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International Credit Executives Group

Administered by Wisconsin Credit Association, Inc.

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MEETING NOTICE

DATE: Tuesday, July 25, 2017
PLACE: The Vollrath Company, LLC | [Website](#)
1236 N 18 Street, Sheboygan, WI 53081

MEETING AGENDA

9:00 AM Registration & Refreshments
9:30 – Noon Welcome, Announcements & Case-Study Roundtable Discussion & Problem Solving
12:00 – 12:45 PM Lunch Included
12:45 PM TOUR The Vollrath Co (Limited Spots Available—First Come, First Served)
2:00 PM Tour Concludes – Meeting Adjourns

AND THE WINNER IS...

ICE Members Tackle Case Studies – International Dilemma Solving

Surely you've run into a situation that has you stumped as you work with your global responsibilities! ***What would others do, how can I avoid what appears to be an inevitable 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 in the morning.

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 Guy Kwaterski for arranging for a tour of The Vollrath Company, LLC following lunch. We are limited to 30 group attendees for the tour so the first 30 indicating interest will go. Vollrath manufactures commercial restaurant equipment from utensils, bowls to countertops, to dispensing equipment and entire serving stations. Chances are you've seen their equipment at a Ballgame or grabbed a sandwich from their displays in the airport. It's amazing to see the stainless steel being heated, stretched, molded, polished and assembled. The company was started in 1874 in Sheboygan, Wisconsin by Jacob J. Vollrath. Jacob sold his products from a cart and quickly expanded his business. It was among the first manufacturing companies in America to integrate computer technology. In business now for over 135 years, Vollrath knows what it takes to create innovative, durable foodservice equipment. Their goal is to make every part of the foodservice industry faster and more efficient, while creating environmentally conscious products with sustainable manufacturing practices. Vollrath has expanded from humble beginnings in Wisconsin to site locations across the world. You can expect donations from Vollrath 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!

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. Detailed directions will be provided with confirmation to attendees.

RESERVATION FORM
INTERNATIONAL CREDIT EXECUTIVES GROUP
Tuesday, July 25, 2017

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

I/WE will attend the ICE Group Meeting on July 25, 2017

Meeting Fees: EVERYONE FROM ICE GROUP MEMBER COMPANY: \$60 PER PERSON
ALL OTHERS: \$135 PER PERSON
Fees include meeting, handouts, refreshments, lunch and optional tour

COMPANY: _____ ADDRESS: _____

Name _____ Phone _____
Email _____ Do you want the tour? ___ Yes ___ No
Name _____ Phone _____
Email _____ Do you want the 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 18. 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 20. SUBSTITUTIONS PERMITTED--PLEASE CONTACT WCA.

PAYMENT INFORMATION FOR MEETING

Invoice my company \$ _____ (ICE & WCA Members Only. All Other 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
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