ANNUAL MEETING
SEPTEMBER 25-27, 2019
Valve Manufacturers Association

The Breakers / Palm Beach / Florida
Janet and I extend our warmest welcome to all of you for VMA’s 81st Annual Meeting at the beautiful Breakers in Palm Beach, Florida. 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 Brad Ellis (Crane) and his Committee colleagues Kim Beise (Dowco), Arie Bregman (DFT), Andy Duffy (Emerson), Dave Johnson (Metso), and Jim Walther (Kitz), 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 busy times so we are pleased that you are joining in an important VMA tradition, recognizing those special contributors.

This year we will once again share the entire program with our colleagues from the VRC. I encourage you to network with their representatives during our meeting.

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

I look forward to seeing you in Palm Beach.

DAVID HUGHES
Emerson Automation Solutions
VMA Chairman
2018 saw improvement for the valve, actuator and control industry and the 2019 forecast is for continued growth. The Annual Meeting Program Committee is aware that there are challenges facing our industry and has put together a program that we feel will provide you with tools to meet these challenges.

This year, as in the past, you will hear from experts in their fields on topics that are relevant to our industry. Our program will begin on Wednesday afternoon with our annual domestic economic outlook. Keeping with the outlook theme we will next hear the Wall Street view of our industry.

On Thursday morning we will shift gears. We will have two presentations dealing with key issues facing our industry. Our first presentation will deal with the USMCA and the second with Cybersecurity in the Valve Industry. The latter will consist of a panel of VMA/VRC member companies. The presentations will be preceded by our Annual Association Business Meeting.

Friday’s breakfast speaker will be David Wasserman of The Cook Political Report who will address the upcoming elections and the Trump presidency. Later Friday morning we will conclude the educational portion of our program with a presentation on distribution.

Join me in celebrating VMA’s 81st Annual Meeting and enjoy both the educational and social events at this special program.

BRAD ELLIS
Crane Co.
Chairman, VMA Program Committee
Join us at The Breakers in Palm Beach to wish a very fond farewell to VMA President Bill Sandler who is retiring at the end of 2019.

After 42 years with VMA — 21 of those years as president — Bill is leaving VMA to enter a phase of life that’s sure to be filled with worldwide travel, family fun (including extra time with two adorable grandbabies!), visits with the many VMA friends made over the years, and other leisure pursuits.

We see nothing but good things ahead for Bill and his lovely wife Ellen, so let’s give them a fitting send-off… and tell them how much we will miss them!
**VMA/VRC PROGRAM**

**WEDNESDAY, SEPTEMBER 25**

8:00 am – 12 Noon  
**VMA Board Meeting (Closed)**  
Magnolia Room

11:00 am – 1:00 pm  
**VRC Board Meeting**  
Gulfstream IV

12 Noon – 1:00 pm  
**VMA Board Lunch (Closed)**  
Gulfstream III

1:00 – 2:30 pm  
**GENERAL SESSION I**  
The U.S. Economic Outlook  
Mediterranean Ballroom

*Beth Ann Bovino*, Chief U.S. Economist/Managing Director, Global Economics & Research, S&P Global Ratings

Ms. Bovino will present to attendees the latest economic outlook for the U.S. and what we should expect down the road for our industry.

2:00 – 5:00 pm  
**SPOUSE/GUEST MEET & GREET RECEPTION**  
Soles for Souls Event  
Gulfstream I & II

The VMA spouse/guest committee invites you to attend the Soles for Souls event and spouse/guest reception. TOM’s brand has a long history of giving back to underserved communities by giving one pair of shoes to a child or adult in need for every pair purchased. Come network, catch-up with old friends and make new ones as we do something good for our “souls”. During this event each table will get together and decorate TOM’s shoes and a tote bag that will then be donated. This event is complimentary to all spouse/guest registrants. Light refreshments will be provided. **RSVP was required to attend. Space still available.**

2:30 – 3:00 pm  
**Coffee Break**  
Mediterranean Ballroom

3:00 – 4:30 pm  
**GENERAL SESSION II**  
Wall Street’s View of the Valve Industry  
Mediterranean Ballroom

*Michael Halloran*, Senior Research Analyst, Managing Director, Robert W. Baird & Company

How does Wall Street view the industrial valve industry? Hear from an expert on the flow control sector of our economy.
THURSDAY, SEPTEMBER 26

7:30 am
Continental Breakfast (Spouse/Guests Invited)
Mediterranean Ballroom

8:15 – 9:15 am
GENERAL SESSION III
Annual Association Business Meeting
Mediterranean Ballroom
VMA Chairman, David Hughes, Emerson, presiding

8:15 – 9:15 am
VRC Annual Association Business Meeting
Gulfstream IV
VRC Chairman, Kim Beise, Dowco Valve, presiding

9:00 – Noon
SPOUSE/GUEST OFFSITE ACTIVITY (OFF-SITE)
A Day in the Life – Palm Beach Mansion Tour
Spouse/Guests who are participating in the Palm Beach Mansion Tour are welcome to help themselves to the continental breakfast in the Mediterranean Ballroom before the tour beginning at 7:30 am. The Gold room across from the General Session, has been set up expressly for participants to eat together before departing. Participants should meet in the lobby at 8:45 am, bus transportation will leave at 9:00 am sharp. Bring comfortable walking shoes. See updated descriptions of mansions on the tour on page 9 of the program.
This event is complimentary to all spouse/guest registrants. RSVP was required to attend.

9:15 – 9:30 am
Coffee Break
Mediterranean Ballroom

9:30 – 10:30 am
GENERAL SESSION IV
USMCA
Mediterranean Ballroom
Christopher Wilson, Deputy Director of the Wilson Center’s Mexico Institute
Mr. Wilson will provide an update on tariffs highlighting the United States-Mexico-Canada Agreement (USMCA).
10:30 – 11:30 am
GENERAL SESSION V
Cybersecurity, A Member Panel Discussion
Mediterranean Ballroom

Ron Veillon, Bray International
Kevin Kemerer, Precision Pump & Valve Service
Shane Velan, Velan Valve Corporation

A panel of VMA and VRC member companies share with their peers what they are doing in cybersecurity. They will discuss tools used and statistics collected.

11:30 am
Adjourn

OPTIONAL ACTIVITIES
12:30 – 5:00 pm
VMA Golf Tournament
The Breakers, Ocean Course

This year’s golf tournament pairings can be found posted in the Mediterranean Ballroom. Participants in the golf tournament are to catch the shuttle outside of the hotel for transport to the Breakers Golf Club. Boxed lunches that were pre-ordered can be picked up at the Golf Shop. Rental clubs will be available at the golf shop for participants if needed. Warm-up facility, bag storage, and locker rental included. Appropriate golf attire required. Beverage cart will be available.

12:30 – 1:30 pm
Here Fishy, Fishy! - Guided Reef Tour $75

Participants for the Guided Reef Tour are to meet in the lobby at 12:15pm for this activity. Breakers staff will assist you. Bring your swimsuit, water shoes and/or flip flops. Cover ups for swimsuits are required in the lobby. Towels will be provided. Tour will leave promptly at 12:30 pm. Pre-registration was required, however space is still available.

1:00 – 5:00 pm
The Breakers Spa – VMA Style!

All attendees to the VMA annual meeting can take advantage of a 10% discount at the Breakers spa. Experience the exquisite indoor/outdoor remodeled spa. Treatment include luxe facials, tailored massages and holistic body work. Call 855-435-5766 to make an appointment, and identify yourself as a VMA attendee to receive the discount.

6:30 – 9:00 am
Informal Reception and Dinner (Spouse/Guests Invited)
Ocean Lawn (in case of rain, event will be held in the Mediterranean Ballroom)

FRIDAY, SEPTEMBER 27

7:30 - 9:00 am
Breakfast Speaker (Spouse/Guests Invited)
The Cook Political Report’s Road Map to the 2020 Elections
Ponce de Leon VI

David Wasserman, House Editor, The Cook Political Report

Mr. Wasserman returns to address our group on the current political situation in Washington, DC as well as his thoughts on the 2020 elections.
9:30 – 11:00 am
GENERAL SESSION VI
Distributors as Channel Partners
Mediterranean Ballroom

Dr. Bharani Nagarathnam, Instructional Assistant Professor and Associate Director of Master of Industrial Distribution, Department of Engineering Technology & Industrial Distribution, Texas A & M

Dr. Nagarathnam highlights Distributors as Channel Partners. He will focus on determining channel goals, designing channel focus, implementing channel drivers and managing for collaborative advantage.

11:00 am
Adjourn

Optional Activities
1:00 – 4:00 pm
Round Robin Tennis Tournament
Come play on the Breakers beautiful Har-Tru courts. Rental racquets will be available. Participants can catch the shuttle outside the lobby to the Breakers Tennis Center. Appropriate tennis attire required. Light refreshments provide.

12:30 – 5:00 pm
Twellman Skins Golf Game
The Breakers, Ocean Course
Due to lack of player participation, we will not be holding a Twellman Skins game in the traditional sense this year. Jim Walther has made tee times at 12:45 pm and 12:55 on the Breakers Ocean course for those who are currently signed up for the Twellman Skins game. Refunds will be given to those who signed up and individual tee times costs of $85 for golfers will be charged to your room folio. Additional tee times can be made for additional players. If you have any questions please contact Jim Walther at jimw@kitz.com.

12:30 – 5:30 pm
Off-shore Fishing - Reel It In!
Participants for the Off-Shore Fishing trip, please meet in the lobby at 12:15 pm. Bus transportation to the Safe Harbor, Newport Cover Marina will leave promptly at 12:30 pm. This activity has a maximum of 6 and is sold out. Bring non-slip shoes, and sunscreen/visor. Refreshments will be provided.

1:00 – 3:00 pm
Island Bicycle Tour $95
Participants for the Island Bicycle Tour should bring shoes for riding – no flip flops! Please meet in the lobby at 12:45 pm. Breakers staff will be there to assist you. Easy six-mile ride with ice cream complimentary for your efforts at the end of the tour! Tour leaves promptly at 1:00 pm! Pre-registration was required.

6:30 pm
Closing Reception and Gala
Venetian Ballroom
Come celebrate the award winners, find out who will be this year’s Person of the Year, and join us as we say farewell to Bill Sandler and thank him for all his years of service to VMA. After that, Blond Ambition is back to entertain us for the annual Gala. Having performed for us in 2013 and again and 2015, this high-energy band is a VMA favorite.
WEDNESDAY, SEPTEMBER 25
2:00 – 5:00 pm

Soles for Souls Event
Gulfstream 1 & 2

The VMA spouse/guest committee invites you to meet and greet old and new friends during this opening reception. The Soles for Souls event in collaboration with TOM’s shoes will be an activity that will bring out your creative side, and at the same time will help TOM’s “give back.” TOM’s brand has a long history of giving back to underserved communities and donates one pair of shoes to a child or adult in need for every pair purchased. During this team building activity each table will get together and decorate TOM’s shoes and a tote bag that will then be donated.

The program will begin with the story behind TOM’s shoes, then each table will be given one pair of youth shoes, one pair of women’s shoes and one tote bag to decorate using fabric paint. An “ideas” binder that will include photos of finished shoes will help provide inspiration. When finished, each table will work together to write a note with words of support and encouragement to accompany their finished creations.

It’s totally up to you, you can participate or just provide creative input and support. There will be plenty of time for painting, networking, and getting re-acquainted. This event is complimentary to all spouse/guest registrants. Light refreshments will be provided. RSVP was required to attend. Space still available.

THURSDAY, SEPTEMBER 26
9:00 - 12Noon

A Day in the Life – Palm Beach Mansion Tour - UPDATED!
Bus will leave from Lobby of hotel

Two beautiful homes open for VMA spouse/guest attendees to tour as part of this exciting off-site event!

Sea and Stone - An Italian Villa on Delray Beach
Welcome to the grandeur of a real Italian Villa. Set on the Atlantic coastline, Sea and Stone boasts 35,000 sq. feet and has taken six years to complete. One full year with Italian artisans, one year with French artisans, and another with South American craftsmen. It then took an additional three more years to make this treasure one of the most exquisite private mansions in the country. Each one of the public rooms are oversized and feature beautiful furnishings and artwork. The home is fit for royalty. The contrast to the grandeur of this home are the owners. A young couple with little children who are very warm and gracious. Their family dates back to the 17th century in Italy. Come and experience this opulent, but family friendly mansion.

Casual Elegance on the Ocean
Welcome to Paradise! Just south of Palm Beach, is a welcoming 9,500 “mini” mansion that sits on 2 ½ acres overlooking the Atlantic Ocean. Soft white walls, onyx sideboards lit from underneath, blue rugs that separates two oversized couches in the living room, an oversized dining room with a white dining table, this house just “flows” as the ocean does outside its doors.

A private master wing complete with sitting areas overlooking sprawling lawns with ocean views, and a huge master bedroom, with dressing room area, designer built closets. Charming architecture combines with blue ocean, balmy breezes and palm trees swaying make this mansion a little piece of heaven.

This event is complimentary to all registered spouse/guests. Continental breakfast will be provided. RSVP was required to attend, limited space available.

All registered spouse/guests are invited to both spouse events mentioned above, continental breakfasts, and coffee breaks as well as the welcome reception, informal reception and dinner, breakfast speaker, and closing dinner and gala. Please see program schedule for more information.
REGISTRATION

FEES

All registration for this meeting is done online at [www.vma.org](http://www.vma.org).
Registration is open to VMA and VRC members only.

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<tr>
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<th>VMA/VRC Members</th>
<th>Spouse/Guest</th>
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<td><strong>ON OR BEFORE AUGUST 23, 2019</strong></td>
<td>$875</td>
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**MEMBER REGISTRATION**

All registration fees include general session education programs, welcome reception, continental breakfasts, coffee breaks, informal dinner and reception, breakfast speaker, and closing reception and dinner gala.

You must be a member of VMA/VRC to attend and you must sign in to your membership account to receive the early bird registration discount. If you have questions about your username and password, please call 202-331-8105 ext. 307 or email Robin Salet at RSalet@vma.org.

**SPOUSE/GUEST REGISTRATION**

Spouse/guest registration fees include the spouse/guest meet and greet Soles for Souls event, Palm Beach mansion tour, coffee breaks, welcome reception, continental breakfasts, informal reception and dinner, Friday breakfast speaker and closing reception and dinner gala.

A spouse/guest is defined as a spouse or significant other who is accompanying an attendee registrant to the meeting. Spouse/guest registration is not intended for additional colleagues from your company.

**DRESS CODE**

All events at the VMA Annual Meeting are business/resort wear casual with exception of the closing dinner gala on September 27. Cocktail attire for women and suit and tie with jacket for men are recommended.

**QUESTIONS?**

Malena Malone-Blevins at 202-331-8105 ext 310 or email mmaloneblevins@vma.org.

**REGISTRATION CANCELLATION POLICIES**

- Cancellations received up to 30 days before the event are refundable minus a 5% registration service charge.
- Cancellations received between 15 and 29 days are 75% refundable.
- Due to hotel and other event guarantees cancellations of registrations received between 0 – 14 days prior to the event are not refundable.
- All cancellations must be in writing to Malena Malone-Blevins at mmaloneblevins@vma.org.
Registered attendees and spouse/guests are welcome to take advantage of the many optional activities and one-of-a-kind discounted experiences customized just for VMA attendees that highlight the Palm Beach area, its history and natural beauty. Optional activities are at attendees own expense. Please purchase tickets for optional events when you register. See cancellation policies for cancellation and substitution information.

CHANGING YOUR REGISTRATION OPTIONAL EVENTS, GOLF, ETC.
If you need to change or cancel your optional activities for the VMA annual meeting, please submit changes in writing to Malena Malone-Blevins at mmaloneblevins@vma.org. Some changes may incur additional costs. If so, VMA will contact you to secure a credit card before we make the change.

OPTIONAL EVENT CANCELLATION POLICIES
Cancellations less than a week before the meeting will not be refunded. Substitutions for optional events, including golf will be taken until day of event. Golf cancellations after September 20, 2019 will not be refunded.

DRESS CODE
Appropriate golf and tennis attire required for those taking part in the golf tournament, Twellman skins game or tennis tournament.

QUESTIONS?
Malena Malone-Blevins at 202-331-8105 ext 310 or email mmaloneblevins@vma.org.
Accommodations at The Breakers Palm Beach at group rate, are currently SOLD OUT. A waiting list is available for rooms at the discounted rate of $280 per night. To make reservations or to get on the waiting list, please call the Breakers at 1-844-479-6239, and refer to the Valve Manufacturers Association room block when calling.

The Brazilian Court, a beautiful, upscale boutique hotel, located a little over a mile from the Breakers, is offering rooms for our attendees. Please call them at 561-366-4336 and mention you are calling with the Valve Manufacturers Association. They are currently offering rates between $259 - $299 for studios and one bedroom suites.

HOTEL CANCELLATION POLICIES

Please call The Breakers directly to cancel hotel reservations. The Breakers has a strict reservations cancellation policy. Please see as follows:

Cancellation policies vary based on the time of year. Failure to arrive on your scheduled date will result in a cancellation of the reservation and deposit forfeiture. If a reservation is reduced in length of stay within the cancellation period, a penalty fee may apply. A one-night room deposit excluding tax is required at time of reservation.

Please see the Brazilian Court website for cancellation policies if you are staying there.
Name __________________________________________________ Badge name _______________________________

Title __________________________________________________________________________________________

Company ________________________________________________________________________________________

Address __________________________________________________________________________________________

City ___________________________ State ___________ Zip ______________________________

Telephone ________________________________________________________________

Email ________________________________________________________________

Dietary Requirements ______________________________________________________________

SPouse/GUEST NAME __________________________________________________ Badge name _______________________________

This will be used for forwarding Spouse Program Information!

Address (home/business) ______________________________________________________________

City ___________________________ State ___________ Zip ______________________________

Telephone ________________________________________________________________

Email ________________________________________________________________

☐ Dietary Requirements ______________________________________________________________

ENCLOSED IS A CHECK IN THE AMOUNT OF $ ___________ representing ______ member registration(s) and ______ spouse/guest registrations. Please make checks payable to VMA, and reference the 2019 VMA Annual Meeting. Please be sure to included any activities that need payment in advance.

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

Credit Card # ___________________________________________ Exp. Date __________________________

Signature on Card _____________________________________________ Security Code __________________________

Special Needs: Please indicate whether you require special assistance.

________________________________________________________________________________________

________________________________________________________________________________________

PLEASE COMPLETE PAGE 14 > > >
MEETING FEES
Early Bird Registration until August 23, 2019

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<th>EARLY BIRD PRICING</th>
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<td>VMA/VRC Members</td>
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OPTIONAL EVENT TICKETS - these activities must be paid for in advance

- Golf Tournament - Thursday, September 26
  - $267
- Guided Reef Tour - Thursday, September 26
  - $75
- Island Bicycle Tour - Friday, September 27
  - $95
- Tennis Tournament - Friday, September 27
  - $80

RSVP NEEDED - all activities below are included in your Registration Fee

- Informal Reception & Dinner - Thursday, September 26
  - Yes □ No □
- Breakfast Speaker - Friday, September 27
  - Yes □ No □
- Closing Reception & Dinner Gala - Friday, September 27
  - Yes □ No □

RSVP NEEDED - please respond if your registration includes a Spouse Registration. Included in Registration Fee.

- Spouse Meet & Greet: Soles for Souls Reception - Wednesday, September 25
  - Yes □ No □
- Spouse Off-Site Event” Palm Beach Mansion Tour - Thursday, September 26
  - Yes □ No □

QUESTIONS?
Please contact Malena Malone Blevins at mmaloneblevins@vma.org.

Please see program for detailed information on RSVP events and optional events.

SEND COMPLETED FORMS (2) ALONG WITH PAYMENT TO
VMA - 2019 ANNUAL MEETING
1625 K STREET, NW
SUITE 280
WASHINGTON, DC 20006
PHONE: 202.331.8105