

P3 Orlando Winter Meeting

January 31, 2016- February 2, 2016

Hotel

Courtyard International Drive
8600 Austrian Court
Orlando, Florida 32819
(407) 351-2244

Sunday January 31st

Arrivals

Tony – arrives 2:00 PM Sunday

John- arrives 4:00 PM Sunday

Air Hederman – TBD

7:00 Dinner at Vito's Chop House

- **Success Stories**
- **New technologies**
- **P3 Website** – New items to add, new Contracts / purchased equipment/ other updates?

Monday February 1st

7:00 – 8:00 - Breakfast at Hotel

8:30 – 11:30 - **Tour Designer's Press**

<http://www.designerspressinc.com/#about>

11:30 – 12:30 **Lunch** – discuss Designer's Press tour

1:00 – 2:00 – **Tony**

- Challenge – Purchasing the current Caskey building
- Reviews and Raises
- Would like to hear how each member is going to handle reviews in 2016.

2:00 – 3:00 – **Tim**

- Year-end planning and tax deferral ideas (sure; a little late for that)
- EPMS....CPC install 4th Qtr?
- Brief review of Expressway 2016 plan

3:00 – 4:00 – **John**

- Quality Control – implementing processes and employee education on QC --- Theme
- Reviews – haven't done them in a long time --- and many people haven't had increases --- Reviews and wage adjustments

4:00 – 5:00 – **Doug**

- New Building/Equipment discussion – what direction to go for the future
- Want to hear about the LED/UV presses, speeds, curing at Caskey and Woolverton
- Does anyone know about Flexo label printing?
- Digital vs offset commission structure
- Overtime/labor thoughts
- What does the future of our salesforce look like?

6:30 – 8:00 --- **Dinner – Irish Pub**

8:00 until??? – **Drinks** with IPW -John Kunce and Dan Bendele

Hanson's Shoe Repair

27 E. Pine Street

Orlando, FL 32801

Phone: (407) 476-9446

Tuesday February 2nd

7:00 – 8:00 – Breakfast

8:00 – 9:00 – **AD**

- EPMS install and automation—Pitfalls and benefits—bpi's plan
- Nexpress vs Cannon—update on John's and Tony's deal

9:00 – 10:00 – **Chip**

- Cost effective Web- to - Print Solutions
- Strategies for marketing and integrating large format digital with existing sales team
- Handling Non-Competes and Non disclosures when hiring sales reps
- New building? – 5 year plan

10:00 – 12:00- **Wrap up & Next Meeting**

Departures

Tony – 12:00PM

Air Hederman - TBD

John leaves Wednesday at 1:40 PM

