



2014 HVAC
Rep Council

October 29 - 31, 2014

Pointe Hilton Tapatio Cliffs Resort
11111 North 7th Street
Phoenix, Arizona





details

What is the Council Meeting?

The Council consists of a body of channels who represent the entire rep / distribution force. The council meeting is an open and honest dialogue discussing strategic direction, improvements and profitability for both parties. Prior to the meeting, a survey will be sent to all channels in order for us to gather information about the topics and issues you believe are important. This survey will provide us with critical feedback to help develop agenda items and make important decisions.

When do I need to arrive?

Each attendee will need to arrive at the resort at a convenient time so that they can attend a golf event tentatively starting at 11:30 a.m. local time, or in time to attend the 4:30 meeting on the first day. This meeting is an important part of the proceedings because together you will develop a presentation based on the survey topics which you will present at the following day's meeting. Please arrange your air travel accordingly.

What costs are covered?

Alfa Laval will be responsible for your two night stay at the resort, meals to include breakfast for you and your significant other, a group dinner, transportation to and from the resort, and the golf event if you choose to attend. If you decide to come early or stay later, you can use the Alfa Laval guaranteed rate for those extra days.

We look forward to a productive and fun gathering in October!

Please respond to Sybil Savage (sybil.savage@alfalaval.com or 804-677-5096) with your and your significant other's availability to attend, as well as your availability to participate in the golf outing.





Gaining the edge



Agenda

Wednesday, October 29

11:30 a.m. – 3:30 p.m.

Golf outing (optional)
Meet in hotel lobby

Sunrise C Conference Room
4:30 – 7:30 p.m.

Council member pre-meeting
Beer, wine and hors d'oeuvres will be served

Thursday, October 30

Sunrise C Conference Room
7:00 – 8:30 a.m.

Breakfast; introductions*

8:30 – 9:00 a.m.

Opening comments

9:00 – 9:45 a.m.

Defining the strategy

9:45 – 10:15 a.m.

Coffee break

10:15 – noon

Survey results – Council presentation

Noon – 1:15 p.m.

*Lunch**

1:15 – 2:15 p.m.

Anytime review

2:15 – 2:45 p.m.

Break

2:45 – 3:45 p.m.

GPHE X-cellence

3:45 – 4:30 p.m.

Summary; Wrap-up; Follow-up

4:30 – 6:30 p.m.

Free time

6:30 p.m.

*Dinner – Different Point of View (on-site restaurant)**

Friday, October 31

Depart

**Significant others are invited to dinner on Tuesday night. Vouchers will be provided for Tuesday breakfast and lunch.*






Pointe Hilton
TAPATIO CLIFFS RESORT

resort

Premier Phoenix Hotel

Welcome to Pointe Hilton Tapatio Cliffs Resort, a leading Phoenix hotel for vacation, business and event guests alike. Enjoy a surplus of perks and amenities coupled with breathtaking mountain vistas, fine dining, exquisite water features, on-site spa, world-class golf and so much more.

For more information, visit <http://www.tapatiocliffshilton.com/>