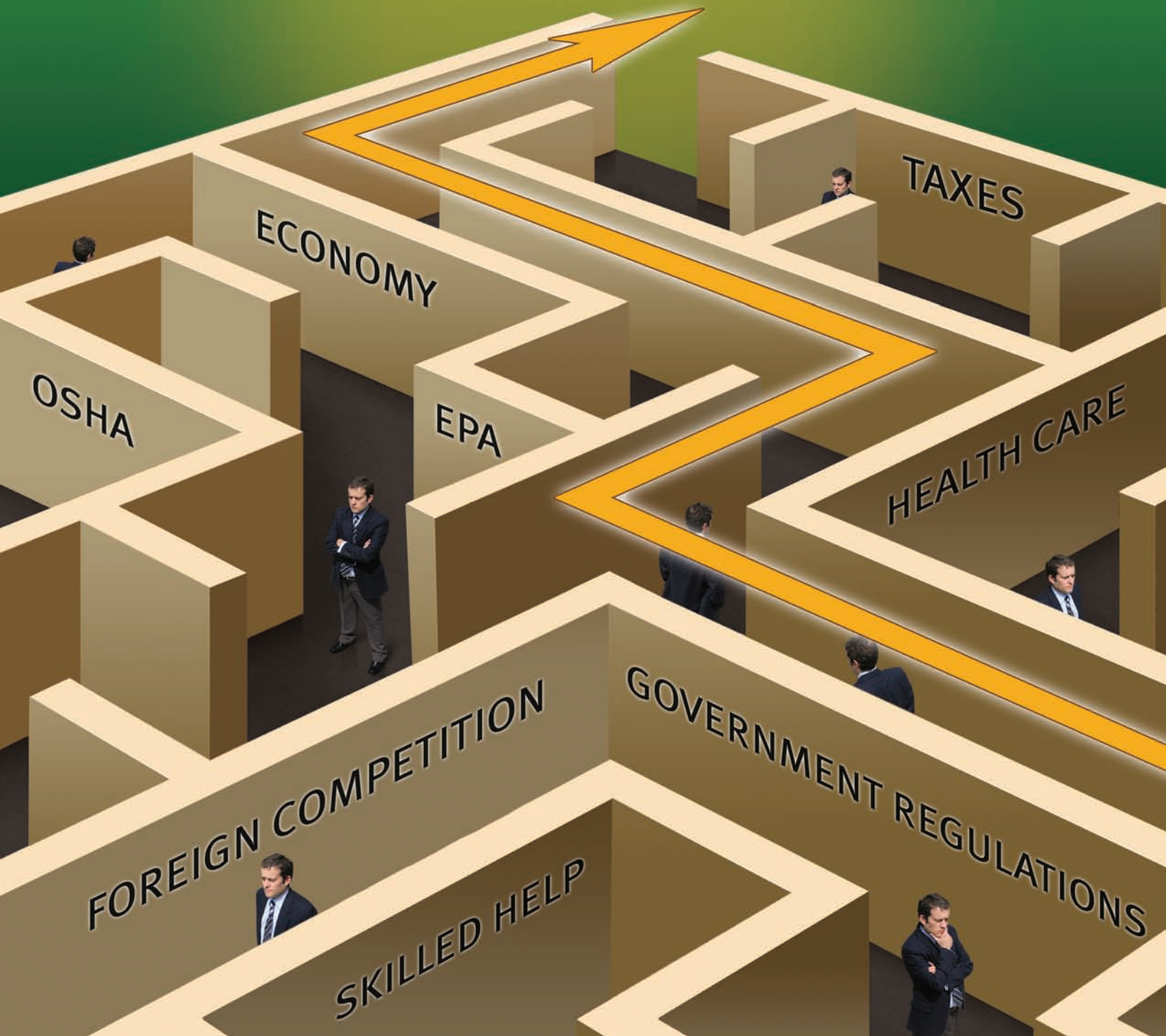


# 2009 ANNUAL CONVENTION

February 21–26, 2009 • Miramonte Resort & Spa, Indian Wells, California

## Leadership in Uncertain Times



## To all my fellow NTMA members



I would like to personally invite all NTMA members to attend the 2009 Annual Conference in Indiana Wells (Palm Springs) California on February 21-26, 2009. This will not only be a great Annual Conference but also an opportunity to enjoy the Southern California Desert experience and the luxurious intimacy of the Miramonte Resort and Spa.

We chose "Leadership in Uncertain Times" as our theme for 2009. I believe we would all have to agree that uncertainty is the exact situation we find ourselves. A Democrat President and Democratic controlled House and Senate already threaten businesses with higher taxes, employee free choice act, increased government regulations, and proposed national health care. In addition are the existing problems of two wars, a financial crisis, foreign competition, a decline of domestic automotive production, and increased health care costs that add to the uncertainty. Strong, courageous, informed leadership is more important now than ever. The NTMA can help. Networking, informative speakers, benchmarking, purchasing fairs, Government advocacy, labor law assistance, MetalWorking Insurance Limited, affinity programs, etc... are all ways that the NTMA can help us as leaders of our companies to make informed, courageous and creative decisions.

Some of the highlights of the conference are: highly regarded speakers with a focus on leadership, vision, and developing and implementing your strategic plan and the always popular and informative industry roundtables. Our team meetings are on Sunday and we encourage you to attend the team meetings that most interest you. Get involved and the benefits will definitely exceed the effort.

We will have an opportunity to enjoy the conference with social events such as the opening night reception with special guests, a scramble golf outing at the Indian Wells Resort, (which is the same course the Skins game was played on last year), the very popular "Palm Springs Follies", and then the conference will wrap up Thursday evening with our annual dinner dance.

We have also made every effort to have shorter business days and free evenings to enjoy the Southern California Desert, shopping, and area restaurants.

So, please join us as we work together to help all of our members be successful in such "uncertain times" and have a little fun in the California sun at the same time.

**Ron Overton**  
2009 Chairman Elect

## LEADERSHIP IN UNCERTAIN TIMES

Are you a leader who can steer a path through uncertain times, manage costs and identify new growth in a tighter more competitive environment? Do you have the tools necessary to make the tough and effective decisions facing your company and the industry?

NTMA presents four top speakers with information, insight and strategies to help you tackle today's leadership challenges with confidence.

**Monday, February 23 8:30 AM**



### General Membership Assembly

**Keynote Speaker:**  
**Col. Rob Davis**

Col. Rob Davis, U.S. Marine Corps (retired), will open the Annual Convention with a powerful look at leadership. Using historical examples and his own personal thoughts and concepts of leading, he will discuss how sound leadership has, is, and will be the one of the basic keys to bridging uncertainty. Marines are trained to act instinctively and effectively, regardless of the situation. Principles such as "lead by example" and "make sound and timely decisions" are lessons Marines continue to apply at home, in the community, and in the business world. Values and traits like courage, resourcefulness, flexibility and the ability to inspire people set Marines apart as leaders.

Rob retired in October 2008 after 25 years as a Marine officer. His last assignment on active duty was the Commanding Officer of the 11th Marine Regiment. He has commanded at every level in the artillery community from platoon to regiment.

**Tuesday, February 24 8:00 AM**



### The Economic Outlook: What are the Signs of the Coming Recovery?

**Dr. Kenneth Mayland**  
President, ClearView Economics, LLC

The U.S. economy is in *recession*. Briefly, how did it get there, and more importantly, what is being done about it? How is it playing out for manufacturing, by industry? Do recessions do any good? (Hint: Yes.) How can laypersons track the recession's progress, and what indicators will foreshadow the upcoming recovery? Economic updates on the U.S. auto industry, policy and the political situation, and the international climate will be included, as dictated by events.

Dr. Ken Mayland is President of **ClearView Economics, LLC**, a firm specializing in economic research and forecasting. Ken was previously the Chief Economist of two major financial institutions (First Pennsylvania Bank and KeyCorp). Dr. Mayland addressed the NTMA membership at the 2008 Annual Convention in St. Petersburg, FL. We are delighted to welcome him back with an update on economic indicators affecting your business and personal life.

**Wednesday, February 25 9:00 a.m.**

### "Finding the Path – Leadership in Uncertain Times"

**Robert Bradford**  
Center for Simplified Strategic Planning

One of the most difficult aspects of leadership in turbulent times is that most companies rely on a recipe for success – a recipe that no longer works reliably. In times like these, NTMA members need to be closely examining their own recipes – why they work, why they no longer work, and how they need to adapt to changing markets and conditions.

Robert Bradford will drill into the core of how your company can lead by truly setting itself apart from the competition with clear concepts, funny stories, and specific hands-on exercises that have helped create breakthrough leaders and companies.

You will learn:

- How to examine your "profit machine"
- The main types of competition and how to beat them
- How to understand your company's potential for leadership
- The key steps necessary to actually make the changes required for breakthrough leadership in your markets
- How to make competitors react to you rather than the other way around

Thursday, February 26 10:30 a.m.



### “Maximizing Profits During Uncertain Times”

“Dr. Lisa” Lang

President, *The Science of Business*®

In this highly interactive presentation, Dr. Lisa will engage the group in discussion and hands-on participation to discover:

- How to leverage existing resources using the Theory of Constraints
- Which tough decisions must be made during uncertain times
- How to make these decisions in a way that maximizes profits
- How to increase capacity with no corresponding increase in expenses or capital investment
- And, how to create a “Mafia Offer” that allows you to increase sales even during tough times

Dr. Lisa provides a unique, counter-intuitive perspective based on scientific methods, causing participants to challenge their current assumptions and think bigger. You will learn to make decisions and strategic plans that capitalize on uncertain times to maximize profitability.

The value to participants includes:

- Improved understanding of how to leverage their constraint and existing resources to drive profitability
- 4 metrics and 3 decision rules to make day-to-day decisions that maximize profitability
- How to have the biggest and quickest impact with Lean and Six Sigma efforts
- Guidelines and examples for creating a “Mafia Offer” – an offer that is so good your customers can’t refuse it and your competition can’t or won’t offer the same.

## EVERY DAY OFFERS GREAT SOCIAL NETWORKING OPPORTUNITIES!

### Chairman’s Opening Night Reception

Sunday, February 22  
7:00-10:00 PM

Out on the lawn, under the stars – what better place to hold our Opening Night Reception! Hors d’oeuvres stations, hosted bar and lively entertainment set the stage for an enjoyable convention week.

*Suggested dress: Resort casual.*

### Inaugural Luncheon

Tuesday, February 24  
12:30-2:30 PM

NTMA’s 2009 Executive Officers will take the oath of office at this luncheon ceremony. Be on hand as Ron Overton, Overton Industries, Mooresville, IN, delivers his inaugural address focusing on “Leadership in Uncertain Times.”

*Suggested dress: Business casual.*

### Networking Reception

Wednesday, February 25  
7:00-9:00 PM

Everyone’s had a free afternoon for golf, tours, shopping, the spa or just plain relaxing. It’s time to get together again for good food, drinks and friendship! *Suggested dress: Resort casual*

### Annual Dinner Dance

Thursday, February 26  
6:00-7:00 PM Reception

7:00 PM-midnight Dinner & Dancing  
Get ready to party! There will be great food, wine and a terrific dance band to keep you energized all evening. Let’s make our last evening in Palm Springs a memorable one! *Suggested dress: Tuxedos or dark suits for the men; cocktail dresses for the ladies.*



## 2009 ANNUAL CONVENTION SCHEDULE OF EVENTS

### Saturday, February 21

- 9:00 AM – 4:00 PM Executive Team
- 9:00 AM – 12:00 PM Chapter Development Program
- 1:30 PM – 4:00 PM Chapter Executives Round Table
- 4:30 PM – 7:00 PM Chapter Executives Mixer

### Sunday, February 22

- 8:00 AM – 5:00 PM Registration
- 8:00 AM – 10:00 AM Continental Breakfast
- 8:00 AM – 10:00 AM Budget & Finance Team
- 8:00 AM – 10:00 AM Education Team
- 8:00 AM – 10:00 AM Membership Growth & Retention Team
- 10:00 AM – 12:00 PM Manufacturing Technology Team
- 10:00 AM – 12:00 PM Insurance Team
- 10:00 AM – 12:00 PM PJAM Team
- 1:30 PM – 3:30 PM Chapter Development Program
- 1:30 PM – 3:30 PM Government Affairs Team
- 1:30 PM – 3:30 PM Website Development Team
- 1:30 PM – 3:30 PM Next Generation Team
- 3:30 PM – 4:30 PM Spouse Program: Welcome to The Well (spa orientation)
- 3:30 PM – 5:30 PM NTMF Board Meeting
- 3:30 PM – 5:30 PM Industry Marketing, Meetings & Business Development Team
- 3:30 PM – 5:30 PM Robotics Team
- 5:30 PM – 6:30 PM Meeting of Team Leaders
- 6:30 PM – 7:00 PM First Timers’ Orientation
- 7:00 PM – 10:00 PM Chairman’s Opening Night Reception

### Monday, February 23

- 7:30 AM – 4:30 PM Registration
- 7:30 AM – 10:00 AM Continental Breakfast
- 8:30 AM – 9:45 AM Keynote Leadership Speaker: Col. Rob Davis
- 10:00 AM – 12:00 PM General Membership Assembly & Awards
- 10:00 AM – 12:00 PM Chapter Executives Team
- 12:00 PM – 2:30 PM Past Chairmen’s Luncheon
- 12:00 PM – 2:00 PM Audit Team
- 12:30 PM – 5:00 PM Optional Tour: Palm Springs Aerial Tram
- 2:00 PM – 5:00 PM Next Generation Round Table
- 2:30 PM – 4:00 PM Benefits Subteam
- 2:30 PM – 5:00 PM National Associate Member Team
- 5:00 PM – 6:00 PM Next Generation Reception
- 6:30 PM Next Generation Social Networking Event

### Tuesday, February 24

- 7:30 AM – 12:00 PM Registration
- 7:30 AM – 10:00 AM Continental Breakfast
- 8:00 AM – 9:30 AM *Economic Outlook (Dr. Kenneth Mayland)*
- 9:45 AM – 12:00 PM Tools, Dies & Molds Round Table
- 9:45 AM – 12:00 PM Precision Machining Round Tables (I, II, & III)
- 12:30 PM – 2:30 PM Inaugural Luncheon
- 5:45 PM Transportation to Palm Springs Follies
- 7:00 PM – 11:00 PM Optional Event: Fabulous Palm Springs Follies

## CHAPTER DEVELOPMENT PROGRAM

If you are actively involved in your chapter, whether as a board member, staff, or any level of volunteer, these two seminars are designed specifically for you.

**Saturday, February 21, 2009 9 AM – 12 PM**

### So Your Chapter Wants to Access Some Grant Money

Let this experienced panel guide you through the grant process, including where to look for grant money, navigating the application process, and tips on increasing your chances for obtaining grant funds on behalf of your chapter.

**Sunday, February 22, 2009 1:30 – 3:30 PM**

### Topics on Managing Chapter Finances

What are the legal responsibilities of the chapter board/treasurer? Do you know what should be included in a Treasurer's report to the board? What should we consider when preparing the chapter budget? What belongs in our chart of accounts? We are a small chapter – do we really need internal controls? These questions and more will be explored in this session. Send your chapter treasurer AND administrative staff to learn how you can manage and protect your valuable assets.



**Wednesday, February 25**

<b>7:30 AM – 12:00 PM</b>	Registration
<b>7:30 AM – 10:00 AM</b>	Continental Breakfast
<b>8:00 AM – 9:00 AM</b>	Nominating Team
<b>9:00 AM – 11:30 AM</b>	<i>Finding the Path – Leadership in Uncertain Times (Robert Bradford)</i>
<b>1:00 PM – 5:00 PM</b>	Optional: Cooking with Chef Robert
<b>1:00 PM – 6:00 PM</b>	Golf Tournament (shotgun)
<b>7:00 PM – 9:00 PM</b>	Networking Reception

**Thursday, February 26**

<b>7:30 AM – 12:00 PM</b>	Registration
<b>7:30 AM – 10:00 AM</b>	Continental Breakfast
<b>8:00 AM – 10:00 AM</b>	Board of Trustees
<b>10:30 AM – 12:00 PM</b>	<i>Maximizing Profits During Uncertain Times ("Dr. Lisa" Lang)</i>
<b>12:00 PM – 1:30 PM</b>	Executive Team Meeting
<b>6:00 PM – 7:00 PM</b>	Reception hosted by Los Angeles Chapter, NTMA
<b>7:00 PM – 12:00 AM</b>	Annual Dinner Dance

## OPTIONAL EVENTS FOR YOUR FREE TIME

### Welcome to THE WELL

*Sunday, February 22*  
3:30-4:30 PM

Unique among Southern California spas, THE WELL has become the centerpiece of Miramonte's Mediterranean inspired village. This top rated spa incorporates spa techniques inspired by Tuscan living including therapeutic muds, wine extracts, oils and refreshing waters. The 12,000 square-foot spa offers 5 outdoor and 9 indoor relaxation suites, four mud bars, two signature river benches and a Watsu pool.

Join Spa Director Jennifer DiFrancesco for an entertaining and educational overview of how THE WELL can add an element of pampering and relaxation to your stay. To encourage you to experience THE WELL, each registered attendee will receive a certificate to use toward spa treatments and services. Wouldn't a massage be the perfect thing after a full day of meetings?

No additional charge – orientation program is included in your registration fee.

### A View from the Top – Palm Springs Aerial Tram

*Monday, February 23*  
12:30-5:00 PM

The Palm Springs Aerial Tram on Mt. Jacinto is a true adventure. The rotating cable cars are the most advanced in the world and will take you over two miles up the mountainside to a height of 8,516 ft. Once at the top, enjoy a 20 minute film on the construction of the Tram and explore the hiking and walking trails of Mount San Jacinto State Park. The return trip includes a stop in downtown Palm Springs with a little time for shopping.

\$96 per person (includes transportation with narration en route, box lunch & beverage, and pre-board tram tickets)

### Fabulous Palm Springs Follies

*Tuesday, February 24*  
5:45 PM Bus departs for show  
7:00-10:00 PM "Get Your Kicks" Show

11:00 PM Expected arrival back at the hotel

The Follies' 18th season will celebrate Route 66 with an all new show entitled "Get Your Kicks." Their world-famous line of Long-Legged Lovelies and Follies Gentlemen (all 57 to 85 years young!) along with "Follies Man" Riff Markowitz will travel this highway via music, dance, comedy and all the iconic imagery The Mother Road holds in our collective imaginations. Limited number of seats available – so register early!

Please note that this event does not include dinner. An early dinner at the Hotel is suggested.

\$110 per person (includes transportation and reserved seating).

### Cooking with Chef Robert

*Wednesday, February 25*  
12:30-2:30 PM

Satisfy your culinary curiosity by attending "Cooking with Chef Robert"! Enjoy lunch while following along with the Chef's preparation, Q & A time, and attendee interaction if you dare!

Executive Chef Robert Nyerick leads the Miramonte Resort & Spa's dynamic culinary team for Ristorante Brissago and the banquet operations. Chef Nyerick's style and flair influences Brissago's Mediterranean-inspired cuisine with new menus showcasing local and regional purveyors to ensure the ultimate dining experience.

\$80 per person (includes 3-course luncheon and cooking demonstration)

### Golf at Indian Wells

*Wednesday, February 25*  
1:00 PM Shotgun start

Located just across the street from the Miramonte, the Celebrity Course at Indian Wells Golf Resort opened to rave reviews in November 2006. A wonderful afternoon of fun and networking is in store for our golfers.

\$220 per person (includes greens fee, cart, box lunch, beverage cart)



## SPECIAL PROGRAM FOR NEXT GENERATION MEMBERS

We realize that it is not always possible for younger members to take a full week away from business to attend a national conference. A special 2-day program is available for our Next Generation members to take advantage of those programs specifically geared to them. A \$370 registration fee is available and includes:

### *Sunday, February 22*

- Continental Breakfast
- Chapter Development Program
- Next Generation Team Meeting
- Opening Night Reception

### *Monday, February 23*

- Continental Breakfast
- Leadership Keynote Speaker
- General Membership Assembly
- Next Generation Round Table
- Next Generation Reception
- Next Generation Social Networking Dinner (off site dinner reservations)

Next Generation members who register as "Additional Company Employee" may attend the entire conference at the special rate of \$695 (early) or \$795 after January 31. This provides three additional days of programs and social activities.

Either way, don't miss the Next Generation Round Table...

### *Making Financial Decisions During Uncertain Times*

Financial decisions aren't something that you make once, congratulate yourself for having done so, and then rest easy thereafter. Young people can look forward to a lifetime of changes in their personal situations – marriages, mortgages, children, college, divorce, career changes, the family business, aging parents, and retirement – all which can have a major impact on decisions affecting personal financial security. With today's turbulent economic situation, making those decisions is even more difficult.

Jane An and Allen Ah You from Monolithe Wealth Planning Group, Irvine, CA, will review options and strategies to improve your business, your personal life and the fulfillment of your personal and organizational financial objectives. Your personal finances are inextricably linked with your business, so your family's financial plan needs to be integrated with that of your business. The Monolithe Group looks to provide unique financial planning solutions, aligning your personal finances and your business needs.

Jane and Allen invite you to join them for an afternoon of investor education and information.

## ENJOY THE CALIFORNIA DESERT EXPERIENCE AT . . .

### *Miramonte Resort & Spa*

45-000 Indian Wells Lane  
Indian Wells, CA 92210

(760) 341-2200

Reservations: (800) 237-2926

Or make reservations on-line at [www.miramonteresort.com](http://www.miramonteresort.com)

Enter group code: NTMA09

- 18 miles from Palm Springs International Airport
- 215 elegantly appointed guest rooms with private terraces or balconies
- Ristorante Brissago for all-day Mediterranean-inspired dining
- Lobby Lounge for cocktails and light fare
- 24-Hour room service
- 3 pools complete with whirlpool spas, saunas and cabanas
- Golf and tennis at Indian Wells, directly across the street
- Concierge service for off-property activities, shopping, restaurant reservations, jeep tours, and other unique desert attractions.

**Rates:** NTMA's group rate is \$249 single/double occupancy, plus 9.25% tax. When making your reservation, please indicate that you are with NTMA.

**Reservation Deadline:** January 31, 2009 or when our room block has been filled, whichever comes first. Reservations requests received after January 31 will be based on availability.

### **Resort Fee Waived for Conference Attendees**

NTMA was successful in negotiating a waiver of the \$18 per day resort fee normally charged by the Miramonte. Please check your room folio to verify that you are not being charged the resort fee. You are entitled to the following amenities without additional charge:

- Wireless Internet Access
- Valet or Self Parking
- Shoe Shine Service
- 24 Hour Fitness Center & Sauna
- In-room Gourmet coffee
- Turndown Service (on request)
- Incoming & Outgoing Domestic faxes
- Daily newspaper
- Daily Wellness Class

Gratuities for hotel staff members are at your discretion.



# NATIONAL TOOLING & MACHINING ASSOCIATION 2009 ANNUAL CONVENTION

February 21-26, 2009 • Miramonte Resort & Spa, Indian Wells, CA

## Conference Registration Form

Name \_\_\_\_\_  
 Spouse/Guest(s) \_\_\_\_\_  
 Children (w/ages) \_\_\_\_\_  
 Company \_\_\_\_\_ Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_  
 Phone \_\_\_\_\_ FAX \_\_\_\_\_ E-mail \_\_\_\_\_

**Check all that apply:**

- First Convention
- Chapter President
- Trustee
- Alternate Trustee
- Chapter Executive
- Past Service Member
- Next Generation: new & future business leaders.

**I plan to attend the following Round Tables:**

- Precision Machining
- Tools, Dies & Molds
- Next Generation Round Table

**Conference Registration Fees (per person)**

NTMA Member**	\$1395	.....	\$	_____
Additional Company Employee**	\$795	.....	\$	_____
Educator Members**	\$795	.....	\$	_____
NTMA Member Spouse, Guests	\$695	.....	\$	_____
Past Service Members	\$695	.....	\$	_____
Next Generation 2-Day Program (Sunday-Monday only)	\$370	.....	\$	_____
Chapter Executives*	No Charge	.....	\$	NC _____
All persons 6 to 20 years of age not employed full time by the company	\$295	.....	\$	_____
Non-Members**	\$1595	.....	\$	_____
Non-Member Spouse or Guest	\$695	.....	\$	_____

\*Chapter Executives refers to chapter directors/executive secretaries. Does not include volunteer chapter officers, i.e., chapter president, vice president, secretary-treasurer.

**Optional Events**

_____ Palm Springs Aerial Tram (Monday, Feb. 23)	\$96	.....	\$	_____
_____ Fabulous Palm Springs Follies (Tuesday, Feb. 24)	\$110	.....	\$	_____
_____ Cooking with Chef Robert (Wednesday, Feb. 25)	\$80	.....	\$	_____

\_\_\_\_\_ Golf Tournament  
 (Wednesday, Feb. 25) ..... \$220 ..... \$ \_\_\_\_\_  
 Name \_\_\_\_\_ Handicap \_\_\_\_\_  
 Rental Clubs: \_\_\_ Left-hand \_\_\_ Right-hand.. \$55 ..... \$ \_\_\_\_\_  
 Name \_\_\_\_\_ Handicap \_\_\_\_\_  
 Rental Clubs: \_\_\_ Left-hand \_\_\_ Right-hand.. \$55 ..... \$ \_\_\_\_\_

**\*\*EARLY REGISTRATION DISCOUNT**

(Applies only to registration categories marked \*\*)

Register by January 31 and SAVE \$100 on your  
 Convention Registration ..... (\$ \_\_\_\_\_)

**GRAND TOTAL** \$ \_\_\_\_\_

**Method of Payment:**

MasterCard  VISA  American Express  
 Check # \_\_\_\_\_  
 Card # \_\_\_\_\_ Expiration \_\_\_\_\_  
 Signature \_\_\_\_\_

*Payments to NTMA are not tax deductible as charitable contributions for federal income tax purposes. However, such payments may be deductible as business expenses.*

Mail registration form to:

**NTMA**  
 9300 Livingston Road  
 Ft. Washington, MD 20744

Fax registration form to:

**(301) 248-7104 or (301) 248-7174**

Download registration form at: [www.ntma.org](http://www.ntma.org)

On-Line registration available at: [www.ntma.org](http://www.ntma.org)



**NTMA**  
 9300 Livingston Road  
 Ft. Washington, MD 20744