



# AMERICAN INSTITUTE FOR INTERNATIONAL STEEL, INC. STEEL-CON® 2018 AND GOLF TOURNAMENT

## STEEL-CON®

Steel Supply Chain Conference

**APRIL 25-26, 2018 | HOUSTON, TX**

**“Washington Returns to Core Trump Agenda”  
“...The Trump emphasis this year is on trade...”**

- Gerald F. Seib, Wall Street Journal, January 16, 2018

If you are an importer/exporter of steel, or you provide products or services to the industry, you need to know how developments in Washington and beyond will affect your business.

**THIS IS YOUR CONFERENCE.**

### Event Description

Alls invites you to a day and a half gathering at the peerless Houstonian Hotel to explore what you need to know to successfully navigate the steel supply chain in 2018 and beyond. This year's event is carefully designed to bring you the most up-to-date information, introduce opportunities, stimulate ideas, and enhance professional skill, all while experiencing the Houstonian's acclaimed grounds and hospitality. You will hear expert analysis, engage in penetrating discussion, and interact with some of the industry's leading experts and practitioners who are at the forefront of key areas like international trade, shipping, logistics, and customs.



### AGENDA

#### Wednesday, April 25, 2018

- 11:00 AM - 12:30 PM Alls Board Meeting  
(Location - The Houstonian Hotel)
- 5:00 PM - 7:00 PM Alls Evening Reception  
(Location - The Houstonian Hotel)

#### Thursday, April 26, 2018

- 7:30 AM - 8:45 AM Opening Session  
Continental Breakfast  
Welcome: John D. Foster, President, Kurt Orban Partners LLC  
Keynote Address: **ROGER GUENTHER**, Executive Director, Port Houston
- 8:45 AM - 10:15 AM Panel 1: “Trade Policy in Turbulent Times,” Moderator: Hon. Grant Aldonas, former Under Secretary for International Trade, U.S. Department of Commerce  
Speakers:  
Lawrence Hanson, Esq., The Law Office of Lawrence W. Hanson, P.C.  
Lewis Leibowitz, Esq., The Law Office of Lewis E. Leibowitz  
Nithya Nagarajan, Esq., Husch Blackwell
- 10:15 AM - 10:45 AM Coffee Break
- 10:45 AM - 12:15 AM Panel 2: “Successfully Navigating Shipping and Logistics Challenges in 2018,” Moderator: Joseph T Webb, General Manager, Clipper Steel Services  
Speakers:  
Dene Ward, Commercial Manager, Chipolbrok America, Inc.  
Gilbert Wright, Managing Partner, Marine Inspection, LLC  
Rick Webb, CEO, Watco Companies
- 12:15 PM Close of Conference
- 1:30 PM **Golf Tournament, Wildcat Golf Club**  
Includes Box Lunch
- 5:00 PM BBQ



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### Hotel/Travel

The Gulf Region Conference Steel-Con® 2018 this year is in the beautiful Houstonian Hotel, Club & Spa. Located on an 18-acre wooded oasis in the heart of downtown Houston and alongside the beautiful Memorial Park, the hotel offers comfort, elegance and exceptional service plus access to one of the nation's top ten fitness centers, The Houstonian Club, a 125,000 square-foot facility - in addition to Trellis, The Spa, which offers 17,000 square feet of relaxation space. Within two miles is the Galleria where the hotel's private shuttle can take you for shopping, dining and entertainment. The free shuttle runs between 10:30 AM and 8:00 PM every 1.5 hours between the Hotel and the Galleria.

The AIIS Golf Tournament will take place at the Wildcat Golf Club on the Lakes Course. Wildcat rivals the country's finest private clubs. Its unique window on the Houston skyline makes it the perfect venue for any business outing. Only ten minutes from downtown, Wildcat rises from the flat Texas terrain to create a golf experience like no other in the area with 500-plus acres of dramatic elevation changes, rising as high as 100 feet, tumbling fairways amidst wetlands and natural grass fields, acres of seemingly countless lakes, and spectacular up-close panoramas of the Houston skyline. On the more traditional Lakes Course, renowned architect Roy Case has combined playability with exciting challenges to provide golfers a delightful golf experience regardless of skill level. Please note: Metal spikes are prohibited at the Wildcat Golf Course.

### To Reserve a Room

Contact The Houstonian at 1-800-231-2759 to secure an AIIS guest rate of \$215 per night.

### Getting Here

Houston has the fourth-largest airport system in the U.S. and the sixth largest in the world. The city's Bush Intercontinental Airport is the most convenient to The Houstonian Hotel and services 200 cities worldwide. Continental Airlines offers more than 500 flights daily from Bush Intercontinental. The Houstonian is about a 30-minute drive from either the Houston Intercontinental Airport or Hobby Airport, while downtown is only 7 miles away. When traveling from the airport to the hotel, the hotel's concierge recommends taking a taxi cab. Be sure to ask for a "flat rate" which is approximately \$49 for up to four people. Or, Airport Express Shuttles run every 30 minutes and cost approximately \$22 per person. To schedule a town car service, call The Houstonian's Concierge at 713-685-6710.

### Questions?

For more information on this event, call AIIS Headquarters in Washington, DC at 703-245-8079, or email [Alexandra Jopp](mailto:Alexandra.Jopp@aiis.org), Event Coordinator, at [jopp@aiis.org](mailto:jopp@aiis.org).

Interested in AIIS Membership? Contact **Richard Chriss, President**, at [chriss@aiis.org](mailto:chriss@aiis.org). Please include your name, company, mailing address, and phone number in your email.

### Registration Rates

AIIS Member Conference Registration:	\$295.00
Non-Member Conference Registration:	\$325.00
Golf & BBQ Registration:	\$180.00
Reception ONLY:	\$175.00

### Sponsorship Opportunities for Steel-Con 2018®

General Conference Sponsor (2 available; towards facility, event materials, and catering)	\$3500
Advertisements in Conference Brochure	\$1000
Reception Sponsors (3 available)	\$1000
Coffee Break Sponsor (1 available)	\$1000
Panel Sponsor (2 available)	\$1000
Keynote Sponsor (1 available)	\$1000
Lanyard Sponsor	\$2000
Transportation (bus) sponsor	\$1500
Golf Hole Sponsors (18 available; includes green fee)	\$500
Golf Tournament Sponsors (2 available)	
Longest Drive/Closest to Pin	\$250
1st/2nd/3rd low gross	\$600
(\$75 each player for 1st, \$50 each 2nd, \$25 each 3rd)	

### Sponsorship Benefits

- Opportunity to display branded items at the event (i.e., coffee cups, napkins, etc.)
- 2 conference passes
- Prominent signage at the event
- Recognition from the podium prior to the start of and during the event's program
- Listing on the AIIS website
- Recognition in event materials and press releases



Houstonian Hotel, Club & Spa: 111 North Post Oak Lane • Houston, TX 77024 • Ph: 800-231-2759

Wildcat Golf Club: 12000 Almeda Road • Houston, TX 77045 • Ph: 713-413-3400



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AIIS Member - Conference: \$295 each    Non-member - Conference: \$325    Golf & BBQ: \$180    Reception ONLY: \$175

**NAME:** \_\_\_\_\_

**COMPANY:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

**CITY/STATE/ZIP:** \_\_\_\_\_

**PHONE:** \_\_\_\_\_      **FAX:** \_\_\_\_\_      **EMAIL:** \_\_\_\_\_

**GUEST(S):**

**NAME:** \_\_\_\_\_

**COMPANY:** \_\_\_\_\_

**NAME:** \_\_\_\_\_

**COMPANY:** \_\_\_\_\_

**NAME:** \_\_\_\_\_

**COMPANY:** \_\_\_\_\_

**NAME:** \_\_\_\_\_

**COMPANY:** \_\_\_\_\_

**NAME:** \_\_\_\_\_

**COMPANY:** \_\_\_\_\_

**TOTAL AMOUNT:** \_\_\_\_\_

**check**, payable to:  
American Institute for International Steel, Inc.  
1101 King Street, Suite 360  
Alexandria, VA 22314

**credit card**  
Number: \_\_\_\_\_  
Expiration Date: \_\_\_\_\_  
CVV: \_\_\_\_\_  
Zip Code: \_\_\_\_\_

**HOTEL RESERVATIONS:** Contact The Houstonian at 1-800-231-2759 to secure an AIIS guest rate of \$215 per night.

**QUESTIONS?**

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Interested in AIIS Membership? Contact Richard Chriss, President, at [chriss@aiis.org](mailto:chriss@aiis.org). Please include your name, company, mailing address, and phone number in your email.



Please complete the following registration form and return it to [jopp@aiis.org](mailto:jopp@aiis.org) or fax it at 703.610.0215 before April 17, 2018.

1101 King Street, Suite 360 | Alexandria, VA 22314 | tel: 703.245.8075 | fax: 703.610.0215 | [www.aiis.org](http://www.aiis.org)