

■ July 16

Selection of Thermoplastic Sheet for Electrical Equipment Enclosures

Free live web seminar sponsored by IAPD at 10:00 a.m. CDT. Presenter is Jeff Farro of KYDEX LLC. He will give a broad look at the requirements and specifications for electrical equipment enclosures, the effects those requirements have on the selection of thermoplastic sheet for the application and an overview of the thermoplastics generally used. Contact: IAPD, 6734 W. 121st Street, Overland Park, KS 66209 USA; (913) 345-1005, fax (913) 345-1006, iapd@iapd.org, www.iapd.org.

■ September 14-17

CSP Program

Minneapolis, MN, USA. The program is sponsored by the Manufacturers' Representatives Educational Research Foundation. It covers effective goal setting, time and territory management and much more. Contact: MRERF, 8329 Cole Street, Arvada, CO 80005 USA; (303) 463-1801, fax (303) 463-3198, certify@mrerf.org, www.mrerf.org.

■ September 15-16

Optimizing Distributor Profitability

Texas A&M, College Station, TX, USA.

This workshop will help you assess, understand and optimize your best practices and financial performance. Contact: Thomas and Joan A. Read Center, Texas A&M, 3367 TAMU, College Station, TX 77843 USA; (979) 845-4984, fax (979) 845-4980, readcenter@tamu.edu, <http://readcenter.tamu.edu>.

■ September 21-24

54th Annual Convention & Expo

Indianapolis Convention Center, Indianapolis, IN, USA. To grow your business, your knowledge and your network — that's why you need to attend the annual IAPD Convention & Plastics Expo. It's the only event tailored specifically for plastics professionals involved in the design, manufacture and distribution of semi-finished plastic shapes, parts and pipes, valves and fittings. This year's general sessions promise to motivate, entertain and educate. Featured speakers are Emmy Award-winning Ross Shafer and Mac Anderson, the founder of Successories. Each will offer ideas on how to improve your sales and overall corporate performance. There's also much to be learned by talking to the 90+ exhibitors at the Plastics Expo. With plenty of opportunities to build profitable business

relationships during the convention, the connections you establish through IAPD will change your life and your business. Contact: IAPD, 6734 W. 121st Street, Overland Park, KS 66209 USA; (913) 345-1005, fax (913) 345-1006, iapd@iapd.org, www.iapd.org

■ October 27 - November 3

K 2010

Düsseldorf, Germany. At K 2100, 18th International Trade Fair Plastics and Rubber, about 3,000 exhibitors will present a wide array of products and innovations covering all plastics and rubber segments. Contact: Messe Düsseldorf North America, 150 N. Michigan Avenue, Suite 2920, Chicago, IL 60601 USA; (312) 781-5180, fax (312) 781-5188, www.mdna.com.

■ November 17-18

Pricing Optimization

Texas A&M, College Station, TX, USA. This course will address practical methods to set and manage prices using existing information in order to maximize profitability. Contact: Thomas and Joan A. Read Center, Texas A&M, 3367 TAMU, College Station, TX 77843 USA; (979) 845-4984, fax (979) 845-4980, readcenter@tamu.edu, <http://readcenter.tamu.edu>.

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learn.connect.grow.