



# UID 2012

**The University of Industrial Distribution is a concentrated educational program focused on the unique needs of the industrial wholesale distribution industry. 2012 marks the 19th year that UID has been serving the distribution industry. Known worldwide for excellence in education, UID is sponsored by the leading industrial distribution professional associations, in cooperation with the Industrial Distribution Program of Purdue University. Working together, these groups take great pride in providing a superior learning experience.**

## Purdue Certificate in Industrial Distribution

UID students can now apply their course work toward earning the Professional Certificate in Industrial Distribution awarded by Purdue University. As an industrial distribution professional, the Purdue University Professional Certificate recognizes your achievements and commitment to continuing education.

Students earn 9 CEUs (Continuing Education Units) through Purdue upon completion of 90 hours of approved course work. A minimum of 30 hours (3 CEUs) must be earned through UID course participation. Past UID attendance counts toward your hourly requirement. Additional credits may be derived from courses taken independently or through your trade association.

There are no additional fees to attain the Certificate. For complete information concerning the Professional Certificate in Industrial Distribution, contact Dr. Kathy Newton, Department Chair, Industrial Distribution Program, at 765-494-1101 or email [kanewton@purdue.edu](mailto:kanewton@purdue.edu) or visit the UID website at [www.univid.org](http://www.univid.org) for more information.

## Location & Hotel

University Place Conference Center and Hotel is located 20-25 minutes from the new Indianapolis International Airport. University Place is host to the National Art Museum of Sport with the Indianapolis Museum of Art, Murat Centre, Circle Center, the Indianapolis Zoo, American Cabaret Theatre and the world famous Indianapolis Speedway also nearby.

**Hotel Rate: \$135 Single  
\$155 Double (plus  
appropriate taxes)**

To receive the special hotel rate above, please identify yourself with the University of Industrial Distribution (UID) when making your reservation. Sleeping rooms at this property are limited, so please be sure to make reservations as soon as possible. Each UID registrant is responsible for making their own hotel reservations directly with the hotel to receive these special rates. Reservations made after **February 6, 2012** will be at the hotel's discretion regarding availability and rate.

Self parking and valet parking is available at the UID discounted rate of \$12 per day. Check-in time is 4 pm and check-out is 11 am. The hotel bell staff will be happy to store your luggage until your departure on the final day.

## Registration Desk

**The registration desk will be located in the Slate Foyer at the University Place Conference Center and Hotel**  
Sunday: 5 pm – 7:30 pm  
Monday - Wednesday: 7 am – 4:30 pm

## Meals

For your convenience, the registration fee includes a continental breakfast, a buffet-style lunch and morning & afternoon snacks from Monday, March 5 through Thursday, March 8.

Dinner is the responsibility of the registrant. In addition to room service,

University Place Center and Hotel offers a full service restaurant and a sports bar. Indianapolis boasts a variety of excellent dining choices and night life. Circle Center in the downtown area provides a full array of restaurants, clubs and movies — and is only a short cab ride from the University Conference Center and Hotel. The hotel also supplies a free shuttle service to and from Circle Center.

## Welcome Reception

The UID faculty and staff would like to welcome UID attendees at an opening reception on Monday, March 5, 2012. Join staff, faculty and conference attendees for some afternoon cocktails, hors d'oeuvres and networking from 4:30 pm – 6 pm.

## Course Materials

Each registrant will receive materials for each course they have selected only. This will include worksheets, background readings, exercises, and suggested action plans. These are designed to make your University stay a hands-on experience with knowledge you can apply and share when you return to your company. UID provides a notebook to hold all of these materials. For your convenience, this notebook will be distributed at the UID registration desk upon check-in.

Handouts and workshop materials are not available for classes that have not been assigned.

## Special Notes

You **must** bring a calculator for courses where noted.

Registrants are not permitted to change course selection on site or better known as "class jumping". To prevent "class jumping" (attending classes you are not signed up for), each attendee's confirmed class numbers will appear on your name badge as well as on your confirmation.

Attire at UID is business casual. Average March temperature is 40 - 45°.

## WHO SHOULD ATTEND?

CEO's, Branch Managers, Sales & Marketing Managers, Purchasing Managers, Sales Personnel, Human Resources Directors, Operations Managers, Manufacturers Personnel working with Distributors, Inventory Managers, and Training Managers — Anyone looking for an opportunity to improve personal performance and/or the company's bottom-line!

## WHEN

**MARCH  
5 - 8, 2012**

## WHERE

**University Place Conference Center and Hotel**  
850 W. Michigan St.  
Indianapolis, IN 46202  
800-627-2700

## UNIVERSITY CERTIFICATES & CEUs

At the conclusion of the program, all attendees will receive, via mail, an official Letter of Completion issued by the Purdue University awarding 30 hours (3 CEUs - Continuing Education Units) for satisfactory completion of this four-day UID program. These CEUs may be applied toward your Professional Certificate in Industrial Distribution. Contact Dr. Kathy Newton, Department Chair, Industrial Distribution Program, at 765-494-1101 or email [kanewton@purdue.edu](mailto:kanewton@purdue.edu) for more information.