

# Agenda

April 28-30 | Renaissance Hotel – Schaumburg, IL

## Monday, April 28

- 4:00 PM**    Registration and Badge Pick Up  
Schaumburg West Ballroom (Foyer)
- 5:00 PM**    Welcome Reception  
Utopia A,B,C (Foyer)
- 6:30 PM**    Welcome Dinner  
Utopia A,B,C
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## Tuesday, April 29

- 7:00 AM**    Networking Breakfast  
Schaumburg West Ballroom
- Quality – Mike Lucas
  - HR – Naomi Saladin/Jennifer Alers
  - HS&E – Cynthia Tarka/Tyson Thrasher
  - Credit – Mary Bravo
  - IT – Jeff Benensohn
  - Operations/Procurement (Three Tables)  
Mark Chidley, Jim Dorff, ROMs, SCMs
  - Global Trade Compliance – Victoria Rimac
- 8:00 AM**    Opening Session  
Schaumburg West Ballroom  
Presenter: Leon Garoufalis
- 8:15 AM**    Keynote Speaker  
Schaumburg West Ballroom  
Echelon Front: Extreme Ownership  
Presenter: Andrew Paul

Bio: Andrew is a former Navy SEAL Officer and reservist with over 17 years of total service and now a leadership instructor with Echelon Front. A graduate of Vanderbilt University, he was commissioned in 2001 and graduated from SEAL training with Echelon Front Co-Founder, Leif Babin. He then made several combat deployments to Iraq both as the OIC of a Naval Special Warfare special boat team detachment and as the assistant platoon commander for Delta Platoon, Task Unit Bruiser in 2006 where he served alongside fellow leadership instructors Leif Babin, JP Dinnell, and TU Bruiser Commander, Jocko Willink.

# Tuesday, April 29 (Cont.)

**9:45 AM** Break

**10:15 AM** Composites One –  
Strategic Initiatives/3-Year Plan  
Schaumburg West Ballroom  
Presenter: Al Dobbeck

New Digital Platform –  
Evolving to Exceed  
Schaumburg West Ballroom  
Presenter: Christina Chatfield

**11:00 AM** Regional Roundtables  
Schaumburg A, B, C, D, E  
Groups – NW/SW; NC/OV; SC/SG;  
MA/NE; E. Canada Roundtables

(40-minute rotations  
with 10 minutes in between)

- **Aerospace**  
Facilitators – Lisa Capaldi and  
Aerospace Team  
**Topic:** How to use your resources –  
what more do you need?
- **Aerovac/Process Materials**  
Facilitators – Robert Murdock,  
Jean-Marc Bajoit, Andy Krodel  
**Topic:** How to use your resources –  
what more do you need?
- **Fulfilling the Promise  
to the Customers**  
Facilitators – Mark Chidley, Jim Dorff,  
Brian Jackson, Brad Wilhite  
**Topic:** Coordinating day-to-day efforts
- **Legal/Contracts; T&Cs**  
Facilitators – Kate Kanabay,  
Kristin Ellenburg  
**Topic:** How to use your resources -  
what more do you need?
- **Growing the Business**  
Facilitators – Dave Smith and  
Sales Managers  
**Topic:** Driving growth in a  
challenging environment!

# Tuesday, April 29 (Cont.)

- 11:45 AM** Lunch  
Schaumburg West Ballroom
- 12:45 PM** Return to Regional Roundtables  
Schaumburg A, B, C, D, E
- 3:55 PM** Break
- 4:10 PM** The Economy Today  
Schaumburg West Ballroom  
Bank of America  
Presenter: Aditya Bhawe

Bio: Aditya Bhawe is a Managing Director and Senior US Economist. He focuses on the US consumer and contributes to the widely-read BofA on USA report, as well as other thematic research. Bhawe also helps the Global Research US economic team formulate views on inflation, growth, and monetary policy. Previously, he was a US economist and rates strategist at Deutsche Bank. Bhawe has a Ph.D in economics from the University of Chicago and a Bachelor's degree in economics and mathematics from Amherst College. He is based in New York.

- 4:55 PM** First Day Close  
Schaumburg West Ballroom  
Presenter: Brian Jackson and Brad Wilhite
- 6:00 PM** President's Club Reception  
*Jackets Required – President's Club Member Blue Blazers*  
Utopia A,B,C (Foyer)
- 7:15 PM** President's Club Dinner  
President's Club Recognitions  
Utopia A,B,C
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# Wednesday, April 30

## 7:00 AM Networking Breakfast

### Schaumburg West Ballroom

- Quality – Mike Lucas
- HR – Naomi Saladin/Jennifer Alers
- HS&E – Cynthia Tarka/Tyson Thrasher
- Credit – Mary Bravo
- IT – Jeff Benensohn
- Operations/Procurement (Three Tables)  
Mark Chidley, Jim Dorff, ROMs, SCMs
- Global Trade Compliance – Victoria Rimac

## 7:55 AM Opening Session

### Schaumburg West Ballroom

Presenter - Dave Smith

## 8:00 AM Roundtables

### Schaumburg A, B, C, D, E, F

Mixed groups

(35-min. rotations w/ 10 min. in between)

- **Leveraging Sales Enablement**  
Facilitators – Courtney Austin  
**Topic:** What is being worked on today?  
What are the obstacles to spending more time with customers?
- **Incorta Reports and Pricing**  
Facilitators – JB Garoufalis  
**Topic:** How to leverage information to find productivity and opportunities?
- **Product & Market Management**  
Facilitators – Damin Hall and Product Managers  
**Topic:** How to engage Product/Market Managers to protect and grow Sales - Best Practices
- **Sales Leadership in Team Building**  
Facilitators – Brian Jackson, Brad Wilhite, Mark Chidley, Jim Dorff  
**Topic:** How Sellers lead to build Teams Best Practices
- **Corporate Accounts**  
Facilitators – James Crain, Andrea Royer, Tom Hanna  
**Topic:** How to use your resources?  
What do you need?
- **Open Forum**  
Facilitators – Steve Dehmlow, Leon Garoufalis, Al Dobbeck, Dave Smith  
**Topic:** What do you want to know?  
What are your suggestions?

# Wednesday, April 30 (Cont.)

**12:30 PM**    **Lunch**  
Schaumburg West Ballroom

**1:15 PM**    **Comments from Steve Dehmlow**  
Schaumburg West Ballroom

**1:25 PM**    **Industry Data and Trends**  
Schaumburg West Ballroom  
Presenter: Jeff Sloan

Bio: Since 2023, Jeff Sloan has been the publisher of CompositesWorld, responsible for editorial content, sales and marketing of this B2B media brand that serves the technical information needs of the global composites manufacturing industry. Prior to that, 2006-2023, Jeff was editor-in-chief of CW. He also worked for 15 years as editor and publisher of media brands serving the plastics processing industry. Jeff is a 1990 graduate of Colorado State University where he earned a degree in technical journalism.

**2:15 PM**    **Break**

**2:30 PM**    **Open Session**  
Schaumburg West Ballroom  
Presenter: Executive Team  
Topic: What we heard. What else do you want to know?

**3:30 PM**    **Meeting Close**  
Schaumburg West Ballroom  
Presenter: Al Dobbeck and Dave Smith

*Note - IT Operations will be set up in the lobby from 7:00 AM to 4:00 PM to assist Sellers with any connectivity technical issues. Mary Flores will be available to assist with C4 issues or questions.*