

INDUSTRY SUMMIT 2022



October 2-5, 2022

VIEWLINE RESORT SNOWMASS

Snowmass Village, Colorado



FPDA



INDUSTRY-SUMMIT.ORG

October 2–5, 2022

Schedule of Events

Please note all times are Mountain Daylight Time (MDT).

INDUSTRY SUMMIT



FPDA



SUNDAY OCTOBER 2

2:00PM – 5:00PM	FPDA Board of Directors Meeting	Ziegler
2:00 PM – 6:00 PM	Registration Desk Open	Pre-Function
5:30 PM – 6:00 PM	First-Time Attendee Welcome Session	Rooftop Terrace
6:00 PM – 8:00 PM	Welcome Reception	Rooftop Terrace
8:00 PM – 10:00 PM	Young Executives Networking Event \$ “Build-a-Bike” competition in support of the Aspen Youth Center (bikes will be donated to the Aspen Youth Center)	Salon C & D

MONDAY OCTOBER 3

7:30 AM – 4:00 PM	Registration Desk Open	Pre-Function
7:30 AM – 9:00 AM	Supplier Showcase Set up	Salon B & E
8:00 AM – 9:00 AM	Breakfast	Pre-Function/Salon A
8:00 AM – 9:00 AM	Companion Activity: Morning Meet-and-Greet	Salon C
9:00 AM – 4:00 PM	Hospitality Area	Salon C
9:15 AM – 10:45 AM	Keynote Speaker Brent Gleeson on Principles for Building a High-Performing Culture	Salon A
11:00 AM – 11:45 AM	IndustrySpeak A E-Shipping: Supply Chain and Shipping Logistics	Salon A
12:00 PM – 2:00 PM	Lunch and Supplier Showcase	Salon A, B, & E
2:30 PM – 3:30 PM	FPDA Annual Meeting of Members	Salon A
2:30 PM – 3:30 PM	ISD Industry Networking Session	Ziegler
2:30 PM – 3:30 PM	ESA Annual Meeting of Members	Salon D
3:45 PM – 4:45 PM	ISD Annual Meeting of Members	Salon A
3:45 PM – 4:45 PM	FPDA and ESA Industry Networking Session	Ziegler
4:45 PM – 6:30 PM	ISD Board of Directors Meeting	Salon D
6:30 PM – 8:00 PM	ESA Dinner and Silent Auction \$	Ziegler

TUESDAY OCTOBER 4

8:00 AM – 12:00 PM	Registration Desk Open	Pre-Function
8:00 AM – 8:30 AM	Breakfast	Pre-Function/Salon A
8:30 AM – 9:30 AM	Speaker Session: Mike Foster on Cybersecurity	Salon A
9:00 AM – 4:00 PM	Hospitality Area	Salon C
9:45 AM – 10:15 AM	IndustrySpeak B: Take the Next Step in Your Strategic Pricing Journey	Salon A
10:15 AM – 11:00 AM	Panel Discussion: How to Increase Your Company’s Profitability	Salon A
11:30 AM – 6:00 PM	Golf Tournament \$	Off-site
11:30 AM – 6:00 PM	Adventure Tours \$	Off-site
6:30 PM – 9:00 PM	Closing Dinner and Concert	Rooftop Terrace

WEDNESDAY OCTOBER 5

7:30 AM – 8:30 AM	Fun Run/Hike in Support of the Aspen Youth Center \$ All proceeds will be donated to the Aspen Youth Center	Off-site
9:00 AM – 10:30 AM	Breakfast & Closing Keynote Economic Update with Connor Lokar of ITR Economics	Salon A
10:30 AM – 11:30 AM	Post-Summit Board Meetings	Salon D & E

Events with \$ require pre-registration at an additional cost (see next page for event fees)

VISIT [INDUSTRY-SUMMIT.ORG](https://industry-summit.org) TO REGISTER TODAY

October 2–5, 2022

Events and Activities

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INDUSTRY SUMMIT



FPDA



SUNDAY, OCTOBER 2



6:00 PM–8:00 PM

Kick off the 2022 Industry Summit with great food, networking, and fun. Get to know your industry colleagues in a relaxed setting as you create valuable connections, make lasting memories, and experience the mountain views from the resort's rooftop terrace.

MONDAY, OCTOBER 3

Morning Meet-and-Greet

8:00 AM–9:00 AM

Companion Activity — This low-key gathering is a chance for companions of summit attendees to meet, discuss all the things to do in the Snowmass area, and plot out activities for the week.

Industry Networking Sessions

ISD: 2:30 PM–3:30 PM

FPDA and ESA: 3:45 PM–4:45 PM

A great opportunity for members to make new connections, converse with your association peers about the critical issues facing the equipment service, sealing, and motion control industries.

Lunch and Supplier Showcase

12:00 PM–2:00 PM

Suppliers and distributors from all sectors of fluid power, electromechanical, sealing, and equipment services converge to collaborate, grow their network, and learn about the industry's newest and innovative products and services.

ESA Dinner and Silent Auction

6:30 PM–8:00 PM

Pre-registration required. Open to all Industry Summit attendees, the ESA dinner will be a casual gathering of colleagues for camaraderie and connections. Proceeds from the auction will support ESA's scholarship program.
Registration fee: \$175

TUESDAY, OCTOBER 4

Golf Tournament

11:30 AM–6:00 PM

Pre-registration required. Join fellow Industry Summit attendees for a shotgun golf tournament at the River Valley Ranch Golf Club, an 18-hole championship golf course located in Carbondale, about 45 minutes away. Shuttle service to the golf club and a box lunch will be provided. Please sign up for this event when registering for the 2022 Industry Summit. *Registration fee: \$185; club rentals: \$70; practice balls: \$6.*

Adventure Tours

11:30 AM–6:00 PM

Whether it's rafting, biking, offroading, or other outdoor fun, Blazing Adventures provides a lineup of safe and exciting experiences to help you make the best of your Snowmass retreat. Visit www.blazingadventures.com or call 970-923-4544 to learn more. Mention you are attending the 2022 Industry Summit to receive 10 percent off on any activity you book. **Tours and other activities must be reserved and paid directly with Blazing Adventures.**

YOUNG EXECUTIVE EVENTS

For 2022, the young executives of ESA, FPDA, and ISD are hosting two fun networking events in support of a local charity. Both events are open to all Industry Summit attendees. **Pre-registration is required.** Registration fee of \$170 includes both events. (Fun run only is \$35.)

Build-A-Bike Competition

SUNDAY, OCTOBER 2

8:00 PM–10:00 PM

Pre-registration required. Join in on the fun as we build a bike for charity. ESA, FPDA, and ISD young executives will break out into groups and build a bike for a charitable donation. The initiative comes to a climax when teams relay through an obstacle course in a friendly and fun competition. The bikes will be donated to the Aspen Youth Center.



Fun Run and Hike

WEDNESDAY, OCTOBER 5

7:30 AM–8:30 AM

Pre-registration required. Meet up for a fun run/hike event with all proceeds supporting the Aspen Youth Center. *Registration fee includes long-sleeve t-shirt.*

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Speakers and Sessions

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MONDAY, OCTOBER 3



BRENT GLEESON

Principles for Building a High-Performing Team

9:15 AM–10:45 AM

In today's volatile, unpredictable, and complex business environment organizations can find themselves in an almost constant state of change. But more change initiatives fall short or fail due to a lack of leadership alignment and discipline and the proper culture founded on accountability and trust.

In this highly engaging presentation, U.S. Navy SEAL combat veteran Brent Gleeson shows the audience how to apply the same leadership and culture principles that forge the most elite special operations units in the world for building high-performance teams that lead change with passion, grit, and resilience. The audience will leave inspired and motivated, but more importantly, with actionable insight they can apply immediately.

Keynote Session
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TONY TOTTA

IndustrySpeak A — E-Shipping: Supply Chain and Shipping Logistics

11:00 AM–11:45 AM

As eShipping's Chief Sales Officer, Tony Totta leads a team dedicated to helping manufacturers and distributors find ways to take control of their distribution chain, reduce their costs, and improve their customers' experience. In his session, Totta will provide an overview of recent supply chain disruptions in the fluid power and motion control industries and take a close look at the current state of the logistics industry and how it will impact your bottom line over the next twelve months. He will share actionable steps you can take to improve upon and gain visibility into your transportation, distribution chain, and warehouse management programs.

In 2009 Tony joined eShipping, a burgeoning, privately-held company, to help grow the company under a mission-focused culture. At eShipping, Tony has filled a variety of roles including oversight of the eShipping Client Services division, developing the suite of operational services offered to customers and building an employee recruiting and development model.



TUESDAY, OCTOBER 4

MIKE FOSTER

Stop Today's Hackers: What C-Suite Executive Members Must Know!

8:30 AM–9:30 AM

Mike is excited to deliver maximum value with practical take-home steps you can use to make significant improvements at work and home. He will share the five essential cybersecurity questions to ask your IT provider and give you concrete action items IT professionals, in-house or outsourced, should take to protect your cybersecurity. Foster will provide a personal checklist of simple, valuable, and actionable steps, saving your organization millions of dollars by avoiding a cyberattack that could destroy your company and its reputation.

Since 1987, the founder and CEO of The Foster Institute has helped executives and CEOs with solutions to their technical issues. As the author of *The Secure CEO: How to Protect Your Computer Systems, Your Company, and Your Job*, Foster has been featured in major media outlets including *USA Today*, *Forbes*, *Kiplinger Letter*, *Entrepreneur Magazine*, *Insight Magazine*, and *Atlanta Business Monthly*.



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TUESDAY, OCTOBER 4



DAVID BAUDERS

IndustrySpeak B — Take the Next Step in Your Strategic Pricing Journey

9:45 AM–10:15 AM

The current economy provides a window of opportunity for distributors to take pricing actions that significantly boost profitability now and into the future. Industry leaders have made the most of this cycle of supply chain issues and vendor cost increases to set themselves up for long-term profit improvement. In this session, SPARXiQ CEO David Bauders shares what steps distributors can take to maximize margins and outlast the current economic environment. Attendees will learn practical steps to take to make significant margin improvements, how to move beyond your standard matrix to price based on true customer behavior, what top-performing companies do to continuously improve their results, and best practices for gaining sales team buy-in to strategic pricing initiatives.

Panel Discussion — How to Increase Your Company's Profitability *Moderated by Bob Decker of Livingston and Haven*

10:15 AM–11:00 AM

Representatives from ESA, ISD, and FPDA member companies share their insights on implementing the tools and strategies from the IndustrySpeak B session throughout their business operations.

WEDNESDAY, OCTOBER 5

CONNOR LOKAR

ITR Economic Update

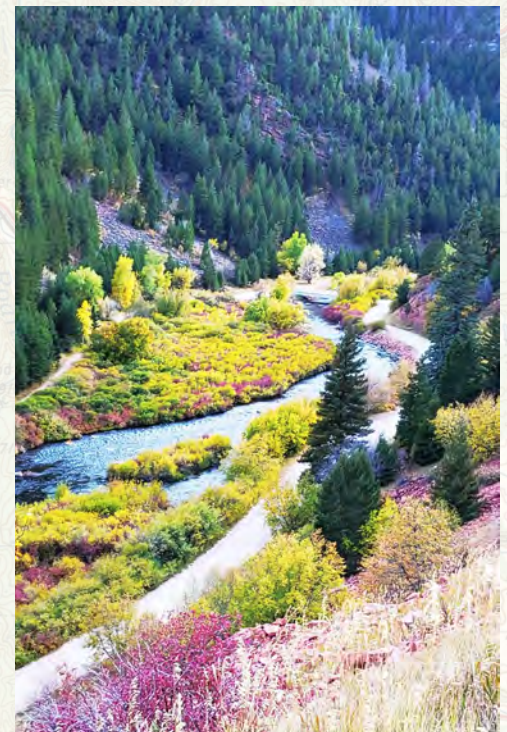
9:00 AM–10:30 AM

As 2022 is winding down, it is time to prepare for the challenges, ongoing uncertainties, and opportunities of 2023. ITR

Economics' Senior Forecaster Connor Lokar will explore consumer trends and market opportunities, pricing issues, labor constraints, and production costs. With each topic, he will include practical business responses, tactics, and strategies in order to maximize market potential and company preparedness. The session will also assess business demand for 2023 and into 2024, look at ITR's key leading indicators that clearly foretell upcoming cyclical turns in the economy and markets, present relevant market outlooks, and discuss issues that have an impact on your profitability via resource allocation, budgets, expectations, and strategic planning. Summit attendees will leave armed and ready with what they need to plan for the future.



Session
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Hotel and Travel

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Viewline Resort Snowmass

100 Elbert Lane
Snowmass Village, CO 81615
970-923-8200

HOTEL BOOKING DEADLINE

September 2, 2022

CHECK-IN	CHECK-OUT
4:00 PM	11:00 AM

ROOM RATE

A dedicated room block is available for attendees of the 2022 Industry Summit.

RUN OF HOUSE: \$139/night

Features one king or two queen beds, mini-refrigerator, USB outlets, complimentary high-speed internet, and special touches throughout.

Visit industry-summit.org to book your accommodations.

For accommodations outside the posted room block (October 1 through October 6) please contact the resort by phone at 970-923-8200 or by email group.reservations@viewlineresortsnovmass.com.

Getting There

The closest airport is Aspen-Pitkin County Airport (ASE). Both American Airlines (American Eagle) and United Airlines (United Express) service the airport. Snowmass Village is an approximate four-hour drive from Denver International Airport.

From the Aspen Airport

A complimentary airport shuttle is available (reservations required). The shuttle runs daily from 6:00 AM to 11:30 PM. For more information, call 970-923-8200. Estimated taxi fare from ASE to the resort is \$60 each way.

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Contact Cathy Vick at
info@industry-summit.org
or call 410-940-6347.

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Summit Registration

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Registration is now open!

Join your industry colleagues October 2–5, 2022 in Snowmass Village, Colorado for education, networking, and more.

Registration Fees

	EARLY-BIRD REGISTRATION Deadline: August 8, 2022	REGULAR ONLINE REGISTRATION Deadline: September 23, 2022
Member	\$875	\$975
Non-Member	\$1,500	\$1,600
Companion*	\$450	\$450

* Summit companion attendees are welcome to attend all regular sessions, meals, and receptions.



Cancellation deadline for full refund: August 19, 2022

Cancellation deadline for partial refund: September 16, 2022

Please note if you cancel your 2022 Industry Summit registration, it is your responsibility to contact the hotel and cancel any room accommodations.

For more information, please contact Abigail Langford at info@industry-summit.org.

SUPPLIER SHOWCASE

New opportunities for 2022

New this year, your exhibit table purchase will include 10 raffle tickets to be handed out during the Supplier Showcase to customers who visit your table. Customers are entered into a drawing to win a free 2023 attendee registration. Additional tickets are available for purchase.

Exhibit Table — \$850: Includes one six-foot skirted table and 10 raffle tickets.

Exhibit Commercial (Value Add-On) — \$150: Give attendees a sneak peek by adding a commercial to your exhibit table purchase. Your one-minute commercial promoting your company and products will be featured on the Industry Summit webpage.

Raffle Ticket 10-Pack — \$20: Purchase an additional packet of tickets to give visitors to your table. Includes 10 tickets. Winners will receive one free attendee registration to the 2023 Industry Summit (one winner from each association).

Exhibit cancellation deadline for full refund: August 19, 2022

Supplier Showcase Exhibit Schedule

Monday, October 3, 2022

7:30 AM–9:00 AM: Supplier Showcase Setup

12:00 PM–2:00 PM: Lunch and Supplier Showcase

2:00 PM–5:30 PM: Supplier Showcase Move Out



For more information on participating in the Supplier Showcase, please contact Cathy Vick at info@industry-summit.org or call 410-940-6347.

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