

**The National Association of Police Equipment  
Distributors (NAPED)  
Annual General Meeting and Conference 2018**



**The Westin Savannah Harbor Golf Resort & Spa**

**Savannah, Georgia**

**June 8 – 11, 2018**



## AGM Overview

The 2018 Annual General Meeting for General and Associate Members of the National Association of Police Equipment Distributors is being held June 8 -11, 2018 at the Westin Savannah Harbor Golf Resort & Spa.

Registration for the event is now open at NAPED.com or [click here to register](#).

Hotel Reservations are now open, please [click here](#).

NAPED, a non-profit association operating in the law enforcement, public safety and military markets, is offering several promotions prior to the 2018 AGM.

- New members receive \$200 off their first year's membership
- Existing members receive either a free golf game or machine gun shoot for bringing in a signing member
- Test Drive Program – Associate members can invite a distributor for \$500 to “test drive” the association

**General Members are encouraged to bring along their buyer to this event.** There will be plenty of opportunity to sit with associate members and take advantage of this year's Special Buy programs.

**Associate Members are encouraged to create Special Buy's that:**

- Create exclusive Special Buys for NAPED distributors
- Offer longer term discounts off current tier for being a member
- One time buys that provide extra discount off current tier unique to NAPED
- Product bundles exclusive for NAPED that result in better margins

***Remember, your AGM experience is what you make it!***



Dear NAPED Members,

Welcome to our Annual General Meeting in Savannah, Georgia. A lot has changed in NAPED's 32 years as an association. Initially created to develop long term relationships between law enforcement distributors and dealers and the manufacturers that produce the products our men and women in blue count on every day, we are a different organization today but the mission is still the same.

It has been an honor to serve this membership and watch this association change with the times. And the change is for the better. Our association has become a North Carolina non-profit this past year. We have grown to include public safety and military equipment vendors. We have increased our communications to our membership through branded email newsletters and have started a social media marketing endeavor to increase awareness to our younger customers. We have many new members.

There are still many issues to keeping an association alive and thriving in this day and age of digital business. The idea of forming long lasting relationships is not a thing of the past, but a foundation for individuals and businesses to mentor and foster new business. Our original mission still stands, but it must adapt to the rapidly changing conditions of today's business models, as well as our industry and our customers. To maintain a viable association in today's climate we must offer our membership real value and opportunity. I ask our membership to actively participate in your association. Ideas, suggestions, company news and new sales programs are all the types of communication we need to facilitate within our membership. Please make sure you are providing our Administrative Director with your news so that we may share it within our association and build a bridge within the industry that will increase awareness of our association and grow our membership and increase your business.

Thank you,

Tim Brown  
President, NAPED  
timb@gtdist.com

## CONTACTS

### **NAPED:**

Laura Burgess, Administrative Director  
[laura@lauraburgess.com](mailto:laura@lauraburgess.com)  
[director@naped.com](mailto:director@naped.com)  
Cell: 603-682-3316

### **Westin Savannah Harbor Golf Resort & Spa:**

1 Resort Drive  
Savannah, GA 31421  
P: 912-201-2000  
[www.westinsavannah.com](http://www.westinsavannah.com)

### **The Club at Savannah Harbor:**

Chris Thompson, PGA  
[Chris.Thompson@westin.com](mailto:Chris.Thompson@westin.com)  
O: 912-201-2253

### **QuickShot Shooting Range:**

Tyler Perkins  
7202 White Bluff Rd.  
Savannah, GA 31406  
P: 912-349-3361  
[htylerperkins@quickshotshootingrange.com](mailto:htylerperkins@quickshotshootingrange.com)  
[www.quickshotshootingrange.com](http://www.quickshotshootingrange.com)

### **Savannah Riverboat Cruises:**

Deborah Bouchea – Cruise and Event Planner  
9 E. River Street  
Savannah, GA 31401  
P: 912-629-2637  
[dbouchea@savannahriverboat.com](mailto:dbouchea@savannahriverboat.com)  
[www.savannahriverboat.com](http://www.savannahriverboat.com)

### **Ferry: Savannah Belles Ferry**

P: 912-447-4029  
[www.catchacat.org](http://www.catchacat.org)



**National Association of Police Equipment Distributors (NAPED)**

**Board of Directors as of March 27, 2018**

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Administrative Director, NAPED  
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P: 252-288-5805

Anti-Trust Officer:  
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Uniform Den  
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[uden2@live.com](mailto:uden2@live.com)  
P: 800-852-9649

Eldon Griggs  
Past President, NAPED BOD  
GALLS, Inc.  
1340 Russell Cave Road  
Lexington, KY 40505  
[Griggs-Eldon@galls.com](mailto:Griggs-Eldon@galls.com)  
P: 859-266-7227

Rev 032718 LB

# ITINERARY

## June 7, Thursday

- Arrival of BOD and any other members

## June 8, Friday

- Arrival of members
- 9 am – noon – BOD meeting
- 1 pm – 4 pm – Golf at the Club at Savannah Harbor
- 6 pm – 9 pm – Riverboat cruise

## June 9, Saturday

- 7 am – 9 am – Welcome Breakfast
- 9 am – Noon – Associate Member Presentations and Exhibitor Set Up
- Noon – 1 pm – Lunch in exhibit hall, Exhibits open
- Noon – 6 pm – Exhibits open
- 4 pm – 5:30 pm – Speaker Presentation: Nick Bruckner, Digital Marketing for Public Safety Companies
- Dinners on own
- 9 pm – midnight – Hospitality Suite open

## June 10, Sunday

- 7:30 am – 9 am – breakfast
- 9 am – 10 am – Presentation: Sarah Wilson, Grant Writing Services
- 9 am – noon – Exhibits open
- Noon – 1 pm – Lunch in exhibit hall, Exhibits open
- 1 pm – 3 pm – Exhibits open and breakdown
- 3 pm – 5:30 pm – QuickShot Shooting Range
- 6:30 pm – 7:30 pm – Cocktail reception
- 7:30 – 9:30 pm – Final banquet and Awards

## June 11, Monday

- Members leave
- BOD wrap up meeting

## HOTEL

The Westin Savannah Harbor Golf & Spa Resort is nestled along the banks of the Savannah River and situated just a ninety second ferry ride away from historic downtown, The Westin Savannah Harbor Golf Resort & Spa offers travelers an elevated escape in Georgia's oldest city.

Unique among downtown destinations, our waterfront hotel seamlessly blends urban accessibility with excellent resort amenities. Play a round on our PGA Championship golf course, relax with a treatment in our signature Heavenly Spa, host a meeting in our 36,000 square feet of venue space or spend a day lingering poolside, basking in Savannah's year-round temperate climate. Travelers can also visit our beach club on pristine Daufuskie Island or take advantage of our complimentary hotel shuttle to enjoy Savannah's historical attractions, dynamic restaurants and exciting nightlife. While compelling activities abound, you'll look forward retiring each night in our spacious guest rooms and suites, all of which are decorated in soothing tones and feature our famous Westin Heavenly Beds®.

- Hotel rooms will be available starting Wednesday, June 6 through Tuesday, June 12, 2018
- Room rate for single and double is \$211.00
- Rates do not include 13% plus \$2.50 occupancy tax and \$5 state hotel/motel tax

### Reserve your hotel room:

<https://www.starwoodmeeting.com/events/start.action?id=1803028462&key=214ECB2E>

#



## EXHIBITION

Every exhibitor will receive one 10'x10' space with a 10' table, 2 chairs and trash can. Additional tables can be purchased at \$60 each. Electrical is \$50. Upon registering for event [online](#). If you have any preferences where your table is in relation to another member's, please let Laura Burgess know prior to the event to accommodate your request.

There will be two areas for private meetings. There will be sign up forms available for these areas. They may be used anytime during set up, exhibition time and during the Speaker events. Please be considerate and do not use the space for longer than 30 minutes.

### **Shipping Information:**

**Westin Savannah Harbor Golf Resort & Spa  
NAPED/Exhibit Company Name  
One Resort Drive  
Savannah, GA 31421  
Attention: On-site Person Receiving Box/JinJin Charon**

Any company that would like to provide a small take-away or brochure to include in the guest bags, please ship to the above address and include: ATTN: Guest Laura Burgess. Items like flyers, brochure, pens, patches are all welcome.

**Please make sure you have emailed Laura Burgess your most current high-resolution logo for your table top signage by May 15, 2018**



# PRESENTATIONS

On Saturday, June 9<sup>th</sup>, presentations will be start at 9 a.m. in a room to be announced. For associate members, this is the perfect time to present your company and products to our entire general membership. **Only those associate members that are participating in the Special Buy program can formally present.** You are allotted 15 minutes to cover anything you like. Be advised, that while you have the general membership as a captive audience, now is your chance to sell your Special Buy. We will have an AV system available. Please make sure that if you choose to bring your laptop to plug in, you also have a thumb drive as a back up.

During the presentation period, associate members will also be setting up their tables in the adjoining exhibition hall. Please advise Laura Burgess of your preferred time for your presentation. I will do my best to accommodate you. It is a first come, first serve position. Please email me at [director@naped.com](mailto:director@naped.com) for your time slot – Please have your Special Buy available at that time for review.

**Remember, that we will also have private space available on the floor for scheduled use if you need a one-on-one with a buyer. Those slots will be available at the beginning of the show.**

TIME	CONTACT	COMPANY
<u>9 am</u>		
<u>9:15 am</u>		
<u>9:30 am</u>		
<u>9:45 am</u>		
<u>10 am</u>		
<u>10:15 am</u>		
<u>10:30 am</u>		
<u>10:45 am</u>		
<u>11 am</u>		
<u>11:15 am</u>		
<u>11:30 am</u>		
<u>11:45 am</u>		

# NAPED 2018 AGM

## Savannah, Georgia

### June 8 - 11, 2018

## NAPED 2018 Annual General Meeting Sponsorship Opportunities

*Make the most of your conference by getting out in the front with our exclusive branding opportunities. Very affordable and very visible! Sign up now, spaces are limited and it is a first come, first to get noticed, venue!*

### **NAPED Event Sponsorship:**

*Event sponsors will receive top billing throughout the course of three days, including mentions in all marketing materials, announcements, and social media. Two (2) membership sponsors available:*

*Position 1:*



*Position 2: Available \$1,500*

### **Golf Tournament Sponsorship:**

*We have two (2) types of Golf sponsorships for our Scramble. Sponsor a specific hole for only \$150 for a branded hole sign (18 available). Or be the Bar Cart Sponsor and your brand will be featured on the carts GPS systems, plus signage throughout the course. Only one Bar Cart Sponsor available at \$500.*

### **Riverboat Cruise Sponsorship:**

*Gliding along the beautiful Savannah River at dusk with a cocktail in one hand and your brand around everyone's drinks! We have four (4) sponsorships available, each only \$250.*

### **QuickShot Shooting Range Sponsorship:**

*In this state-of-the-art indoor shooting range, you'll be cool and out of the Georgia heat but on fire! Your choice of handguns and of course, machine guns! Your brand will be featured in the range for all to see. We have four (4) sponsorships available, each only \$250.*

**Contact Laura Burgess**  
**[director@naped.com](mailto:director@naped.com)**

# GOLF TOURNAMENT



**WHEN:** Friday, June 8<sup>th</sup> starting at 1 p.m.

**WHERE:** The Club at Savannah Harbor

**WHAT:** NAPED AGM Scramble

As the home of the PGA TOUR's Liberty Mutual Insurance Legends of Golf Champions Tour from 2003-2013, The Club at Savannah Harbor has hosted many renowned golfers throughout the years. Designed by Robert Cupp and Sam Snead, this Troon-managed, 18-hole golf course encompasses 7,288 yards, offering challenges for both the veteran and novice golfer.

Situated across the street from The Westin Savannah Harbor Golf Resort & Spa, the club features a fully-stocked pro shop with options for golf club rentals, Har-Tru tennis courts, men's and women's locker rooms and the Champions Grill and Legends Bar. **Travelers can enjoy a complimentary shuttle ride to and from the facility**, which is also home to the world's largest Heavenly Spa by Westin.

When registering for the event online, please fill out the golf tournament registration to guarantee your space and rental clubs. **Please submit your pairings for the cart signs and scorecards by June 6, 2018.** There will be a registration table where you will sign in and collect your scorecard. A beverage cart will also be on hand. We also have great sponsorship opportunities available.

## **Golf Tournament Sponsorship:**

*We have two (2) types of Golf sponsorships for our Scramble. Sponsor a specific hole for only \$150 for a branded hole sign (18 available). Or be the Bar Cart Sponsor and your brand will be featured on the carts GPS systems, golf accessories, plus signage throughout the course. Only one Bar Cart Sponsor available at \$1,000.*

Contact [director@naped.com](mailto:director@naped.com) to secure your sponsorship!



Join us on Friday, June 8 from 6 p.m. to 9 p.m. for a scenic tour of the historic Savannah river via the Georgia Queen Riverboat.

- Located across the river from the Savannah Westin hotel at 9 E. Street in Savannah.
- Meet in lobby at 5:20 for 5:40 Ferry across to the Riverboat.
- Boarding begins at 6 p.m.
- Riverboat leaves dock at 7 p.m.
- Appetizers and beverages on the house!
- [Check it out!](#)



Savannah Belles Ferry Schedule, [click here](#) [www.catchacat.org](http://www.catchacat.org) 912-447-4029

For service to and from the river shores, please note that our Westin hotel landing is the TRADE CENTER LANDING. The Riverboat cruise is located at the CITY HALL LANDING. Ferries leave the Trade Center Landing starting at 7:10 am every 20 minutes.

#### **Riverboat Cruise Sponsorship:**

*Gliding along the beautiful Savannah River at dusk with a cocktail in one hand and your brand around everyone's drinks! Sponsors will have branded napkins, ice cubes and signage. We have four (4) sponsorships available, each only \$250.*

Contact [director@naped.com](mailto:director@naped.com) to secure your sponsorship spot!



# Savannah Belles Ferry



Savannah Belles Ferry operates daily, year-round, except Thanksgiving, Christmas and New Year's Day

## Service Locations

**CITY HALL LANDING**--River Walk at City Hall, adjacent to Hyatt Hotel

**TRADE CENTER LANDING**--Hutchinson Island between Trade Center and Westin Hotel.

**WAVING GIRL LANDING**--River Walk, adjacent to Marriott Hotel

## Service Schedules

The Savannah River is a busy commercial waterway, with special regulations for vessels crossing the river. The Ferry may sometimes be delayed briefly by visibility or large vessel traffic in the area. We appreciate your patience.

Scheduled service may be modified for special events and conventions.

*Savannah Belles Ferry System is operated by Chatham Area Transit (CAT). For information, visit [www.catchacat.org](http://www.catchacat.org) or call (912) 447-4029.*

*Thanks for riding with us!*



## DEPARTURES:

City Hall Landing <i>Hyatt</i>	Trade Center Landing <i>Westin</i>	Waving Girl Landing <i>Marriott</i>
7:00 AM	7:10 AM	*
7:20 AM	7:30 AM	*
7:40 AM	7:50 AM	*
8:00 AM	8:10 AM	8:20 AM
8:30 AM	8:40 AM	8:50 AM
9:00 AM	9:10 AM	9:20 AM
9:30 AM	9:40 AM	9:50 AM
10:00 AM	10:10 AM	10:20 AM
10:30 AM	10:40 AM	*
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<b>3:30 PM</b>	<b>3:40 PM</b>	<b>3:50 PM</b>
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<b>11:40 PM</b>	<b>11:50 PM</b>	*
12:00 AM	12:10 AM	*
12:20 AM	*	*



Thank you to our Speaker Series Sponsor, Praetorian Digital / PoliceOne.com



PoliceOne.com's mission is to help officers fulfill their mission. They provide law enforcement with the information and resources they need to better protect their communities and come home safe every day. PoliceOne.com does this by providing a secure, trusted and reliable online environment for the exchange of information between officers and departments across the United States and from around the world. With more than 2 million visitors per month and over 650,000 registered members, PoliceOne.com allows verified members access to exclusive Law Enforcement Only content, award-winning eNewsletters, exclusive discounts on products and services and much more.

**Saturday, June 9, 2018, 4 pm – 5 (5:30) pm**  
**Nick Bruckner, VP Digital Marketing**

Founded in 1999, [Praetorian Digital](#) is the leading digital media company in the public safety and local government market. Our properties are visited by more than 5 million public safety and local government officials every month and count over 1.3 million first responders and government personnel as members. Praetorian owns and operates [PoliceOne.com](#), [FireRescue1.com](#), [EMS1.com](#), [CorrectionsOne.com](#), [Military1.com](#), and [EfficientGov.com](#) as well as more than 15 topical public safety websites providing resources ranging from accredited online training to grant funding assistance. We are deeply committed to providing cutting-edge information and resources that help first responders, government officials and military personnel better protect themselves and serve their communities.

**Sunday, June 10, 2018, 9 am – 10 am**  
**Sarah Wilson, Vice President Grants Program**  
**Samantha Dorm, Senior Grant Consultant**

**PoliceGrantsHelp** provides officers the most comprehensive police grants database ever created and free assistance and grant writing services. During the past five years, the program has provided more than 500,000 municipal departments with access to grant assistance and support and has secured more than \$120 million in grant awards to departments.



## Digital Media Best Practices

Nick Bruckner, Vice President of the Media Division for Praetorian Digital will lead a seminar and discussion on the state of digital messaging in the Public Safety Sector. Branding through social media and digital platforms requires a strategy backed by marketing research. Nick will provide you with the insight to start developing your digital media tools.

Join Nick on Saturday, June 9 at 4 p.m. for his presentation.

1. Digital Behaviors today... Within Public Safety
  - a. What are the buying behaviors of the modern first responder
  - b. Understanding the customer and digital bombardment
  - c. How Millennials are distracted today
2. Biggest Challenges today (when marketing)
  - a. Purchasing process as it was
  - b. Purchasing process as it is TODAY (mainly digital)
    - i. Review Google's 4 step purchasing process
    - ii. Focus on the Zero Moment of Truth (ZMOT)
3. Better understanding your Digital Media Tools
  - a. Promotional marketing vs. Thought Leadership (24/7)
  - b. Push Marketing (you control the message, deliver and audience)
    - i. Email
    - ii. eNewsletters
    - iii. Custom Content
  - c. Pull Marketing (user drives action, redirect the user to a specific asset)
    - i. Display
    - ii. Website
    - iii. Social Ads
    - iv. Identify 1 defining fact about their HQ location (restaurant, sports team, news report)
4. Elevator Pitch: Know what you are going to say when you call / email
  - i. WHY consider (a user must decide to seek consideration of replacement prior to picking a brand / purchase)
  - ii. WHY purchase a specific brand
  - iii. WHY purchase from your company

**Presenters**

Sarah Wilson, Vice President and Samantha Dorm, Senior Grant Consultant

**Session Title \***

Police Grants 101

**Duration\***

60 mins

**Session Type\***

Choices: Short course workshop

**Abstract/Description \***

Grants are a great way for departments to receive funding beyond the limits of their operational budget. They can help bridge the gap between department's resources and its needs. Grants are meant to be a solution to evolving community problems when budgets can't adjust quickly enough. Grants can help pay for equipment, vehicles, training, or even provide funding for additional personnel.

Grants are direct monetary assistance to an organization to undertake a specific project or program. Grants fund solutions to identified problems within a community. Grants come from federal, state and private resources.

Its important that any distributor selling to law enforcement have a basic understanding of the types of grants available to police customers but more importantly understand what these police departments need to do to prepare, submit and ultimately be funded by a grant.

**Learning Objectives \***

This Police Grant 101 overview course will cover the basics of police grants, how agencies should prepare for grant applications, the types of grants that most commonly fund police as well as the federal funding landscape for law enforcement in this current fiscal year. Finally, we'll also cover how to make sure that your company maintains compliance when it comes to participating in the grant bid process.

**Bios**

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Sarah Wilson, Vice President Grants - PoliceOne and PoliceGrantsHelp

<https://www.praetoriandigital.com/leadership-and-management-team/Sarah-Wilson-Vice-President-Grants-Division-profile/>

Samantha Dorm, Senior Grant Consultant - PoliceOne and PoliceGrantsHelp

<https://www.policegrantshelp.com/columnists/Samantha-Dorm/>



## QUICKSHOT SHOOTING RANGE



**WHEN:** June 10, 3:00 p.m. – 5:30 p.m. Transportation to the range will leave at 2:30. Be in the lobby and ready!

**WHERE:** Quickshot Shooting Range is located at 7202 White Bluff Road

The Quickshot Shooting Ranges are fun, safe alternatives to a day of shooting when the temperatures outside are HOT! They have a full range of pistols and rifles and machine guns will be available for your automatic pleasure! Range Officers will also be on site. Ears and Eyes available.

Sign up during your AGM Registration online.

### **QuickShot Shooting Range Sponsorship:**

*In this state-of-the-art indoor shooting range, you'll be cool and out of the Georgia heat but on fire! Your choice of handguns and of course, machine guns! Your brand will be featured in the range for all to see. We have four (4) sponsorships available, each only \$250.*

# AGM BANQUET

Sunday, June 10

Cocktails starting at 6:30

Dinner at 7:30

Location: TBA

Dress: Casual – It might get messy y'all!



## **Southern Barbecue Table**

*mixed green salad tossed with fresh vegetables with herbal vinaigrette and roasted tomato dressing*

*red, white and blue potato salad with coarse mustard and boiled egg*

*peel and eat shrimp and oysters on the half shell with saltine crackers, cocktail sauce and lemon wedges*

*barbecue eight way chicken*

*slow roasted BBQ pork shoulder with molasses BBQ peach preserves*

*whole roasted sliced strip steak*

*baked beans*

*sweet corn on the cob with drawn butter*

*medley of fresh seasonal vegetables*

*corn muffins and butter*

*assorted cookies and brownies*

# 2018 NAPED AGM GENERAL MEMBERS

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## ADAMSON POLICE PRODUCTS

Contact: James Cunningham  
[jcunningham@policeproducts.com](mailto:jcunningham@policeproducts.com)  
510-520-7664  
160 Airway Blvd.  
Livermore, CA 94551  
[www.policeproducts.com](http://www.policeproducts.com)

## ALL STATE POLICE EQUIPMENT

Contact: Alan Taylor  
[alan@allstatepolice.com](mailto:alan@allstatepolice.com)  
909-596-2470  
2821 Metropolitan Pl.  
Pomona, CA 91767  
[www.allstatepolice.com](http://www.allstatepolice.com)

## \*\*\*ATLANTIC TACTICAL

Contact: Sean Conville  
[Sean.conville@atlantictactical.com](mailto:Sean.conville@atlantictactical.com)  
717-774-3339  
763 Corporate Circle  
New Cumberland, PA 17070  
[www.atlantictactical.com](http://www.atlantictactical.com)

## BARNEY'S POLICE SUPPLIES

Contact: Tim Heinzen  
[timh@mycopshop.com](mailto:timh@mycopshop.com)  
337-896-3667  
218 Four Park Rd.  
Lafayette, LA 70507  
[www.mycopshop.com](http://www.mycopshop.com)

## BATON ROUGE POLICE SUPPLIES

Contact: Don Hogan  
[brpolicessupplies@gmail.com](mailto:brpolicessupplies@gmail.com)  
225-924-4948  
9530 Cortana Pl.  
Baton Rouge, LA 70815  
[www.brpolicessupplies.com](http://www.brpolicessupplies.com)

## BIG COUNTRY SUPPLY

Contact: Van Ligon  
[van@bigcountrysupply.com](mailto:van@bigcountrysupply.com)  
325-698-1683  
1425 Sayles Blvd.  
Abilene, TX 79605  
[www.bigcountrysupply.com](http://www.bigcountrysupply.com)

## \*FOX OUTDOOR/FOX TACTICAL

Contact: Andre Garibay  
[andre@foxoutdoor.com](mailto:andre@foxoutdoor.com)  
800-523-4332  
2040 N 15<sup>th</sup> Ave.  
Melrose Park, IL 60160-1405  
[www.foxoutdoor.com](http://www.foxoutdoor.com)

## GALLS

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- **CHAMPION/HANES BRANDS** [www.hanes.com](http://www.hanes.com)
- **OCCUNOMIX** [www.occunomix.com](http://www.occunomix.com)
- **COAST PRODUCTS** [www.coastportland.com](http://www.coastportland.com)

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