

2015 Fall Conference Memories from Cancun

Also...

2016 Board Members Elected
Conference Venues for 2016



SEAL



FROM THE PRESIDENT
Brendan Garvin, Jr.
Garvin-Brown Construction Products

Greetings and a belated Happy New Year! Old Man Winter has been like the stock market, up and down. We got hit full force with our first measurable snowfall in New England in December. Then we experienced a rather tropical Christmas with temps almost hitting 70 degrees and then back to business as usual. The normal 40 degree days we New Englanders love and adore. But it was warm in Cancun last fall and the temperatures should be in the 70s for our Spring Conference in Charleston

Over the last 4 years I have gained a new appreciation to the amount of time and effort as a SEAL Board member that is given to planning and facilitating a SEAL meeting. We are so fortunate to have such dedicated people on the Board to make these meetings happen. Our distributor and manufacturer members provide insight in the decision making process from which we gain and improve performance. We are blessed to have BASF's Jan Aument and her expertise in site selection and logistics to make many of these decisions less complicated. Kit and Kelly Andrews have provided decades of group event management with their efforts paving the way for our group to move forward and stay relevant.

The Board of Directors conducted the final round of interviews for a management company at the World of Concrete in February. These candidates had some "big shoes" to fill as Kit and Kelly have set the bar fairly high. We are happy and supportive as Kit and Kelly move onto their next phase of life and will miss them and their contributions to the SEAL group and are pleased to announce that Pamela Tolson, a longtime professional and personal colleague of Kelly and Kit will be joining us at the spring meeting in Wild Dunes for a formal introduction and begin the staff transition.

Earlier this month Kelly sent out an email asking members if they would like to further participate in financially supporting/enhancing the SEAL groups experience at the Spring and/or Fall meeting. I am proud to say that 12 hours later Kelly had ten companies commit to \$30K in additional funding. THANK YOU! This financial commitment combined with nearly 100% meeting attendance over the last several years demonstrates the value and support the SEAL group provides our membership.

It is an honor to be your President this year. As a SEAL member for the last 20 years, I fully appreciate the value and have experienced the support I mentioned previously that this group provides. My father joined the SEAL group in 1984 and was Board President in '92/'93. Coincidentally, our past President, John Barnett's father Duane was Board President in 94/'95'. As the saying goes, "history repeats itself" but in this case it's the other way around.

I look forward to seeing you all at Wild Dunes in the Charleston area. Thank you for all you do to support this organization and its efforts.

Peace,
Brendan P. Garvin



2016 BOARD IN PLACE

As we move into 2016, we want to thank our outgoing Board members for their service and leadership: John Barnett, 2015 Immediate Past President; and Brian Koenings of ProsoCo, for his three year term as Manufacturer Director. In addition, we welcome to the Board two new members: Alan Ridge of Coastal Construction Products as the new Distributor Director, and Bill Bergel of Backer Rod as the new Manufacturer Director.

Here is your entire 2016 Board and staff:

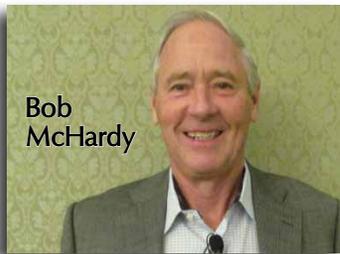
President - Brendan Garvin, Jr., Garvin Brown Construction Products
Past President - John Barnett, SSI, Inc.
Vice President - Brendan Brown, Tom Brown, Inc.
Secretary - Todd Bennett, Atlas Supply, Inc.
Treasurer - Joe Coy, Smalley & Company
Distributor Director - Alan Ridge, Coastal Construction Products
Manufacturer Director - Mike Soeder, Tremco
Manufacturer Director - Preston Cox, Nomaco
Manufacturer Director - Bill Bergel, Backer Rod

Executive Director - Kelly Andrews, SEAL
Meeting Planner - Jan Aument, BASF
Creative Services - Brad Aderhold

**WELCOME OUR
NEW BOARD MEMBERS:**
Bill Bergel of Backer Rod as the new Manufacturer
Director and Alan Ridge of Coastal Construction
Products as the new Distributor Director,



MANAGING EFFORT AND GETTING RESULTS



Bob
McHardy

Many thanks to Bob McHardy of the Self Management Group for his outstanding presentation on "Managing Effort: Getting Results." His approach is an emphasis on "Self-Management" as a means to improving personal effectiveness and creating high performance cultures, applicable to both manufacturers and distributors. His message is "it's not about short-term, external motivations – it's about self-regulation, self-commitment and internal motivation." McHardy also teaches in the business schools at Kansas State University and University of Alabama at Birmingham.

MUY BUENO!! 2015 FALL CANCUN: GREAT TIME!

The 2015 SEAL Fall Meeting at The Ritz Carlton-Cancun was a memorable event. A great ocean-front venue complete with beach cabanas, cold cervezas, fantastic social outings and 95% attendance by manufacturers and distributors what could have been better!! The setting, the accommodations, the hotel facility, the staff, and the meals: everything was exemplary. Our meeting planner Jan Aument and the Site Selection Committee of Brendan Garvin, Jr. and Mike Soeder did their usual great job; well done.



Outgoing 2015 SEAL President John Barnett of SSI receives his President's caulking gun plaque from incoming 2016 President Brendan Garvin, Jr

And for those who are less subjective and more bottom-line, here are the numbers:

- Hotel Room Nights: 330 guaranteed; 379 used (one of SEAL's largest room blocks ever!)
- Attendees: 76 SEAL Members; 55 spouses and family members; 3 staff and 2 guests representing 19 distributors, 18 manufacturers... nearly 140 people.



A special thanks to these three companies for their contributions to enhance this very memorable Fall SEAL meeting:

Welcome Reception & Dinner: **W.R. Grace**
SEAL in the Sand Beach Dinner: **BASF**
Last Sunset in Cancun Reception: **Henry**



Sealant Engineering and Associated Lines

BEGINNING OUR 52nd YEAR OF BUILDING RELATIONSHIPS

SEAL IN 2016

It is a testimony to SEAL in a world of constant acquisitions, mergers and change, that for over a half century SEAL has existed as an independent non-profit trade association serving the needs of both manufacturers and distributors.

As SEAL closes the chapter on our first 50 years, and progress forward, like the world, this organization is changing. Second and third generation members are being seen at the meetings and we have moved even further in keeping up with the times technologically. First was the dramatically redesigned website and now we are offering webinars to our members. Is



Beginning in January 2017, SEAL will have a new Executive Director, Pam Tolson. Pam is a personal friend and professional colleague of Kelly and Kit Andrews, our retiring executive management team, having worked with Kelly at American Heart Association and the Cystic Fibrosis Foundation, as well as partnering with him in a successful bid to manage the Raleigh Bicentennial.

New SEAL Executive Director: Pam Tolson

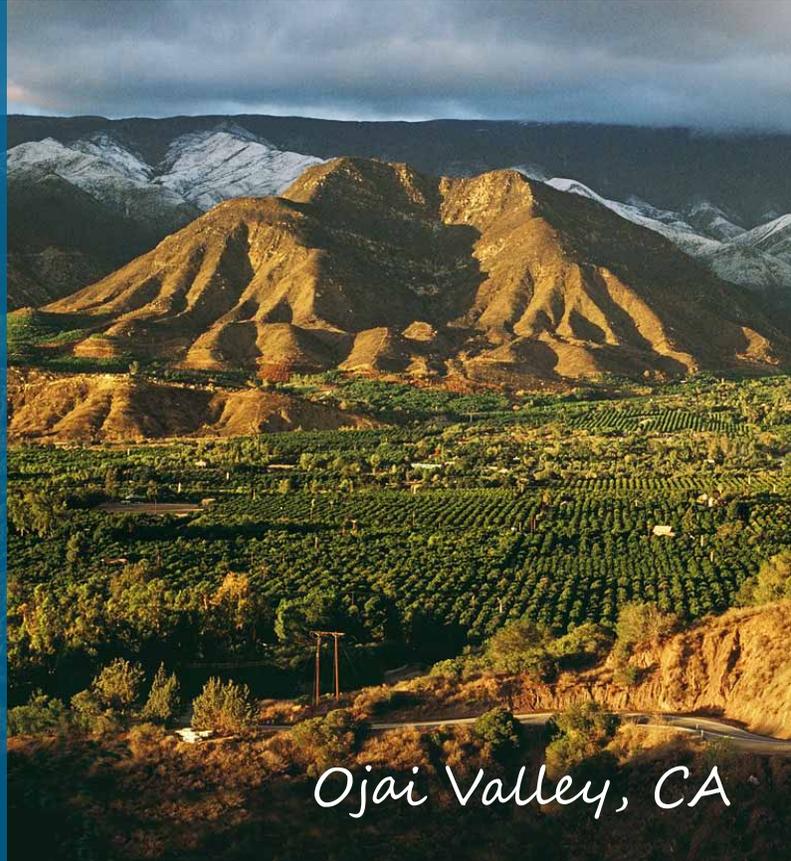
Pam is an association executive and small business owner. She has had the privilege to work in association management her entire career. Prior to discovering membership organizations, Pam was a fund raiser and event manager for local, state and national health organizations. She founded MRSI, an association management company, in 1992 upon returning to Springfield, Illinois after eight years working in the Washington, DC metro area. She recently stepped down as Executive Director for the Illinois Society of Association Executives after 20 years of service. In 2010, Pam merged her management company with Association Central in Springfield, Illinois and continues to work with the new company.

For over 30 years Pam has worked with hundreds of volunteers and many boards of directors. She has a degree in Business Management from St. Mary-of-the-Woods College in Indiana and received her Certified Association Executive designation from ASAE in 1997. When not working, you can find Pam sailing or kayaking on the Potomac River near her home in Colonial Beach, Virginia.

social media that far off for SEAL? After Jessica McIntosh paved the way as our first female President, we now have our first female Executive Director Pam Tolson. And then there is the Presidential election in November (**yes, this is the year to file your absentee ballot**) and change is in the wind.

This Board of Directors has been hard at work to ensure SEAL remains a relevant platform for both manufacturers and distributors to meet their respective business objectives. 2016 starts with two outstanding sites; opening the year in the Isle of Palms (Charleston), SC. This is the Low Country of South Carolina: the home of shrimp and grits, fine seafood and gourmet biscuits, and concluding the year with a beautiful resort spa in Ojai Valley, CA, located 3 miles from the border of Los Padres National Forest and 18 miles from Ventura. This upscale Spanish hacienda-style inn and spa dates to 1934 and has been frequented by the rich and famous.

Charleston, SC



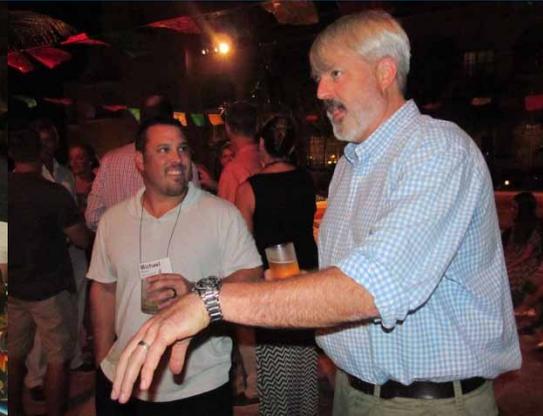
Ojai Valley, CA

SEAL FALL CONFERENCE 2015

Cancun, Mexico



WELCOME RECEPTION & DINNER



WORK: MEXICO WAY



SEAL FALL CONFERENCE 2015

Cancun, Mexico



SEAL IN THE SAND BEACH DINNER



LAST SUNSET IN CANCUN RECEPTION





SEAL SPRING CONFERENCE IN SOUTH CAROLINA:

Wild Dunes Resort
Isle of Palms, SC
May 2-4, 2016

Registration Open!

The on-line registration site for the 2016 Spring Conference in Charleston is now open and will remain open until April 8, your deadline to book a hotel room at the Wild Dunes Resort. After this date, the negotiated SEAL rate cannot be guaranteed for the event dates. Everyone should have received an email from Jan Aument with the link and agenda. In the event you did not receive the information go to www.regonline.com/SEAL2016SpringMtg



Wild Dunes Resort is on the furthestmost tip of Isle of Palms, a laid back and beautiful barrier island off the South Carolina coast about a half-hour's drive from historic Charleston. With the Atlantic Ocean bordering one side and the Intracoastal Waterway on the other, this 1,600-acre year-round beach resort offers lots of family-friendly activities, including water sports, games and crafts, tennis, golf, biking and eco-oriented adventures that allow you to explore the area's intriguing ecosystem.

Opened in 2008, the modern, bright, beach-themed Village offers both concierge and housekeeping service to all guests who stay in its hotel-like guestrooms, studios and suites. Resort amenities include beach access, a variety of restaurants and snack bars (from fine dining to deli take-out), several swimming pools, a fitness center, two golf courses, 17 tennis courts, a spa, miles of walking and jogging paths and valet parking.

SEAL 2016 Fall Meeting: November 6 - 9, 2016 Ojai Valley Inn & Spa, Ojai, CA

Nestled in the bohemian enclave of Ojai is the historic Ojai Valley Inn & Spa, a luxurious retreat that has been one of California's most revered destinations since opening in 1923. Located just 90 minutes north of Los Angeles, the resort overlooks the unspoiled natural beauty of its mountain surroundings and celebrates the relaxed glamour of California's past to create an unparalleled resort experience that is quintessentially Ojai. The resort turned the page to a new chapter in 2015 with the unveiling of a series of enhancements that further elevate the resort experience while remaining true to its authentic spirit.

Set on 220-oak studded acres, resort guests can indulge in an abundance of active and peaceful pleasures with a George C. Thomas designed golf course; soul soothing spa therapies at the 31,000 square foot Spa Ojai; instruction that encourages creative consciousness in the Artist Cottage; essential oil blending in the Apothecary; multiple pools and more than five dining outlets with settings that range from fast-casual to fine dining. In 2015, the Inn was honored among the Condé Nast Traveler "Top 100 Hotels in the World" editor-selected "Gold List" and was selected by the Travel + Leisure readers as one of the "500 Best Hotels in the World," affirming the Inn as a treasured historic destination that authentically combines the regions unspoiled spirituality with 21st century luxury.

The posh, contemporary rooms, many with fireplaces and private balconies, have luxe linens and flat-screen TVs with DVD players. Suites add upgrades such as whirlpool baths, separate living areas and kitchens. Amenities include a spa, golf course, several different bars and restaurants, and event facilities. The daily resort fee (normally \$30/day per room has been waived for SEAL members) covers in-room WiFi, the use of tennis courts, a driving range and a putting green, and access to the fitness and business centers, as well as valet parking. Special negotiated room rates for SEAL members start at just \$229/night with several upgrade options available.



OJAI VALLEY INN & SPA

