

Valve Manufacturers Association

# Valve Industry Knowledge Forum

CONFERENCE, EXHIBITS & TOURS



TECHNICAL



MANUFACTURING



MANAGEMENT  
& MARKETING

**April 10, 2019**

Doubletree Perimeter Park  
Birmingham, Alabama



**EXHIBITOR PROSPECTUS**



# Greetings Exhibitor!



The Valve Manufacturers Association invites you to exhibit in our **2019 Knowledge Forum**. The exhibits portion of this seminar takes place on April 10 ONLY and is open to table top displays. We know that traffic is important to you, so we've scheduled the attendees' lunch, afternoon break and the Welcome Reception in the exhibit area to guarantee maximum exposure for your company. A drawing for an Apple Ipad will also be held in the exhibit area at the conclusion of the Welcome Reception.

## April 10, ONLY

### Who Should Exhibit?

Companies that sell or provide services to valve manufacturers and end-users. You do not have to be a member of VMA/VRC to participate.

### Who is Attending?

Attendance will be open to both VMA/VRC members and industry non-members. A wide variety of attendees will include end-users, engineering and consulting firms, distributors, various personnel within manufacturing and supplier firms and other industry groups and professionals.

### Exhibit Registration Fees

#### Early Bird Registration until February 28, 2019

One additional exhibit personnel is included in your exhibit fee.

<b>VMA/VRC Member</b>	
Early Bird Registration - <b>On or before February 28, 2019</b>	<b>\$445</b>
Late Registration - <b>After February 28, 2019</b>	<b>\$495</b>
<b>Knowledge Forum Attendance Ticket</b>	<b>\$500</b>

<b>Non-Member</b>	
Early Bird Registration - <b>On or before February 28, 2019</b>	<b>\$495</b>
Late Registration - <b>After February 28, 2019</b>	<b>\$545</b>
<b>Knowledge Forum Attendance Ticket</b>	<b>\$550</b>

**Additional Exhibit Personnel** (3rd exhibit personnel) **\$95**

**Tour Ticket** (includes transportation and lunch) **\$75**

Your exhibit registration does NOT include entrance to the Knowledge Forum. A ticket to attend must be purchased separately and is not included in your exhibit registration.

Tickets to attend the Knowledge Forum as well as the tour can be purchased when registering.

April 10  
ONLY

# Exhibitor Details

## What is the Schedule and Exhibit Times?

9:00 – 11:00 AM	Exhibit Set-Up
11:30 – 1:00 PM	Lunch with Attendees/Exhibits Open
2:30 – 3:15 PM	Afternoon Break with Attendees/Exhibits Open
5:30 – 6:30 PM	VMA Welcome Reception/Exhibits Open

All of the food events take place in the exhibit area

## What is included with my Exhibitor Registration?

All exhibits are table tops. Your exhibit fee includes registration for two from your company, your table, a sign, a seminar attendee list, and includes you in the food events (lunch, afternoon break and Welcome Reception). Exhibitors will be responsible for their own shipping, internet and electricity charges.

## Does my Company Qualify?

All Valve Manufacturers Association and Valve Repair Council members are eligible to exhibit and:

- > U.S. and Canadian based companies that manufacture
- > U.S. and Canadian based companies that manufacture products or provide services for these manufacturers.
- > OEM-certified valve repair and maintenance facilities located in the U.S. or Canada
- > Distributors/channel partners are now eligible to exhibit as long as they are displaying at least one product line from a VMA member and only display products that are manufactured in the U.S. or Canada
- > Non-member companies can only exhibit at two (2) programs as a non-member.

## Exhibitor Membership Requirement

A non-member company can only exhibit at two programs as a non-member. After two programs if they do not become a member of VMA/VRC they can no longer exhibit. This requirement refers to participation in two different VMA programs (such as Valve Basics, and Knowledge Forum). It does not apply to two of the same program (such as exhibiting in two Valve Basics programs).

## Exhibitor Guidelines

All exhibits are table top displays. Exhibitors may bring graphic backdrops, and lights. Display items that have motorized parts or use video accompanied by audio is not permitted.

Exhibitors will be assigned on a first-come, first-serve basis subject to the approval of VMA.

Display items permitted are product samples and literature. Electricity will be made available as well as internet services through the hotel. These services are not part of your registration fee and will come with an additional charge.

Suppliers participation is limited to the hours of the exhibit. No hospitality suites are permitted.

Candy or mints given away at your table is allowed, but please no bottled water, soda or food is to be brought in from outside the hotel and given away at your table.

# BIRMINGHAM

April 10  
ONLY

# More Details

## Shipping Information

The Doubletree Perimeter Park can ship and receive inbound and outbound exhibit materials from both Fed Ex and UPS. Please ship boxes so that they are not received by the hotel more than three (3) business days prior to the start of the event. Shipments may be received Monday-Friday from 8:00 am – 5:00 pm. Do not load or unload equipment using hand trucks through the main entrance of the hotel. There is a door adjacent to the side of the building where the exhibit area will be located, or you can pick your materials up at the front desk when you check in.

Delivery and storage of the first five (5) boxes is complimentary. Each additional box will be assessed a one-time fee of \$5.00 per box plus a \$15.00 charge for individual boxes over 50 pounds, and \$25.00 for boxes 100-150 pounds. Please call the Doubletree and ask for the Chief Engineer for more detailed pricing for large shipments on pallets and/or crates of extreme weight.

VMA is not responsible for any hotel charges incurred by exhibitors. All box handling fees are the responsibility of each exhibitor. For more information on shipping costs or for an estimate please contact the Doubletree Perimeter Park at 205-967-2700.

### Please Address all Shipments as Follows:

**The Doubletree Perimeter Park**

**8 Perimeter Park South**

**Birmingham, AL 35243**

**YOUR NAME & COMPANY**

**VMA Knowledge Forum**

**April 9-11, 2019**

**Box \_ of \_**

**NOTE:** There are two Doubletrees in Birmingham. Please be sure to make arrangements at the Doubletree at the Perimeter Park location.

**PLEASE NOTE:** Each exhibitor is responsible for bringing their own tape, and shipping labels and materials for outbound shipment at the conclusion of the exhibit program on April 10, 2019. VMA staff will assist exhibitors to make sure anything that needs to be picked up by Fed Ex or UPS will be sent to the hotel shipping department for pick-up, however, if boxes are left unsealed or unlabeled they will not be shipped out.

**YOU WILL NEED TO MAKE AN APPOINTMENT FOR PICK-UP WITH FED EX OR UPS USING YOUR COMPANY ACCOUNT.**

## Electricity & Internet

Please indicate when you register, whether or not you will need power for your exhibit. There will be no charge for power, as it is included in your exhibit fee.

## Exhibit Registration Cancellation Policies

- > Cancellations received up to 30 days in before the event are refundable minus a 5% registration service charge
- > Cancellations received between 15 and 29 days before the event are 75% refundable.
- > Due to hotel and other event guarantees, cancellations received between 0-14 days before the event are non-refundable.
- > Substitutions are allowed but must be given to Malena Malone-Blevins, Meetings Manager, in writing. Please send all substitutions to [mmaloneblevins@vma.org](mailto:mmaloneblevins@vma.org) by April 2, 2019.

## Questions?

Contact Malena Malone-Blevins, Meetings Manager, at 202-331-8105, ext. 310, or by email at [mmaloneblevins@vma.org](mailto:mmaloneblevins@vma.org).





April 9  
2019

# Tours & Activities

## TOURS (requires a ticket fee of \$75 in addition to your registration)

Each year VMA plans tours in conjunction with the 2019 Valve Industry Knowledge Forum. All tours are open to both member and non-member attendees, and exhibitors, and registration is on a first-come, first served basis. This year's tours are the Honda Manufacturing Company automotive plant and Kamtek an automotive supplier and manufacturing operation.



### Honda Manufacturing Company

#### Bus leaves promptly at 7:30 am

Honda Manufacturing Company in Alabama is Honda's largest light truck production facility producing the Odyssey, Pilot, Ridgeline and the V-6 engines that power them. The plant is a whopping 4.2 million square feet and produces 340,000 vehicles annually.

Be sure to grab breakfast at the Made Market Café at the Doubletree which opens with a hot buffet at 6:00 am. **Buses will be waiting to load attendees from the doorway across from the Daffodil foyer in the meeting area.** Please be sure to check in at the table before getting on the bus. This tour does NOT include lunch, so bringing snacks is recommended.

All tour participants must wear long pants and closed toe and heel shoes. No shorts, capris, or skirts are allowed in the plant. No open toe shoes, sandals, or flip flops are allowed in the plant. No handbags, backpacks, briefcases or packages are allowed on the tour. Honda Manufacturing of Alabama is not responsible for these items.

All cellphones must be in the off position and not used for any reason during the tour.



### KAMTEK Manufacturing Company (a Division of MAGNA)

#### Bus leaves promptly at 8:30 am

Magna is a mobility technology company and one of the world's largest automotive suppliers with 340 manufacturing operations and 96 product development, engineering and sales centers in 27 countries.

Be sure to grab breakfast at the Made Market Café at the Doubletree which opens with a hot buffet at 6:00 am. **Buses will be waiting to load attendees from the doorway across from the Daffodil foyer in the meeting area.** Please be sure to check in at the table before getting on the bus. **This tour will include lunch.**

All tour participants must wear long pants, shirts with sleeves (short sleeves are fine) and closed toe and heel shoes. No shorts, capris, or skirts are allowed in the plant. No open toe shoes, sandals, or flip flops are allowed in the plant. Earplugs and safety glasses are both REQUIRED for the tour. All cellphones must be in the off position and not used for any reason during the tour.

This tour is a lot of walking, about 1.5 miles to be exact. Attendees will be visiting three separate buildings and total time on your feet count be 2.5 hours.



### ASME B16.34 Workshop

1:00 - 4:00 pm

Magnolia I

A pre-conference workshop on the topic of ASME B16.34 will be offered. Carlos Davila, will be presenting. Mr. Davila, has over 48 years of experience in the valve industry. This workshop will present the latest standards information on content of several Industry Standard organizations such as ASME, API and MSS. The workshop is open to both attendees and exhibitors. **Please sign-in to receive Personal Development hours.**



### Demonstration Robotics Technology Mobile Lab

4:00 - 6:00 pm

Back Parking Lot

(go through Daffodil Foyer)

A mobile demonstration lab will be available to attendees and exhibitors to tour as part of the Knowledge Forum Technical. The Mobile Training Unit, (MTU), is an instructional tool used by the Robotics Technology Park and its partners in Alabama. The purpose of this lab is to promote an awareness and interest in robotic technology throughout various communities and industrial settings.

# Hotel Information



## UPDATE

Accommodations for the Valve Industry Knowledge Forum arranged at The Doubletree Perimeter Park, have **SOLD OUT**. Listed below are hotels within one mile (6 minutes driving time) of the Doubletree Perimeter Park where the Knowledge Forum is being held.

VMA does not have any discounted rates established. All rates are rack/web rates.

### **Courtyard Marriott**

4300 Colonnade Parkway

205-967-4466

**Rates \$149 - \$156**

### **Drury Inn**

3510 Grandview Parkway

205-967-2450

**Rates \$129 - \$149**

### **Fairfield Inn**

3930 Colonnade Parkway

205-969-7630

**Rates \$140 - \$160**



## Travel Information

Birmingham Shuttlesworth International Airport is the closest airport to the hotel with a distance of 12 miles, and taking about 20-25 minutes from door to door. The Doubletree does NOT have a shuttle that picks up at the Birmingham airport. If you rent a car, parking is complimentary at the hotel. Uber is also an option and plentiful in Birmingham.

# ALABAMA

## A LITTLE ABOUT BIRMINGHAM

Nestled at the foothills of the Appalachian Mountains at the cross-section of two major railroads, the city was once the primary industrial center of the southern United States. At the height of the nation's manufacturing age, the city grew so fast in population, it was called the "Magic City." Today, Birmingham boasts a vibrant downtown, as well as, world-class culinary attractions and upscale shopping. Birmingham also boasts many historic neighborhoods and is often referred to as the cradle of the American Civil Rights Movement. The cross between industry and history, makes Birmingham the perfect backdrop for this year's Valve Industry Knowledge Forum.





# Sponsorship Opportunities!

We offer a variety of sponsorship opportunities for the 2019 VMA Knowledge Forum. Opportunities that are available are as follows:

**April 10, 2019**  
**WEDNESDAY**  
 Morning Coffee Break  
**\$600**

**April 10, 2019**  
**WEDNESDAY**  
 Afternoon Exhibit Break  
**\$800**

**April 10, 2019**  
**WEDNESDAY**  
 Welcome Reception  
**\$2,500**

**April 11, 2019**  
**THURSDAY**  
 Morning Coffee Break  
**\$600**

Tote Bag Sponsorship  
**\$2,000**  
 (per 100 tote bags)  
**SOLD**

Signage announcing the sponsorship along with recognition during opening remarks in each track and Welcome Reception is provided. Your company logo will also be featured on the Knowledge Forum webpage, as well as in all final programs and attendee information. Please call Malena Malone-Blevins at 202-331-8105 ext. 310 if you have any questions or wish to purchase a sponsorship.

**VMA would like to thank their sponsors for the 2019 Knowledge Forum.**



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**April 10, 2019**

Doubletree Perimeter Park  
Birmingham, Alabama

**Exhibit Registration - Early Bird until February 28, 2018**

**Member - \$445 Early Bird / \$495 after February 28**

**Non-Member - \$495 Early Bird / \$545 after February 28**

Company \_\_\_\_\_ Company Website for VMA Website \_\_\_\_\_

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

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_ Country \_\_\_\_\_

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

**COORDINATOR FOR EXHIBIT**

I am coordinating and attending as a company representative  I am coordinating exhibit, but not attending

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

Company \_\_\_\_\_ Email \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_ Country \_\_\_\_\_

Telephone \_\_\_\_\_

**LIST ALL COMPANY REPRESENTATIVES FOR EXHIBIT TABLE: (2 ARE INCLUDED WITH REGISTRATION)**

Full Name	First Name for Badge	Email	Attending Forum
1. _____	_____	_____	<input type="checkbox"/> Yes <input type="checkbox"/> No
2. _____	_____	_____	<input type="checkbox"/> Yes <input type="checkbox"/> No
3. _____	_____	_____	<input type="checkbox"/> Yes <input type="checkbox"/> No

I will need electricity for my exhibit (additional cost applies)  I will need internet for my exhibit (additional cost applies)



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Doubletree Perimeter Park  
Birmingham, Alabama

**PRODUCT(S) BEING EXHIBITED:**

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**MAJOR COMPETITORS:**

(In an effort to avoid placing competitors next to one another please indicate below your major competitors in order of their importance.)

1. \_\_\_\_\_ 3. \_\_\_\_\_  
 2. \_\_\_\_\_ 4. \_\_\_\_\_

**EARLY BIRD REGISTRATION  
UNTIL FEBRUARY 28, 2019**

REGISTRATION FEES			
Exhibit Registration	Fee	Quantity	Total
<b>Before February 28, 2019</b> Member	<b>\$445</b>		
<b>After February 28, 2019</b> Member	<b>\$495</b>		
<b>Before February 28, 2019</b> Non-Member	<b>\$495</b>		
<b>After February 28, 2019</b> Non-Member	<b>\$545</b>		
<b>Additional Exhibit Attendee</b>	<b>\$95</b>		
<b>Forum Tickets</b> (Each representative must have a ticket)			
<b>Forum Registration Member</b>	<b>\$500</b>		
<b>Forum Registration Non-Member</b>	<b>\$550</b>		
<b>Tours - April 9</b> (You must be registered for the meeting to take the tour)			
<b>Honda Tour</b>	<b>\$75</b>		
<b>Kamtex Tour</b>	<b>\$75</b>		
		<b>TOTAL</b>	

**CHARGE MY:**

- VISA    MasterCard    Discover    American Express

Card No. \_\_\_\_\_

Exp. Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Billing Zip Code: \_\_\_\_\_

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

Signature: \_\_\_\_\_

If you use your credit card, you may fax your registration to: 202.296.0378.  
(Please note: credit card registration payments will show up on international customer invoices in U.S. dollars.)

**PLEASE MAKE CHECKS PAYABLE TO VMA**  
referencing the 2019 Valve Industry Knowledge Forum and mail to:

VMA, Attn.: Malena Malone-Blevins  
1625 K Street, NW, Suite 325  
Washington, DC 20006

**4 WAYS TO REGISTER**

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

**Fax:** 202.296.0378

**Email:** [mmaloneblevins@vma.org](mailto:mmaloneblevins@vma.org)

**Mail:** VMA  
1625 K Street, NW, Suite 325, Washington, DC 20006

**QUESTIONS?** Contact Malena Malone-Blevins at 202-331-8105 or [mmaloneblevins@vma.org](mailto:mmaloneblevins@vma.org).