



NORTHEAST REGION NTMA CONFERENCE

MAY 8 - 10, 2008

SHERATON PORTSMOUTH

HARBORSIDE HOTEL

PORTSMOUTH, NEW HAMPSHIRE

Brought to you
by



Western MA Chapter



Featuring...

- ✿ “Give More. Get More. The Negotiation Advantage”
- ✿ “Harnessing the Power of Emotional Intelligence Leadership”
- ✿ Global Economic Update
- ✿ NTMA Update
- ✿ Industry Roundtables
- ✿ Portsmouth Harbor Dinner Cruise



Conference
brochure
printing
sponsored by
SCHUNK USA



*Join your colleagues and friends from across New England in Portsmouth, New Hampshire because
Together, Everyone Achieves More.*

Our Featured Speakers...

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 4 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 Portsmouth at this industry and knowledge centered event.

About NTMA:

The National Tooling & Machining Association is the largest trade association in the U.S. serving the custom metalworking 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



Friday, May 9 - 8:30 AM - 10:00 AM

Give More. Get More. The Negotiation Advantage

Andre Bello



Very often people make deals that leave incredible value on the table simply because they do not have the necessary skills to make deals that better impact their business...and their life. You will now have the opportunity to learn some of the key principles of mutual-gains negotiation from André Bello, a recognized leader in the art of negotiation. This conference session will introduce you to how better negotiating skills can change the way you do business. Andre's Negotiation Advantage presentation will challenge attendees to discover how to

- Uncover the hidden value in any deal
- Get what you want—by solving THEIR problems
- Figure out when to compete, and when to cooperate
- Perfect the secrets to building deeper connections with the people you meet
 - Get what you aim for! Find out how “anchors” change the game
 - And much more

Bello is a full-time writer, speaker, and consultant. He specializes in creating client-centric corporate transformations with a focus on negotiation skills and consultative selling. He represents professional development programs from the Service Quality Institute, a global leader in customer service, and is a popular speaker and corporate trainer.

Friday May 9 - 10:30 AM - 12:30 PM

Harnessing the Power of Emotional Intelligence Leadership

Heather Amberg Anderson – Leading Challenges



Heather Anderson capitalizes on her knowledge and experience working with organizations to facilitate a process of Emotional Intelligence (Emotional Quotient) awareness and skill development for participants. Research suggests the higher you go in an organization, the more EQ matters. In a study of more than 515 senior global executives, the most successful had the strongest emotional intelligence. Some of the key issues covered in this interactive session include:

- Defining Emotional Intelligence - How EQ differs from IQ
- A Business Case for Emotional Intelligence Development
- The Role of the Leader in Developing Emotional Intelligence
- Techniques for developing your Emotional Intelligence
- Developing Emotional Intelligence in organizations

Heather Anderson owns *Leading Challenges*, a leadership development company, based in Stowe, VT. She specializes in building leadership skills and team skills throughout an organization. She created a comprehensive emotional intelligence (EQ) management development program that includes an EQ assessment, coaching, training and specific EQ skill development. Heather has spoken to thousands of executives about EQ and how to build EQ skills throughout an organization to dramatically improve business results.

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

Economic Update

Richard Kelly, Senior Economist- TD Bank Financial Group



This global economic outlook puts the current market turmoil and economic developments into perspective. What risks deserve particular attention and which appear to be overblown? How is the U.S. economy faring, nationally, regionally, and sectorally? How is this filtering through into the global economy? Can emerging market demand sustain businesses while the U.S. economy retools? And within this global context, what are the near-term and long-term prospects for the U.S. economy and the machining and tooling sectors?

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. Before that, he had several years experience working with other non-profit, government, and international financial organizations focused on economic development.

Rich Kelly spoke at last year's Northeast Regional and was so well received, he will be back for an encore!

Saturday, May 10 - 10:30 AM - 11:30 PM

NTMA Update

Roy Sweatman, NTMA 2008 Chairman of the Board, President - Southern Manufacturing Technologies Co.

There is a lot going on at NTMA and you'll hear about it first hand from the newly elected Chairman, Roy Sweatman. Roy will update us on NTMA initiatives such as the Precision



Jobs for American Manufacturing (PJAM) Project, programs and events like the Legislative Conference (June 8 & 9) in Washington DC, and more. Roy will also speak on his *Chairman's theme* for 2008, "*Technology for the Future.*"

Roy Sweatman is President and majority owner of SMT (Southern Manufacturing Technologies) located in Tampa, Florida. SMT is a precision machining company that manufactures high precision components and assemblies for the Aircraft, Aerospace and Defense Industries. Parts made by SMT are used in General Aviation Aircraft, Commercial Aircraft, Military Aircraft, Space Shuttle, Mars Rover, Satellites and in America's Missile Defense System. SMT joined NTMA in 1984 and Roy has been an active member of the Florida West Coast Chapter serving in all chapter officer capacities.

Friday May 9, 2008

Dinner Cruise Aboard M/V Thomas Lughton

Exploring Portsmouth Harbor and the surrounding area by boat is a wonderful way to experience the beauty of the New England coast. Our Friday evening dinner cruise on the M/V Thomas Lughton, of the Isles of Shoals Steamship Company, will give conference attendees time to relax while enjoying the sea air, a scrumptious dinner buffet, and the sunset over the Great Bay. What a great way to wind down after a full day of conference activities!



The M/V Thomas Lughton is a Victorian style Steamship named for a famous "Shoaler", politician and businessman. Once keeper of the Isles of Shoals Light, Thomas Lughton later founded the Appledore House of Appledore Island, and formed the beginnings of the resort era at the Isles of Shoals and on the Seacoast.

The M/V Thomas Lughton is Coast Guard inspected and certified, and operated by experienced, licensed captains and a friendly crew. It is a handicapped accessible, 90 ft. vessel with 3 decks - 2 fully heated cabins and an open air sightseeing deck.

Registration Form

Hotel Deadline: April 08, 2008

Registration Deadline: April 18, 2008

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:

Check all that apply:

- Chapter Board Member Chapter President
 Chapter Trustee



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 \$150 \$ _____

TOTAL CONFERENCE REGISTRATION AMOUNT \$ _____

LATE REGISTRATION: A \$50 Late Registration Fee will be added to any reservation received after April 18, 2008.

METHOD OF PAYMENT

MasterCard VISA American Express Ck # _____

Card # _____ Exp. _____

Signature _____

Fax Registration Form to:

BTMA 978-373-8073 or

CTMA - 413-599-1323

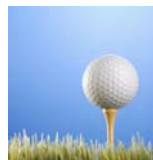
or

Mail Completed Registration & Check To:

NTMA Regional Conference

PO BOX 658

Feeding Hills, MA 01030



OPTIONAL ACTIVITIES:

Please check if you would like to play:

_____ Thursday May 8 Pick-up Round of Golf.

Pre-Conference, early afternoon.

Arrangements will be made at a local course, depending on interest. Details will be forwarded prior to the event.

Schedule of Events

Thursday, May 8, 2008

5:00 p.m.- 8:00 p.m. Registration
Sponsor Information Tables/Exhibits
7:00 - 9:00 p.m. Welcoming Reception - **Sponsored By R.E. Morris Co., Copper & Brass Sales**

Friday, May 9, 2008

6:30 a.m - 4:30 p.m. Registration Sponsor Information Tables/Exhibits
7:00 - 8:30 a.m. Continental Breakfast - **Sponsored By R.E. Morris Co.**
8:15 - 8:30 a.m. Welcoming Remarks
8:30 - 10:00 a.m. *Seminar: Give More, Get More: The Negotiation Advantage - Andre Bello* **Sponsored By Methods Machine Tools Inc.**
10:30 - 12:30 p.m. *Seminar: Harnessing the Power of Emotional Intelligence Leadership - Heather Anderson*
Sponsored by Westfield Electroplating
12:30 - 1:30 p.m. Group Lunch - **Sponsored by Mazak**
2:00 - 4:30 p.m. *Industry Round Tables*
6:00 p.m. Boarding for Dinner Cruise
6:30 - 7:30 p.m. Cruise reception - **Sponsored by DMG Boston**
7:30 - 9:30 p.m. Cruise dinner buffet - **Sponsored by Filomeno & Company, Yarde Metals Inc.**

Saturday, May 10, 2008

8:30 - 9:30 a.m. Breakfast Buffet - **Sponsored By ABLE Machine Tool Sales**
9:30 - 10:30 a.m. *Regional Economic Forecast - Richard Kelly* **Sponsored By TD Banknorth**
10:30 a.m. - 11:30 *NTMA Update: Roy Sweatman, 2008 Chairman of the Board* **Sponsored by American Tool Supply**
11:30 - 12:00 p.m. Wrap Up

The Sheraton Harborside...

Situated in the heart of the downtown historic waterfront district, our neighborhood includes historic homes and sites, boutiques, galleries, fine dining, and live entertainment. Harbor cruises depart from the dock directly across from the hotel. Located just one hour north of Boston and south of Portland, Maine, the hotel offers a scenic, yet convenient setting for every type of visit. The recently remodeled guest rooms and suites feature amenities such as high-speed wireless internet access, voice mail, coffee maker, refreshment center, in room movies and video games. A heated indoor pool, private fitness center, the Harbor Side restaurant, Riverwatch lounge, and room service provide all you need to make your stay more enjoyable. Portsmouth and the surrounding area offers so much to the visitor, you'll want to stay longer to take it all in.



The Regional Conference block of rooms are offered at the rate of \$159.00 single/double occupancy, and will be held until **April 08, 2008**, or until all rooms are sold, whichever comes first. Make your reservations by using this link <http://www.starwoodmeeting.com/StarGroupsWeb/booking/reservation?id=0711193112&key=38B1D> or contact the hotel at 888-627-7138 and tell them you wish to book under the Northeast Regional Conference room block. For more information on the Portsmouth Sheraton, 250 Market Street, Portsmouth NH go to www.sheratonportsmouth.com

**JOIN YOUR COLLEAGUES & THE NORTHEAST NTMA CHAPTERS IN
PORTSMOUTH NH FOR OUR**

REGIONAL CONFERENCE

GENERATION PORTSMOUTH HARBORSIDE

May 8 - 10, 2008

There is a lot to do in Portsmouth ~ in addition to the conference!

<http://www.portsmouthnh.com>



Shopping
Kittery Outlets

Stuff for kids:

- > Odiorne Point State Park
- > Seacoast Science Center
- > Fort Foster
- > Children's Museum



Strawberry Banke Museum

Lighthouses



RedHook Brewery Tours



Naval History & Museums

The Isles of Shoals

NTMA Regional Conference
PO BOX 658
Feeding Hills, MA 01030