## TABLE OF CONTENTS

- Contact Information ................................................................. 1
- Schedule of Events................................................................. 3
- Program Partners................................................................. 6
- FAQ (WiFi, resumes & shipping info) ..................................... 8
- Interview Procedures ........................................................... 9
- Internship Information ......................................................... 10
- Career Event Interview Schedule ......................................... 12
- Event Maps ............................................................................ Inside back cover
Technical Sales Professionals Are Not Born... They Are Made At UNK.

Named as one of the top university sales programs in the nation by the University Sales Education Foundation (USEF), the UNK Industrial Distribution (ID) program provides students with the professional, technical, business, communication and leadership competencies they need to be successful as technical sales representatives. To date, over 950 students have graduated from the ID program with a near 100 percent graduate placement rate.

– Contact Information –

Mr. Ben Brachle, Lecturer ................................................... BrachleBJ@unk.edu, 308.865.8287
Mrs. Kathy Benne, Office Associate..................................... BenneKB@unk.edu, 308.865.8504
Zachary Jordening, IDO President ................................................. jordeningzs@lopers.unk.edu
Dustin Favinger, CBT Career Center Director .............................. FavingerDD@unk.edu
Dr. Jim Vaux, ITEC Dept. Chair .......................................................... VauxJS@unk.edu

During the event and after business hours you may reach Ben Brachle at 308.865.8287 or Kathy Benne, 308.865.8504.

– Industrial Distribution Organization –

– Executive Council –

Zachary Jordening, President ........................................................ jordeningzs@lopers.unk.edu
Levi Rosenquist, VP Levels of Operations / IDO .......................... rosenquistlid@lopers.unk.edu
Veronica Duran, VP of Communications ....................................... duranvm@lopers.unk.edu
Justin Koperski, VP of Recruitment ............................................... koperskijs@lopers.unk.edu
Dawson Wells, Treasurer VP ............................................................. wellsdp@lopers.unk.edu

– Leadership Chairs –

Hunter White, Marketing Chair ..................................................... whitehm@lopers.unk.edu
Nick Kahlant, Levels Chair .............................................................. kahlantde@lopers.unk.edu
Emily Bauer, Events Chair ............................................................... bauerej@lopers.unk.edu
Nick Ahrens, Internal Recruitment Chair ..................................... ahrensenh@lopers.unk.edu
Sarah Handahan, Fundraising Chair ............................................. handahanse@lopers.unk.edu
Christian Richter, Philanthropy Chair .......................................... richterci2@lopers.unk.edu
Belinda Baker, External Recruitment ........................................... bakerby@lopers.unk.edu

www.unk.org/id
– Special Note –

Due to the time needed by students to prepare for the Career Fair and interviews, we request that company showcases not be held during the week of the fair. Informal gatherings with students are encouraged but must be held off campus and set up individually with the students.
IDO Student Career Fair Booth Set Up | 12:30 p.m. – 2:30 p.m.  
Nebraskan Student Union – Ponderosa Room (2nd Floor)

Company Career Fair Set Up | 2:30 p.m – 6:00 p.m.  
Nebraskan Student Union – Ponderosa Room (2nd Floor)
Students assist company reps with bringing in materials. With a campus parking permit company reps may park in any lot on campus. Permits will be mailed upon receipt of your registration. Several parking stalls will be reserved on the north side of the Union for loading and unloading items.

Advisory Council Meeting | 4:00 p.m. – 5:30 p.m.  
Holiday Inn – 110 2nd Ave  
Advisory Council members will receive an agenda prior to the meeting.

ID Program Partners Reception | 5:45 p.m. – 6:45 p.m.  
Holiday Inn – 110 2nd Ave  
(Must be a program partner to attend) Program partners have the opportunity to network with senior ID students. Light appetizers and drinks provided.

Banquet | 7:00 p.m. - 9:00 p.m.  
Holiday Inn – 110 2nd Ave  
For all company representatives and ID students. Network and discuss opportunities and future plans. Dinner will be served followed by a short program. Cash bar. Business casual dress.
TUESDAY, OCTOBER 9

Career Fair Set Up | 7:30 a.m. – 9:15 a.m.
Nebraskan Student Union – Ponderosa Room (2nd Floor)
A loading area is available on the north side of the building. Students will be available during this time to assist you with bringing in materials. With a campus parking permit you may park in any lot on campus; the lot north of the Union will be reserved for the event.

Program Partner Breakfast | 7:30 a.m. – 9:15 a.m.
Nebraskan Student Union Ponderosa Room C & D (2nd Floor)
(Must be a program partner to attend) The Industrial Distribution Program Partners will have this opportunity to meet & greet the ID students prior to the career event.

ID Program Overview & Orientation | 8:30 a.m. – 9:15 a.m.
Nebraskan Student Union | Sandhills room (2nd floor) Company representatives new to our event are strongly encouraged to attend. IDO Leadership Team members will provide an overview of the program and strategies to make your experience at the career event a success. Continental breakfast provided.

Student Profile Photos Taken | 9:30 a.m. – 10:30 a.m.
Nebraskan Student Union – Hallway outside the Ponderosa Room (2nd Floor)

Industrial Distribution Career Fair | 9:30 a.m. – 11:30 a.m.
Nebraskan Student Union – Ponderosa Room (2nd Floor)
Light refreshments and beverages will be available throughout the day.

Interview Set Up | 11:45 a.m. – 1:00 p.m.
Nebraskan Student Union – Ponderosa Room (2nd Floor)
Company booths must dismantle at 11:30 am and students will reset the room for interviews. Interview locations will be different so all booth materials need packed up and removed. You can store them by the registration table. All IDO members will help during this time.

Lunch Break | 11:45 a.m. – 1:00 p.m.
Nebraskan Student Union - Market @ 27th (2nd Floor)
A ticket for the Market @ 27th on the second floor of the Nebraskan Student Union will be in each company representative’s registration packet. Students interviewing may request a ticket at the information table.

Company Conducted Interviews | 1:00 p.m. – 6:00 p.m.
Nebraskan Student Union – Locations to be assigned, map provided at the fair.
No interviews will be allowed during the Career Fair. Interviews may begin at 1:00 p.m. in designated locations. Snacks will be provided near the student waiting area.

Evening on Your Own
Informal gatherings with students are encouraged but must be held off campus and set up individually with the students.

WEDNESDAY, OCTOBER 10

Interview Booths Disassemble
If you need interview space this day, please email bennekb@unk.edu IDO members will disassemble booths.
Industrial Distribution Organization Events

Toys for kIDOs for the Friends Program

Hydraulic Lab

Student Organization of the Year

Womack Scholarship

Red Kettle Run

Egg Competition

Industrial Distribution Organization Events
Founded in 1923, Applied Industrial Technologies is a leading distributor of bearings, power transmission products, fluid power components, and other industrial supplies, serving MRO and OEM customers in virtually every industry. In addition, Applied provides engineering, design and systems integration for industrial and fluid power applications, as well as customized mechanical, fabricated rubber and fluid power shop services. Applied also offers storeroom services and inventory management solutions that provide added value to its customers.

**Partner since:** 2017  
**Founded:** 1923  
www.applied.com

Consolidated Electrical Distributors, Inc. (CED) is one of the nation’s largest electrical supply distribution networks, with nearly 600 locations across the country. CED distributes just about every piece of equipment that keeps your lights on, your energy flowing and your lifestyle comfortable. Our products – and opportunity – are all around you.

**Partner since:** 2009  
**Founded:** 1957  
www.cedcareers.com

Cummins Inc., a global power leader, is a corporation of complementary business units that design, manufacture, distribute and service diesel and natural gas engines and related technologies, including fuel systems, controls, air handling, filtration, emission solutions and electrical power generation systems. Headquartered in Columbus, Indiana, (USA) Cummins currently employs approximately 55,000 people worldwide and serves customers in approximately 190 countries and territories through a network of approximately 600 company-owned and independent distributor locations and approximately 7,200 dealer locations.

**Partner since:** 2014  
**Founded:** 1947  
www.salesandservice.cummins.com

Ferguson is a diverse distributor that spans multiple businesses including HVAC/R, plumbing supplies, waterworks, fire protection, tools and safety equipment, PVF, and other industrial and MRO products. Ferguson is a $15 billion dollar company with more than 1,400 locations and over 24,000 associates nationwide.

**Partner since:** 2018  
**Founded:** 1953  
www.ferguson.com
The North American Plastics group, a collection of the industry’s top leading brands in plastics distribution, is comprised of (87) locations across North America and offers the largest geographic footprint in the plastics industry today. With each of the 12 brands operating independently, they offer a wide range of value-added services, product lines from the most trusted manufacturers in the industry, and localized customer service.

PARTNER SINCE: 2017
www.northamericanplastics.com

Parker Hannifin is a Fortune 250 global leader in motion and control technologies. Parker manufactures engineered components and systems that facilitate motion and the controlled flow of liquids and gasses for a wide variety of global markets to increase customer productivity and profitability.

PARTNER SINCE: 2017
FOUNDED: 1917
www.parker.com

Winsupply Inc. is a privately held company with more than 570 wholesaling corporations in 45 states that are collectively known as “The Win Family of Companies.” Winsupply is one of the nation’s largest suppliers of plumbing and water heating supplies; hydronics; industrial pipe, valves and fittings; heating, ventilation, air conditioning and refrigeration equipment; electrical equipment; industrial and commercial fastening hardware; waterworks supplies; pumps; and irrigation and landscape supplies.

PARTNER SINCE: 2006
FOUNDED: 1956
www.winsupplyinc.com

Womack is an industrial distributor of hydraulic, pneumatic, and automatic equipment. Womack Companies supply individual components and complete systems to customers in every industry from agriculture to defense. Womack was recently named one of the “100 fastest growing companies based in Dallas” and one of the 50 largest distributors in the U.S.

PARTNER SINCE: 2009
FOUNDED: 1943
www.womack-machine.com
Internet Access
Wireless internet is available throughout the building and other locations on campus. Questions may be directed to our Help Desk at 308-865-8363

1. Select UNKGuest from your wireless selections

Parking Passes
If additional parking passes are needed, they are available at the information table.

Questions & Feedback
Stop by the information table and your question will be directed to the appropriate person. For concerns or emergencies, call Kathy Benne at 308-865-8504. We value your feedback, please let us know your comments and suggestions.

Room Reset
Pack up career fair items at 11:30am, as we start resetting the room for interviews right away. Your career fair booth and interview space will not be in the same locations.

Resumes
Go to www.unkid.org | Button on the home page “Student Resumes” Password: IDBlue! (case sensitive)

Shipping Materials
The following options are available to return your company materials.

UPS – Take packages to the Antelope Bookstore on the first floor of the Nebraskan Student Union.

Other Providers - Bring your prepared packages to the information table and after the event is over call your carrier for pickup at the following address:

University of Nebraska at Kearney
Industrial Technology Dept.
Otto Olsen Building Rm 132
2508 12th Avenue
Kearney, NE 68849
Setting Up Interviews
Review student resumes on the website (www.unkid.org, password: IDBlue!) in advance or collect at the fair. Network with students during the event and at the fair. Make selections for interviews.

Interview Schedules
Yellow blank schedules are provided in the main contact’s attendee folder. Duplicate the information of your schedule on the green copy and give to the staff at the information table, following the career fair.

Timeline of Interviews
No interviews will be allowed during the hours of the career fair. Interview spaces will be assigned.

Waiting Area for Students
Company reps need to go to the waiting area to get the next interview candidate. Students have been asked to be in the waiting area 5-10 minutes prior to interview time. If they have interviews back to back, they are to inform the staff at the information table.

Snacks
And water will be available in the waiting area during interview times.

Questions
Questions regarding interviews, or concerns, emergencies, etc. during interviews call Kathy Benne at 308-865.8504.

-- Questions --
Questions regarding interviews, or concerns, emergencies, etc. during interviews call Kathy Benne at 308-865.8504.
Offering Internships
Internships may be offered to students following the Fall Career Event. Industrial Distribution internships typically are offered during the summer months, but special circumstances may require an internship during other times.

Procedure for Acceptance
1. Prior to making an internship offer to a student, the company representative should contact Dustin Favinger, Director of the College of Business and Technology Career Center, (308) 865-8066 or favingerdd@unk.edu. The Career Center will evaluate the job description and/or internship overview.

2. Internship offer may be extended to student.

3. Student is responsible to submit the necessary documents to the CBT Career Center.

4. Student is responsible for notifying company of acceptance.

Internship Requirements
The Industrial Distribution (I.D.) internship is a required component of the curriculum. While I.D. Minors are not required to complete an internship, all I.D. majors are required to do so. The I.D. internship has been defined as a minimum 12 weeks at a company, working full time, with a defined plan for all 12 weeks. Important components of this 12-week plan may include: developing a training plan, identify a meaningful project to be carried out during the 12 weeks, and write a project charter for the identified project. The common denominator for all internships is that the student should get a well-rounded experience. This is not intended to be simply a summer job. The student should get to experience all aspects of your business.
This is a suggested schedule. If your interviews are longer than 15 minutes, please notify the student.

<table>
<thead>
<tr>
<th>Time</th>
<th>Name</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>1:00pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1:15pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1:30pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1:45pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2:00pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2:15pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2:30pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2:45pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3:00pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3:15pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3:30pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3:45pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4:00pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4:15pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4:30pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4:45pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5:00pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5:15pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5:30pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5:45pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6:00pm</td>
<td></td>
<td></td>
</tr>
<tr>
<td>6:15pm</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

6:15pm interviews end
**Career Event Functions Map**

**UNK Campus Map**

**Industrial Distribution Program Offices and Classrooms**
Otto Olsen Building (OTOL)

**Career Fair & Interviews**
Nebraskan Student Union (NSU)

**Note:** You may park in any lot with a visitor parking permit. Permits will be mailed upon receipt of your registration form. Reserved parking spaces will be available in Lot 4 (North of the Union) for unloading your career fair items.