

# NORTHEAST REGION NTMA CONFERENCE



Naismith Memorial Basketball Hall  
of Fame

## Improving On Your Success

Brought to you by



*Join colleagues and industry leaders from across New England in Springfield, MA for this exceptional learning & networking opportunity.*



Western MA Chapter



### Featuring...

- ⊕ **“Translating Your Vision Into Results”**
- ⊕ **“Tapping the Potential of Your Employees’ Ideas”**
- ⊕ **Open House - Hoppe Tool Inc.**
- ⊕ **Global Economic Update**
- ⊕ **Finance and Technology**
- ⊕ **Panel Discussions**
- ⊕ **Industry Roundtables**
- ⊕ **Reception & Dinner @ Center Court - Basketball Hall of Fame**



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**Tyler Machine  
Tool Co.**

**May 7 - 9, 2009**  
**Springfield Marriott Hotel**  
**Springfield, Massachusetts**

# NORTHEAST REGION NTMA CONFERENCE

## Our Featured Speakers...

**Thursday, May 7, 2009**

### **Open House - Hoppe Tool, Inc.**

Located in Chicopee MA, Hoppe Tool Inc. is a 90+ person, 3rd generation family business on the cutting edge. Hoppe invests in the latest machine tool and software technology, helping them run a lights out operation on medium to high complexity components. The open house is hosted by Eric and Douglas Hagopian, along with Mazak. Hoppe looks forward to rolling out its red carpet for conference attendees.



[www.hoppetool.com](http://www.hoppetool.com)

### **About This Conference:**

The Northeast Region NTMA Conference brings leaders from the precision custom manufacturing industry together to learn, share, network, and to strengthen our cohesion and collaboration as a group. Organized by the New England NTMA Chapters, the goal is to create an event, modeled after the successful NTMA national conferences, that will offer attendees opportunities to build relationships and business knowledge on a more regional level.

We encourage any company involved in the industry to join us in Springfield at this industry and knowledge centered event.

Friday, May 8 - 8:30 AM - 10:00 AM

### ***Translating Your Vision Into Execution & Results***

**David A. Dudon - Retro Solutions, LLC**



Every CEO has a vision for his or her company; that is the easy part! Few companies ever fail because there wasn't a vision; they fail because they can't execute the vision and get concrete business results. As Jim Collins said in *Built to Last*, "Great performance is about 1% vision and 99% alignment," so the secret isn't having some unique or phenomenal vision. It is creating a vision, getting everyone to understand it and their role, and then executing like crazy.

This session is designed to equip you with simple, practical tools that you should be using to set priorities, manage the right metrics, and gain the alignment necessary for true execution...and results.

Dave Dudon was formerly a partner and owner of The Mutual Group, in which he served as CEO and President of Mutual Tool & Die, American Heat Treating and Mt. Sterling Industries for over 15 years. Dave was involved in NTMA for many years and served as NTMA Chairman in 1998. He started Retro Solutions, LLC in 2005 with the mission to help companies achieve their optimum results. Dave is a member and licensed advisor of the CEO Advantage™.

Friday, May 8 - 10:30 AM - 12:00 PM

### ***Ideas Are Free! - How To Radically Improve Your Company's Performance***

**Dr. Alan G. Robinson – University of Massachusetts**



As the global economy heads into recession, companies that don't effectively utilize one of their biggest sources of competitive advantage may not survive.

Every day, front-line employees see many problems and opportunities that their managers don't. With the right systems and leadership, they can come up with enormous numbers of ideas to save money, to improve productivity, quality, responsiveness and to enhance the customer experience.

This session will show you how the best organizations in the world routinely implement more than 50 ideas per person per year – and the extraordinary results they get. Find out about one of the best tools to make your business stronger!

Dr. Alan G. Robinson has advised more than a hundred companies in twelve countries on how to improve their creative performance, and is an award-winning author and educator. He has served on the Board of Examiners of the United States' Malcolm Baldrige National Quality Award. Dr. Robinson is currently on the faculty of the Isenberg School of Management at the University of Massachusetts.

# MAY 7-9, 2009 SPRINGFIELD, MA

Friday, May 8 - 7:30 PM - 8:00 PM

## **Dinner Guest Speaker**

**Timothy P. Murray, Lieutenant Governor, Commonwealth of MA**



Lt. Governor, Tim Murray, has been very responsive and integral to a continuing dialogue with NTMA members and precision manufacturers as part of the Patrick Administration's outreach to our industry in MA. He understands the importance of a vibrant manufacturing base to the Massachusetts' economy and the New England Region. We are honored to have him speak to conference attendees during the Friday dinner event.

Tim Murray was elected as Lieutenant Governor in November, 2006. He is a Worcester native and the oldest of five children. Tim earned his bachelor's degree at Fordham University and his law degree from the Western New England College School of Law in Springfield. Prior to becoming Lt. Governor, Tim Murray was the three-term Mayor of Worcester, beginning in 2001. As Lt. Governor, Tim works closely with Governor Deval Patrick on critical issues, including being the liaison to cities and towns and the chair of the Governor's Council.

Saturday, May 9 - 9:30 AM - 10:30 AM

## **Economic Update**

**Richard Kelly, Senior Economist- TD Bank Financial Group**



This global economic outlook looks at how the U.S. and global economies are responding to the ongoing credit problems. How is the U.S. economy faring; nationally, regionally, and sectorally? Where are the exceptional actions of the Federal Reserve and federal government helping. Where is more needed? What are the risks that could extend the current weakness longer than expected and are there any signs the economy is getting better? What are the prospects for manufacturers and exporters in the U.S with the global economy arguably going through the most synchronized recession ever?

Richard Kelly joined the Economics Department at TD Bank Financial Group in 2006. Prior to joining TD, he spent over four years at the International Monetary Fund where he analyzed emerging market economies. Rich also has experience working with other non-profit, government, and international financial organizations focused on economic development.

## **Panel Discussions**

A new addition to this year's schedule, the concurrent Panel Discussions will touch on issues important to business leaders in these times. Industry experts will share strategies, insights, and solutions with attendees.

**Technology Panel:** Representatives from our "Machine Tool" Sponsors will discuss the latest processes & tech solutions to help you improve efficiency and your bottom line.

**Finance Panel:** Professionals from The Woodbridge Group will discuss options available to business owners wondering about moving on from their companies, including who to sell to and how, growing now and selling later, and what advisors to assemble to achieve the goal.

**Friday May 8, 2009**

**Reception &  
Dinner @  
Center  
Court -  
Naismith  
Memorial Basketball  
Hall of Fame**



In December 1891, the first game of "Basket Ball" was played in the gymnasium at Springfield College, Springfield, MA. Using a peach basket secured to the 10 ft high railing at each end of the gym, James Naismith created the game that would become a world wide phenomenon.

To preserve and honor the game at all levels, the first Basketball Hall of Fame was opened at Springfield College in 1968. The current "Hall" opened its doors in September 2002, its design featuring a large, silver, semi-spherical structure (resembling a giant basketball) several stories high and a tall spire topped with an orange globe.

On the evening of Friday, May 8, conference attendees will get the opportunity to experience the Hall of Fame with a networking/cocktail reception and dinner at Center Court. Join us for this special evening, which will also feature remarks from our Special Guest, Massachusetts' Lieutenant Governor, Timothy Murray.



# Registration Form

**Hotel Deadline: April 17, 2009**

**Registration Deadline: April 24, 2009**

Name \_\_\_\_\_

Spouse/Guest (s) \_\_\_\_\_

Other Attendees \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

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

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

NTMA Member: Yes \_\_\_\_\_ No \_\_\_\_\_

NTMA Chapter

Name: \_\_\_\_\_

If No, above, please indicate the name of your organization:  
\_\_\_\_\_

**ACTIVITIES:**

For planning purposes, please indicate the number of individuals from your company planning to attend any of the following:

- \_\_\_\_\_ May 7 Open House @ Hoppe Tool Inc.
- \_\_\_\_\_ May 7 Welcome Reception
- \_\_\_\_\_ May 8 Event at Basketball Hall of Fame
- \_\_\_\_\_ May 9 Breakfast / Economic Update

**CONFERENCE REGISTRATION FEES** (per person, incl. Food & Bev):

Members are companies that belong to an NTMA Chapter.

# Member Company Attendees \_\_\_\_\_ x \$300 \$ \_\_\_\_\_

# Spouses, Guests \_\_\_\_\_ x \$150 \$ \_\_\_\_\_

# Non-Member Company Attendees \_\_\_\_\_ x \$350 \$ \_\_\_\_\_

# Non-member Co. Spouse, Guests \_\_\_\_\_ x \$175 \$ \_\_\_\_\_

TOTAL CONFERENCE REGISTRATION AMOUNT \$ \_\_\_\_\_

**LATE REGISTRATION: A \$50 Late Registration Fee will be added to any reservation received after April 24, 2009.**

**METHOD OF PAYMENT**

MasterCard  VISA  American Express  Ck # \_\_\_\_\_

Card # \_\_\_\_\_ Exp. \_\_\_\_\_

Signature \_\_\_\_\_

Mail Completed Registration Form To: NTMA Regional Conference  
PO BOX 658  
Feeding Hills, MA 01030

Questions? Contact::  
 Angie Beavis - Western MA angie\_ntma@msn.com 413-786-4028  
 Cindy Zylkusi Norris Boston cindy@bostontooling.org 978-373-8073  
 Daryl Ott CT dott@ct-ntma.org 413-426-2949

**About NTMA:**



The National Tooling & Machining Association is the largest trade association in the U.S. serving the custom metal-working industry since 1943. NTMA members supply the parts, tools and molds that go in to the creation of every manufactured product in the world and serve vital industries such as defense, aerospace, agriculture, automotive, construction and many more. For more info on NTMA programs & services, go to [www.ntma.org](http://www.ntma.org)

# NORTHEAST REGION NTMA CONFERENCE

## Schedule of Events

**Please Note: Sponsors listed are as of 2/13/09**

### Thursday, May 7, 2009

3:00 p.m. - 4:30 p.m. Open House - Facility Tour Hoppe Tool Inc. 107 1st Ave. Chicopee, MA - **Sponsored By Mazak**

5:00 p.m. - 7:00 p.m. Registration/ Welcome - Marriott Hotel Lobby

7:00 p.m. - 9:00 p.m. Welcoming Reception at the Law Offices of Bulkley, Richardson & Gelinas - **Sponsored By Bulkley, Richardson & Gelinas, LLP**

### Friday, May 8, 2009

7:00 a.m. - 4:30 p.m. Registration Sponsor Information Tables/Exhibits

7:30 a.m. - 8:30 a.m. Continental Breakfast - **Sponsored By Peer to Peer Advisors' Group**

8:15 a.m. - 8:30 a.m. Welcoming Remarks

8:30 a.m. - 10:00 a.m. *Seminar: Translating Your Vision into Execution & Results - David A. Dudon* **Sponsored By Schunk USA**

10:30 a.m. - 12:00 noon *Seminar: Ideas Are Free - Tapping the Potential of Your Employees' Ideas - Dr. Alan G. Robinson* **Sponsored By Filomeno & Company**

12:00 p.m. - 1:00 p.m. Group Lunch - **Sponsored By Field Eddy & Bulkley Insurance**

1:30 p.m. - 3:00 p.m. Panel Discussions - Concurrent Sessions

- A. Options Beyond Just Selling Your Business - **Sponsored By Woodbridge Group**
- B. Technology

3:15 p.m. - 4:30 p.m. Industry Round Tables

- A. Family Business
- B. Attracting Younger Workers
- C. Marketing

5:45 p.m. Departure to Naismith Memorial Basketball Hall of Fame

6:30 p.m. - 7:30 p.m. Networking Reception, Basketball Hall of Fame - **Sponsored by DMG Boston**

7:30 p.m. - 10:00 p.m. Dinner at Center Court w/ Special Guest Speaker, Massachusetts Lt. Governor Timothy P. Murray - **Sponsored In Part By Bank of Western Massachusetts and Flagship Bank & Trust**

### Saturday, May 9, 2009

8:30 a.m. - 9:30 a.m. Breakfast Buffet - **Sponsored By Robert E. Morris Company**

9:30 a.m. - 10:30 a.m. *Regional Economic Forecast - Richard Kelly* **Sponsored By TD Banknorth**

10:30 a.m. - 11:00 a.m. Wrap Up

## The Marriott Hotel



The Marriott in downtown Springfield, MA is conveniently located near the Basketball Hall of Fame, Six Flags New England, the Dr. Seuss Memorial, the MassMutual Center, the Springfield Museums Quadrangle and other area attractions. This hotel offers several dining options, including the eclectic Currents Restaurant and Champions Sports Bar. Offering premier lodging in Springfield, the hotel rooms and suites feature rich fabrics, unique artwork and bathrooms with marble floors and granite sinks.

Other amenities include an indoor pool, fitness center, room service, valet laundry, in-room movies and high speed internet (free for attendees).

Rooms for the Northeast Regional Conference are offered at the rate of \$129.00 single/double occupancy, and will be held until April 17, 2009, or until the room block is sold, whichever comes first. Reservations should be made directly with Marriott reservations at (800) 228-9290 or (413) 781-7111 and reference the Northeast NTMA Regional Conference. Attendees can also book online at <http://cwp.marriott.com/bdlma/neregional>. For more information on the Marriott, 2 Boland Way, Springfield MA go to [www.springfieldmarriottma.com](http://www.springfieldmarriottma.com)

May 7 -9, 2009

Join Your Industry Colleagues & Members of the  
Northeast NTMA Chapters for our  
**Regional Conference**

@ the Marriott Hotel, Springfield, MA

Springfield has more to offer than you think!

<http://www.valleyvisitor.com>



Dr. Seuss Memorial Sculpture  
Garden

Stuff for kids:

- > The Zoo at Forest Park
- > The Science Museum
- > Six Flags New England



Springfield Skyline



Springfield Armory National  
Historic Site



GWV Smith Art Museum

NTMA Regional Conference  
PO BOX 658  
Feeding Hills, MA 01030