

2010 ARA Show in Review

ARA International Awards Market -- "THE Show" to Attend



At 10 a.m. Las Vegas time on Wednesday, February 24, ARA President Glenn Beckworth cut the ribbon that officially opened the world's largest awards and recognition industry event. The annual ARA show gave attendees a close-up look at the newest recognition and awards products, technology, and ideas offered by ARA exhibitors and educators.

ARA Education



This year's educational program was second to none. The show's three days of well-attended educational sessions began on Tuesday and featured seminars such as COREL PhotoPaint Basics, Adobe Photo Shop, rotary and laser engraving, and business and marketing tips. ARA also held its ever-popular question and answer "Solutions Clinics" for laser engraving and sublimation. Participants of the ARA Professional Certification Program earned CEUs for all seminars, and this year ARA honored 14 members for achieving certification.

Congratulations to:

Certified Recognition Master (CRM)

Mark Warren, CRM, American Awards & Promotions

Certified Recognition Specialists (CRS)

Kevin Arnold, CRS, Arnolds for Awards

Sandra Bailey, CRS, Victory Trophies & Plaques

Joyce Belli, CRS, Victory Trophies & Plaques

Tony Green, CRS, Bend Awards

Toni Hayes, CRS, Graphics Awards

Eddie Hill, CRS, Awards Masters

Willie H. Holmes, III, CRS, Holmes Awards & Trophies

D. Keith Hunt, CRS, Awards Unlimited

James Rich, CRS, Rich Trans Graphics

Barbara Roehling, CRS, Words Worth,

Bill Russell, CRS, Classic Engraving

Edson Setzer, CRS, Ted's Gifts & Jewelry

Paul Walgren, CRS, Laser Doodles

ARIEF Scholarship Foundation



ARA is excited to announce proceeds from this year's ARIEF Silent Auction totaled more than \$35,000. Thanks to the ARA member companies who generously donated products and equipment. We were also thrilled with the number and quality of scholarship applicants; the judges had a challenging time selecting the five recipients. Thanks to all who applied and to the ARIEF Committee for their time and energy. We appreciate your support of this important program.

Congratulations to this year ARIEF Scholarship Recipients:

George J Waas Memorial Scholarship

Caitlin Dolan, Country Engravers, Troy, NY

Estelle Funk Memorial Scholarship

Stephanie Spencer, Rocky Mountain Awards, Castle Rock, CO

JDS Industries Scholarship

Kayla Ahlstrand, Classic Design Awards, Grayslake, IL

The Owen R Siegel/RS Owens Memorial Scholarship

Christopher, Walker, Crown Trophy, Jacksonville, FL

Calvin E Miller Memorial Scholarship

Christopher Kosinski, Laser Creations of South Bend, South Bend, IN

ARA Awards Gala



Thursday night's ARA's Awards Gala (reception sponsored by Rowmark) was an honored-filled evening recognizing the association's top talent.

Congratulations to all ARA Award Winners:

ARA Retail Award Winners

Best Plaque - **Laser Creations, South Bend, IN**

Best Trophy - **ABC Trophies, Summerville, SC**

Best Engraving - **Gulf Coast Trophies, Pensacola, FL**

Most Creative - **Champagne Recognition, Carlsbad, CA**

Best Sublimation - **ABC Trophies, Summerville, SC**

Best Recognition Package or Program - Metro **Electric, North Charleston, SC**

Best Retailer Web Site -- **Jeff Anderson and Trophies2go.com**

ARA Supplier Award Winners

Best New Supplier Catalog - **JDS Industries, Sioux Falls, SD**

Best New Retailer Catalog - **RS Owens, Chicago**

Best New Technology - **Pacesetter Awards, Chicago**

Best New Product/Plaque Component - **Tower Ribbons, Topeka, IN**

Best New Product/Trophy Component - **Freeman Products, Elmwood Park, NJ**

Best New Product/Engravable Material - **ClayTex Trophies, Henrietta, TX**

Best New Product/Imprintable Product - **Victory, Chicago**

Best New Product/Most Creative - **Pacesetter Awards, Chicago**

New Product Showcase - **Johnson Plastics, Minneapolis, MN**

Best Single Booth - **AcrylaStone, Wellington, CA**

Best Multiple Booths - **Hazel, Washington, MO**

Best Mega Booth - **JDS Industries, Sioux Falls, ND**

ARA Gold Obelisk Honorees

Speaker of the Year

Donna Gray, CRM, AwardsMall Total Awards and Promotions, Madison, WI

Volunteer of the Year

Karen Guzman, Identification Plates, Mesquite, TX

Outside Sales Rep of the Year

Joe McLaughlin, Continental Awards & Trophies, Bartlett, TX

Customer Service Rep of the Year

Beverly Fullington, Tropar Manufacturing, Ennis, TX

Founder's Award

Mike Dean, Epilog Laser Corporation, Golden, CO

Small Business Retailer of the Year

Donna Pollucci, CRM and Joan Scumaci, CRM, Hudson Valley Awards, Goshen NY

Large Business Retailer of the Year

Charlie and Cathy Drago, Monarch Trophy Studio, San Antonio, TX

Supplier of the Year Single-Location

Catania Medalllic Specialty Inc., Avon Lake, OH

Supplier of the Year - Multiple Locations

JDS Industries, Sioux Falls, SD

Hall of Fame Award

Sam Varn, CRM, Awards4U, Tallahassee, FL

President's Award

Guy Barone, Xenetech, Baton Rouge, LA

Congratulations to **Steve Hudkins, Zona's Engraved Creations, Inc.**, Topeka, KS, for winning the FREE ARA Membership from the New Product Awards contest.

Special Events



New this year was the ARA Money Machine and more than 30 lucky attendees had the chance to jump in and grab some cash. Drawings were held Wednesday - Friday at the end of each day. Video from the Money Machine will be on the ARA web site soon. Congratulations to all who played!

During the ARA Annual Meeting and Breakfast (co-sponsored by Plastic Dress-Up and Continental Awards & Trophies - CAT) the new 2010/2011 ARA Board of Directors were installed. We thank last year's Board for their energy and contributions to ARA, and congratulate the new ARA Board of Directors:



President: **BJ Bailey, CRS**

President-Elect: **Guy Barone**

Secretary/Treasurer: **Lori Warren, CRM**

Past- President: **Glenn Beckworth**

Directors:

Abdul Amlani, Gary Anderson, Michelle Bitterly, CRS, Jeanette Brewer -Richardson, CRS, Derrick Calcote, Tom Carville, CRM, Melanie Everett, Robert Hensley, Jimmy Keefe, and Mike May

Following the induction attendees were entertained and inspired by the ARA featured guest, motivational speaker Steve Gilliland. He did an excellent job sharing stories about the value of passion and pride in both your professional and personal life.

Attendees also had the chance to get a sneak peak and learn about the new ARA-sponsored Web site, www.RecognitionisRewarding.com which features ARA retailer member contact information along with information on the value of awards programs and how to create the perfect award.

Special thanks to everyone who made the 2010 ARA show possible: ARA Trade Show Committee, Board of Directors, attendees, sponsors, exhibitors, speakers and presenters, Education Advocates, Awards Committee and judges, and all volunteers. We appreciate your time, enthusiasm, and support.

ARA Sessions Available on CD

If you missed a session or want to share some with colleagues who couldn't attend the show, several sessions from the show are available on CD from AVEN. To order seminars from the show go to <http://www.aven.com/conf.cfm/cid/1142>.

For more information contact Daniel Weinstock at dweinstock@connect2amc.com .

Save the Date

2011 ARA International Awards Market, February 22-25, The Las Vegas Convention Center.

Hope to see you there!

A complete report on the 2010 ARA show will be featured in the May 2010 issue of Recognition Review.