**Hnatt Speech [No. 15838]**

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Remarks by Mr. Michael Hnatt before the IAFE 2016 Annual Conven-tion in Las Vega Nevada.

Throughout the course of the last 20 years or so, the computing industry has undergone three major revolutions, each of which had a tremendous impact on the fair and expo industry, most notably in the method by which event promotors register their entires and manage their auctions.

These three milestones, of course, were — first — the introduction in [year] of a graphical interface called Microsoft Windows. Second was the advent of the Internet; and third was the more recent development of mobile computing. each of these three “revolutions” created its own challenges and its own opportunities, and I’m enormously proud to say that gladstone, inc. — *showworks’* parent company — has been in the forefront of meeting those challenges for more than two decades.

and just as our industry has grown and changed and incorporated new technologies over the years, so too has our company evolved. we were, as you know, the first to introduce a computer-based application specifically designed for fair and expo management. we named it *showworks*, and we brought it to market first in [year]. and ever since then, our company has remained the industry leader in providing technology solutions for fair and expo management.

the revolution in the industry over the years fos-tered a parallel “evolution” in our company. we began as a small, family-run business with [no] of employees and [no] computers, and we could hardly afford to purchase air fare to Las Vegas and a four-foot table at our first IAFE trade show. From those humble beginnings, we’ve evolved into the undisputed software leader in fair and expo

management, and we now provide solutions to more than 1,000 fairs and expos annually — including virtually every state and county fair in the country. this year alone, *showworks* will help process more than [number] entries and more than a quarter of a billion dollars in auction proceeds — all at a fraction of the time, with a fraction of the errors and a fraction of the office staff that it would have required 20 years ago.

but this success story of ours couldn’t possibly have been written without the tremenous support of the iafe and its members. YOU have — through your patronage and constructive feedback — helped make *showworks* the industry-leading management software it’s become. had it not been for the trust that you and the IAFE have given us over the years, we couldn’t possibly have realized the success we’ve experienced.

we’re more grateful than words can express for our two decades’ partnership with the iaff. but where words might fail, i hope that dollar signs won’t. today i’m announcing that — as one small gesture of gratitude and as a way for us to give something back to the association — starting this year, *showworks* will provide $[number of dollars] in educational scholarships and [number] sponsor-ships to the annual iafe conference.

i know that these gestures don’t come close to repaying the iafe for the tremendous support you’ve given us and the confidence you’ve investeed in us over the years. i have no doubt that for every dollar we might devote to this scholarship pro-gram and to helping to prepare the next generation of fair managers, *showworks* will be repaid ten times over.

many of you in this room have helped nurture our growth and evolution. I’ve known many of you for a long time, and frankly, i consider all of you — and *every* member of the iafe — to be part of our extended family. and I look forward with tremendous excitement to our family’s moving forward together toward the next evolutions — the next revolutions — that lie ahead for the our industry. Thank you fairs managers, And thank you IAFE!

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