



Best Western Premier Waterfront Hotel & Convention Center
October 17-19, 2018 | Oshkosh, WI

University Books & More is pleased to be hosting the **2018 WACS Fall Meeting**. The meeting will be held at the Best Western Premier Waterfront Hotel and Convention Center. This beautiful venue is set on the banks of the Fox River in downtown Oshkosh.

We have worked hard to put together a meeting that offers a wide variety of industry relevant information. Sessions will range from “Inclusive Excellence in the Workplace” lead by one of our campus experts, to a student forum where we can hear what our customers really have to say.

Industry experts Tony Ellis, Vice President, Association Services, NACS and Mark Palmore, Managing Director Campus Advisory Services, a division of Nebraska Book Company will be collaborating and offering consecutive sessions dealing with “Industry Trends and their Impact on our Campus Stores” and “How our Campus Stores can win by the Numbers”.

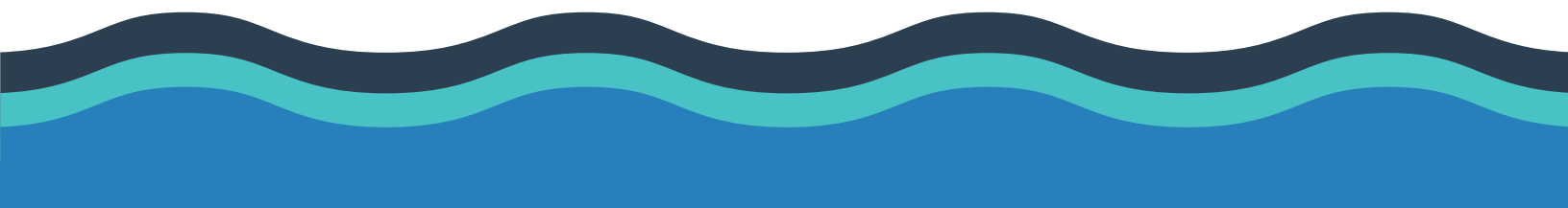
Want to hear about the top hot trends in the marketplace? ICBA’s Paula Haerr will share her insights into some of the leading product trends as heard from buyers from around the country. *You can also get into the act by bringing your best-selling products to show off to other attendees. **Share the success!** Whatever’s hot in your store, bring it along for this fun and interactive session.*

Our keynote speaker, Dr. Verna Price from *The Power of People Consulting Group*, will focus on how change affects us in our everyday work life.

In addition to these incredible educational opportunities, two favorite activities are planned again this year: the **White Elephant Gift Exchange** on Wednesday evening & **WACS Cash** with auction on Thursday evening!

While there is no pressure to participate in the **White Elephant Gift Exchange**, it is certainly worth joining the fun. If you are interested, please bring a wrapped “gift” with you. There is no need to worry about the value of the “gift.” A leftover item from a rummage sale is perfectly acceptable. In fact, the crazier, the better!

WACS Cash can be earned by attending educational sessions and placing orders (store folks) or taking orders (vendor folks) on the tradeshow floor. After dinner on Thursday, you can use your WACS Cash to bid on a variety of donated items. *If you are able to donate an item for the auction, please indicate that on your registration form.*



Something new to participate in this year will be a **silent auction**. The auction will feature several local items and gift baskets. Bidding opens on Thursday at the registration table and will continue during the trade show. Winners will be announced at dinner on Thursday. Only cash or check can be accepted. Should the winning bidder need to leave the meeting prior to the end of the Trade Show, winners will be contacted to coordinate payment and delivery of the item. In recognition of their commitment to success, all proceeds will go toward the NACS Foundation Scholarship Fund.

An initial agenda is attached for your reference.

Hotel reservations can be made by calling the Best Western at 920-230-1900. Reservations booked under the room block **W.A.C.S. by Friday, September 21st** are guaranteed the \$82 state rate. They have been very generous allowing us this length of time. Please be respectful of that deadline.

Get your Registration forms in early. The deadline for registration is **Friday, September 28th**. Rates will increase after that date.

Please submit your check with the registration form. Make sure that all checks are written out to **WACS or Wisconsin Association of College Stores** and sent to the address below. Checks received with another payable name make it difficult for us to deposit.

If your school or company will be submitting your registration, please **MAKE SURE** they don't **send** it to any address other than **the one listed below**. Many times, accounting departments have the address of the last show or the address where the dues were sent. It helps immensely if these get submitted directly to us. It adds time and juggling to the registration process when they are sent to the incorrect location.

Please use the following address:

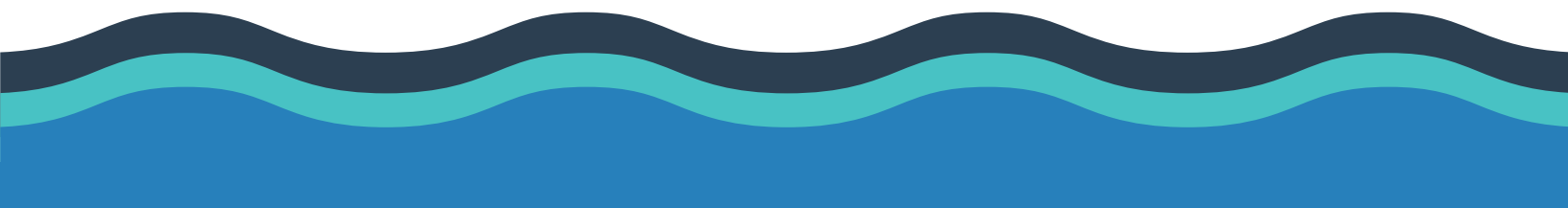
**2018 WACS Meeting
c/o University Books & More
748 Algoma Blvd.
Oshkosh, WI 54901**

Please feel free to contact us at 920-424-1237 or email me at kaltenba@uwosh.edu with any questions or concerns.

On behalf of the entire University Books & More staff, we look forward to seeing you in October!



Kathy Kaltenbach






Fall Meeting Agenda

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Wednesday, October 17

Registration Noon-5pm


1:00-2:00pm	Art Munin— <i>Inclusive Excellence - Diversity in the Workplace</i>
2:15-3:15pm	Tony Ellis (NACS)— <i>Industry Trends and their Impact on Your Campus Store</i> 
3:30-4:30pm	Mark Palmore— <i>The Value of Data: How Your Campus Store Can Win by the Numbers</i>
5:00-6:00pm	Networking & Cocktail Hour
6:00-7:30pm	Dinner
7:30-9:00pm	White Elephant

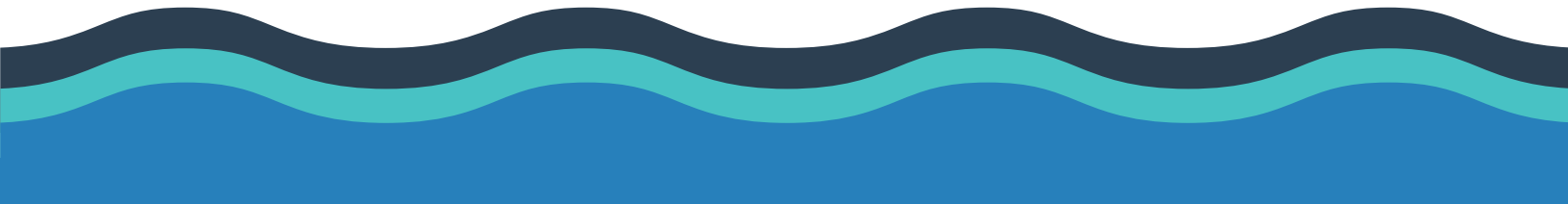
Thursday, October 18

Registration 8am-Noon— Silent Auction Items Available

7:00-8:30am	Breakfast
8:30-9:30am	Trend Chat with ICBA's Paula Haerr
9:45-11:15am	Dr. Verna Price— <i>Leading through Change</i>
11:30am-12:15pm	Business Meeting
12:15-1:00pm	Lunch
1:30-5:00pm	Trade Show— Silent Auction Continues
5:00-6:00pm	Networking & Cocktail Hour
6:00-9:00pm	Banquet, WACS Cash Auction, & Silent Auction Winners Announced

Friday, October 19

8:00-9:00am	Breakfast
8:30-9:30am	<u>Roundtable Discussions</u> • Angie Maniaci— <i>Difference in Trade Shows</i> • Jim Draeger— <i>Course Materials Issues/Inclusive Access</i>
9:45-10:45am	Student Panel
11:00am-Noon	Wrap Up with Tony Ellis (NACS) 





Registration Information

Best Western Premier Waterfront Hotel & Convention Center

October 17-19 | Oshkosh, WI

Company/Vendor Name _____

Main Contact _____

Email _____

Phone _____

Address _____

City _____

State _____

Zip _____

Are you a current WACS/NACS member? Yes ___ No ___

Would you be willing to donate an auction item? Yes ___ No ___

If yes, what can you donate? _____

ONE FULL REGISTRATION IS REQUIRED per company. Vendor reps with multiple companies only need one full registration. Full registration includes all meals and events. Additional attendees from the same company can either purchase additional full registrations (below) or guest tickets (next page). If you are exhibiting, you must purchase at least one 8' space at \$15 (add \$10, if electricity is needed). Additional 8' space can be purchased at \$15 each (electricity is \$10 total, regardless of table quantity).

Registration payment deadline is September 28, 2018

Full Registrations	Member		Non-Member	
	Full Registration <small>*One Minimum Required*</small> \$185	Late Registration <small>(after September 28)</small> \$235	Full Registration <small>*One Minimum Required*</small> \$245	Late Registration <small>(after September 28)</small> \$295
List Attendees Below				
1.				
2.				
3.				
Totals				

Trade Show Tables	8' Table - \$15
Number of 8' Tables *One Minimum Required*	
If electricity is needed, add \$10 total	
Total	

Meal Attendance—Full Registration Attendees				Thursday Dinner			Friday Breakfast	Please Note Any Dietary Needs
Please mark ✓ the meals each full registration attendee will be attending.				*Select ✓ one option*				
Attendee Name	Wednesday Dinner	Thursday Breakfast	Thursday Lunch	Beef	Chicken	Veg		
1.								
2.								
3.								

Beef Bacon-Wrapped Beef Chateau (Cooked Medium) *Chicken* Wild Mushroom Chicken Marsala *Veg* Vegetarian Pot Pie

Print and return this page with payment (1 of 2)

Additional/Guest Tickets

At least one **FULL REGISTRATION** required before any guest tickets can be purchased.

Additional Tickets Attendee Name		1.	2.
Wednesday Dinner & Evening Event	\$25		
All Meals on Thursday & Evening Event	\$100		
Thursday Dinner & Evening Event Only * Circle one meal option*	\$50	Select One ✓ Beef <input type="checkbox"/> Chicken <input type="checkbox"/> Veg <input type="checkbox"/>	Select One ✓ Beef <input type="checkbox"/> Chicken <input type="checkbox"/> Veg <input type="checkbox"/>
Friday Breakfast	\$25		
Trade Show Only	\$50		
Please Note Any Dietary Needs			
Totals			

Beef Bacon-Wrapped Beef Chateau (Cooked Medium) *Chicken* Wild Mushroom Chicken Marsala *Veg* Vegetarian Pot Pie

Full Registration Total	
Additional Tickets Total	
Trade Show Tables Total	
Grand Total	

Please make checks payable to
Wisconsin Association of College Stores

Mail Payments to:
 2018 WACS Meeting
 c/o University Books & More
 748 Algoma Blvd
 Oshkosh, WI 54901

Registration is considered late if post marked after September 28, 2018.

No refunds will be issued after October 5, 2018

Please send any show specials you would like advertised to kaltenba@uwosh.edu by October 5th.
 We will send out a list of show specials the week before the show.