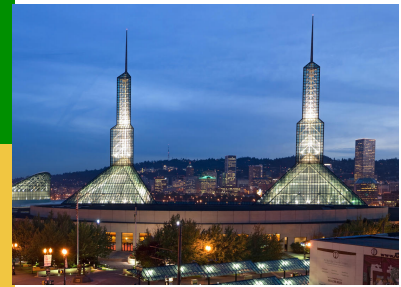




# Annual Convention and Trade Show

Portland, Oregon  
March 21-24, 2018



## SCHEDULE OF EVENTS

### Tuesday, March 20

1:30 pm-5:30 pm  
6:45 pm-9:00 pm

### **Registration Desk Open From 2:00 pm-5:00 pm**

Board Retreat/Orientation  
Board Dinner

### Wednesday, March 21

8:00 am-9:15 am  
9:15 am-11:15 am

11:30 am-6:00 pm

7:00 am-12:00 pm  
1:00 pm-5:00 pm  
3:00 pm-5:00 pm

### **Registration Desk Open From 8:30 am-4:00 pm**

Board Meeting - Open to all PSAI Members

Committee Meetings

Full schedule of committees and locations to be published by February 14, 2018

Golf Outing – Location Pending

Players will gather for a 1:00pm shotgun start

Truck Move In

Exhibitor Move In

Bonus Training/New and Prospective Member Event: Portable Sanitation and Special Events

The PSAI Training and Member Business Success Committees team up to bring you an extra 90 minutes of portable sanitation-specific training at no extra cost. Join us afterward to learn more about how the PSAI can help your business be even more successful!

6:45 pm-9:00 pm

Past Presidents' Dinner

Details to be announced in January 2018

### Thursday, March 22

7:00 am-2:30 pm  
7:30 am-8:00 am  
8:00 am-8:15 am  
8:15 am-9:15 am

9:15 am-10:15 am

10:15 am-10:30 am  
10:30 am-11:30 am

11:30 am-12:30 pm

12:30 am-2:30 pm

2:30 pm-7:00 pm

### **Registration Desk Open from 7:00 am to 4:00 pm**

Exhibitor Move In

Morning Coffee

Welcome

Keynote: The 1% Windfall: How Successful Companies Use Price to Profit and Grow

Rafi Mohammed, Bestselling author and founder, Culture of Profit, Inc.

Workshop: The Art of Pricing

Rafi Mohammed, Bestselling author and founder, Culture of Profit, Inc.

Coffee Break

Topical Roundtable Discussions I

Full list of topics to be announced February 15, 2018

Innovation Forum

Portable sanitation suppliers sharing the latest developments in their areas of expertise

2018 Luncheon: Annual Report to the Membership and Industry Awards

Buffet lunch included in your registration fee

Trade Show Opening, Silent Auction Kickoff and Reception

Trade Show floor



# Annual Convention and Trade Show

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## **Friday, March 23**

7:30 am-8:00 am

8:00 am-8:15 am

8:15 am-9:00 am

9:00 am-9:45 am

9:45 am-10:00 am

10:00 am -11:30 am

11:30 am-12:30 pm

12:30 pm-1:30 pm

12:30 pm-6:00 pm

4:30 pm – 6:00 pm

6:00 pm – 10:00 pm

## **Saturday, March 24**

8:00 am-8:30 am

8:00 am-9:00 am

8:00 am-12:00 pm

8:30 am-11:00 am

9:00 am-10:00 am

10:00 am-10:15 am

10:15 am-11:15 am

11:15 am-12:15 pm

12:15 pm-12:30 pm

12:45 pm-1:30 pm

## **Registration Desk Open from 8:00 am to 4:00 pm**

Exhibitor/Supplier Member Meeting

Morning Coffee

Technology Solutions for Portable Sanitation

A panel of experts will describe the range of technologies currently in development and use that make portable sanitation companies safer, more efficient, and more profitable

What We Do: Technology Experiences from Portable Restroom Operators from Investigation to Implementation and Systems Improvement

Learn from a panel of portable sanitation operators using a variety of technology systems to run efficient and successful companies

Coffee Break

Training: Servicing and Maintaining Portable Sanitation Equipment

The PSAI Training Committee

Topical Roundtable Discussions II

Full list of topics to be announced February 15, 2018

Lunch on the Trade Show Floor

Included in your registration fees

Trade Show Open

Celebrating the Portable Sanitation Industry

Join us for a party where we wrap up the trade show, declare the silent auction winners, and award this year's big prizes!

Trade show tear down begins

## **Registration Desk Open from 7:30 am to 12:15 pm**

Exhibitor/Supplier Member Meeting

Continental Breakfast

Included in your registration

PSAI Basic Service Technician Course and Certification Exam (extra fees)

Trade Show Tear Down Continues

Crucial Conversations: Tools for Talking when the Stakes are High

Mark Carpenter, Vital Smarts

Coffee Break

Silent Danger: The Five Crucial Conversations That Drive Safety

Mark Carpenter, Vital Smarts

Topical Roundtable Discussions III

Full list of topics to be announced February 15, 2018

Final Announcements

Board Meeting - Open to All PSAI Members

Convention and Trade Show wrap up