



WCPA OFFERS ITS BIGGEST MIP COUPON BOOK EVER!

If you haven't already renewed your membership, now is the time! The new MIP Coupon Book has been printed and is being sent out to Western Canvas Products Association members. Look for it in your mailbox today!

The book has more than \$800 in coupons you can use for your business. This more than offsets the cost of a WCPA membership. Why not take advantage of this great opportunity today? Visit www.wcpaonline.com to renew your membership. This year's MIP coupon book has the most participants in the history of the WCPA. Sixteen companies have agreed to offer discounts to WCPA members. If members use every coupon in the book, that more than pays for your membership and even the of the cost of the upcoming WCPA Annual Meeting & Expo registration fees.

Go to page four to see a list of the companies participating in the MIP Coupon Book program.

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WCPA Annual Meeting & Expo Information & Update

Looking Forward to Meeting WCPA Members!

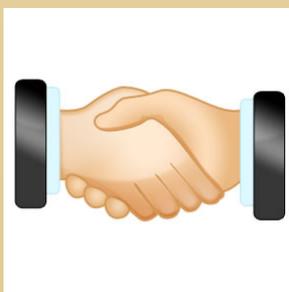
Hello everyone! I'm looking forward to meeting all of you! If I don't get a chance to meet you at the WCPA Annual Meeting & Expo in Las Vegas this month, I hope to meet you at another WCPA event.

I'll be at the registration table during the February 26-28 WCPA Annual Meeting & Expo.

The association has more than 200 members today and is growing. Plans for meetings, expos, MIP Coupon books and other valuable member exclusives are just a few of the many benefits you get for being part of the WCPA.

I can't wait to meet those of you attending this upcoming Annual Meeting & Expo. If you have any questions or please feel free to contact me.

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The WCPA Annual Meeting & Expo is set for February 26-28! The event, coupled with the Industrial Fabric Association's Tent Rental Division conference, will have more than 100 participants!

Even though the great \$60 a night hotel registration deadline has passed, you can still register for the event and get rooms at the New York New-New York Hotel in Las Vegas.

Call the hotel for room reservations at 1-888-693-6763.

Visit www.wcpaonline.com to register for the WCPA event. It's only \$225! With this year's MIP Coupon Book, that cost is easily covered! So why not come to this great event, network, learn new things and have fun?

The three-day event will feature a vendor fair, workshops, networking opportunities and more!

And if you can't make it for all three days of this amazing event, you can still pop in for just a day.

Monday day passes are available for \$175. Tuesday day passes are available for \$75.

Remember, you can still register at the door during the event on any of the days.

The WCPA event will feature the association's Annual Meeting. During the WCPA luncheon, attendees will be updated on the association's activities, plans, goals and financials.

Also, there will be a presentation that will provide you with tips and advice on business.

Even if you can't come for all three days, the Monday, February 27 WCPA luncheon is worth at least a day trip. Come check out all the activities and fun!



Workshops are set to include:

"Developing Trust w/ Your Customer Base"

"How to Work with Media When You Have a Project Failure"

"Crisis Management"

"The Value of Intern Resources"

Don't forget, the event will also feature an expo. If you are attending the event, don't forget to bring your 8x10 photos.

WCPA will be proudly displaying member photos at the reception welcoming area in the hotel.

And keep in mind that Sunday's Industrial Fabric Association International Tent Rental Division events are not include in the WCPA registration fee.

Contact Jan Shieffer for more information about the IFAI TRD event at jmschieffer@ifai.com.

Contact Bill Fuller to register for the WCPA Meeting & Expo at wfuller@acmesunshades.com.

Or visit www.wcpaonline.com to register for the event or find out more information. A schedule of events is available on the WCPA Web site as well.

Trade Opportunities Just a Click Away!

Today's economy isn't just limited to your city, state or even country; it's a global market place.

Doing business overseas isn't just for the "big boys" anymore.

Your average mom and pop shop can do trade overseas simply by selling something online at merchant sites like Ebay or on your own Web site.

For more information and resources on trade, go to www.export.gov. The government Web site offers export basics, how to develop your export plan, identifying your market, conducting business online and more.

Your local county or city governments also have trade resources.

Check your local listings to see if your county will help you grow your business. Some counties even offer trade missions to China and other countries!



You have been working eight to twelve hours per day five or more days a week for the last forty years. Now you are really looking forward to retiring.

It's not that you don't enjoy what you are doing, it's just that you want to forget about making payroll, having enough cash on hand to pay the bills or dealing with the unexpected problems (opportunities) that always arise.

You contact a business broker, get your business ready to sell, put it on the market, and wonders of wonders, you get an offer for close enough to your asking price that you can't turn it down.

Before you know what is happening, you are at the escrow company signing the closing documents.

New owner training passes in the blink of an eye and now you don't have to go into the office. You are officially retired.

Now what? You worry about how to fill up those long hours of the day. You used to be so busy and now you have so much time on your hands.

If that is what you are thinking, let me suggest that there are so many things to do that you will be soon wondering how you ever had time to work.

First there are all those projects that your spouse has been nagging you to do for the last umpteen years.

Then there is the opportunity to travel and see places you never could find the time for.

That hobby that you put off doing as you didn't have the time is beckoning.

The books to read, the plays to see, maybe even the play to perform in at the local little theater. All this calls out to you.

But wait, friends now know that you are retired. And one has a great offer for you. You have just the background that their organization needs to move to the next level.

All of a sudden, you find that you are being recruited to join this board. The local community theater you have been attending calls for volunteers to help put on plays or needs a board member.

Your church knows that you are retired which they translate into you have so much time to volunteer and want you to join the building finance committee or some other committee.

One day a few months after you have retired, you wake up and realize that you are just as busy as you were before you retired.

Your vision of sitting on the rocking chair on the front porch never materialized. Your fishing trips or golfing with friends just doesn't happen. There's no time for that. You think - Am I going to have to retire again? I'm too busy!



IFAI Needs a CEO

The Industrial Fabrics Association International is on the hunt for a new President and CEO. The 100-year-old association is the world's largest textile and trade organization. IFAI has 1,900 member companies in 54 countries.

Interested candidates should send a letter of introduction and a resume to IFAI's search firm at:

employment@cinnatus.com
or in care of:

Kent Eklund
Cinnatus Inc.
Riverplace Suite 210
43 Main Street S.E.
Minneapolis, MN 55414

IFAI is looking for a candidate with at least 15 years of experience of executive level leadership and more. Visit:

<http://www.ifai.com/posts/235>
to find out more about the position requirements. Deadline for submission is March 16.

WCPA

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303 Products

Abc Sun Control LLC

Alpha Productions Inc.

AR Industries

Covin Sales & Converting

Eide Industries Inc.

European Rolling Shutters

Futureguard Inc.

IFAI Bookstore

Keyston Bros.

Made in America

Rainier Industries Inc.

Sattler North America Corp.

Sunair Awnings & Solar Screens

Tri Vantage LLC

Tucson Rolling Shutters Inc.

WCPA



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