

PWNA Update
August 2009
From Dan Galvin, President

PWNA Conference ~ October 8-10, 2009
Chicago, Illinois

The big news for this newsletter is that the deadline to register for PWNA's annual convention and technical seminars is just weeks away. Conference committee members have been busy organizing the final details for this event over the last few weeks and it looks like this is going to be one of the best events ever!

The annual convention is the biggest benefit of being a PWNA member. It provides an opportunity for like-minded people from across the country, and from across all sectors of the power washing industry, to get together for continuing education and networking.

Here's a small sample of activities planned for this year's event:

Pre-Convention Classes ~ October 8th 2009

These informative three-and-half-hour sessions run simultaneously, starting at 1:00 PM on Thursday, October 8. The fee is \$69 for members and \$99 for non-members. Each registrant may choose one class. Please be aware that there is limited seating available for each of these three classes, so be sure to sign up soon! Pre-convention classes include:

Machine and Pumps: *How to rebuild and repair machine engines, pumps and burners.*

Kitchen Exhaust Cleaning: *A panel of experts facilitates this Q & A session focused on kitchen exhaust cleaning. Tips on building your business.*

Power Washing for Newbies: *Robert and Michael Hinderliter explain how to start a power washing business and make money at it, while avoiding costly mistakes.*

Convention Events ~ October 9 & 10, 2009

Friday and Saturday mornings there are a series of two-to-four hour seminars being presented by several well-respected and knowledgeable PWNA members. **(Check www.pwna.org for a more detail list of speakers to be posted closer to the conference dates.)**

Seminar Topics Include:

- Flat Work
- Kitchen Exhaust Cleaning
- Fleet Washing
- Environmental Power Washing
- Insurance
- Basic Chemistry
- Parking Structures
- Wood Restoration
- Marketing and the Internet

Other conference highlights:

Trade Show Displays

See the latest in power washing equipment and product offerings from distributors and suppliers from across the nation. Many of the vendor's exhibits are outside, so you can actually try various pieces of equipment. This hands-on experience is a great advantage to those owner/operators who normally only speak to their product reps on the telephone and order product via the Internet.

Best Rig Contest (Friday afternoon)

Members from nearby states drive their best power washing rigs to enter the "Best Rig Contest." Delegates get to visually inspect the entries and choose their favorite three. This is a great opportunity to see the variety of equipment and ingenious ways it is being stored in vehicles and used to its best advantage. The winners will be awarded special PWNA prizes PLUS be featured in an upcoming issue of *Cleaner Times Magazine*.

Cocktail Reception and Annual Awards Presentations (Friday evening)

Hosted by Daryl Mirza of Facilitec. The Master of Ceremonies for the awards part of the evening is Joe Walters, Joseph D. Walters Insurance. Award categories include Vendor and Contractor of the Year, as well as several PWNA service awards.

Networking Opportunities

Several break out sessions give delegates an opportunity network with others. Whether you are a new contractor or have been in business for years, having an opportunity to interact with other industry professionals is invaluable in helping you build your business.

Elections for Board of Directors

Nominations are now being accepted for our 2009/2010 Board of Directors. All members are encouraged to consider serving on the Board. This is a great way to get to know other contractors and learn more about the power washing industry. **For more information, contact ????**

Still need to register for the PWNA Convention? Go to our website now! The deadline is ????

<http://www.thepwna.org/annualconvention.php>

Accommodations

Please note the name of the hotel has changed from the *Holiday Inn* to the *Vista*. We will enjoy the same great service and amenities with a new name. Book your room reservation at:

<http://www.vistarez.com/illinois/gurnee-vill166-home.aspx>

In Other News:

Clean Across America Update

PWNA members from communities across the USA participated in this annual public service project throughout the month of July. We are still waiting for full reports from participants before we can tally up the total number of volunteer hours worked and types of projects completed. If your company and employees participated in *Clean Across America*, please forward your event details to head office as soon as possible. We'll publish more details in a few weeks.

PWNA Board of Directors Meeting ~ September 11-13

In accordance with our Association's Bylaws, all members of your Board of Directors will meet in Chicago, Illinois, September 11-through-13. In addition to final pre-conference planning, the Board will discuss strategies to carry PWNA into 2010 and beyond.

I would like to offer a friendly reminder to all PWNA members that serving on the Board of Directors is a 100% volunteer commitment. These individuals are not being compensated for their efforts or reimbursed for expenses incurred in relation to this meeting. I extend sincere thanks to each and every one of these individuals for this tremendous commitment of time and allotment of financial resources in support of PWNA. Without this support, PWNA would not be alive.

Sincerely,

Dan Galvin
East Coast Powerwashing