

Valve Manufacturers Association & Valve Repair Council

# ANNUAL MEETING

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SEPTEMBER 20-22, 2012



HALF MOON BAY

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CALIFORNIA

# VMA CHAIRMAN'S LETTER

I extend my warmest welcome to all of you for VMA's 74th Annual Meeting at the beautiful Ritz-Carlton Half Moon Bay, California. Once again, there is something planned for everyone. Educational, social, and sporting activities for members and their guests make for a full agenda.

I once again encourage members to bring the up and coming professionals on their staff. Program Committee Chairman Ivan Velan (Velan Valve) and his Committee colleagues Tom Leaver (Moog Flo-Tork), Mike Mitchell (Cameron), Stephane Meunier (Velan), and Bill Penhale (Cameron), have come up with an outstanding program featuring excellent speakers.

In addition to educational opportunities, we have a full program of social and sporting activities. The Spouse/Guest Program continues to provide an opportunity for the spouses and guests of VMA members to reacquaint themselves with old friends and meet new attendees. This year's Spouse/Guest Program will once again introduce attendees to the special attractions of the area.

As in the past, our Annual Meeting serves as a special occasion to recognize those who have served the industry through VMA activities. We realize that time given to VMA is especially valuable in these times of rebuilding our companies both domestically and abroad; so we are pleased that you are joining in an important VMA tradition, recognizing those special contributors with the Person of the Year Award and the Service Awards.

The past few years we have shared a portion of our Annual Meeting with representatives from our affiliated organization, the Valve Repair Council and this year we will once again share the entire program with them. I encourage your networking with their representatives during our meeting.

Additionally, we will once again be visited by our European colleagues.

I look forward to seeing you in California!

**BRUCE BROXTERMAN**

*Richards Industries  
VMA Chairman*

## THE RITZ-CARLTON HALF MOON BAY

CALIFORNIA





# Schedule of Events

REGISTER ONLINE AT [WWW.VMA.ORG/EVENTS](http://WWW.VMA.ORG/EVENTS)

## Thursday, September 20

1:00 – 2:30 pm

### GENERAL SESSION I (SPOUSES/GUESTS INVITED)

#### Disconnect: How Organizations Alienated the Young and How to Bring Them Back

*Marilyn Moats Kennedy, Owner, Moats Kennedy, Inc., Chicago, IL*

Why are people under 35 so disenchanted with corporate America and all large organizations? Even with recessions, down-sizing, and structural changes in the workforce their Boomer parents still prefer Big and being on the payroll. As organizations eye an upturn while recognizing how small and mobile the young talent pool really is, what can they do to win and hold more of that pool? In this program we will look at what's happened and what needs to happen. Will your organization successfully recruit its fair share?

2:30 – 3:00 pm

#### Coffee Break

3:00 – 4:30 pm

### GENERAL SESSION II

#### Panel of VMA Members on Their Experiences with Young Employees

*Panel to be determined*

As a follow-up to Ms. Moats Kennedy's presentation, hear from a panel of VMA members about their experiences with "the young and the restless."

4:30 pm

#### Adjourn

3:00 – 5:00pm

#### Spouse/Guest Event

Half-Moon Bay Garden Party – Gazebo Lawn

6:00 pm

#### Meet and Greet Reception

#### Dinner on your own

## Friday, September 21

7:30 am

#### Continental Breakfast

*(Spouses/Guests invited)*

8:30 – 9:30 am

### GENERAL SESSION III

#### 2013 Economic Outlook & Beyond

*Alan Beaulieu, Principal, Institute for Trend Research, Boscawen, NH*

Mr. Beaulieu will present the most recent findings of the Institute for Trend Research (ITR) and provide the forecast for the industrial valve industry. He will tell us whether or not the industry is still on the road to recovery and if yes, how long that recovery will last. He will further review the key end-user industries for valves, actuators and controls, as well as present the outlook overseas.

9:30 – 12noon

#### Spouse/Guest Event

Cuisine Extravaganza!

9:30 – 10:00 am

#### Coffee Break

10:00-11:30 am

### GENERAL SESSION III (continued)

#### 2013 Economic Outlook & Beyond

*Alan Beaulieu*

11:30 am

#### Adjournment Session II

12:30 pm

#### Men's and Women's Golf Tournament

Optional Activities – see Registration Form for details

6:30 pm

#### Informal Reception and Dinner



# Schedule of Events

REGISTER ONLINE AT [WWW.VMA.ORG/EVENTS](http://WWW.VMA.ORG/EVENTS)

## Saturday, September 22

**7:30 am**  
**BREAKFAST SPEAKER** (*Spouses/Guests Invited*)

### 2012 Election Outlook & Political Scene

Reid Wilson, Editor-In-Chief, National Journal's The Hotline  
Reid Wilson is editor-in-chief of Washington's premier daily tip sheet on politics, campaigns, and elections. A rising star in politics, Wilson stands in good company. Previous editors-in-chief of The Hotline include Chuck Todd, NBC News' political director and chief White House correspondent, and Amy Walter, the political director of ABC News. Wilson regularly contributes analysis of the national political environment to National Journal Daily, National Journal Magazine, 2012 Decoded and through his weekly column, On the Trail. He also frequently appears on MSNBC, CNN and C-SPAN and is a political contributor to Sirius-XM Radio.

**9:30–10:30 am**  
**GENERAL SESSION IV** (*Spouses/Guests Invited*)

### Reshoring Initiative – Bringing Manufacturing Back Home

*Harry Moser, Founder & President, Reshoring Initiative*

The massive U.S. trade deficit is a major cause of the decline of U.S. manufacturing over the past several decades, the high unemployment rate and debilitating budget deficit. Domestic suppliers have watched as large manufacturers have offshored work and well-paying jobs. Offshoring ultimately contributes to waste and instability. The Reshoring Initiative helps manufacturers and suppliers recognize the total cost of ownership, i.e. the profit/loss impact of both offshoring and reshoring. Using the tools offered by the Reshoring Initiative, manufacturers can make the right sourcing decisions to reduce their total cost of ownership of parts and tooling, improve their balance sheet and make product innovation more effective.

**10:30 – 10:45 am**  
**Coffee Break**

**10:45 – 11:30 am**  
**Association Business Meeting**  
*VMA Chairman, Bruce Broxterman, presiding*

**10:45 – 11:30am**  
**Valve Repair Council Business Meeting**  
*VRC Chairman, Kevin Kemerer, presiding*

**11:30 am**  
**Adjourn Session III**

**12:30 pm**  
**Golf & Tennis Tournaments**  
*Optional Activities – see Registration Form for details*

**6:30 pm**  
**Reception/Dinner & Entertainment**



# THE RITZ-CARLTON HALF MOON

CALIFORNIA



Situated 23 miles southwest of the San Francisco International Airport, The Ritz-Carlton, Half Moon Bay provides a magnificent backdrop for the perfect Northern California coast vacation. Whether you are roasting marshmallows and making s'mores in your own terrace fire pit or relaxing on the bluff after a rejuvenating spa treatment, our Resort offers a stunning destination for your next getaway.

Enjoy innovative cuisine in our ocean-view restaurants, two championship golf courses and miles of walking trails at the most romantic setting in Northern California.

## Hotel Information

### Phone

Call directly to 1-888/293-0524 or 1-800/241-3333

### Website

[www.ritz-carlton-half-moon-bay.com](http://www.ritz-carlton-half-moon-bay.com)

### Address

One Miramontes Point Road, Half Moon Bay, CA 94019

### Rate

Guest room rate \$269 + tax per room, per night/run of resort

The special rate is offered three (3) days pre- and/or -post the event, based on availability.

Rate cut-off is Friday, September 7, 2012 or when the room block is full, whichever comes first.



# OPTIONAL ACTIVITIES

All participants will be sent a box lunch order form for room charge.

## Friday, September 21

### 12:30pm Scramble

#### 2012 Men's & Women's Golf Tournament

Tee-off is 12:30pm at the Old Course, The Ritz-Carlton Half Moon Bay

**Greens fee is \$189 per player**

To sign-up [click here for registration form.](#)

Prizes will be awarded to the top three teams, as well as some 'special' prizes for select holes. Both experienced and novice golfers can win, in both the Ladies and Gents categories:

1. Closest to the Hole
2. Straightest Drive
3. Longest Putt

Prizes will be awarded during the awards ceremony on Saturday evening.

#### Old Course

Originally designed by Francis Duane and Arnold Palmer in 1973 then redesigned by Arthur Hills in 1999. This parkland-style course has a home hole that plays next to the ocean waves. Cypress trees line the fairways and surround these generous, yet challenging greens.

- Par 72
- 7,104 yards





# OPTIONAL ACTIVITIES

All participants will be sent a box lunch order form for room charge.



## Friday, September 21

### Kayaking

Kayaking is a unique way to enjoy the natural setting of the captivating coastal region of Pillar Point Harbor. Get close to and observe harbor seals, marine birds and other wild life in their natural habitat. Guided kayaking tours are open to all skill levels, from beginners to the most advanced and skilled kayakers. Instructors give a basic introduction of boating, paddling and safety skills before leading guests out into the water.

Yes! I am interested in this for Friday afternoon – approximately 4 hours.

Final per person cost is dependent upon number of participants, in the region of \$110.  
Capacity controlled at 24, with a minimum of four guests.



## Friday, September 21

### Segway Tours

Guests are invited to enjoy the Coast side from the comfort of an exciting Segway. The Segway is a self-balancing, personal transportation device useable on any pedestrian walkway. These remarkable machines allow guests to effortlessly Stop and Go as they please without the worry of missing a single sight! A formal training session is included at the beginning to become familiar with the controls.

Yes! I am interested in this for Friday afternoon – 2 to 3 hours.

Final per person cost is dependent upon number of participants, in the region of \$90.  
Capacity controlled at 18, with a minimum of four guests.



## Friday, September 21

### Texas Hold'em

Texas Hold'em is one of the most popular community poker variants played in casinos across the nation! A short introductory lesson will be given at the beginning of the session to become familiar with the basics of the game.

Yes! I am interested in this for Friday afternoon – approximately 3 hours.

Cost \$35 per person. Capacity controlled at 40, with a minimum of four guests.



# OPTIONAL ACTIVITIES

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All participants will be sent a box lunch order form for room charge.



## Friday, September 21

### Coastal Bike Ride

The bike ride will start from the Ritz-Carlton and travel north along the Half Moon Bay coastline. Guides provide insightful information about the coast and the history of Half Moon Bay. Included are 21-speed mountain bikes, a map, bottled water, and protective gear.

**Yes! I am interested in this for Friday afternoon – approximately 3 hours.**

**Cost \$35 per person. Capacity controlled at 40, with a minimum of four guests.**



## Friday, September 21

### Sailing Instruction

Guests will travel to Pillar Point Harbor, just 7 miles north of The Ritz-Carlton Half Moon Bay; firstly comes instruction on the basics of sailing and water safety at a local Yacht Club before heading out into the calm waters within the Harbor. Groups of 2 to 4 per boat will participate in hands-on instruction with their experienced Captain, they then test their skills and are challenged to a friendly race around the Harbor!

**Yes! I am interested in this for Friday afternoon – 2 hours.**

**Final per person cost is dependent upon number of participants, in the region of \$150.**

**Capacity controlled at 16, with a minimum of four guests.**





# OPTIONAL ACTIVITIES

All participants will be sent a box lunch order form for room charge.



## Saturday, September 22

12:30pm

### 2012 Twellman 'Skins'

Tee-off is 12:30pm at the Old Course, The Ritz-Carlton Half Moon Bay

**Greens fee is \$189 per player**

To sign-up [click here for registration form.](#)



## Saturday, September 22

12:30pm

### Tennis Round Robin Tournament

12:30pm start at the tennis facility, The Ritz-Carlton Half Moon Bay

**Fee is \$75 per player**

To sign-up [click here for registration form.](#)

Prizes will be awarded during the awards ceremony on Saturday evening.



## Saturday, September 22

11:45am

### Alcatraz "The Rock"

Private transportation departs The Ritz-Carlton Half Moon Bay PROMPTLY at 11:45am and will return at 5:30pm. Capacity controlled for private VMA transportation to 45 guests. VMA reserves the right to cancel the event due to minimum participation not being met.

- Guaranteed ferry ticket purchased in advance
- National Park Fee
- Self-guided cellblock audio tour
- Deluxe motorcoach/min-bus transportation
- Professional travel staff

**Fee is \$95 per player**

To sign-up [click here for registration form.](#)

*Please Note: Alcatraz tickets are subject to availability [National Park Service group booking policy] and once purchased tickets are non-refundable and non-transferable after August 8, 2012.*



# OPTIONAL ACTIVITIES

All participants will be sent a box lunch order form for room charge.



## Saturday, September 22 FILOLI Estate and Gardens

Built in 1915 for the prominent Bourn family of San Francisco, Filoli Mansion is nestled at the foot of the Santa Cruz Mountains. The house features 16 acres of well manicured gardens and set in the traditional English fashion with 'rooms' separating the different types of fruit trees, parterres, pools, and flowers. The house showcases the original furniture of both families that resided in the mansion. The library features a rug that once belonged to the Queen of England. Built by the brilliant and prominent architect Willis Polk in a Georgian Revival style country estate, it now serves as a historical point of interest

Yes! I am interested in this for Saturday afternoon – approximately 3 to 4 hours

Final per person cost is based upon number of participants in the region of \$75.

Capacity controlled at 22, with a minimum of four guests.



## Saturday, September 22 Half Moon Bay's Shop 'Til you Drop

This program is designed for those who just can't get enough of boutiques, art galleries, and collecting knick-knacks! This five-block stretch of road makes Half Moon Bay an ideal location to shop at one's own pace and never have to worry about not having enough time to see everything. Be sure to stop by the old town jail or even pop in to the general store, which is still in use today!

Yes! I am interested in this for Saturday afternoon – approximately 1 to 3 hours.

Final per person cost is based upon number of participants in the region of \$55.

Capacity controlled at 22, with a minimum of four guests.



## Saturday, September 22 Horseback Riding - Sea Horse Ranch

Do you fancy a ride on the beach, and be only steps from the Pacific Ocean? Ride along the trail that hugs the coast and offers spectacular views of not only the beach, but the California landscape and Princeton Harbor, and maybe spot a red-tailed hawk as it searches for its next meal.

Yes! I am interested in this for Saturday afternoon – approximately 3 to 4 hours.

Final per person cost is based upon number of participants in the region of \$110].

Capacity controlled at 40, with a minimum of four guests.



# OPTIONAL ACTIVITIES

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All participants will be sent a box lunch order form for room charge.



## Saturday, September 22

### Thomas Fogarty Winery

Twenty-five acres of Burgundian-style varietals are planted on this 325-acre estate, focusing on Chardonnay, Pinot Noir, and small lots of Merlot and Sangiovese. The winery sits on Skyline Boulevard at a 2,000-foot elevation. The long, cool growing season and excellent sun exposure provide an ideal climate for these grape varietals. Dr. Fogarty's vision is to produce high quality, character-filled wines which take full advantage of the unique soil and climate of this appellation. Enjoy wine-tasting at its finest at Thomas Fogarty Winery.

**Yes! I am interested in this for Saturday afternoon – approximately 3.5 to 4 hours.**

**Final per person cost is based upon number of participants in the region of \$70.**

**Capacity controlled at 30, with a minimum of four guests.**

# VMA & VRC Annual Meeting

September 20-22, 2012  
The Ritz-Carlton / Half Moon Bay, CA



## Registration Information Please print clearly

Name \_\_\_\_\_

**This is my first VMA/VRC Annual Meeting**  Yes  No

Badge Name \_\_\_\_\_ Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

**Spouse/Guest Name** \_\_\_\_\_

**This is my first VMA/VRC Annual Meeting**  Yes  No

Badge Name \_\_\_\_\_

Address \_\_\_\_\_

(if different from the above)

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

This will be used to forward any special spouse/guest program information.

**CHECK ENCLOSED** in the amount of \$ \_\_\_\_\_ representing \_\_\_\_\_ member

registration(s) and \_\_\_\_\_ spouse/guest registrations.

Please make checks payable to VMA, and reference the 2012 VMA Annual Meeting.

**CREDIT CARD PAYMENT**, if charging to credit card, please fax completed form to VMA at **202/296-0378**.

**CHARGE MY:**  VISA  MasterCard  DISCOVER  American Express

Credit Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_ 3 or 4 digit SEC \_\_\_\_\_

Name on Card \_\_\_\_\_

Billing Address \_\_\_\_\_

Signature on Card \_\_\_\_\_

**Special Needs:** Please indicate if you require special assistance and/or have any dietary requests/constraints that VMA should be aware of.

\_\_\_\_\_  
\_\_\_\_\_

### Meeting Cancellation Policy:

In the unhappy event you need to cancel your participation in this 74th Annual Meeting, VMA will provide a full 100% refund provided written cancellation (email or fax) is received prior to close-of-business Wednesday, September 5, 2012. For written cancellation notice received by COB Wednesday, September 12, 2012 we will provide a full 75% refund. VMA is not able to provide any refunds thereafter and will no longer extend credit to future meetings/events. Name substitutions are accepted however, please advise any name changes as soon as you are able to and prior to Friday, September 14, 2012 – thank you!

## Meeting Fees

### Before 8/30/2012

\$ \_\_\_\_\_ MEMBER \$850

\$ \_\_\_\_\_ GUEST \$550

\$ \_\_\_\_\_ COUPLE \$1,400

### After 8/30/2012

\$ \_\_\_\_\_ MEMBER \$900

\$ \_\_\_\_\_ GUEST \$600

\$ \_\_\_\_\_ COUPLE \$1,500

## Activities & Events

*RSVP REQUIRED*

### Thursday, September 20

**3:00 – 5:00pm**

**Spouse/Guest Garden  
Party, Gazebo Lawn**

**6:00pm**

**Meet & Greet Cocktail  
Reception**

### Friday, September 21

**7:30am**

**Continental Breakfast  
(Spouse/Guest Invited)**

**9:30 – 12Noon**

**Spouse/Guest Cuisine  
Extravaganza!**

**6:30pm**

**Informal Reception & Dinner  
Outdoor – weather permitting**

### Saturday, September 22

**7:30am**

**Breakfast Speaker  
(Spouse/Guest Invited)**

**7:00pm**

**Reception**

**8:00pm**

**Gala Dinner**

### 3 Ways to Register

#### Mail:

Send completed form with payment to:  
VMA, 2012 Annual Meeting  
1050 17th Street NW, Suite 280  
Washington, DC 20036

**Fax:** 202/296-0378

**Online:** [www.vma.org/events](http://www.vma.org/events)