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International Credit Executives Group  
Administered by Wisconsin Credit Association, Inc.

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## MEETING NOTICE

DATE: Thursday, July 19, 2018  
PLACE: Johnsonville Sausage LLC | [Website](#)  
W6928 Johnsonville Way, Sheboygan Falls, WI 53085

## MEETING AGENDA

8:15 AM Registration & Refreshments  
8:30 AM TOURS of the Johnsonville Sausage Plant Facility  
10:30 AM MASTERMIND ROUNDTABLES  
11:30 AM Meet Johnsonville International  
12:15 PM Johnsonville LUNCH is included  
1:00 PM MASTERMIND ROUNDTABLES Resume  
2:30 PM Meeting Adjourns

## OH THIS IS A DOOZY TO FIGURE OUT! Case Studies – International Dilemma Solving

Surely you've run into a situation that has you stumped! ***What would others do? How can I avoid what could be a huge problem with this foreign customer, with this documentation, with this country's political and economic climate? What would others do when you know things will likely go bad but sales and management want the sale regardless and want YOU to make sure it goes right?*** These are just the types of scenarios we want to solve at this month's meeting.

We plan to break up into small groups. Each group will be given a case to discuss and hopefully arrive at a workable, practical and safe solution. We will then open up the case to the entire group, allowing for additional ideas and potential new solutions that the smaller groups had not considered. Then, we'll present another case until we're out of time.

WE NEED YOUR HELP. Remember that difficult situation you encountered recently? Describe that scenario and send it in along with your registration. We will tackle as many cases as time permits. We want this to be YOUR chance to tap others for advice. Chances are others have run into a similar situation. Let's solve these together.

**THE FUN IS NOT OVER YET!** Thanks to Joy Krugel for arranging for a tour of Johnsonville, LLC. We are limited for the tour to the first 36 indicating interest. THE YEAR WAS 1945. Ralph and Alice Stayer opened a butcher shop and named it after their quaint hometown, Johnsonville, WI. The delicious sausage made in the Stayer's butcher shop came from an old family recipe which made its way down the family tree from 19<sup>th</sup>-century Austria. The recipe became known as the sausage with the BIG TASTE, and a legacy was born. Today, JV is the most popular brand of sausage in the United States and is available in 40 additional countries. You can expect donations from Johnsonville at every annual silent auction held to benefit the ICE Group Scholarship Fund. Now it's your opportunity to see the manufacturing process in action! Your confirmation will include directions to the new plant and instructions to enter the building. Comfortable shoes are recommended for this 20-30 minute walking tour.

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Attendance at the ICE Meetings is open to others from your company. Please make this notice available to everyone that will benefit. Business casual is appropriate for this meeting. Questions, please contact Dianna at 262.827.2880 Extension 225 [diannar@wcacredit.org](mailto:diannar@wcacredit.org). Detailed directions will be provided with confirmation to attendees.

**RESERVATION FORM**  
**INTERNATIONAL CREDIT EXECUTIVES GROUP**  
**Thursday, July 19, 2018**

**Registration Form Also Available Online at**  
<http://www.wcacredit.org/ICEReservationFormJuly.html>

I/WE will attend the ICE Group Meeting on July 19, 2018

**Meeting Fees:** EVERYONE FROM ICE GROUP MEMBER COMPANY: \$60 PER PERSON  
ALL OTHERS: \$95 PER PERSON  
Fees include meeting, handouts, refreshments, lunch and optional tour

COMPANY: \_\_\_\_\_ ADDRESS: \_\_\_\_\_

Name \_\_\_\_\_ Phone \_\_\_\_\_

Email \_\_\_\_\_ Sausage Tour? \_\_\_ Yes \_\_\_ No

Name \_\_\_\_\_ Phone \_\_\_\_\_

Email \_\_\_\_\_ Sausage Tour? \_\_\_ Yes \_\_\_ No

What case-study would you like to see tackled at this meeting? \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

We want as much detail as possible when writing about your situation.

We recommend attaching a separate page with all we need to know to resolve the case.

If more than two people are attending, please attach those names and contact information as needed.

**☺ MEETING REFRESHMENT BREAK SPONSORSHIPS NOW AVAILABLE**

That's right, for a **\$100 sponsorship**, you'll be acknowledged at the meeting during announcements, signage at the tables and in the ICE Meeting Announcement! If your company is looking for visibility and want to market to a good cause—ICE is the place to be! An in-kind donation to the ICE Group Scholarship Fund will be made for the value of your sponsorship.

I wish to sponsor the next available ICE Meeting Refreshment Break. Please contact me for payment instructions and meeting date of our sponsorship. Name to appear on all printed material \_\_\_\_\_

Individual's Name \_\_\_\_\_ Phone \_\_\_\_\_

Thank You!

PLEASE RETURN YOUR RESERVATION FORM NO LATER THAN JULY 12. A 72-HOUR CANCELLATION NOTICE IS REQUIRED AS RESERVATIONS ARE CONFIRMED AND GUARANTEED TO THE CATERER. SORRY, NO REFUNDS OR CREDIT ALLOWED FOR NO-SHOWS OR CANCELLATIONS AFTER JULY 12. SUBSTITUTIONS PERMITTED--PLEASE CONTACT WCA.

**PAYMENT INFORMATION FOR MEETING**

Invoice my company \$ \_\_\_\_\_ (ICE & WCA Members Only. All Others Are Required to Pay in Advance)

Check Enclosed \$ \_\_\_\_\_

Please charge my/our registration fee(s) for \$ \_\_\_\_\_.

I have indicated the total to be charged and have completed the information below. If multiple attendees require individual charges, a separate registration is required for each person.

NAME (as it appears on credit card): \_\_\_\_\_ PHONE \_\_\_\_\_

ADDRESS (as it appears on credit card bill): \_\_\_\_\_

CITY \_\_\_\_\_ STATE: \_\_\_ ZIP \_\_\_\_\_

EMAIL ADDRESS (for confirmation): \_\_\_\_\_

Type of Credit Card Presented:  VISA  MASTER CARD  DISCOVER  AMERICAN EXPRESS

CREDIT CARD # \_\_\_\_\_ EXPIRATION DATE: \_\_\_\_\_ CVV CODE: \_\_\_\_\_

QUESTIONS: Please call Dianna Rowinski, 262.827.2880 X225 | [diannar@wcacredit.org](mailto:diannar@wcacredit.org)

RETURN TO: Wisconsin Credit Association Inc

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