

A network of white lines and dots on a teal background, with several circular icons containing silhouettes of people.

FORGING OUR LEGACY TOGETHER

2024 VIRTUAL NATIONAL SALES MEETING



GREETINGS

Dear Attendees,

As we gather for this year's National Virtual Sales Meeting, I'm reminded of the importance of unity and collaboration. Under the banner of "Forging Our Legacy Together," we celebrate the enduring partnership between Watts and its representatives, rooted in a shared history of industry leadership. Our objective remains clear – to sustain the core values of Watts while propelling our collective growth and success.

Let's rally together to commemorate the achievements of the past year and ignite excitement for the future. As we mark the milestone of our 150th anniversary, let's protect our core business while boldly pursuing ambitious projects and action plans that will define our legacy for years to come.

Warm regards,

Andrew Windsor

Senior Vice President, Sales



A handwritten signature in black ink that reads "Andrew M. Windsor". The signature is written in a cursive, flowing style.



EVENTS/ ACTIVITIES

VIRTUAL TRADE SHOWS – TUESDAY, MARCH 12TH

Enjoy an immersive virtual trade show experience, designed for engagement and networking opportunities.

EXECUTIVE Q&A – TUESDAY, MARCH 12TH

Our executive team will be on hand to field your questions. Take advantage of this opportunity; bring your questions and make the most of this interactive Q&A session.

VIRTUAL AWARDS CEREMONY – TUESDAY, MARCH 12TH

Help us recognize and celebrate the achievements of representatives and employees who delivered stellar results in 2023.

BREAKOUT SESSIONS – WEDNESDAY, MARCH 13TH

Split up into groups and rotate around our breakout rooms and hear our experts speak about exciting developments.

MEET THE SPEAKERS



Bob Pagano
Chief Executive Officer



André Dhawan
Chief Operating Officer



Brian Lugenbeel
Sr. Vice President of Global
Operations



Roberto Vengoechea
Sr. Vice President of
Fluid Solutions



Andrew Windsor
Sr. Vice President of Sales



Chris Jamieson
Interim Sr. Vice President
of Europe



David Benaiges
Vice President of Watts
Digital



Michael Gaulin
Director of Marketing
Communications



Dan Thunberg
Vice President of
Strategic Marketing



Vas Gnanadoss
Product Sustainability
Engineer



Aquiles Flores
Vice President of
E-Commerce



Marianna Novellino
Director of Commercial
Operations

SCHEDULE

Subject to Change

TUESDAY, MARCH 12TH

Time (Eastern Time)	Topic	Speaker(s)
12:00 – 12:10 pm	Welcome & Kickoff	Andrew Windsor
12:10 – 12:30 pm	State of Watts	Bob Pagano
12:30 – 12:50 pm	Americas Update	Andre Dhawan
12:55 – 1:15 pm	Digital Roadmap	David Benaiges
1:20 – 1:30 pm	BREAK	
1:30 - 2:30 pm	Watts Virtual Trade Show	
2:30 – 2:50 pm	Rep Marketing Council/150th Anniversary	Michael Gaulin
2:50 – 3:10 pm	Sales Strategy	Andrew Windsor
3:15 – 3:25 pm	Engagement Leaderboard	
3:25 – 4:30 pm	Executive Roundtable and Answer Chat Q&A's from Attendees (Panel)	Bob Pagano, Andre Dhawan, Brian Lugenbeel, Roberto Vengoechea, Andrew Windsor, Chris Jamieson, David Benaiges
4:30 – 5:00 pm	Annual Awards	Andrew Windsor

SCHEDULE

Subject to Change

WEDNESDAY, MARCH 13TH

Time (Eastern Time)	Topic	Speaker(s)
12:00 – 12:10 pm	Day 2 Kick Off	Andrew Windsor
12:10 – 12:30 pm	Handprint Sustainability Update	Dan Thunberg, Vas Gnanadoss
12:30 – 12:50 pm	eCommerce Strategy	Aquiles Flores
12:50 – 1:10 pm	Commercial Operations Update	Marianna Novellino
1:10 – 1:30 pm	BREAK	
1:30 – 4:30 pm (See descriptions on next page)	Breakout Sessions: <ul style="list-style-type: none">• 1:30 – 2:00 pm – Breakout #1• 2:00 – 2:30 pm – Breakout #2• 2:30 – 3:00 pm – Breakout #3• 3:00 – 3:30 pm – Breakout #4• 3:30 – 4:00 pm – Breakout #5• 4:00 – 4:30 pm – Breakout #6	
4:30 – 5:00 pm	Closing, Poll & Engagement Winners	Andrew Windsor



BREAKOUT SESSIONS

See your agency's breakout rotation schedule included in your registration materials.

Breakouts will run concurrently during Wednesday's session from 1:30 – 4:30 pm.

SESSION	TOPIC	SPEAKER(S)
#1	ACV & ArmorTek	<p>Jim Lugo – Business Development Manager, ACV – West</p> <p>Gerald Murphy – National Sales Manager, ACV</p> <p>Rick Kelly – Director, Fire, Waterworks, & Irrigation</p> <p>Drew LaMarca – Business Development Manager, ACV – East</p>
#2	Backflow & Fire Package	<p>Nadeem Mirza – Sr. Product Manager, Valves</p> <p>Sara Hiers – Regional Channel Manager, Sales National Accounts</p> <p>Jason Perry – Regional Channel Manager, Sales National Accounts</p>
#3	"Mega Project" Opportunities	<p>Jennifer Carlino – Sr. Product Manager, Valves</p> <p>Nolan Foran – National Sales Manager, Wholesale</p>
#4	Drains New Products	<p>James Koepsell – Director, Drains and St Pauls</p> <p>Ashley Woodworth – Senior Product Manager, Drains & Conveyance</p> <p>Robert DiPlacido – Product Manager, Drains & Conveyance</p>
#5	Mixing Valves	<p>Shashwat Nath – Sr. Product Manager, Valves</p> <p>Dany Checric – Business Development Manager, Mixing – West</p> <p>David Desjardins – Business Development Manager, Mixing – East</p>
#6	Training & Digital Tools	<p>Gregory Gyorda – Director of Customer & Employee Training</p> <p>Maris Corujo – Training Logistics Event Manager</p> <p>Kari Stocks – Training Campaign Manager</p> <p>Ryan Kiscaden – Manager of Sales Enablement</p> <p>Brian Linder – Specifications Programs Specialist</p> <p>Rebecca Valentine – Senior Sales Enablement Specialist</p>

VIRTUAL TRADE SHOW BOOTHS

BOOTH	TOPIC	SPEAKER(S)
#1	Backflow Performance Monitoring	Nadeem Mirza – Sr. Product Manager, Valves
#2	Backflow Freeze Detection & Leak Detection	Robin Drinkwine – Associate Product Manager, Backflow
#3	Connected IoT Relief Valve	Shashwat Nath – Sr. Product Manager, Valves
#4	LF iDroset	Neil Godin – Associate Product Manager, Valves
#5	Connected Strainers	Jennifer Carlino – Sr. Product Manager, Valves
#6	Leak Defense	Keith Zander – Product Manager, Commercial Solutions Alexa Porter – Business Development National Contractors & Leak Defense
#7	Drains (New Product Development)	Ashley Woodworth – Senior Product Manager, Drains & Conveyance Robert DiPlacido – Product Manager, Drains & Conveyance
#8	Gas Connectors	Nicole Solomon – General Manager, Dormont Mark Felgar – Engineering Development Product Manager, Gas
#9	Water Quality	John Imming – Product Specialist, Water Quality

