

VALVE MANUFACTURERS ASSOCIATION

# Market Outlook Workshop

AUGUST 14-15, 2008

Renaissance Boston Waterfront Hotel

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MASSACHUSETTS

# KNOWLEDGE IS POWER

“Knowledge is Power”\*. The first time you heard it you sensed the inherent truth.

And you never forgot it.

We work in a business where information is king and knowledge truly is power. The VMA Market Outlook Workshop is more than an ordinary workshop. It is the most valuable source of targeted information about the economy and markets specific to our interests.

Every summer you make your business plans for the coming year. Whether you are new to the business or an old-timer, where else can you spend a day and a half listening to some of the best industry and economic experts talk about what is really happening in our markets?

This is not “how to be a better manager” or “how to generate great sales leads”. You will go home with:

- Hard information about the domestic and international economic outlook.
- Capital dollars to be spent in specific industries.
- Where the project activity will be.
- The types of projects to be built in various markets and regions.

You'll return to your office with ideas, notes, and PowerPoint presentations to prepare your 2009 sales and marketing forecast—real world information that you can count on to be accurate. That's powerful.

Take a moment to review the topics and speakers in this brochure. In addition to hearing outstanding, “real world” speakers, you'll have the opportunity to discuss these issues with the other attendees — the best sales and marketing professionals in the valve industry. The result is lively discussions, new market ideas and new product opportunities. That's value. That's power.

Whether times are good or bad, one thing is certain: we need to be the best we can be. We live and work in a business where information is our most valuable commodity. Here's the bottom line: This Workshop is about making us better at what we do. It's one of the best sources of industry information and is available to you at a bargain price.

Come early and visit customers. Or stay for the weekend and enjoy the city. Either way, if you are interested in growing your business you need to take advantage of this event. If you are a VMA CEO this is an opportunity to send your sales and marketing people to one of the best and most cost effective programs available.....and by the way, you're welcome too!

See you in Boston this August!

## MIKE MITCHELL

Vice President, Sales, DynaTorque  
VMA Statistics Committee

\* Sir Francis Bacon

## THURSDAY, AUGUST 14, 2008

8:15am	SESSION 1 - Water/Wastewater <i>Tom Decker, Vice President, CH2M Hill</i>
9:00am	SESSION 2 - Pulp and Paper <i>Peter Frandina, Senior Manager, Accenture</i>
9:45am	SESSION 3 - Power <i>Howard Russell, Vice President, Black and Veatch</i>
10:30am	SESSION 4 - Wall Street Perspective <i>Scott Graham, Managing Director, Bear Stearns</i>
11:15am	SESSION 5 - Nuclear <i>Stephun Cliver, Manager, Supply Chain, GE Nuclear Energy</i>
12:00pm	Lunch
1:30pm	SESSION 6 - Oil and Gas <i>John Spears, President, Spears and Associates</i>
2:15pm	SESSION 7 - LNG <i>Mark Modjeska, Director, LNG, Air Products and Chemicals</i>
3:00pm	Break
3:30pm	SESSION 8 - Petrochemical <i>Mark Eramo, Executive Vice President, CMAI Global</i>
4:15pm	SESSION 9 - Domestic Economic Outlook <i>Alan Beaulieu, Economist, Institute for Trend Research</i>
5:30 to 6:30pm	Reception ( <i>Sponsored by Bear Stearns</i> ) Dinner on your own

## FRIDAY, AUGUST 15, 2008

8:15am	SESSION 10 – Hydrocarbon Processing <i>Mark Peters, Publisher, Hydrocarbon Processing</i>
9:00am	SESSION 11 – International Economic Outlook <i>Zbyszko Tabernacki, Executive Managing Director, Global Insight, Inc.</i>
10:00am	Break
10:15am	SESSION 12 – Construction <i>Jim Haughey, Director of Economics, Reed Construction Data</i>
11:00am	SESSION 13 – China TBD
11:45am	Adjournment

# REGISTRATION FORM

## Full day and a half program:

*(includes 2 continental breakfasts, 1 lunch and evening reception)*

**\$580**

## Second and subsequent registrations from same member company:

*(use separate form for each registrant)*

**\$480**

Name \_\_\_\_\_ Nickname for Badge \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

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

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

Email \_\_\_\_\_

Enclosed is a check in the amount of \$ \_\_\_\_\_ representing \_\_\_\_\_ registration(s).

Please make checks payable to VMA, reference: Mkt. Outlook Workshop.

Mail to: VMA, 1050 17th Street, NW, Ste. 280, Washington, DC 20036

**CHARGE MY:**  VISA  MasterCard  Discover  Amex

*(if you use charge card you can fax your reservation to 202.296.0378).*

Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_

**CANCELLATIONS:** Full refund on cancellations received by July 7; 75% refund for cancellations received by July 18; no refunds thereafter.

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**M A S S A C H U S E T T S**



### Hotel Reservations

Call the Renaissance Boston Waterfront at 617.338.4111 and indicate you are attending the VMA Market Outlook Workshop for the special rate of \$209 per night plus tax. The cut off date to receive this rate is July 23, 2008.

**ONLINE REGISTRATION IS AVAILABLE AT WWW.VMA.ORG**



Valve Manufacturers Association  
1050 17th Street NW, Suite 280  
Washington, DC 20036

**Online Registration  
is Available at [www.vma.org](http://www.vma.org)**



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