

FPDA/ISD JOINT INDUSTRY SUMMIT

Charting Your Success!



A Global
Intelligence
Briefing to help
you navigate, plus
the latest on Sales
Management...Hiring...
The Manufacturer/Distributor Partnership...
Personal Development...
All this and more await you at the 2013 Summit.

September 22-25, 2013 • Loews Coronado Bay Resort • Coronado, CA
Register online at www.fpda.org or www.isd.org

About FPDA & ISD



THE FPDA MOTION & CONTROL NETWORK

The FPDA Motion & Control Network and the International Sealing Distribution Association have combined forces for the third year in a row to provide an extraordinary program with an educational program lead by industry experts. The Summit will include programming back by popular demand as well as new and invigorating opportunities.

By joining forces again, your networking opportunities will double!

The FPDA Motion & Control Network (FPDA) is the professional network for fluid power, automation and motion technology providers dedicated to significantly enhancing member and channel performance by delivering indispensable networking, education and success strategies. FPDA represents motion solution providers who offer fluid power, automation, and electro-mechanical technologies (the so-called “tri-technologies”) and distribution services to enhance customer performance and profitability.

The International Sealing Distribution Association (ISD) is THE professional network for world class sealing technology Distributors and Manufacturers, dedicated to significantly improving member performance by sharing best practices, ideas, technologies and knowledge in a social and interactive environment. ISD members make, sell, install and/or maintain mechanical and hydraulic seals, packing, gaskets, o-rings, and related fluid sealing products.



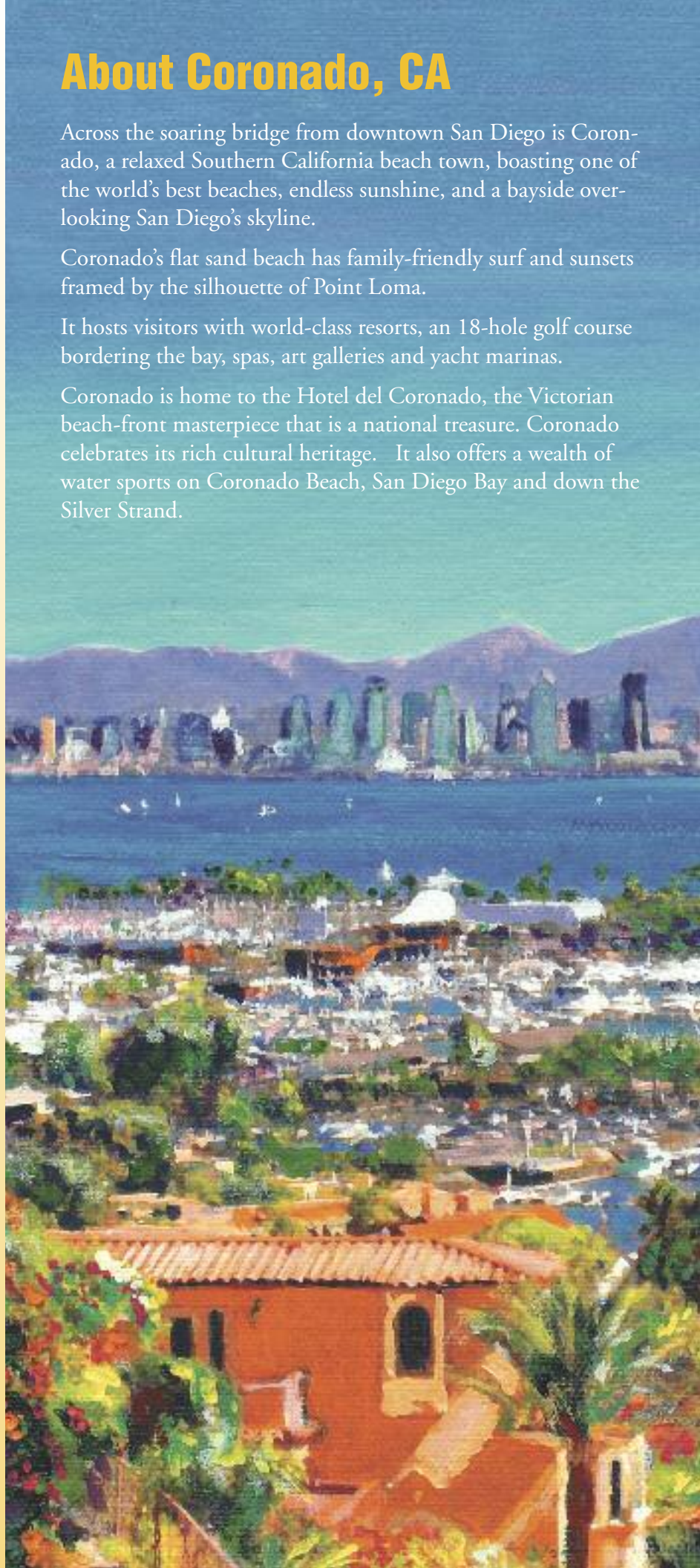
About Coronado, CA

Across the soaring bridge from downtown San Diego is Coronado, a relaxed Southern California beach town, boasting one of the world's best beaches, endless sunshine, and a bayside overlooking San Diego's skyline.

Coronado's flat sand beach has family-friendly surf and sunsets framed by the silhouette of Point Loma.

It hosts visitors with world-class resorts, an 18-hole golf course bordering the bay, spas, art galleries and yacht marinas.

Coronado is home to the Hotel del Coronado, the Victorian beach-front masterpiece that is a national treasure. Coronado celebrates its rich cultural heritage. It also offers a wealth of water sports on Coronado Beach, San Diego Bay and down the Silver Strand.



Coronado's mile-long main street is a pedestrian's paradise, and its tree-lined neighborhoods are an explorer's delight. Given the Great American Main Street Award, Coronado's setting invites distinctive boutiques, parades and picnics in the park.

Coronado's enchanting surroundings and its convenience to the attractions of San Diego make for a perfect Southern California vacation, whether family holiday, fairy tale wedding, or a season in the sun.



2013 FPDA-ISD Joint Summit

September 22-25

Loews Coronado Bay Resort, Coronado, California

Sunday, September 22, 2013

- 11:00 am – 7:00 pm Registration
- 12:30 pm – 2:00 pm FPDA Committee Meetings
- 2:00 pm – 5:00 pm FPDA Board Meeting
- 5:30 pm – 6:00 pm FPDA First Timers Orientation
- 5:30 pm – 6:00 pm ISD First Timers Orientation
- 6:00 pm – 7:30 pm **Joint Welcome Reception – Outdoor Location**
- 7:30 pm – 9:30 pm FPDA/ISD Emerging Leaders/Young Executives (ELI/YES)

Monday, September 23, 2013

- 7:30 am – 6:00 pm Registration
- 7:30 am – 8:00 am FPDA/ISD Joint Continental Breakfast
- 8:00 am – 9:30 am **FPDA/ISD General Session & Keynote**
What in the World is Going On?
A Global Intelligence Briefing – Herb Meyer
- 9:30 am – 10:00 am Networking Morning Break
- 9:30 am – 10:30 am Spouse Breakfast
- 10:00 am – 12:00 Noon UID-in-a-Day Workshops First Session (*choose one*)
- 12:15 pm – 1:15 pm FPDA/ISD Joint Luncheon
- 12:15 pm – 1:15 pm ELI/YES Joint Luncheon
- 1:30 pm – 3:30 pm UID-in-a-Day Workshops Second Session (*choose one*)
- 1:30 pm – 3:00 pm ISD Associates Meeting
- 3:30 pm – 5:00 pm **Free Time to Relax**
- 5:00 pm – 7:00 pm **FPDA/ISD Supplier Showcase and Networking Reception**
- 7:00 pm Open Evening

Tuesday, September 24, 2013

- 7:30 am – 12:00 Noon Registration
- 8:00 am – 9:30 am ISD Continental Breakfast & Annual Meeting of Members
- 8:00 am – 9:30 am FPDA Continental Breakfast & Meeting
- 9:30 am – 10:00 am Networking Morning Break
- 10:00 am – 12:00 Noon ISD Session continued
- 10:00 am – 12:00 Noon FPDA Annual Meeting of Members
- 1:00 pm – 6:30 pm FPDA/ISD Golf Tournament
- 1:00 pm – 6:30 pm FPDA/ISD Fishing
- 1:00 pm – 6:30 pm **Activities Afternoon**
- 7:30 pm – 10:00 pm **FPDA/ISD Party**

Wednesday, September 25, 2013

- 8:30 am – 9:00 am FPDA/ISD Joint Continental Breakfast
- 9:00 am – 10:30 am **FPDA/ISD Closing Session**
Improving Profitability Through Joint Sales Calls -
Joseph C. Ellers
- 10:45 am – 12:00 Noon FPDA Closing Board Meeting
- 10:45 am – 3:00 pm ISD Closing Board Meeting
- 11:00 am – 12:30 pm ISD CEO Forums

First Timers Orientations

Sunday, September 22, 2013 • 5:30 pm – 6:00 pm

Is this your first time attending an FPDA or an ISD event? Then this is the program for you! FPDA and ISD would like to welcome their first time attendees and give them a short orientation for what they can expect in the days ahead at the meeting.

Welcome Reception

Sunday, September 22, 2013 • 6:00 pm – 7:30 pm

It's been a year since we have all been together, so hurry on down to the Welcome Reception to greet old friends and make new acquaintances. This relaxing get together is a perfect prelude to whatever dinner plans you'd like to make.



**FPDA/ISD Emerging Leaders/
Young Executives (ELI/YES) Pub Nite**

Sunday, September 22, 2013 • 7:30 pm – 9:30 pm

Calling all those 40 and under! Join your colleagues for a fun, relaxing time mixing and mingling.



Enjoy your Afternoon!

Monday, September 23, 2013 • 3:30 pm – 5:00 pm

When you meet in a resort like the Loews Coronado Bay Resort, you need some free time to explore and enjoy the hotel and area. So, we have built some free time in on Monday after-



noon so that you can grab some sun, enjoy the beach, go parasailing or just hang by the pool. See how many delegates you can count at the pool!

**FPDA/ISD Supplier Showcase
Reception**

Monday, September 23, 2013 • 5:00 pm – 7:00 pm

Meet with suppliers and view the latest product and programs while you sip a refreshing drink and nibble on delectable fare.



Activities Afternoon

Tuesday, September 24, 2013

1:00 pm – 6:30 pm

This is YOUR afternoon. You may sign up for the Golf Tournament or Fishing or enjoy a variety of activities, right on property in Coronado or hop a launch or drive into San Diego.

FPDA/ISD Joint Party

Tuesday, September 24, 2013 • 7:30 pm – 10:00 pm

Come party with new and old friends as you enjoy the sunset. Along with music, games and good food, this is another chance to catch up with old industry friends and make new ones while you enjoy an evening under the stars! Bring your flip flops and shorts!

Opening Session

What in the World is Going On? A Global Intelligence Briefing

Herb Meyer

Monday, September 23 • 8:00 am

Today more than ever before, top-level executives need to understand what is going on in the world. Key trends in politics, economics and even culture have an impact on every business, and to manage effectively executives must know what these trends are, how they will affect our economy, and what opportunities these trends may generate for their own companies. Moreover, today's executives are leaders in their communities – often serving on public and community boards — and people look to them for guidance and insight on national and international issues. In this presentation, Herb Meyer will talk about the national security, economic and cultural issues that dominate the news:

- What's "the war" really all about – and why are revolutions setting the Mideast on fire? What is likely to happen in the months ahead, for instance in Egypt and Iran?
- How will demographic crises in Western Europe and Japan keep those economies from growing, and what will be the impact of their economic weakness on our economy?
- What demographic problems do we face in North America, and how will our businesses be affected by our own low birth rates and high rates of immigration?
- What's really going on in China and India, and how will these countries' rapid industrialization affect us?
- What lies behind the astounding – and under-reported – growth of the global economy, which is bringing between 50 million and 100 million people out of poverty every year?
- What opportunities will this growth provide in the decades ahead for American businesses? How can US companies reach a global customer base that is now growing at a rate of 50 million to 100 million new customers every year?

UID-in-a-Day Workshops

Monday, September 23, 2013

Choose one morning and one afternoon session.

Hiring the Right Salespeople

Joseph C. Ellers

Monday, September 23 • 10:00 am – 12:00 Noon

The course covers the kinds of salespeople you need—which differs based upon the type of job you have; the ways to find qualified candidates; the "right" ways to interview and hire; and the best ways to integrate your new hires into your organization—so you don't have to fire them in a few months.

The Business of You – Double Your Productivity, Reduce Your Stress and Balance Your Life

Steve McClatchy

Monday, September 23 • 10:00 am – 12:00 Noon

In this fast paced, interactive and engaging presentation you will learn which decisions bring you success, balance, reduced stress and control and which ones do not. You will also learn how to better manage your to-do list, calendar, contacts, meeting notes and once and for all get organized. McClatchy is known for his expertise on tools such as Outlook and his materials will get into how to better leverage those tools.

New Process of Distribution Sales Management

Joseph C. Ellers

Monday, September 23 • 1:30 – 3:30 pm

How to work with salespeople to focus on successful activities to increase profits through formalized planning processes, sales tools, territory management, and compensation plans that dovetail to direct daily sales activities. You will learn how to translate company goals into sales strategies creating territory management plans for the "opportunity backlog."

Interpersonal Leadership: Building Trust, Communicating Effectively, Resolving Conflict & Leading Your Relationships

Steve McClatchy

Monday, September 23 • 1:30 – 3:30 pm

Most people approach relationships with the mindset "if you'll be nice to me I'll be nice to you." The problem is someone has to go first. Someone has to be nice first, trust first, care first, understand first and make the effort first. Do you take the risk of going first or do you wait? The way each individual on a team takes risks, builds trust, communicates and resolves conflict determines the effectiveness of the team. In this presentation you will learn when to take the risk of going first and when it might be better to wait. You will also learn how to better communicate, set expectations and resolve conflict. If relationships at work are causing you stress this is a presentation you won't want to miss.

After Attending this Session Participants Will Be Able To:

- Better communicate, build trust and set expectations.
- Communicate more effectively using communication best practices.
- Resolve conflict when it happens in a way that builds trust and reduces stress.
- Manage a healthy relationship when leading a relationship is not possible.



Closing Session Improving Profitability through Joint Sales Calls

Joseph C. Ellers

Wednesday, September 25

9:00 am – 10:30 am

You will learn to improve the joint sales call process. This session will provide sales managers for manufacturers, distributors, and representatives with specific tools to improve the most key aspect of sales—the call.

About Our Presenters



Steve McClatchy

Steve McClatchy is a speaker, trainer, consultant, writer and entrepreneur who has spoken before thousands of

audiences that have been delighted with his entertaining style and powerful stories. Steve founded Alleer Training and Consulting out of his passion for continual improvement and his belief that when we stop growing, learning, gaining experience, achieving goals and improving we stop living. He has worked in sales, sales management, training and consulting for such organizations as The Pillsbury Company, Broderbund Software, Franklin Covey and Forte Systems.

Alleer has worked with Fortune 500 companies, small to mid-size firms, associations, universities, government agencies, unions, non-profits and more. Alleer's client list includes Merck, Disney, Wharton School of Business, Nestle, Microsoft, Campbell's Soup, Ikea, Comcast, Wells Fargo, San Francisco 49ers, BASF, Tiffany & Co., The National Basketball Association (NBA), Independence Blue Cross, Harvard University, Nissan, McKesson, Accenture and Hewlett Packard.

Steve is a frequent guest lecturer at Harvard University, Villanova University, Temple University and the University of Pennsylvania's Wharton School of Business. He has been quoted in *The Wall Street Journal*, *WebMD Magazine*, *Fast Company*, *Entrepreneur*, *Investor's Business Daily* and *Selling Power Magazine*. He is the author of the book *Decide* which will release in January of 2014 by Wiley Publishing.

Steve's presentations are not lectured. The ideas and strategies are facilitated with interaction, exercises, videos and humor. Thousands of hours of research, testing and design have gone into each topic. The results are presentations extremely rich in content that deliver real change in individuals and organizations. Participants walk away from his presentations with knowledge, skills and strategies that put them in greater control and make them more productive.

Steve is one of twelve children and grew up outside of Philadelphia. He lives with his wife and four kids in Malvern, Pa. He has his BA in both Finance and Economics and has been involved in the Big Brother/ Big Sister program for over 25 years.



Joe Ellers

Since 1987, Joe Ellers has worked with over 900 businesses-in almost every industry, throughout the world.

Most clients have been in the business-to-business arena and have come from the following industries: aerospace, apparel, architecture, automotive, carpet, distribution, electronics, engineering, food, furniture, gas, industrial equipment, medical, metal-working, motor repair, packaging, pharmaceuticals, power transmission, publishing, software, steel, telecommunications, textiles, tobacco, trade shows, and utilities.

In addition, he has worked with numerous distribution associations to provide specialized consulting and training to their memberships. These associations include: the American Supply Association, Electrical Apparatus Service Association, Electronic Distribution Management Association, Electronic Representatives Association, Industrial Distribution Association, International Sanitary Supply Association, National Electronics Distribution Association and the Steel Service Center Institute and countless other industry associations including many AEA member associations.

He also has associations with the Industrial Distribution Program at the University of Alabama-Birmingham and the Industrial Extension Department at North Carolina State University. In 1996, Ellers was elected to the Russian Academy of Quality.

Joe is the author of numerous published works including; *Implementing Process Excellence*, *The Sales Manager's Handbook*, *The Sales Professionals 6-Step Guide to Mastery*, *Sales Management Excellence* and more. Joe has hundreds of hours of audio lectures and training programs available in almost every conceivable medium which he makes available to companies for training purposes.

Ellers' key consulting and training requests are in the areas of:

- Developing corporate sales strategy
- Creating and refining the management of sales teams
- Improvement of sales teams and individual sales personnel
- Developing and training leaders



Herb Meyer

Herb Meyer served during the Reagan Administration as Special Assistant to

the Director of Central Intelligence and Vice Chairman of the CIA's National Intelligence Council. In these positions, he managed production of the U.S. National Intelligence Estimates and other top-secret projections for the President and his national security advisers. Mr. Meyer is widely credited with being the first senior US Government official to forecast the collapse of the Soviet Union — a forecast for which he later was awarded the U.S. National Intelligence Distinguished Service Medal, which is the Intelligence Community's highest honor.

Mr. Meyer is host and producer of *The Siege of Western Civilization*, a DVD outlining the threats to our security, our economy, and our culture that became an international best seller.

Formerly an associate editor of *FORTUNE*, he has authored several books including *The War Against Progress*, *Real-World Intelligence*, and *Hard Thinking*. Mr. Meyer and his wife, Jill, are co-authors of *How to Write*, which is among this country's most widely used writing handbooks.

Mr. Meyer's essays on intelligence and politics have been published in *The Wall Street Journal*, *National Review Online*, *Policy Review*, and *The American Thinker*. He is author of two new eBooks: *How to Analyze Information: A Step-by-Step Guide to Life's Most Vital Skill*, and *The Cure for Poverty*, which explains how the Free Market works and how entrepreneurs create jobs.

Mr. Meyer has been a guest on leading television and radio talk shows.

FPDA/ISD Golf Tournament Steele Canyon Golf Club

Tuesday, September 24, 2013 • 1:00 pm Shotgun Start

Price: \$160 per person includes greens fees, cart, practice balls, box lunch, transportation and tournament services. Steele Canyon offers Taylor Made rental clubs – they are available for \$55 per set.



As one of Southern California's finest golf clubs, this 27-hole championship golf course was personally designed by Gary Player, one of history's greatest golfers, with a respect and appreciation for the natural beauty of the terrain.

Since opening for play, Steele Canyon has been celebrated as one of California's most exciting golf courses. From the dramatic elevation changes of the Canyon nine to the subtle nuances of the Meadow nine and the total seclusion of the Ranch nine, any combination will make for a wonderful day of golf. As a recipient of Golf Digest's prestigious "4 1/2 Star Award" and "Best Places to Play", Steele Canyon Golf Club has been nationally recognized as one of Southern California's best publicly accessible golf courses.

Steele Canyon has always been known for having some of the purest putting greens in Southern California allowing for only the truest roll of the ball as it drops into the hole. Come experience the golfing secret of San Diego County by playing a round at Steele Canyon Golf Club



Fishing H&M Landing

*Tuesday, September 24, 2013
1:00 pm Start*

Price: \$160 per person includes private party boat, fishing license, bait and rod, box lunch and transportation.

H&M Landing is the West Coast's oldest, most experienced Sportfishing company and represents San Diego's finest ocean going passenger fleet. The trip to the Coronado Islands or offshore kelp beds provides a full day fishing is less than a full day time. These trips target yellowtail, calico bass, rock fish and other surface fish.

Spouse Breakfast

Monday, September 23, 2013 • 9:30 am-10:30 am

Need more energy? Want to lose weight? Not enough time to exercise? Learn how to be fit for life from two Beverly Hills health and fitness professionals.

Life's busy schedule does not always make room to focus on health and nutrition. One of the biggest obstacles for people taking on the challenge towards a healthier lifestyle is time. Learn how you can take QUICK steps towards a healthier you. With the help of two Beverly Hills personal trainers learn how to incorporate healthier foods into your busy schedule and the most efficient ways to exercise. Kevin Lilly of Kevin J Training and Heart & Hustle and Katie Lunger of Equinox Sports Clubs will have you leaving this seminar feeling refreshed and ready to attack any health and fitness goal you have. This informative and fun program will provide you with all the right tools to make better nutritional and exercise decisions no matter how busy your schedule. So whether you're already a health nut or just beginning to become one, come out and join the fun and begin your journey to a healthier YOU!

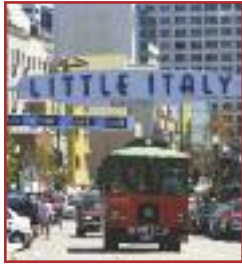
Hotel del Coronado Tour



Enjoy the beauty of the Hotel del Coronado and learn the story of how it came to be built in 1887 on what was then a barren island. Coronado Historical Association docents lead a 90 minute tour through the historic Hotel del Coronado. Tours depart on Tues-

days and Fridays at 10:30, and on Saturdays and Sundays at 2:00. \$15 per person, children under twelve are free. Reservations required. (619) 437-8788.

Old Town San Diego Tours



Old Town Trolley Tours provides sight-seeing tours highlighting the best San Diego attractions. Hop aboard one of their trolleys and you'll experience "transportainment", a delightful combination of transportation and entertainment. With Old Town Trolley, you can avoid costly parking and city driving while exploring at your own pace as

you hop on and off at your favorite stops. Guests can board the trolley at Mc P's Irish Pub & Grill (1107 Orange Ave between C and B Avenues). Tickets are \$36 for adults, \$18 for Children ages 4-12, 3 & under are complimentary. Two-day tickets are also available (prices subject to change). Visit their website to book your tour (<http://www.trolleytours.com/san-diego/>) or you can call 1-888-910-8687.



Balboa Park

Balboa Park is a San Diego must-see, just minutes from downtown, and ranked as one of the Best Parks in the World. The Park is home to 15 major museums, several performing arts venues, lovely gardens and many other

cultural and recreational attractions, including the San Diego Zoo. With a variety of cultural institutions laid out among its 1,200 beautiful and lushly planted acres, Balboa Park is the nation's largest urban cultural park. Open from 9:30 AM - 4:30 PM daily, the Visitors Center offers brochures, maps, audio tours, free guided tours of the Park, transportation information, dining advice and more. <http://www.balboapark.org/>



San Diego Zoo

An urban paradise for all ages, the San Diego Zoo is a must-see in Southern California. Spend the day monkeying around in their tropical oasis as you visit amazing habitats for

animals such as gorillas, tigers, sun bears, flamingos, mandrills, polar bears, birds of paradise, giant tortoises, leopards and more. Enjoy a guided tour on a double-decker bus or an aerial view from Skyfari, and see animals up close in the Children's Zoo. Discover the wonders of wildlife with animal encounters, interactive experiences, and keeper presentations. A leader in animal care and conservation, the San Diego Zoo is at the heart of the San Diego experience. <http://www.sandiegozoo.org>



SeaWorld San Diego

Go celebrate the wonders of the sea at SeaWorld® San Diego. Experience the amazing Shamu show, and thrilling rides like Journey to Atlantis®, Shipwreck Rapids® and Wild Arctic®. Dive into the world of sea turtles at Turtle Reef, an attraction featuring a 280,000-gallon aquarium with up to 60 threatened sea turtles, an interactive game that teaches

kids about the threats turtles face in the wild, a map that tracks rehabilitated turtles and an exciting ride called Riptide Rescue. Feed and touch dolphins, and get up-close to beluga whales, polar bears, sharks and penguins. Discover where the sea meets the sky with Blue Horizons®, SeaWorld's dolphin spectacular. <http://seaworldparks.com/en/seaworld-sandiego/>



USS Midway Museum

USS Midway Museum - a real aircraft carrier...fun for the family, veterans and everyone. Create a once in a lifetime memory exploring the USS Midway, the longest-serving U.S. Navy aircraft carrier of the 20th century! Imagine living aboard a floating city at sea with 4,500 shipmates, by exploring galleys, officer's country, sleeping quarters and the

4 acre flight deck. Admission includes a self-guided audio tour to over 60 locations from the engine room to control tower, narrated by Midway sailors who lived or worked in each. <http://www.midway.org/>

Getting Around

San Diego-Coronado Ferry



Take a nostalgic 15-minute ride across the bay to Broadway Pier and the Convention Center in downtown San Diego. Departing from Coronado Ferry Landing, a waterfront marketplace full of over 25 unique shops and

restaurants. Tickets are \$4.25 one-way or \$8.50 round trip (no charge for bicycles). Children 3 & under are complimentary. Tickets may be purchased at the Broadway Pier, Fifth Avenue Landing or Coronado Ferry Landing (prices subject to change). For more information, call (619) 234-4111. <http://www.sdhe.com/san-diego-bay-ferry.html>

Complimentary Shuttle Service to Downtown Coronado

Visit Coronado's mile-long main street, a pedestrian's paradise with dozens of shops, boutiques and restaurants. Loews Coronado Bay Resort provides complimentary shuttle service to downtown Coronado (drop off point is the Coronado Historical Museum). The shuttle operates 5 times per day from 10:00 AM to 9:00 PM. Reservations are required as seating is limited, please contact the concierge at the hotel once you arrive to make arrangements.

About Loews Coronado Bay

Loews Coronado Bay

4000 Loews Coronado Bay Road
 Coronado, California 92118
 1-619-424-4000

Chart a course for pleasure-seeking in a place that encourages nothing less. Where you are surrounded by shades of warm amber and views of water. A place where private balconies end where spectacular sunsets begin.

Loews luxury San Diego accommodations set the standard for comfort and value. Relax in spacious San Diego hotel rooms and suites, offering enough space for the entire family and efficiently designed to complement any business traveler. Paired with exceptional service and generous amenities, our hotel is the ideal choice among San Diego lodging.

In-Room Business Amenities:

- Spacious work desk
- In-room wireless high speed internet access is available (HSAI)
- 2 Telephones with dual voice lines and voicemail

From Casual to Award-winning Dining:

- California coastal cuisine overlooking the resort's marina at Market restaurant
- Pastries, sandwiches, candy by the pound, Starbucks and more at Market To Go
- Award-winning Mistral restaurant featuring global fusion cuisine
- Cays Lounge offering breathtaking views of the San Diego skyline and Coronado Bay
- Poolside dining and cocktails at La Cantina (open seasonally)
- 24-hour in-room dining

Relax and Play in the Sand & Surf:

- 3 outdoor swimming pools (including an adult section), whirlpools and expansive deck areas
- Direct access to Silver Strand State Beach via a private pedestrian underpass
- Sea Spa featuring a variety of spa services, fitness center and aerobic studio with fitness classes
- 3 lighted, bayside tennis courts
- Variety of recreational activities including bicycle and watersports rentals, surfing lessons, sailing lessons, gondola cruises and more
- Three on-site resort wear boutiques and gift shops
- Award-winning Kids' Club designed by Pottery Barn Kids
- Teen Lounge designed by Pottery Barn's PBteen
- Complimentary shuttle service to downtown Coronado (restrictions apply)

Key Attractions

- Coronado Ferry Landing - Discover a charming collection of shops, art galleries, fine restaurants and casual eateries surrounded by swaying palms, waterfalls and Coronado's best skyline view of downtown San Diego.
- Balboa Park- As the nation's largest urban cultural park, Balboa Park is home to 15 major museums, renowned performing-arts venues, beautiful gardens and the San Diego Zoo.
- Old Town San Diego- Historic Old Town is nestled in heart of San Diego, with more than 150 restaurants, shops, and historical sites.
- SeaWorld San Diego

Book your reservations now!

FPDA and ISD's Special Group Rate- Single or Double Occupancy is \$175.00 per night, plus tax.

Please make your reservations before August 29, 2013. After that date the space and rate will be at the Hotel's discretion. To make your reservation you can call the Loews Coronado Bay at 1-800-815-6397 and mention FPDA/ISD Summit. You can also book online at <http://www.loewshotels.com/en/Coronado-Bay-Resort/Group-Pages/82913>

Travel to Coronado

There are a number of airports that you can travel to reach Coronado, but the closest airport is San Diego, just 13 miles from the hotel.

Here is information on Area Airports:

San Diego- SAN

Hotel direction: 13 miles, 25 minutes travel time Loews does not provide shuttle service.

- Estimated taxi fare: 45 USD (one way)

By Car:

If you are traveling from Interstate 805 heading South, take Interstate 8 West to Highway 163 South onto Interstate 5 South, and follow the directions below.

If you are traveling from Highway 163 North, take Interstate 5 South, and follow the directions below.

Once you are traveling South on Interstate 5, follow these directions:

- Exit onto Coronado Bay Bridge (California State Highway 75).
- Cross the bridge
- Proceed to Orange Avenue and turn left
- Continue through the village of Coronado and past the US Naval Amphibious Base (Orange Avenue turns into Silver Strand Highway 75)
- The hotel is approximately 3.5 miles South of the Base across from Silver Strand State Beach
- Turn left onto Loews Coronado Bay Road and through the gates to the Hotel

Weather and Wardrobe

Southern California's weather is mild and temperate year round. Warm temperatures, balmy breezes, and sunny skies are the normal for Coronado. In September you may expect an average temperature of 76 degrees in the daytime and 62 degrees in the evening.

Dress for the meeting is casual. No need to pack your blazer or dresses, however, we recommend you bring a sweater or jacket as the meeting rooms tend to be cold.



Supplier Showcase Reception

Monday, September 23, 2013 – 5:00 pm – 7:00 pm



The FPDA/ISD Supplier Showcase will be held for 2 hours during the Reception on Monday, September 23, 2013 at the Loews Coronado Bay Resort. The Showcase is designed as an informal program, utilizing only table top displays.

Who Should Display? The Showcase is open to all manufacturer members of FPDA and ISD.

What Should You Display? Any pre-existing table top display, product or literature that will fit on the display table is appropriate for this Showcase.

What is the Display Space Size? Each participating manufacturer will be provided a 6' x 30" skirted table. All materials need to fit on top of the table and must adhere to local fire and safety ordinances.

What Does Showcase Participation Cost? Manufacturers interested in purchasing a table will find this a cost-effective method of showcasing product solutions – just \$800 per table.

Sponsorship and Advertising

Build your company's name recognition with a variety of marketing tools associated with this meeting! In addition to sponsorships, you can maximize your marketing reach by advertising in the program booklet available to all attendees.

This booklet will include the membership directories for FPDA and ISD as well as important association and meeting information. To learn more, contact FPDA or ISD at 1-410-263-1014.

FPDA/ISD Supplier Showcase Exhibitor Rules & Regulations

Evening Table Top Program, available for Manufacturer, Associate & Affiliate Members

- 1. Assignment of Space:** Assignment of exhibit table tops will be made on a first-come, first-served basis by a FPDA and ISD committee. Space is limited. Exhibitors are limited to one (1) table top. FPDA and ISD reserves the right of final decision and the right to amend floor plans to relocate table tops as necessary.
- 2. Payment for Space:** Total payment of the Supplier Showcase must be paid prior to the program date and **cannot be processed without the individual Convention attendee registration form for at least one person responsible for attending the table top.** In the event of withdrawal by August 5, 2013, all fees paid for exhibit space will be returned to the Exhibitor. Exhibitors who withdraw between August 5-12, 2013 will receive a 50% refund, after August 12, 2013 will not receive a refund.
- 3. Liability:** Neither FPDA/ISD nor its agents or representatives will be responsible for any injury, loss or damage that may occur to the Exhibitor or to the Exhibitor's employees or property from any cause whatsoever. Under no circumstances will FPDA/ISD be liable for lost profits or other incidental or consequential damages. FPDA/ISD shall not be liable for failure to perform its obligations under this contract as a result of strikes, riots, acts of God or any other cause beyond its control. The rights of FPDA/ISD under this contract shall not be deemed waived except as specifically stated in writing and signed by an authorized officer of FPDA/ISD.
- 4. Security and Insurance:** Exhibitor is solely responsible for its own materials and those wishing to insure their goods must do so at their own expense.
- 5. Responsibility of the Exhibitors:** The Exhibitor is responsible for damage to hotel property. No signs or other articles may be attached to walls, doors, etc. in such a manner as to deface or damage them. Exhibitors must be self-contained within the table top areas assigned, and no chairs, furniture or exhibit materials are to be placed outside the table top area, or set up in such a manner as to block other table tops or any fire exits.
- 6. Exhibit Table Tops & Displays:** Exhibitors will be provided with a standard 6' x 30" skirted table and a table top identification sign. Exhibits are restricted to a maximum height of twelve (12) feet. Exhibitors may use their table top area to display whatever company literature, signage, products, samples, giveaways or information that is not in violation of local fire or safety ordinances and that can fit within the confines of the exhibit table top, including space for exhibiting employees. Electrical services may be ordered by each exhibitor directly from the Hotel. Exhibits may not contain any hazardous materials and may not produce noise levels that would be intrusive of other table tops.
- 7. Table Top Staff:** Exhibit table tops may be staffed by any number of full-time company employees (one minimum required), and/or manufacturer representatives or agents retained by the member company, who have each registered as paying delegates to the Annual Summit. Attending manufacturer reps or agents must be solely attendant to the company which registered their attendance and may not work the convention or the exhibit floor independently. Exhibitors must limit the number of staff working the table top at any one time, to avoid congestion in the exhibit hall aisles. No exhibit staff may block passage within the aisles or take space outside the designated table top.
- 8. Move-in, Move-out:** Exhibitors may move materials into their table tops once the foyer has been set and vacated by the hotel staff, due to be on Monday, September 23 by 2:00pm. All exhibit materials must be removed from the exhibit area no later than 9:00pm on the same date.
- 9. Shipping Services and Exhibit Support:** Exhibitors are encouraged to use hotel for assistance with in-bound and out-bound materials shipping. FPDA/ISD will not accept direct inbound shipments from exhibitors. No materials will be handled for packing or out-bound shipping by any FPDA/ISD representative or by the hotel or conference center. All materials remaining in the exhibit area after the conclusion of the Supplier Showcase program will be considered trash, and will be disposed of appropriately.
- 10. Agreement on Conditions:** Each Exhibitor, for himself and his employees, agrees to abide by these conditions and by subsequent amendments and additions thereto; it being understood and agreed that the sole control of the Supplier Showcase program and exhibit area rests with The FPDA Motion and Control Network and The International Sealing Distribution Association.

ISD Registration Form

FPDA/ISD Joint Industry Summit

Loews Coronado Bay Resort, Coronado, CA September 22-25, 2013

ISD Membership Type (please select one): Distributor Associate

Are you a first time attendee: Yes No

Are you an Emerging Leader Member (Age 40 or Under)?: Yes No

Register 4 Ways

1 BY MAIL: *The International Sealing Distribution Association*
105 Eastern Avenue, Suite 104, Annapolis, MD 21403

2 BY FAX: (410) 263-1659

3 BY EMAIL: info@isd.org

4 ONLINE: www.isd.org

Name _____ Badge Name _____

Company Name _____ Title _____

Company Address _____

City _____ State/Province _____ Zip/Postal Code _____ Country _____

Email _____ Phone _____ Fax _____

Guest Name (if attending) _____ Badge Name _____

Emergency Contact Name _____ Phone _____

Does anyone in your party have special needs? Yes No

Any special dietary conditions? Yes No

If yes, please specify: Name _____ Condition/Need _____

Attendee Registration Policies: Please make a photocopy of this form and submit one copy for each company representative attending the FPDA/ISD Joint Industry Summit. Mail or fax by August 5, 2013 to obtain the early bird registration discount. Register by August 12, 2013 to guarantee listing in the official roster of attendees. After August 12, 2013, registration will be on a space available basis.
Cancellation Policies: In order to obtain a refund for convention registration fees, written notice of cancellation is required, to be received at the ISD office, by the dates noted below:

By August 5, 2013 – for Full Refund

By August 12, 2013 – for 50% Refund

After August 12, 2013 – No Refund

FPDA/ISD JOINT SUMMIT REGISTRATION FEES

DISTRIBUTOR Member Registration Fee

(BY 8/5/2013) **US \$795** (AFTER 8/5/2013) **US \$895** \$ _____

ASSOCIATES & AFFILIATES Member Registration Fee

(Please note that the first attendee for each Associate company must register for a table top at the Supplier Showcase program, however, you are not required to exhibit. Exhibit fee is included in first delegate registration fee)

(BY 8/5/2013) **US \$1,695** (AFTER 8/5/2013) **US \$1,795** \$ _____

I will participate in the Supplier Showcase and need a table top Yes No

ADDITIONAL ASSOCIATE MEMBER Registration Fee

(BY 8/5/2013) **US \$895** (AFTER 8/5/2013) **US \$995** \$ _____

GUEST REGISTRATION/GOLF

Guest/Companion Registration Fee US \$350 \$ _____

Fishing (9/24) US \$160 \$ _____

Golf Tournament (9/24) US \$160 \$ _____

Delegate: Handicap/Average _____

I'd like to play with _____

Golf Club Rental US \$55 \$ _____

Club Rental (Left / Right) (Please circle one)

Guest Companion: Handicap/Average _____

I'd like to play with _____

Golf Club Rental US \$55 \$ _____

Club Rental (Left / Right) (Please circle one)

TOTAL DUE \$ _____

PAYMENT OPTIONS

Enclosed is my check payable to ISD for \$ _____

Please make checks payable in U.S. dollars, to **ISD**, and mail to: ISD, 105 Eastern Avenue, Suite 104, Annapolis, MD 21403-3300.

Please charge to my (check one)

VISA MasterCard

Discover American Express

Card # _____

Expiration Date _____

CVC (Sec.Code) _____

Cardholder Name _____

Cardholder Address _____

Cardholder Signature _____

For office use only

Check Date _____ Check # _____

Invoice # _____

Return payment and this form to:

**The International Sealing
Distribution Association**

105 Eastern Avenue, Suite 104
Annapolis, MD 21403

Fax: (410) 263-1659

Email: info@isd.org

Online: www.isd.org

Your Meeting Checklist

- Secure room reservations at the Loews Coronado Bay Resort by Thursday, August 29, 2013 secure The FPDA/ISD rate of \$175 +tax.
- Register Delegates by Monday, August 5, 2013 to secure early bird registration discount.
- Sign up for Supplier Showcase by Friday, August 23, 2013.
- Register for Golf or Fishing by Friday, September 6, 2013.
- Make airline reservations early to secure the best rate.
- Prepare a list of contacts you want to make at the FPDA/ISD Summit.
- Pack your bags!



105 Eastern Avenue, Suite 104
Annapolis, MD 21403-3300

www.isd.org



*Charting Your
Success!*