release and hold harmless the association, management staff and their agents and any other sponsors of claims arising or growing out of participation in said event. I attest and verify that I have full knowledge of the risks involved in this event and I am physically fit and sufficiently trained to participate in this event.

Signature (required): _____ Date: _____

Reverse Raffle, Saturday, Jan. 28 – \$50 and only 100 tickets will be sold!

Name: _____ Number of tickets _____ X \$50 = _____

Silent Auction - See Schedule-At-A-Glance for operating times

**In lieu of registration fees, each operating company attending the Conference is being asked to provide a silent auction prize.*

If you plan to donate auction items and are arriving to the hotel after Thursday, Jan. 27, please remember to ship items to: The Mills House Hotel *SCVA Conference- Silent Auction, Jan. 26-29, 115 Meeting Street, Charleston, SC 29401.

- **Make check(s) payable to SCVA.**
- **Cancellations with full refund will be honored through December 30. Substitutions may be made with no penalty.**
- **Questions? Call the SCVA office at 919.459.2070 or Email to kateeb@imiae.com.**