



# MEMBER BENEFIT Market Outlook Workshop August 13-14, 2009

## Gain Exceptional Market & Economic Insights & Pump/Valve Industry Networking A Must-Attend Event for CEOs, Marketing & Sales Executives & Market/Business Analysts

Attend the annual VMA-HI Market Outlook Workshop to gain insights on market trends and issues that impact your future business. Thirteen presentations include a Q&A. This workshop is a valuable opportunity to learn and network with colleagues from both pump and valve manufacturing companies.

### MARKET OUTLOOK WORKSHOP August 13-14

#### HI Member Rate

- 1st Registration: \$580
- 2nd+ Registrations: \$480

#### Non-Member Rate

- \$2,500 (\$1,500 applied to HI membership for 2010 if you join by November 15, 2009)

### HI MARKET INTELLIGENCE COMMITTEE (formerly Statistics Committee) August 12

#### HI Member Rate

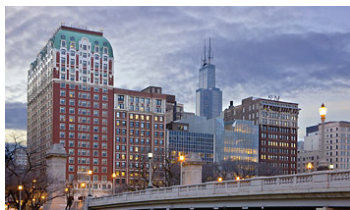
- \$150 (includes lunch, breaks & dinner)

The HI Market Intelligence Committee will meet on Wednesday, August 12. If you do not currently serve on this committee, but would like to join and actively participate, please contact Mary Silver at 973.267.9700 x117.

#### Location

##### The Renaissance Blackstone

636 S. Michigan Avenue  
Chicago, IL 60605  
866.508.0261



Reference the Hydraulic Institute room block to receive the discounted rate of \$179/night; reservations accepted through July 15, 2009. Requests after this date will be accepted on a space and price availability basis only. Discounted rates are available 3 days before and after the meeting.

**Other things to do in Chicago:** Consider extending your stay to enjoy the Chicago Air & Water Show, the North Side Summerfest or the Art Institute of Chicago. More details at [www.Pumps.org/MarketOutlook](http://www.Pumps.org/MarketOutlook).

#### Wednesday, August 12

9:00 AM-5:00 PM HI Market Intelligence Committee Meeting  
6:30 PM-8:30 PM HI Market Intelligence Committee Dinner

#### Thursday, August 13

7:30 AM Registration & Continental Breakfast  
8:00 AM Welcome  
8:15 AM **Session 1 – Water/Wastewater**, Tom Decker, Vice President, CH2M Hill  
9:00 AM **Session 2 – Pulp and Paper**  
9:45 AM Break  
10:00 AM **Session 3 – Power**, Howard Russell, Region General Manager, Black & Veatch (Retired)  
10:45 AM **Session 4 – Wall Street Perspective**, Michael Schneider, Senior Research Analyst & Managing Director, Robert W. Baird & Company  
11:30 AM **Session 5 – Nuclear**, Gary Wolski, Vice President, New Build, Curtiss-Wright Flow Control Company  
12:15 PM Lunch  
1:30 PM **Session 6 – Oil & Gas**, John Spears, President, Spears & Associates  
2:15 PM **Session 7 – Chemical**, Natalie Blake, Nalco Chemical Company  
3:00 PM Break  
3:30 PM **Session 8 – Mining**, Brian Fitzgerald, Ernst & Young  
4:15 PM **Session 9 – Domestic Economic Outlook**, Alan Beaulieu, Economist, Institute for Trend Research  
5:30 PM Reception (Sponsored by Robert W. Baird & Co.)

*Dinner on your own*

#### Friday, August 14

7:30 AM Continental Breakfast  
8:15 AM **Session 10 – Hydrocarbon Processing**, Mark Peters, Publisher, Hydrocarbon Processing  
9:00 AM **Session 11 – International Economic Outlook**, Farid Abolfathi, Global Insight, Inc.  
10:00 AM Break  
10:15 AM **Session 12 – Construction**, Burleigh Morton, Senior Director, Research & Analytics, McGraw Hill Construction  
11:00 AM **Session 13 – China**, Bob Tellier, Divisional Vice President, Global Sourcing, True Value Company  
12:00 PM Adjournment

For agenda updates visit [www.Pumps.org/MarketOutlook](http://www.Pumps.org/MarketOutlook) or contact Gabrielle Bosco at 973.267.9700 x125 or [gbosco@Pumps.org](mailto:gbosco@Pumps.org).

To register please visit [www.Pumps.org/MarketOutlook](http://www.Pumps.org/MarketOutlook)

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## Economic Reports, Market Trends, Human Resource & Financial/Operating Ratio Data HI Member Services to Help Guide Your Business

### Economic Reports

Economist Alan Beaulieu from the Institute for Trend Research (ITR) is one of the many distinguished speakers at this year's Market Outlook Workshop and well-known by HI members for his exceptional presentations at HI's Annual Meeting. The Hydraulic Institute, in partnership with ITR, has developed a set of Economic and Business Forecasting Services for HI members to enhance your planning ability and economic insights. These include:

#### Quarterly Economic Reports by Market & Region

Subscribers are apprised quarterly of upcoming changes in the global economy and in specific domestic markets. Knowing what changes are coming enables your company to increase or adjust activity by region or market, depending on your own particular circumstances.

#### Monthly Forecast Updates, Web Access, & Consulting

Get monthly forecast updates via web-based access. This option allows you to use this tool for in-house planning and forecasting. Services include an Executive and Technical Summary, Industrial Production and Interest Rate Forecasts and analysis of over 40 economic indicators essential to companies who need to understand their economic environment and plan for the future.

#### Company-Specific Analysis & Forecasting Tools

Stay at least one-half business cycle ahead in the planning process by taking advantage of ITR's Company Specific Analysis. ITR confidentially compares your individual company data to leading and industry trends that are covered in EcoTrends (a monthly web-based report) and to the market series provided under Service Option One. ITR identifies which leading indicators relate best to your business and what the relevant timing relationships are through business cycle highs and lows providing you with a forecasting tool to help predict sales and business conditions up to six quarters ahead.

Members have access to economic data and insights at a fraction of the regular subscription cost. Non-members can also take advantage of this offer at higher rates. Visit [www.Pumps.org](http://www.Pumps.org) and subscribe today!

### Statistics Program & Reports

Another key benefit of HI membership is the comprehensive Statistics Program. The **Monthly Report of Pump Orders Booked (M10)** provides monthly pump booking data by centrifugal and vertical pump types. Two **Wage, Salary, and Benefit Reports** and an **Operating Ratio Report** are also available. All eligible HI member companies are encouraged to participate. For more information and details on eligibility please visit [www.Pumps.org](http://www.Pumps.org) and call Mary Silver at 973.267.9700 x117.

HI members also receive the **European Industrial Forecasting's World Pump Market Report**, providing an analysis of five-year forecasts of the pump market by end use industry and pump application for 63 countries. In addition, members are provided with an annual spring supplement to this report titled **Europump Market Report**, which provides updates to the global pump market size data and Europump country-specific forecasts given in the World Pump Market Report of the previous fall.

### For More Information

If your company is not participating in the HI Statistics Program (HR, Finance and Market Reports), taking advantage of the HI-ITR Economic Reports, or receiving the European Industrial Forecasting Reports as part of your HI membership please contact Mary Silver at 973.267.9700 x117.

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