

June 4-6, 2024

NIAGARA FALLS, ONTARIO
Marriott on the Falls



Canadian Conference

Maximize the power of face-to-face meetings.

Distributors can diversify their supplier base through meetings with key decision makers at U.S. and Canadian suppliers during DM-IDEX. Manufacturers can cultivate greater relationships with channel partners to explore product distribution opportunities.

GROW YOUR KNOWLEDGE of top industry trends, insights and data so you're prepared to capitalize on lucrative opportunities and avert potential setbacks impacting the Canadian economy.

DISCOVER NEW PERSPECTIVES AND SOLUTIONS to persistent and common PT/MC labor challenges. Hear from panel participants who know the secret to hiring success. Work alongside peers during an interactive problem-solving session to radically flip the narrative and alter your approach to building awareness of careers in your industry.



Featuring a balance of dynamic networking, team-building opportunities and presentations on industry-relevant insights and advancements, the Canadian Conference is the event for PT/MC Canadian distributors and all manufacturers looking to level up their business in Canada.



Schedule of Events

TUESDAY JUNE 4

7:30am-1:30pm	Golf Outing at Battlefield at Legends on the Niagara
5:00-7:00pm	Networking Reception

WEDNESDAY JUNE 5

8:00-9:00am	Networking Breakfast
9:00-9:30am	Welcome Introductions & Remarks
9:30-10:30am	Panel Discussion: Reimagine Your Hiring Strategies
10:30-11:00am	Break
11:00-11:45am	Keynote: Relentless Adaptation: Four Lessons to Thrive in Our AI Future with Amber Mac
12:00-1:00pm	Networking Lunch
1:00-5:00pm	DM-IDEX: Distributor-Manufacturer Idea Exchange
1:00-2:00pm	Open Time <i>(no scheduled appointments)</i>
2:00-5:00pm	Scheduled Appointments
5:00-6:00pm	Reception

THURSDAY JUNE 6

7:30-8:00am	Networking Breakfast
8:00-10:00am	Workshop: Achieve Better Outcomes Through Disruptive Problem-Solving
10:00-10:15am	Break
10:15am-12:15pm	DM-IDEX <i>(scheduled appointments)</i>
12:15-1:00pm	Networking Lunch
1:00-2:00pm	Keynote: Calculating Risks and Opportunities for 2024 and Beyond with Jeremy Bess, ITR Economics

Program

PANEL DISCUSSION

Reimagine Your Hiring Strategies

Wednesday, June 5 | 9:30 – 10:30am

MODERATOR: **Ann Arnott**

Executive Vice President/CEO, PTDA

PANELISTS: **Parveen Gill, Ph.D., CHRL**

Professor and Program Coordinator, Post-Graduate HR Program, Longo Faculty of Business, Humber College

Lindsey Rocks, MBA, CPHR

Vice President, Human Resources, Applied Industrial Technologies

Sylvia Silveira

Vice President HR & Operations, NTN Bearing Corp. of Canada Ltd.

Alexandra Tillo

Bilingual Talent Strategist, Indeed

This diverse panel of hiring experts will draw on their experiences to share best practices for implementing successful hiring strategies. You'll gain a better understanding of how to navigate and overcome common industry-specific stigmas and challenges and discover new ways to appeal to the values and expectations of a changing workforce.

KEYNOTE

Relentless Adaptation: Four Lessons to Thrive in Our AI Future

Wednesday, June 5 | 11:00 – 11:45am



Amber Mac

Innovation Speaker, Co-Host, The Feed on SiriusXM, President, AmberMac Media, Inc.

An award-winning podcaster, bestselling author and media host on the topic of AI and emerging technology, Mac will guide attendees through her four-part blueprint for not just surviving our fast

future but thriving in it. She'll share practical lessons every PT/MC leader and professional needs to know to design, grow, learn, and communicate in the age of AI—all while leading authentically and making an impact in today's world of predictable unpredictability.

WORKSHOP

Achieve Better Outcomes Through Disruptive Problem-Solving: Say "Hi" to the Future

Thursday, June 6 | 8:00 – 10:00am

Presented by the PTDA Foundation



Ken Tencer

Entrepreneur, CEO, Spyder Works®



Saquib Vali

Global Business Leader

As leaders, we need new answers fast. Finding those answers first requires leaders to think differently—more boldly, creatively, empathetically, and collaboratively—to see challenges from a fresh perspective. Supported by Catalyst, the proprietary thinking game for disruptive business challenges, we'll use one of the industry's toughest challenges as our topic: building awareness of careers in the PT/MC industry. Not only will you acquire some wicked problem-solving expertise, but you'll also work together to answer key workforce questions: What do high school, college and university students want from their careers? What do early career professionals need from us to better understand their opportunities for advancement within the PT/MC industry?

KEYNOTE

Calculating Risks and Opportunities for 2024 and Beyond

Thursday, June 6 | 1:00 – 2:00pm



Jeremy Bess

Economist, ITR Economics

Get your business prepped to seize opportunities and prosper in an ever-changing fiscal landscape. Bess returns to provide clear, data-driven analysis of market trends—as forecasted by ITR Economics—and their impact on the PT/MC-relevant industries. Remain vigilant and forward-thinking when you apply his insights to determine the best course of action for the most important part of the economy—you and your business.

"We leave with a greater understanding of the issues that our Canadian distributors are encountering. Without this conference, we would be lost on the unique needs of the Canadian PT market."

- BRIAN DENGEL, KHK USA INC.

Networking

Broaden networks, expand connections and deepen business relationships through informal and formal networking opportunities.

DM-IDEX: Distributor-Manufacturer Idea Exchange

Engage in face-to-face conversation with senior executives of potential and current business partners. Use the time to review current sales plans, determine new pathways for growth or collaborate on solving problems. New for 2024, channel partners have more flexibility for connecting during DM-IDEX.

Wednesday, June 5 | 1:00 – 5:00pm

1:00-2:00pm Open Time NEW

2:00-5:00pm Scheduled Appointments

You've told us you want unscheduled time to meet with those who are either on the same side of the supply chain as your company or with companies you weren't able to schedule an appointment with. Use this first hour to make an introduction or conduct a brief conversation.

Then, over the next three hours, distributors and manufacturers meet for six 30-minute appointments scheduled in advance of the Canadian Conference using PTDA's proprietary online scheduler.

Thursday, June 6 | 10:15am – 12:15pm

Scheduled Appointments

Featuring four, one-on-one, pre-scheduled 30-minute meetings, participants can be assured of reserved time for engaging in productive business dealings.

More information about the process will become available closer to the event and final appointment schedules will be available through the software one week prior to the Canadian Conference.

Visit www.ptda.org/DM-IDEX for updated guidelines, deadlines, forms and appointment scheduling information. **You must register for the Canadian Conference by April 30 to fully participate in the pre-scheduling.**

Social Networking

Golf Outing

Tuesday, June 4 | 7:30am – 1:30pm

Battlefield Course at Legends on the Niagara

Golfers at every level will find a challenge at this 18-hole, 72-par course featuring rolling fairways and greens bound by dense forest and brush. An impressive man-made lake spans nearly 20 acres and comes into play on at least four holes while the 13th hole offers a spectacular view of Niagara Falls in the distance.

Networking Reception

Tuesday, June 4 | 5:00 – 7:00pm

Begin your first evening enjoying casual conversation with colleagues over cocktails.

Breakfast

Wednesday, June 5 | 8:00 – 9:00am

Get a strong start to the day making connections as you fuel up.

Networking Lunches

Wednesday, June 5 | 12:00 – 1:00 pm

Thursday, June 6 | 12:15 – 1:00pm

Continue productive discussions with peers and new acquaintances.

Networking Reception

Wednesday, June 5 | 5:00 – 6:00pm

Enjoy this informal reception and opportunity to connect with those you have not yet met or meet up with friends.



Hotel & Travel Information

The headquarters hotel of the
2024 Canadian Conference

MARRIOTT ON THE FALLS

6755 Fallsview Boulevard

Niagara Falls, ON L2G 3W7

+1.905.374.1077

Situated on the brink of Horseshoe Falls in Canada, experience breathtaking views of Niagara Falls and the City with your stay at the Marriott on the Falls. Its recent renovations offer modern décor, luxurious bedding, and excellent in-room amenities.

A block of rooms—all with a view of the Falls—has been set aside for Canadian Conference participants for CAD\$229 single/double standard room per night. Reservations will be taken on a first-come, first-served basis when reserved by April 30 or until the block is filled (which usually comes first). After April 30, the hotel will release any unsold rooms in the PTDA block and reservations will be taken on a space-available basis.

Book your room at ptda.org/CCHotel or call +1.877.353.2557 and reference that you are with the PTDA. Please only use the link provided above as our hotel contract ensures PTDA's rates are the lowest available on any public website.



Registration and Cancellation Policies

ADVANCE REGISTRATION DEADLINES

To receive the early discounted registration fee and to participate in DM-IDEX, your registration form and payment must be received no later than April 30. To ensure inclusion in the advance PTDA registration list, registration form and payment must be received no later than April 30.

REFUND POLICIES

Delegate and Spouse/Companion Registration: Written cancellations received by May 15 will be refunded and processed in full by June 15. Due to PTDA's contractual obligations with its vendors, no refunds can be issued for cancellations received on or after May 15.

PTDA GOLF OUTING

Written cancellations received prior to May 15 will be refunded in full. Cancellations received after this date, including on-site cancellations, will be refunded only if a substitute is found by the registered guest to fill the space.

Visit the PTDA website for the Event Code of Conduct, Publicity Photo and Video Acknowledgement, Attire and Entertainment Policies.

"The Canadian Conference is a great business opportunity to meet and interact with customers and suppliers that you don't see on a day-to-day or regular basis."

- CRAIG BOBBIE, PTM INDUSTRIES INC.

PTDA 2024 CANADIAN CONFERENCE REGISTRATION FORM

LOGIN AND REGISTER ONLINE AT
PTDA.ORG/CANADIANCONFERENCE OR FULLY
COMPLETE THIS FORM AND RETURN WITH PAYMENT

Please read the instructions on the reverse side before registering. Except for spouses and companions, each individual attending must register separately. To register additional individuals from your firm, please copy this page or download the form from ptda.org/CanadianConference.

Full Name _____

Name for Badge, if different _____

Title _____

Company _____

Address _____

City _____ Province/State _____

Postal Code/ZIP _____ Country _____

Phone _____

Email _____

Linkedin URL _____

Special Dietary Needs _____

Emergency Contact Name _____

Emergency Contact Phone _____

Return payment and this form to:

PTDA

230 W Monroe St. Ste 1410 | Chicago, IL USA 60606-4703

Fax: +1.312.516.2101 | ptda@ptda.org



REGISTRATION FEES*

DELEGATE REGISTRATION

	BY APRIL 30	AFTER APRIL 30	SUBTOTAL
PTDA Manufacturer/ Associate Member	US\$1,195/C\$1,615	US\$1,295/C\$1,750	_____
PTDA Distributor Member: 1st Delegate	US\$745/C\$1,005	US\$845/C\$1,140	_____
Additional Distributor Delegate*	US\$695/C\$940	US\$795/C\$1,075	_____

*Quantity discount is available to PTDA distributor member companies that have already registered one (1) delegate at the full conference rate. Once one delegate from your company has registered, all additional representatives may register at the quantity discount rate.

If you are not a member of PTDA but are interested in attending, please contact us.

Non-Member Manufacturer US\$1,595/C\$2,160

Non-Member Distributor US\$1,145/C\$1,550

Optional Events:

Golf Outing (Delegate) US\$150/C\$200 _____

Club Rental US\$50/C\$55 _____

Right Left M F **DELEGATE TOTAL** _____

Are you a first time PTDA Canadian Conference attendee? Yes No

Are you Next Gen (40 years of age or younger)? Yes No

Are you a woman in the industry? Yes No

SPOUSE/COMPANION REGISTRATION

Spouse/Companion Name _____

Spouse/Companion Registration US\$230/C\$310 _____

Special Dietary Needs _____

Golf Outing US\$150/C\$200 _____

Club Rental US\$50/C\$55 _____

Right Left M F **SPOUSE/COMPANION TOTAL** _____

PAYMENT OPTIONS (Please note, registration not final until paid in full.)

I have enclosed a check for US\$ _____

Charge my credit card US\$ _____

I am paying via ACH. Access PTDA's ACH information at ptda.org/ACH.

**Fees are provided in Canadian funds (rounded to the nearest \$5 or \$10) as of February 6, 2024, for reference only. All payments must be made in U.S. funds. Credit card payments will be charged in U.S. Dollars, but will appear on your credit card statement in your local currency. For refund policies, please see reverse side.

Credit Card Number _____

Exp. Date _____ Security Code _____

Cardholder Name _____

Cardholder Address _____

Cardholder Signature _____