



# **POLYCON 2003**

## **CHAMPIONING SUCCESS**



# **REGISTRATION BROCHURE**

*January 24-26, 2003*

*Hyatt Regency Dallas*

*Dallas, Texas USA*





★ ★ ★ ★  
**STEVE EMBLER**  
*POLYCON 2003 Program Chair*

Dear POLYCON 2003 Participant:

Join us for a truly exceptional opportunity to learn how to take your company to a new level—register now for POLYCON 2003, Championing Success. Every aspect of this show has been planned to arm participants with the tools they need to reach new levels of growth and profitability. The educational sessions will feature live technical demonstrations to showcase the latest application techniques and process innovations. Experts will ‘show and tell’ the latest technologies and methodologies. This hands-on approach promises to give you new ideas and concepts to build a successful new future for your business. The comprehensive educational program will give you and your staff many more insights and new tools to strengthen and grow your business from top to bottom.

Championing Success is also our theme for every facet of POLYCON 2003. This year’s exhibition once again offers attendees the opportunity to spend quality time with the industry’s leading suppliers and distributors! Over the course of several days, you will have the opportunity to meet with hundreds of professionals in your field, to exchange ideas, learn valuable skills to bring home to your facility, and promote the growth of your industry. We have even provided registration discounts to companies with multiple registrants to help encourage you to promote education in your facility. Everyone knows that the best way to promote something successfully—your products, your goals, your industry—is in person. POLYCON 2003 is the perfect venue for you to begin a dynamic new era for your business.

ICPA is also looking forward to working with the Composites Fabricators Association to promote POLYCON 2003 and the benefits of attending to an even broader audience. The combination of the two associations—and the strengths that this partnership will bring—can only serve to enhance the quality of the show. I am looking forward to seeing the results of this partnership in January.

POLYCON 2003 will take place over Super Bowl weekend and we have planned a Super Bowl Extravaganza for Sunday night that I guarantee will be talked about for years to come. You can expect food, fun, and friendly competition and much more! We will have some outstanding prizes and giveaways that you won’t want to miss (see page 9 for more information).

Don’t miss your best opportunity to take your business to new championship levels—join us at POLYCON 2003!

Sincerely,

Steve Emblar

POLYCON 2003 Program Chair

*P.S. Note discounts on registrations for additional attendees from the same company.*

## ▶ TABLE OF CONTENTS

Program-At-A-Glance.....	3
Solid Surface Track.....	4
Gel-Coated Products Track.....	5
Business Management Track.....	5
Sales and Marketing Track.....	6
Live Technical Demonstrations.....	7
Special Events.....	8
Super Bowl Extravaganza.....	9
Exposition Hours, Special Events, and Exhibitor Information.....	10
POLYCON 2003 Sponsors.....	11
POLYCON 2003 Pinnacle Awards .....	12
Spouse/Guest Program .....	13
Registration Information .....	14
Registration Form.....	15
Travel, Accommodations and General Information.....	16



# POLYCON 2003

## PROGRAM-AT-A-GLANCE

### WEDNESDAY, JANUARY 22, 2003

- 1:00pm-5:00pm Gel Coat Yellowing Subcommittee Meeting  
 5:00pm-8:00pm CFA Executive Committee Meeting

### THURSDAY, JANUARY 23, 2003

- 8:00am-10:00am R&D Committee Meeting  
 9:00am-5:00pm CFA Board of Directors Meeting\*  
 10:00am-12:00pm Marketing Committee Meeting  
 1:00pm-3:00pm Solid Surface Council Meeting  
 3:00pm-5:00pm Education Committee Meeting  
 3:00pm-5:00pm CFA Government Affairs Committee Meeting\*  
 4:00pm-6:45pm ICPA Executive Committee Meeting\*

### FRIDAY, JANUARY 24, 2003

- 7:00am-11:00am ICPA Board of Directors Meeting  
 12:00pm-1:00pm Lunch with Opening Speaker  
*Live Tech Demos*  
 1:00pm-1:45pm • Non-Atomized Gel Coat Application—  
 Proper Equipment Set-Up  
 • Quality Installation Techniques  
 2:00pm-2:45pm • Increase Spraying Efficiency— Cut Costs and  
 Reduce Emissions  
 • Help Your Equipment Save You Money  
 3:00pm-3:45pm • Cultured Marble Inlays  
 • How to Screw Up a Good Mold  
 4:00pm-7:00pm Exhibit Hall Grand Opening  
 7:00pm-7:30pm New Member/First Time Attendee Orientation  
 Reception  
 7:30pm-9:00pm President's Dinner\*

### SATURDAY, JANUARY 25, 2003

- 8:00am-8:45am *Concurrent Educational Sessions*  
**Solid Surface**  
 • Advances in Resin and Catalyst Technology for Solid Surface  
**Gel-Coated Products**  
 • Get Ready for Low HAP Gel Coats  
**Business Management**  
 • Employee Policy and Procedure  
**Sales and Marketing**  
 • Display Aesthetics: Designing for Showrooms and Booth Displays  
 9:00am-9:45am *Concurrent Educational Sessions*  
**Solid Surface**  
 • New Filler and Pigment Systems for Solid Surface  
**Gel-Coated Products**  
 • Everything You Wanted to Know About Your Raw Materials and Thermal Shock—But Were Afraid to Ask  
**Business Management**  
 • Insurance Trends for the Cast Polymer Market

#### Sales and Marketing

- Value Selling and Strategic Alliances—Distinguishing Your Product

- 10:00am-11:30am Opening General Session with Mike Singletary

*with featured presentations:*

- State of the Industry Report and Annual Meeting
- National Federation of Independent Business Session



- 11:30am-12:30pm Supplier New Product Review

- 12:30pm-3:00pm Exhibits/Lunch

- 3:00pm-4:30pm *Concurrent Educational Sessions*  
**Solid Surface**

- Mold Design and Maintenance

#### Gel-Coated Products

- Ask the Experts Your Toughest Questions

#### Business Management

- Management Tools for Employee Retention/Employee Incentive Programs

#### Sales and Marketing

- Creating a Marketing Plan for Your Business

- 4:30pm-6:30pm Exhibits/Reception

### SUNDAY, JANUARY 26, 2003

- 7:00am-8:00am Region Leadership Meeting\*  
 9:00am-10:00am Concurrent Regional Meetings  
 10:00am-11:00am U.S. Housing Forecast with NAHB  
*featuring Stan Duobinis, Ph.D., Assistant Director and Vice President of Forecasting, National Association of Home Builders*  
 11:15am-12:00pm *Concurrent Educational Sessions*  
**Solid Surface**  
 • Solid Surface Quality Manual for the Industry  
**Gel-Coated Products**  
 • Worker Certification—The New Wave in Training  
**Business Management**  
 • Planning for Profit  
**Sales and Marketing**  
 • Building Relationships With Building Professionals  
 12:15pm-1:00pm *Concurrent Educational Sessions*  
**Solid Surface**  
 • Problem Solving Forum: Useful Hints and Common Problems in Producing Solid Surface Products  
**Gel-Coated Products**  
 • Non-Atomized Gel Coat—California and Beyond  
**Business Management**  
 • Are You as Successful as You Think You Are?  
**Sales and Marketing**  
 • Presenting a Professional Image  
 1:00pm-3:00pm Exhibits / Lunch  
 3:00pm-4:30pm Suppliers Council Meeting  
 3:00pm- **SUPER BOWL EXTRAVAGANZA**  
*featuring the ICPA Awards Presentations (4:30pm-5:00pm)*

\* by invitation only

Program is subject to change. Please consult ICPA's web site at [www.icpa-hq.org](http://www.icpa-hq.org) and the official On-Site Program for the latest schedule updates and changes.

**POLYCON 2003** features five primary subject tracks providing a wealth of expert presentations on virtually all aspects of growing and managing a successful business. The tracks include: Solid Surface, Gel-Coated Products, Business Management, Sales and Marketing, and our newest track of Live Technical Demonstrations. Participants can select topics from the concurrent sessions that best meet their needs and interests.

## SOLID SURFACE TRACK

### Advances in Resin and Catalyst Technology for Solid Surface

A variety of resins are available for the solid surface industry. These resins can vary in reactivity, viscosity, gel time, color, color stability, etc. It is important to understand the property requirements of the finished product so that the proper resin selection can be made. It is also important to understand the chemistry between the resin and the filler being used, since matrix viscosity, gel time, and physical/optical properties are all affected by the resin filler combination. Various manufacturing processes can be used to produce solid surface. Single peroxides or combinations of several peroxides may be used. Both batch and continuous processes are successfully being employed as well. Any number of various temperature ranges can be used, however the resin matrix must be cured properly in order to achieve the maximum qualities. Under-cured products result in many deficiencies such as yellowing, cracking and staining. This session will cover the type of resins available in the marketplace, type of peroxide used at various processing temperatures, and the effect of curing on the performance of the solid surface produced will also be discussed.

*Lou Ross, Interplastic Corporation; Paris Chen, Reichhold, Inc.; and Mark Campbell, AOC*

### New Filler and Pigment Systems for Solid Surface

Expand your knowledge of the effects of various particle sizes of Alumina Tri-Hydrate and Granite Particulate on solid surface processing, the effect of different size fillers on viscosity, color, porosity, geltime, flame retardance, translucency and weight, and much more. Learn about using pigmented granules as part of a homogeneous solid surface part and an alternative way to use thermoset-based granules to attain the granite effects and background color without using liquid or dry pigments in the solid surface matrix mix. Explore the latest in pigment technology, both liquid and powdered, the pros and cons of each, and the fundamentals you need to achieve consistent quality.

*Dan Mablmeister, The R.J. Marshall Company; Bern Brody, Safas Corporation; and Jerry Killian, HK Research*

### Mold Design and Maintenance

Attend this session to understand how to design a mold for a custom shaped part, and how to keep those molds in good condition. Mold preparation, upkeep, breakdown, and design will be covered in depth.

*Jim Thiessen, Gruber Systems; and Bob Piekarski, CCT, Bradley Corporation*

### Solid Surface Quality Manual for the Industry

Do you have a comprehensive system to produce high quality solid surface materials efficiently and consistently? This session will give you the tools you need to create or upgrade your production system. The session will focus on the ICPA Solid Surface Quality Manual. Topics covered will include a history of the manual's development, content overview, and how it can be used by manufacturers to improve the quality of their material.

*Tom Pelt, Bradley Corporation; and Chuck Arnold, National Association of Home Builders Research Center*

### Problem Solving Forum: Useful Hints and Common Problems in Producing Solid Surface Products

Bring your production problems and issues with solid surface production to this engaging and interactive session with recognized industry leaders. This event draws on audience participation—offering attendees the opportunity to ask virtually any kind of question on solid surface production.

*Jack Simmons, The R.J. Marshall Company; Klaus Fromme, Bradley Corporation; Lou Ross, Interplastic Corporation; Ken Lipovsky, Reichhold, Inc; and Brent Baker, Cook Composites and Polymers*

## SUPER BOWL XXXVII TRIVIA

- Q. *What is the seating capacity for Qualcomm Stadium?*  
A. 70,561
- Q. *What team(s) have won the most Super Bowls?*  
A. Dallas Cowboys, 5



## GEL-COATED PRODUCTS TRACK

### Get Ready for Low HAP Gel Coats

Dick Higgins of HK Research will lead a discussion about the changes that can be expected when a shop switches to low HAP gel coats. Some low HAP gel coats can be used as a drop-in for current gel coats; other new low HAP gel coats will not offer the same performance as current high gel coats. This presentation will teach you how to evaluate new gel coats, what to watch out for and how to avoid pitfalls when changing to a new gel coat.

*Dick Higgins, HK Research*

### Everything You Wanted to Know About Your Raw Materials and Thermal Shock—But Were Afraid to Ask

A thermal shock study was performed, identifying the effect of gel coats, fillers and resins. This paper and presentation reviews the results of this study and identifies performance characteristics of the major raw materials of a cast polymer shop.

*Ken Lipovsky, Reichhold, Inc.; and Jack Simmons, The R.J. Marshall Company*

### Ask the Experts Your Toughest Questions

Probe your manufacturing problems and get new ideas and solutions from the most recognized leaders in the industry. This will be an audience participation event—offering attendees the opportunity to ask direct questions to leaders in every field of gel-coated products. Attendees are welcome to submit to questions in advance to [ken.lipovsky@reichhold.com](mailto:ken.lipovsky@reichhold.com) to be discussed at this session.

*Ken Lipovsky, Reichhold, Inc.; Jack Simmons, The R.J. Marshall Company; Dick Higgins, HK Research; Jim Thiessen, Gruber Systems, Inc.; Jim Steigmeyer, ROMA Marble; Larry Kraft, Custom Marble, Mark Campbell, AOC; and Denny Fink, Norac, Inc.*

### Worker Certification—The New Wave in Training

There is a premium on employees who have both the knowledge of the manufacturing process and the skills to produce quality. The CFA has implemented the highly successful Certified Composites Technician (CCT) Program to enhance the level of training across the industry. The certification of employees in cast polymer manufacturing is a natural outgrowth of the composites program. This presentation by CFA Technical Director, Bob Lacovara, CCT-I, and a cast polymer program development workgroup, will highlight the certification development process, and the benefits of having a trained workforce. This session will be interactive, with the audience asked to suggest issues to be addressed in the program and describe their needs.

*Bob Lacovara, CCT-I, Composites Fabricators Association*

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*“POLYCON is the only trade show that focuses on the needs and issues of the cast polymer industry. The combination of seminars, demonstrations, and trade show exhibits offers a solid foundation of knowledge to the novice and the experienced cast polymer manufacturer.”*

*— Dan Mahlmeister, The R.J. Marshall Company*

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## SUPER BOWL XXXVII TRIVIA

**Q. What team(s) has had the most Super Bowl Appearances?**  
A. Dallas Cowboys, 8

**Q. What coach(es) has the most Super Bowl wins?**  
A. Chuck Noll – 4 (Pittsburgh Steelers)

### Non-Atomized Gel Coat Application

Advances in equipment design have led to the development of non-atomized application of gel coat. A driving force in the use of this technology is the newly implemented California Rule 1132, which prescribes the use of non-atomized application. This session will explore the advantages and difficulties of emissions reducing technology. The discussion will include: the benefits of NA operations; dealing with gel coat formulations; problems with mil thickness; and the porosity issue.

*Larry Craigie, CCT, Composites Fabricators Association; and Bob Anderson, Vermax, Inc.*

## BUSINESS MANAGEMENT TRACK

### Employee Policy and Procedure

What you don't know about your policies and procedures really can hurt you. Through case histories and examples, deepen your knowledge and understanding of important internal human resources policies and procedures. Areas of focus will include job descriptions, performance reviews, drug testing, time keeping, new employee orientation, performance improvement and conflict resolution. There will also be brief coverage of some policies and practices that help organizations to comply with federal requirements for equal employment opportunity issues such as anti-harassment, anti-discrimination, employee disabilities, and medical leave.

*Laura Ayoub Keith, Society for Human Resource Management*

### Insurance Trends for the Cast Polymer Market

This informative session will discuss the general trends in insurance, from the basics of risk and loss to a more in-depth discussion on the industry as a whole. Designed to give attendees a general understanding of insurance and factors that affect their market, the speaker will provide detailed specifics on the issues facing clients today. Also addressed will be market availability, the option for self-insurance, and proving yourself a positive insurance business/risk.

*William Coady, Waltery Insurance*



## SUPER BOWL XXXVII TRIVIA

Q. Of the 36 Super Bowls held, how many times has the quarter-back been named MVP?

A. 19

### Management Tools for Employee Retention/ Employee Incentive Programs

Retaining capable and motivated employees is a key to the success of your business. This presentation will provide ideas for benefits and programs that attract and retain employees. Programs will include monetary and stock option rewards as well as internal recognition programs for motivation to achieve team objectives. In today's era of skepticism with regard to employer loyalty, there is a need to provide motivators beyond the traditional one of continued employment. Companies can differentiate themselves from others with some of the less traditional benefits that may not be costly, such as flexible scheduling, part-time employment, and paid leave banks that may be used for family needs such as children's doctor or school appointments.

*Laura Ayoub Keith, Society for Human Resource Management*

### Planning for Profit

Profit should be the primary goal of any business. And profit is not achieved without a sound strategy. This session will provide a framework for assessing your competitive position and determining a plan for maximizing profits over the long term. Once the framework is understood, we will take an actual company and attempt to construct a strategic plan. Finally, we will present a basic outline for writing a business plan that can be used by the ICPA member both internally and externally.

*David L. Perkins, Jr., The Business Owner/Acquisition Advisors*

### Are You as Successful as You Think You Are?

This session will present basic tools for member-company self-assessment using peer data derived from ICPA/CFA benchmark studies. Then, analytical tools for assessing profit performance will be presented, including the analysis of product and service lines for profit maximization.

*David L. Perkins, Jr., The Business Owner/Acquisition Advisors*



## SALES AND MARKETING TRACK

### Display Aesthetics: Designing for Showrooms and Booth Displays

First impressions count—they are key to developing new and lasting business relationships, and visual displays are one of the best ways to wow the customer from the start. Make sure your showroom, product display or exhibition booth portrays the image you want your customers to have. This presentation will include tips on what to avoid in your display and how to work with other companies to enhance your product display.

### Value Selling and Strategic Alliances - Distinguishing Your Product

This presentation will help you understand why selling the value of your product may include more than just the product's physical attributes. Understanding the needs of the customer is essential. A builder may look at the attributes in a different manner than the residential purchaser. Incorporating complimentary products into a display package may make it easier to catch the eye of a builder. Warrantees and other service attributes are other means to value sell your products.

*Tim Price, The R.J. Marshall Company; and Bill Kennedy, Gruber Systems, Inc.*

### Creating a Marketing Plan for Your Business

This presentation is directed at the multi-tasked businessperson who needs a simple, pragmatic blueprint designed to create and implement a marketing plan. Steps to creating the right marketing plan for your company will be addressed, as well as where to focus your efforts and research in the task. Handouts and practical applications for the cultured marble producer will be included.

*Jim Maass, Jim Maass and Associates, Inc.*

### Building Relationships With Building Professionals

This presentation will help you understand the techniques for selling into different markets. Selling to a major chain is significantly different than selling to a remodeler or a plumber and each have special needs that will be addressed by the successful seller. The presentation will also stress the importance of building relationships as key to successful selling.

### Presenting a Professional Image

Customers always want to be treated with respect. This presentation will include successful tips for servicing and keeping customers and give examples of how poor service has ended some relationships. It stresses the importance of not only being professional, but also making the staff look professional. It will outline how successful companies have used uniforms to help make sure the first impression of the staff is positive. This is all a part of minimizing complaints and maintaining the customer base.

*Dave Dorsey, Polygard; and Dirk DeVuyt, International Marble Industries*

## LIVE TECHNICAL DEMONSTRATIONS

### Non-Atomized Gel Coat Application-Proper Equipment Set-Up

The newest emissions reducing method in the industry is the non-atomized application of gel coat. Applying gel coat with an impingement gun or a single orifice fan coater requires coordination between the gel coat formulation, the equipment setup and the application method. This demo will highlight aspects of equipment adjustment, and the specific techniques that differ from traditional gel coat application.

### Increase Spraying Efficiency - Cut Costs and Reduce Emissions

The newly developed non-atomized fluid delivery systems are a cornerstone of open molding emissions reduction. This equipment is capable of significant reductions in emissions and overspray. However, it must be operated according to the manufacturer's specifications to realize the available benefits. This demonstration will highlight the proper method for setting up non-atomized equipment, and achieving maximum efficiency. Learn how to adjust fluid pressure, delivery rate, fan pattern size, and deal with various distances from the mold. This session is a must for fabricators who are interested in reduced emissions and maximum efficiency.

*Bob Lacovara, CCT-I, Composites Fabricators Association*

### Quality Installation Techniques

Producing a quality product is only one step toward making a satisfied customer. What do you really need to know about making a quality installation? How can 'cutting corners' cost your company time, money, and reputation? Learn from an industry veteran how your installations can grow more satisfied customers.

*Don Holder, LL Cultured Marble, Inc.*

### Help Your Equipment Save You Money

Where does equipment maintenance and upkeep rank on your shop's list of priorities? Do you maintain a checklist of systems and procedures you monitor and service on a regular basis? If not, your company is wasting money that could go to your bottom line. Find out from the experts how routine inspection and service in key points of your production, such as spraying equipment, catalyst systems, and mold preparation can save you time and money.

*John England, Glas-Craft, Inc.; Fred Watson, North American Composites;  
Dewey Smith, ITW Industrial Finishing*

### Cultured Marble Inlays

Do you think inlays are too time-consuming and complicated for your business? Think again. Inlays can be done quickly, efficiently, and increase your profits. Learn from one of the industry's most experienced craftsmen.

*Edward Fawess, United Marble Inc.*

### How to Screw Up a Good Mold

How can you head off expensive and costly product defects and repairs? Understand the techniques you need to take care of your molds—and your molds will take care of you.

*Kenneth R. Fritz, Ken Fritz Tooling & Design*



## SUPER BOWL XXXVII TRIVIA

**Q. Who was the MVP of last year's Super Bowl?**

**A. Tom Brady, New England Patriots**

**Q. What player(s) has won the most Super Bowl MVPs?**

**A. Joe Montana, 3**

**Q. How many times has a defensive player been named MVP?**

**A. 6, (Ray Lewis, Larry Brown, Richard Dent, Randy White/Harvey Martin, Jake Scott, Chuck Howley)**

# SPECIAL EVENTS



## OPENING GENERAL SESSION with Mike Singletary

Saturday, January 25, 2003  
10:00am-11:30am

Sponsored by



Being at the top of Chicago's most recognizable, personable and professional athletic celebrities, Michael Singletary is truly a dominant force throughout the year . . . far beyond the football season. Indeed, even the occasional football viewer will remember his piercing eyes, game time intensity, and successful and dominant style of play. His impressive stats and numerous achievements will not only earn him a place in the NFL record books, but he will have his place in history as one of the greatest inside linebackers to have ever played the game.

Mike Singletary's football career, lasting 12 years as #50 of the Chicago Bears, could fill several record books. Singletary was twice NFL Defensive Player of the Year, recipient of the 1991 "Athletes in Action" Bart Starr Award (voted by players for leading a life that models high moral character), the Whizzer White Award, the Dapper Dan Award, and NFL Man of the Year. His outstanding leadership qualities as team captain for 10 years, and top defensive tackler for many of his 12 years, helped direct the Bears to a Super Bowl XX victory and placed Mike in a record-setting 10 consecutive Pro Bowls. He was inducted into the Pro-Football Hall of Fame in 1998.

Michael Singletary was truly a tremendous player; a hero to some—a true professional, personable and generous person to many others. More than anything, he is a person who exemplifies outstanding character and leadership as a player, family man, community member, corporate spokesman and businessman. Michael Singletary commands respect and projects determination every season of the year.

A consultant in areas of teamwork, motivation, and cultural diversity, Singletary will share with you some very insightful stories that will make you a great team player every season of the year!

Stay with us after Mike Singletary's powerful and uplifting speech for a fast-moving presentation on the State of the Industry Report, a recap of ICPA accomplishments in a year of challenge. The "State of the Industry" Report includes the annual meeting of the International Cast Polymer Alliance. The presentation will feature reports on current year activities, presentation of the 2003 Board Nominees slate, and discussion of key issues facing the organization. If you've ever wondered how YOU can make a difference in the industry—this is your chance! Attendees will have the opportunity to see an association in action—and find out ways YOU can help!

You will also hear from the National Federation of Independent Business about the newest membership benefits in this new alliance for ICPA.

## U.S. HOUSING FORECAST WITH NAHB

Sunday, January 26, 2003

10:00am-11:00am

Hear the most authoritative and respected outlook for the residential and light commercial construction market in the U.S. This NAHB forecast report is one of the most eagerly anticipated reports tracked each year by builders and economists across the country.

*Presented by Stan Duobinis, Ph.D., Assistant Director and Vice President of Forecasting, National Association of Home Builders*

## New Member/First Time Attendee Orientation Reception

Friday, January 24, 2003

7:00pm-7:30pm

This orientation reception aims to welcome those who have joined ICPA during the past year and those who are attending their first POLYCON. Many of ICPA's officers and leaders will be on hand to answer questions and to discuss the programs and services that make the ICPA such an important tool to its members. The reception is an optional function, complimentary to newcomers. A special invitation will be in your registration package when you arrive in Dallas.

## Supplier New Product Review

Saturday, January 25, 2003

11:30am-12:30pm

The supplier new product review allows exhibitors to provide commercial overviews of new and improved products and services on the market. This is the best way to learn the most up-to-date information available on exhibitors and their new products and services.



## ICPA Café

Friday, January 24-Sunday, January 26, 2003

8:00am-5:00pm

Sponsored by



Come socialize with peers and colleagues in an informal atmosphere. This is the place to get away to recharge your batteries, or meet with potential clients or vendors, before heading to convention activities. Enjoy some light refreshments, relax, and mingle in the ICPA Café.

## SUPER BOWL XXXVII TRIVIA

Q. Who sang the national anthem at last year's Super Bowl?

A. Mariah Carey

Q. Approximately how many pairs of tickets does the NFL give to the general public via an annual Super Bowl random drawing?

A. 500

Q. How many Super Bowls has San Diego hosted in the past and who won?

A. Two, Washington (1988) and Denver (1998)

# SUPER BOWL EXTRAVAGANZA

## Super Bowl Pre-Game Show

3:00pm-5:00pm

*Featuring the ICPA Awards Presentations  
(4:30pm-5:00pm)*

## Super Bowl Game and Party

5:00pm-

Aside from scoring your own tickets to the Super Bowl, what better place to be to watch the game than Dallas! A mecca of football fanaticism, Dallas offers game lovers everything they could ask for on Super Bowl Sunday! And ICPA is planning a blowout event just for you—with prizes, competitions, and more! For the football fan—or for those just looking for a good time—this is your chance to unwind after the conference. So buddy up with your peers and get ready to watch an all-American tradition!

**A Super Bowl Party Fit for a King!** Football fans mean business—and we've prepared a party for the best of them! And what better way to get you into the football spirit than with an assorted display of food and drink in a football theme. From the traditional tailgating fare of hot dogs, chips and iced cold beer to skybox-quality wine and spirits, this Super Bowl Extravaganza is destined to impress. Be it for food or entertainment, football fans are asked to bring their appetite!

**Into a Little Friendly Competition?** Super Bowl XXXVII fans can complain about not getting to see the game in person—but why not get in on a piece of the action? ICPA has organized a number of informal competitions to take place during half time. Not only will you have the chance to watch your favorite team clobber the competition—but you can also clobber your fellow colleagues as we play a variety of games and activities to bring out your competitive spirit. And the most heated game of all? Super Bowl trivia! Start preparing now for a lightning round of Super Bowl trivia—from basic trivia to the obscure!

**Interested in creating a Super Bowl trivia team?** ICPA members will participate in a trivia competition per region—you can join the team and participate or create your own (minimum of four persons per team). Simply sign up your team on the registration form—and start studying your stats!

**PRIZE GIVEAWAYS:** Need something more enticing than football? Attend the Super Bowl Extravaganza and get entered into the various prize giveaways taking place throughout the conference! Prizes will not only be awarded to the winners of each competition—anyone can win! **GRAND PRIZE: A BIG SCREEN TV!** Check out [www.icpa-hq.org](http://www.icpa-hq.org) regularly for a complete list of prizes.

## Super Bowl Pre-Game Show

Sunday, January 26, 2003

3:00pm-5:00pm

**Featuring the ICPA Awards Presentations**

4:30pm-5:00pm

ICPA Recognizes outstanding member performance by a Manufacturer, Supplier, and Region of ICPA. The 2002 winners in each category will be announced and honored at this event. Come show your support for these outstanding contributors to ICPA—and the industry as a whole!

## SUPER BOWL XXXVII TRIVIA

*Q. What city has hosted the most Super Bowls?*

*A. New Orleans, 9*

*Q. How much does the Vince Lombardi Trophy cost?*

*A. \$12,000*

*Q. Where will next year's Super Bowl be held?*

*A. Houston*

*Q. What team holds the record for most rushing yards in a Super Bowl game?*

*A. Washington Redskins, 280 yards*

## EXPOSITION HOURS, SPECIAL EVENTS, AND EXHIBITOR INFORMATION

ICPA prides itself on offering the cast polymer industry the most comprehensive exhibition the industry has to offer. And POLYCON 2003 will be no exception! At this year's show, you will find exhibitors offering virtually every type of product and service for today's—and tomorrow's—most successful companies.

### EXPOSITION HOURS:

Friday, January 24, 2003 - 4:00pm-7:00pm

Saturday, January 25, 2003 - 12:30pm-6:30pm

Sunday, January 26, 2003 - 1:00pm-3:00pm

### Special Events on the Trade Show Floor:

#### Exhibit Hall Grand Opening

Friday, January 24, 2003

4:00pm-7:00pm

Sponsored by



Join us promptly at 4:00pm as ICPA's President and Program Chair take part in the ribbon-cutting ceremony to debut this year's trade show floor! POLYCON is home to the largest trade exhibition in the cast polymer industry—and you won't want to miss out on the excitement! Stay at the cutting edge by becoming familiar with your industry suppliers and the latest and most effective tools for running your business. Enjoy your first opportunity to visit with over 70 exhibitors from the industry, gathering information and ideas to help your company prosper!

#### Saturday Exhibits/Lunch

Saturday, January 25, 2003

12:30pm-3:00pm

Sponsored by



EASTMAN



IMERYS

The second day of exhibits opens with a bang – with an informal lunch on the show floor designed to break the ice and “chat it up”. Continue your tour of the trade show, meeting with exhibitors and colleagues. Whether you choose to focus on finding out what a supplier has to offer you to help you manage your business—or network with key leaders in the field—the trade show floor is the perfect place to do it.



#### Saturday Exhibits/Reception

Saturday, January 25, 2003

4:30pm-6:30pm

The perfect end to the day is here! ICPA welcomes attendees to stop by and visit with your industry suppliers and colleagues for a refreshing break in the midst of the industry's most comprehensive trade show. Discuss your challenges with those who can help you find a solution—and address issues of common concern by those who know them best of all.

#### Sunday Exhibits/Lunch

Sunday, January 26, 2003

1:00pm-3:00pm

There's never enough time to expand your business contacts and knowledge of the industry. And this is your last chance! Your last chance to peruse the trade show floor and reach out to suppliers and solidify relationships with fellow manufacturers in the business. Lunch will be offered on the trade show floor—enjoy a bite to eat while networking with your peers in the industry!



### SUPER BOWL XXXVII TRIVIA

Q. What player has the most career Super Bowl rushing yards?  
A. Franco Harris, 354 yards

Q. How many teams have won two consecutive Super Bowls?  
A. 6, Green Bay, Miami, Pittsburgh, San Francisco, Dallas, Denver  
Q. What is the highest number of points scored by a team in a Super Bowl Game?  
A. 55, San Francisco 49ers

Q. What team(s) holds the record for most points in a quarter?  
A. Washington Redskins, 35 points

# POLYCON 2003 SPONSORS

ICPA would like to thank our 2003 company sponsors for hosting various events and materials throughout the **POLYCON 2003** show. These member companies are providing the funding for these functions and products for the attendees and exhibitors. Thank you for demonstrating your dedication and support of ICPA and the cast polymer industry at **POLYCON 2003!**



**POLYCON 2003** attendees will have the opportunity to visit with more than 70 exhibitors. Check out the list of last year's exhibitors:

A.C.S. International, Inc.  
 AOC  
 Advanced Plastics, Inc.  
 Alcoa World Chemicals  
 American Colors, Inc.  
 American Granule Corporation  
 American Whirlpool Systems  
 Ashland Specialty Chemical Company  
 Axel  
 B & H Industries  
 Bergen Materials Corporation  
 Boss Products – Accumetric LLC  
 BroCom Corporation  
 Buff and Shine Manufacturing  
 Buystone.com  
 Chemlease International, Inc.  
 CompacStone USA, Inc.  
 Composites One  
 Cook Composites and Polymers  
 Cosentino USA  
 DCM Clean Air Products, Inc.  
 ESTENS  
 Eastman Chemical Company  
 Etowah Whirlpool Systems, Inc.  
 Eurovac, Inc.  
 FRP Supply  
 Fabricators Choice, LLC  
 GS Manufacturing  
 Gisco, Inc.

Glas-Craft, Inc.  
 Granite Bear Development  
 Gruber Systems, Inc.  
 HK Research Corporation  
 Huber Engineered Materials  
 HydraBaths  
 IMERYS  
 Incounters  
 ITT Hydro Air  
 International Bath Corporation  
 Interplastic Corporation  
 Ken Fritz Tooling & Design  
 MVP Magnum Venus Products  
 Mahogany Company  
 Micro-Surface Finishing Prod.  
 North American Composites  
 OMYA (Canada), Inc.  
 Polygard, Inc.  
 The R.J. Marshall Company  
 Reichhold, Inc.  
 Safas Corporation  
 Sanco, Inc.  
 Solvent Recovery Systems, Inc.  
 Specialty Products Company  
 Superior Fiberglass & Resins  
 TOR Minerals International  
 TR Industries  
 Timesavers, Inc.  
 Universal Laboratory, Inc.  
 Valspar Composites  
 WR Products, Inc.  
 Waltery Insurance Brokers

With such an impressive line-up of exhibitors expected, can you really afford not to attend?

**Interested in exhibiting at POLYCON 2003?** Check out ICPA's web site at [www.icpa-hq.org](http://www.icpa-hq.org) or contact Dana Grabowski at 703-525-0320 or [dgrabowski@cfa-hq.org](mailto:dgrabowski@cfa-hq.org).



## PINNACLE AWARDS

Sponsored by **REICHOLD**  
A DIC GROUP COMPANY

We invite you to submit your crowning achievements in product and design and vie for the opportunity to receive the highest honor in the cast polymer industry, the 2002 Pinnacle Award. Join the leaders in the industry as we present the latest in innovative products and ideas. Continuing a winning tradition, Reichhold, Inc. joins ICPA as official sponsor of the only competition honoring manufacturers of exceptional cast polymer products. The winners have reached the top of their profession using creativity and innovation. Please call ICPA at 703-525-0320 or check out our web site at [www.icpa-hq.org](http://www.icpa-hq.org) to request a brochure/entry form. As a special incentive for us to receive some truly "outstanding" entries this year, we plan to feature some entries as part of the display in the ICPA exhibit booth currently being displayed in various trade shows across the country. Don't miss out on this chance for added publicity for your company and your workmanship.



# SPOUSE/GUEST PROGRAM

## Texas Trails: All About Dallas Day Tour

Friday, January 24, 2003

10:00am-3:00pm

Looking to get the most from your trip to Dallas? Then this tour is the one for you. This is a daylong tour packed with all the “must see” Dallas attractions. The tour includes stops at Old City Park, the West End District, the historical housing district, Reunion Arena, the Dallas Trade Mart, Apparel Mart, the Farmer’s Market, the Dallas Arts District, Old Red Courthouse, and Myerson Symphony Hall. Attendees will have the opportunity to stop for lunch at a local Dallas restaurant.

Price: \$35.00 plus transportation

## A Day of Shopping at the Galleria

Saturday, January 25, 2003

1:30am-5:00pm

Inspired by Milan Italy’s famous Galleria Vittorio Emanuele, a covered street of shops built in 1867, Galleria combines old world beauty with contemporary architecture. With 28 delectable restaurants and eateries, an indoor ice rink surrounded by more than 200 of the most celebrated shops from around the world, the Galleria is truly a unique urban marketplace. It has been described as “world class shopping at its best” – and you’ll have the opportunity to take full advantage! Check out the exhibit floor, and then join us on a shopping excursion!

Price: Transportation only

## Dallas Aquarium

Sunday, January 26, 2003

10:00am-12:00pm

Housed in its original Art Deco building in historic Fair Park, The Dallas Aquarium is dedicated to showcasing and conserving a variety of fresh-water and salt-water species from around the globe. It’s a place where you can get a close-up look at the wonders of the world’s waters, from the familiar American alligator to the unusual chocolate chip sea star to the downright bizarre upside-down jellyfish. Attendees will return from the tour in time to attend the Super Bowl Extravaganza!

Price: \$3.00 admission plus transportation

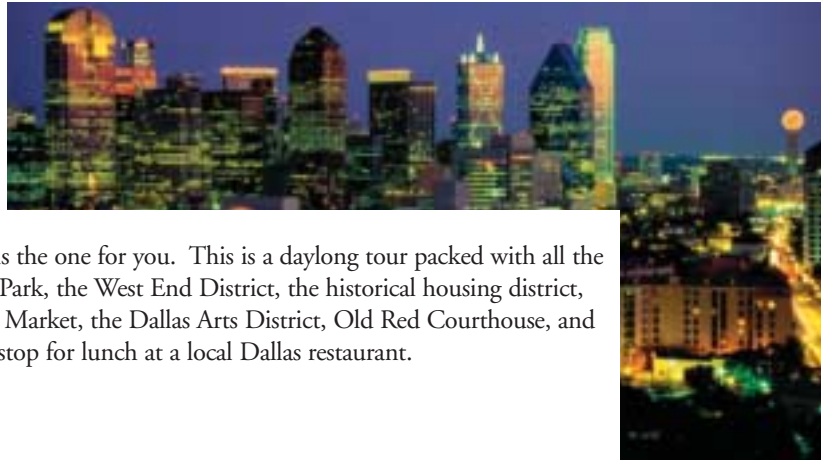
## Super Bowl Extravaganza

Sunday, January 26, 2003

3:00pm-

Spouses and guests are welcome to join in on the fun at this year’s Super Bowl Extravaganza! Take part in the tailgate party prior to the show – and the games and activities planned – or focus on the game to root for your favorite team!

Price: \$25.00



## SUPER BOWL XXXVII TRIVIA

Q. Who makes Super Bowl Trophy?  
A. Tiffany & Co. of New York.

# REGISTRATION INFORMATION

## HOW TO REGISTER

Complete the registration form included in this brochure and return it with your payment to the International Cast Polymer Alliance. Registration fees may be paid by check or credit card. Please send check payments to the International Cast Polymer Alliance, P.O. Box 85080, Richmond, VA 23285-4250 (be sure to use zip+four). If registering by credit card, you may fax your registration to ICPA at 703-525-0743. Payment must accompany the registration form to receive the early registration discount. No registration forms will be processed without payment. For information or assistance, please call the ICPA at 703-525-0320.

## CONVENTION REGISTRATION FEES

	On or before Jan. 8	After Jan. 8
Member 1st Attendee	\$415	\$520
Member 2nd –3rd Attendee	\$315	\$450
Member, Each Additional	\$215	\$450
Non-Member 1st Attendee	\$765	\$875
Non-Member, Each Additional	\$665	\$800

After January 8, 2003, please hand-carry your registration form with payment to the **POLYCON 2003** registration area at The Hyatt Regency Dallas. Any forms received after January 8th will be processed on-site.

## REGISTRATION

**General Information:** Do not mail or fax your form after the pre-registration deadline of January 8, 2003.

If registering by credit card via fax, do not mail original. Individual tickets for exhibit hall functions will be available onsite. ICPA will send written confirmation of registrations received through January 8, 2003. Please read your confirmation carefully and verify all the information. Note: Only registered individuals with badges may attend convention events.

**Full Registration:** Includes admission to exhibits each day, educational sessions and demonstrations, general sessions, special events, and ICPA award presentations. The Super Bowl Extravaganza is included in your admission price.

**Spouse/Guest Registration:** Includes admission to the exhibits each day, general sessions, and spouse/guest tours. Super Bowl Extravaganza tickets are not included in your admission. Attendees will receive additional information on spouse/guest tours two weeks after registration. Please note: Tours may be cancelled should minimum attendance not be met.

**Substitution / Cancellation Policy:** All cancellations must be submitted in writing no later than December 20, 2002. A 50% processing fee will apply to all registrations cancelled on or before December 20, 2002. No refunds will be made after December 20, 2002. This also applies to cancellations of tickets for optional events and no-shows. All refunds will be processed after the show. Substitutions and/or badge changes may be made in writing on or before the January 8, 2003 pre-registration deadline. After this time, all substitutions must occur onsite at the pre-registration counter of the ICPA registration desk. ICPA does not accept responsibility for any “no shows” at the convention. Regardless of attendance, these individuals will be charged for the cost of their attendance.

## EXHIBITOR REGISTRATION

**POLYCON 2003** exhibitors must be registered on an Exhibitor Registration Form. The Exhibitor Registration Form will be included with the exhibitor confirmation letter and Exhibitor Service Kits. Please call ICPA at 703-525-0320 to request an additional copy.

Exhibitors are strongly encouraged to register in advance. All exhibitor personnel must be registered before badges can be issued. Representatives registering on-site will be required to complete an on-site registration form and submit proof of company affiliation. Registration fees on-site will be higher.

## SOLICITING OUTSIDE THE EXHIBITION

Soliciting in any manner within or outside the exhibit hall by any supplier, individual, group, company, or firm, within or outside the industry is strictly forbidden unless said person, group or firm has contracted for rental of booth space with the International Cast Polymer Alliance. Any person, group, or firm that has not contracted for booth space, but is found soliciting in the exhibit hall, other areas of the convention center or the convention hotel(s), will be required to forfeit their convention badge(s) to the association and will be barred from the exhibit hall, from all meeting and function rooms and other areas being used by the association, and from all official activities of the convention. Those forfeiting convention badges will not be entitled to refunds of any registration fees or other monies paid to the association.

During scheduled convention activities, the exhibitor and the attendee, who are subject to expulsion from the show and from convention functions and activities, agree not to exhibit products or services or to directly promote or otherwise exploit their company, products or services outside the exhibit hall. The exhibitor and attendee also agree not to entertain convention attendees during exhibition or convention program hours in rented function rooms, hospitality suites, or other rented facilities, or otherwise induce attendees away from the show or scheduled convention events.

# POLYCON 2003

January 24-26, 2003  
Hyatt Regency Dallas  
Dallas, Texas USA

## CONVENTION PRE-REGISTRATION FORM

**EXHIBITORS, PLEASE USE THE EXHIBITOR REGISTRATION FORM THAT WILL BE PROVIDED IN YOUR EXHIBITOR SERVICE MANUAL.**

If registering more than one person, please photocopy this form for additional registrations. ICPA will send confirmation of registrations received through Wednesday January 8, 2003.

Please type or print the following information, as it should appear on your badge:

Name: \_\_\_\_\_

Spouse/Guest Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State/Province: \_\_\_\_\_ Zip/Postal Code: \_\_\_\_\_

Country: \_\_\_\_\_

Telephone: \_\_\_\_\_


Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Are you a member of CFA/ICPA?  Yes  No

Badge Type:  Manufacturer  Supplier  
 Other: \_\_\_\_\_

Is this your first ICPA Convention?  Yes  No

  If you have a disability that requires special accommodation, please check here and attach a statement of your needs.

**Full Registration:** Includes admission to exhibits each day, educational sessions and demonstrations, general sessions, special events, and ICPA awards presentation. The Super Bowl Extravaganza is included in your admission price.

**ATTENTION:** ICPA operates on a calendar fiscal year. The non-member fee will be required for ICPA members that have not paid their ICPA membership dues for fiscal year 2003, which begins January 1. Registering at the member rate does not necessarily confirm member rates until membership dues for 2003 are paid in full. Please see membership application on reverse side.

Registration Fee \$ \_\_\_\_\_ Membership Fee \$ \_\_\_\_\_

(ICPA members may use the membership form in this magazine to renew membership for 2003.)

TOTAL PAYMENT \$ \_\_\_\_\_

### METHOD OF PAYMENT

Enclosed is my check, drawn on an U.S. bank, in U.S. funds, made payable to: International Cast Polymer Alliance.

**ICPA Fax:** 703-525-0743 (If registering by credit card via fax, please do not mail original)

Credit Card:  MasterCard  Visa  American Express

Name on Card: \_\_\_\_\_

Card Number: \_\_\_\_\_

Exp. Date: \_\_\_\_\_

Cardholder Signature: \_\_\_\_\_

### CONVENTION REGISTRATION FEES AND TYPES

Check appropriate registration categories and compute totals for each. Payment must accompany the registration form in order to receive the early registration discount. Do not mail or fax form after January 8, 2003. After January 8, please hand-carry your registration form with payment to the POLYCON 2003 registration desk.

#### Registration Type

	On or before Jan. 8	After Jan. 8	TOTAL
<input type="checkbox"/> Member 1st Attendee	\$415	\$520	\$ _____
<input type="checkbox"/> Member 2nd -3rd Attendee	\$315	\$450	\$ _____
<input type="checkbox"/> Member, Each Additional	\$215	\$450	\$ _____
<input type="checkbox"/> Non-Member 1st Attendee	\$765	\$875	\$ _____
<input type="checkbox"/> Non-Member, Each Additional	\$665	\$800	\$ _____

Super Bowl Trivia Team

Additional Trivia Team Members (optional): \_\_\_\_\_

#### Spouse/Guest Registration

	On or before Jan. 8	After Jan. 8	TOTAL
<input type="checkbox"/> Super Bowl Extravaganza	\$25	\$25	\$ _____

In addition, please check the box(es) you are interested in. An ICPA staff member will contact you with additional information on these tours two weeks after receipt.

Texas Trails: All About Dallas Day Tour

A Day of Shopping at the Galleria

Dallas Aquarium



**RETURN THIS FORM AND PAYMENT TO:** International Cast Polymer Alliance, P.O. Box 85080, Richmond, VA 23285-4250. For more information, call 703-525-0320.

### FOR OFFICIAL ICPA USE ONLY

Batch Date \_\_\_\_\_

Batch # \_\_\_\_\_

Check # \_\_\_\_\_

# TRAVEL, ACCOMMODATIONS, AND GENERAL INFORMATION

## CONFERENCE LOCATION AND HOTEL ACCOMMODATIONS

POLYCON 2003 will be held at the Hyatt Regency Dallas Hotel, located at 300 Reunion Boulevard, Dallas, Texas 75207. A discounted room rate of \$179/\$199 (single/double) has been guaranteed for all participants through January 3, 2003. After this date, reservations will be accepted on a space-availability basis only. To make reservations, please contact the Hyatt Regency Dallas directly at 800-233-1234 and cite "POLYCON 2003" to ensure the discounted rate.

## AIRLINE INFORMATION

You can take advantage of special fares available to ICPA seminar participants. ICPA has partnered with Delta Airlines to be its official air carrier for its meetings. To take advantage of the discounted rates, you or your professional travel consultant must call Delta Airlines at 800-241-6760, Monday-Sunday, 8:00am-11:00pm EST. Refer to file number 185510A.



## WHAT TO WEAR

Dallas in winter offers cool air and sunshine. Midday temperatures in January average in the low 50s with low humidity levels. Attendees should bring a warm coat for evening activities, as the temperature may drop to the high 30s. Conference attendee attire varies for each individual, but casual attire is the norm.

## CONTACT INFORMATION

Have a question about the POLYCON 2003 program? Check out [www.icpa-hq.org](http://www.icpa-hq.org) for more information, or contact us directly at 703-525-0320 (p) or 703-525-0743 (f).



### International Cast Polymer Alliance

1655 North Fort Myer Drive, Suite 510

Arlington, VA 22209\*

Website: [www.icpa-hq.org](http://www.icpa-hq.org)

E-Mail: [icpa@icpa-hq.org](mailto:icpa@icpa-hq.org)

Sponsorship and Exhibits E-mail: [cfa-info@cfa-hq.org](mailto:cfa-info@cfa-hq.org)

*\*After November 1st, please contact ICPA directly at 703-525-0320 for our new mailing address.*