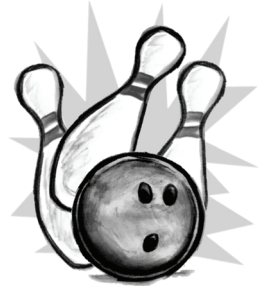




BCA of Ohio News SPECIAL EDITION *Convention Preview*



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April 2009

UPCOMING EVENTS

May 18-20, 2009

BCAO Convention and
Trade Show
Embassy Suites, Columbus

June 21-26, 2009

Bowl Expo
Las Vegas, NV

September 24, 2009

BCAO Executive Board
Embassy Suites, Columbus

November 7, 2009

Hall of Fame Induction
Embassy Suites, Columbus

MAKE PLANS TO ATTEND NOW!

Call the Embassy Suites at (614)890-8600 to reserve your room or call our office and we will make your reservation for you!

Send in the enclosed registration form to reserve your spot for the networking, education and FUN of the BCAO Convention & Trade Show!

BCAO Convention & Trade Show May 18 - 20, 2009 in Columbus

Spring is in the air! Leagues have come to an end and so has the season that has brought so many hardships to centers across the state and nation. What better time to escape? What better time to step away from your center for some relaxation. What better time to listen to new ideas that will help prepare your business to get through this recession and thrive in the future. Attending the BCAO Convention & Trade Show will not only give you a fun getaway, but a venue to grow your business and see the latest products and trends in the industry.

Join us in Columbus May 18th through 20th to do just that. Begin with our fun BCAO Golf Outing being held at Bent Tree Golf Club. After a relaxing Monday of golf and a great dinner sponsored by Qubica/AMF, we will get right to the business on Tuesday morning.

Fantastic seminars will take place beginning at 9:00 a.m. and continuing until lunch. In the afternoon, enjoy our Ohio Trade Show!

Vendors from across the country will be on hand to showcase the newest products and services that you and your bowlers need to know about. Not only can the trade show educate you and offer you great deals, but you could walk away a WINNER! Door prizes will be given away throughout the show, with a grand prize of \$500 cash!

The fun continues Tuesday evening with Ace Mitchell's Texas Hold 'Em Poker Party/Hospitality Room. Try your hand against proprietors and vendors to see if you have what it takes to survive.

It's back to business Wednesday morning with a BPAA update and additional seminars to help your business succeed today; followed by a Legislative update so you know what's going on with

Ohio lawmakers and the BCAO General meeting. Be sure to attend to have your voice heard!

Plan to attend Wednesday evening's Reception and Award Banquet sponsored by Brunswick. There, we will honor two very deserving Ohio proprietors.

A hospitality room will be held each night at the Embassy. Our room rate is a low \$112 for a two room suite, with a complimentary made to order breakfast each morning in the Embassy's beautiful atrium. Make your room reservation today by calling (614)890-8600. Room reservations must be made by April 24th.

Networking is our number one member benefit and the BCAO Convention & Trade show is the number one event to take advantage of that priceless information that can be shared with center operators from across the state.

Seminar Synopsis

MANAGING YOUR MAINTENANCE IN TODAY'S ECONOMY

Brunswick's Dave DiRito and John Isbell of Qubica/AMF

Tuesday, 9:00 a.m.

These two industry professionals will guide you with ways to maintain your center and equipment operations and customer satisfaction in today's challenging economy. Target the appropriate reductions to ensure they do not impact your business negatively. Your mechanics and Pro Shop Operators won't want to miss this presentation.

DYNAMIC CUSTOMER SERVICE

Beth Standlee, Trainertainment

Tuesday, 10:30 a.m.

Beth is a BCA of Ohio favorite and is making her way back to our state to teach you how to create a thriving sales culture through great customer service. This is the perfect seminar for your key staff member(s) to attend, as dynamic customer service is what creates return trips to your center.



SMART BUY PREVIEW

BPAA's Amy Arcuri

Tuesday, 11:30 a.m.

Step into the world of BPAA's SmartBuy Program, the national buying program that allows bowling centers across the country national account prices and tremendous discounts. Amy will update attendees on all the ways your center can save money with this money saving program. And, of course, she will fill us in on the Pepsi contract negotiations.

BPAA INDUSTRY UPDATE

Jim Sturm, BPAA President

Wednesday, 9:30 a.m.



Hear what's going on in the industry at the national level. Members will be informed on new programs and deals in the works with the national trade association.

CONVERT YOUR LEAGUE PICTURE TO HIGH DEF

Frank DeSocio, Strike Ten Entertainment

Wednesday 10:45 a.m.

Enhance and brighten your league participation picture by recruiting NEW bowlers through "Fun Leagues". Receive proven, easy to implement league building tips and tactics, plus learn about exciting and innovative programs that address the key obstacles that face proprietors today.

ENHANCING PARTY REVENUES

Bill Kuczinski

Wednesday, 1:15 p.m.

The Party King is back! Listen as Bill Kuczinski, "King of Birthday Parties" gives you tips on making the most from bowling parties at your center. Bowling parties are a great way to bring cash into your center, and Bill will show you how to make MORE!

LEGISLATIVE UPDATE

David Corey & Connie Nolder, BCAO Lobbyists

Wednesday, 2:15 p.m.

You won't want to miss this update. So many issues are facing Ohio business owners today. Come listen to two individuals who are involved with Ohio lawmakers on a daily basis.

Schedule of Events

Monday, May 18th

- 9:00 a.m. Golf Outing - Bent Tree Golf Course
 6:00 p.m. Welcome Cocktail Party & Dinner sponsored by **Qubica/AMF**
 8:00 p.m. Hospitality Room

Tuesday, May 19th

- 9:00 a.m. Managing your Maintenance in Today's Economy
Dave DiRito (Brunswick) & John Isbell (Qubica/AMF)
 10:30 a.m. Customer Service - **Beth Standlee**
 11:30 a.m. Smart Buy Preview - **Amy Arcuri**
 12:15 p.m. Lunch
1:00 - 5:00 p.m. TRADE SHOW
 8:00 p.m. **Ace Mitchell** Texas Hold 'Em Hospitality Room

Wednesday, May 20th

- 9:30 a.m. Industry Update - **Jim Sturm**
 10:45 a.m. Convert League Picture to High Def - **Frank DeSocio**
 12:15 p.m. Lunch
 1:15 p.m. Enhancing Party Revenues - **Bill Kuczinski**
 2:15 p.m. Legislative Update
 3:15 p.m. BCAO General Meeting
 6:00 p.m. Reception and Awards Banquet sponsored by **Brunswick**
 9:00 p.m. Hospitality Room

BCAO Honors Two Proprietors

Each year, the BCAO takes time to honor deserving individuals from around the state who have made an impact on the industry. This year will be no different as Bob Cooke, of Lexington and Walter Highland of Chillicothe will be recognized at Wednesday evenings Award Banquet.

Bob Cooke will receive the fist Mike Hennessy Meritorious Service Medal. This award, recently re-named to honor the late Mike Hennessy will be presented to Bob in recognition of his time and effort given to the bowling industry on the local, state and national level. Bob served as President of the BCAO in 1984 & 1985. Bob has also served and chaired many BCAO committees and was Executive Director of the North Central Ohio BPA for over 25 years. He still serves on BPAA's Insurance Committee.

Receiving the BCAO Certificate of Achievement is another very deserving individual. Walter Highland of Shawnee Lanes in Chillicothe. 2009 marks 50 years in the bowling business for Walter. He has expanded his center 3 times in those 50 years. Walter also served as officer of the South Eastern Ohio Bowling Proprietors in several capacities. Walter has always been a supporter of tournament bowling and hosted a PBA Senior National Event for 6 years. At 81 years of age, Walter sill finds time to remain active in everyday business at Shawnee Lanes.

Congratulations to these two remarkable individuals. These people are part of the reason that the Ohio bowling industry is what it is today.

2009 Slate of Officers

Vote will take place on May 20, 2009 during BCAO General Meeting

President - Linus Hartings

Vice-President - Bill Wammes

Secretary Treasurer - Sue Pinski

Sergeant-At-Arms - Ron Amore Jr.

Be a Safety Ambassador

Promote safety and prevent accidents

At any given time, there could be people in your facility who are not employees such as visitors, vendors and temporary employees. There may also be independent contractors such as electricians, repair technicians, computer specialists, or construction workers. Since these individuals are not familiar with your safety policies and procedures, they will depend on you to help keep them safe.

How can you help? Easy!

You can:

- Explain safety rules and requirements
- Correct unsafe behaviors
- Point out safety signs and hazards
- Provide your guests with PPE such as safety glasses, and hard hats or tell them where to get the PPE they need
- Keep them out of hazardous and restricted areas.
- Show them where to find emergency exits, fire alarms, and fire extinguishers.
- Point out where first-aid kits and other safety supplies are kept.
- Direct them to safety showers and eyewash stations.
- Show them where MSDS and other safety information is kept.
- Refer them to a supervisor or safety manager if they have questions or concerns about workplace safety.

Following these simple philosophies could help prevent injuries and possibly save a life.

If you would like more information about this topic or have questions, contact Rejeana Woolum at 1-877-360-3608, extension 2364. You may also email at rwoolum@riskcontrol360.com.

North Pointe Insurance Group

*\$100,000 High School
Singles Championship Tournament*



July 18 - 20, 2009
Hindel Bowling Lanes
Indianapolis, IN

Register online at bpaa.com



9th-12th Grade Doubles Championships

3 Divisions (Boys, Girls, Mixed)
May 23 & 24, 2009
Victory Lanes, Springfield

Entry forms can be obtained at
www.ohiohighschoolbowling.com