

# Grow your business THROUGH SUCCESSFUL NETWORKING!

exhibitor/attendee  
information

TRIDEC's 6<sup>th</sup> Annual

# smartmap expo

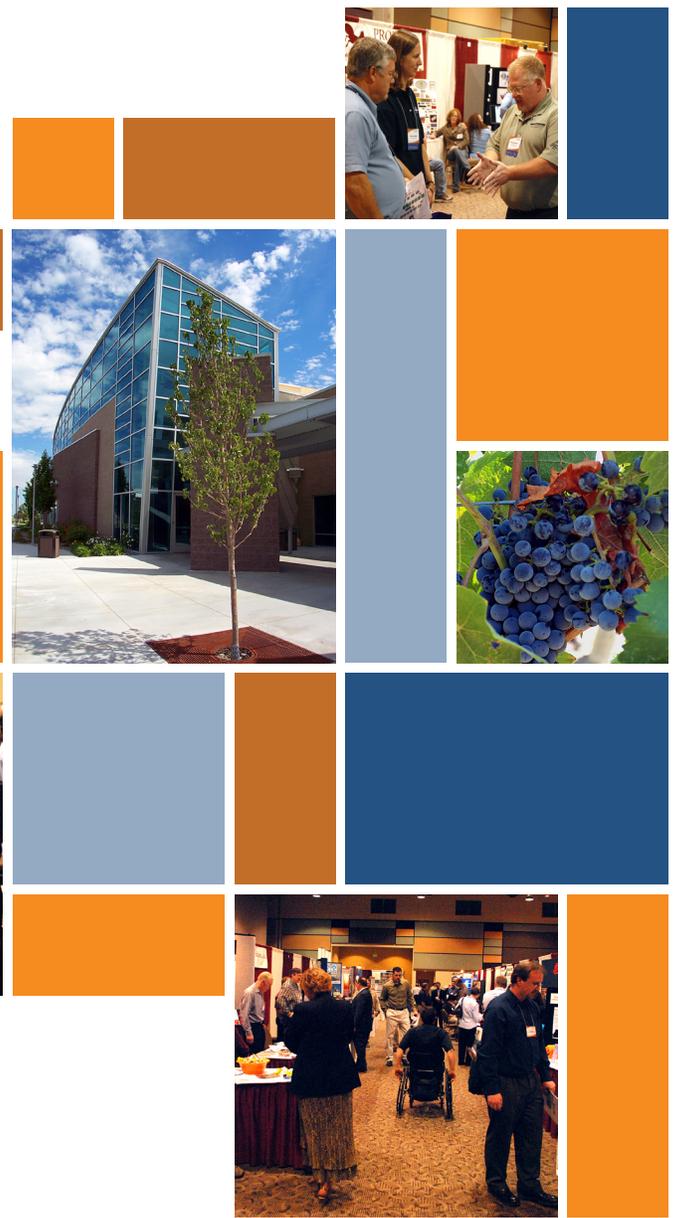
your map to smart  
manufacturing



September 30 - October 2, 2008

The Premier Manufacturing  
Networking Event in the  
Pacific Northwest!

 **THREE RIVERS CONVENTION CENTER**  
7016 W. Grandridge Blvd., Kennewick, Washington 99336



If you are a manufacturer  
or sell products or services  
to manufacturers this is a  
**MUST ATTEND EVENT!**

# 2008 AGENDA

## TUESDAY, SEPTEMBER 30, 2008

**2p** **Lampson International Smartmap Tour** *(For Sponsors & Exhibitors only)*  
Lampson International LLC, 607 E. Columbia Drive, Kennewick, WA 99336

**New Event!**

Lampson International ([www.lampsoncrane.com](http://www.lampsoncrane.com)) has been a worldwide leader in the heavy lift and transport industry for over 50 years. In 2006 American Crane & Transport Magazine named them the number one heavy lift company with the largest capacity mobile crane in the United States. The Tour will provide a presentation of the company's products and services, history and strategy, a tour of the facility and networking time with refreshments.



## WEDNESDAY, OCTOBER 1, 2008

**11a-3p** **MatchTech Technology Matching Conference & Luncheon**  
*(Cost not included in the Sponsor & Exhibitor Packages)*

**New Event!**

Three Rivers Convention Center, Meeting Rooms A - D

**COST: \$30/person, includes all events**

11 am - Noon **Technology in Manufacturing Success Stories**

Noon - 1 pm **MatchTech Luncheon**

1 pm - 3 pm **One-On-One Meetings**

MatchTech provides an opportunity to share your technology challenges with some of the world's most renowned researchers. Through this process, your technology challenges will be matched with potential solution providers. One-on-one meetings to explore applying the solution to your problems will be scheduled during the event. This is a wonderful opportunity to incorporate innovative and cutting edge technology into your manufacturing processes and products.



**Noon-1p** **MatchTech Luncheon** *(Cost not included in the Sponsor & Exhibitor Packages - see price information above)*

Three Rivers Convention Center, Great Hall A & C

**New Event!**



**The Value of Virtual Manufacturing** - Keynote Speaker: Peter Chase, Chairman & CEO, Purcell Systems  
Peter Chase, Chairman & CEO of Purcell Systems ([www.purcellsystems.com](http://www.purcellsystems.com)) co-founded the company in 2000 and has grown it to a profitable global operation with over 160 employees. Mr. Chase has held leadership positions with such successful telecom companies as Itron, Northern Technologies and Olivetti. Purcell Systems is the global leader in customized power and equipment support solutions for the broadband communications industry.

**3-6p** **Port of Benton Wine Tour** *(For Sponsors & Exhibitors Only)*

Vintner's Village, Prosser, WA

Buses will depart the Three Rivers Convention Center for Vintner's Village, Prosser, where participants can visit some of the Pacific Northwest's finest wineries.

**New Event!**



**6-9p** **Get Acquainted Reception** *(For Sponsors & Exhibitors only)*

Three Rivers Convention Center, Meeting Rooms A - D



Join other manufacturers, vendors and service providers from throughout the Pacific Northwest. Network, develop strategic alliances, learn and grow your business! **Hors d'oeuvres & Live Music featuring Wayman Chapman Entertainment.**

## THURSDAY, OCTOBER 2, 2008

**10a-3p** **Success Seminars**

Three Rivers Convention Center, Meeting Rooms A - D

Various seminars are offered throughout the day. See Seminar Schedule for topics, times, and locations.

**Noon-1p** **TRIDEC Manufacturing Appreciation Luncheon** *Presented by the Tri-City Development Council (TRIDEC)*

Three Rivers Convention Center, Great Hall A & C

Great food and beverages. Presentation of the Manufacturer of the Year and Export Achievement Awards.



**Tools for Success** - Keynote Speaker: Ralph Palmen, President, The Palmen Institute

Ralph Palmen, President, the Palmen Institute, is a professional businessman, speaker and author. He has been a featured speaker in more than 2,000 business meetings and conferences throughout North America and Europe. Palmen's success as a businessman includes building a thriving chain of executive recruiting offices, helping increase annual sales of a real estate company from \$49 million to \$242 million and organizing Express Employment Professionals, the largest independently owned staffing company in the United States. His videotape training programs include "The Art of Successful Recruiting," "Contract Employees," and "Interview Smart - Hire Right." Palmen is the author of, "Principles and Success Strategies for Everyday Living." Mr. Palmen is appearing courtesy of Express Employment Professionals.

**9a-4p** **Manufacturer's Exposition**

Three Rivers Convention Center, Great Hall B & D, Foyer, East Hallway & Rooms E - H

Join other manufacturers, vendors and service providers from throughout the Pacific Northwest. Exhibit your products and services, network, develop strategic alliances, learn and grow your business!

**Space is Limited!**

# 2008 SUCCESS SEMINAR SCHEDULE

**THURSDAY, OCTOBER 2, 2008**

**All Seminars held at the Three Rivers Convention Center**

## EXPORT SUCCESS SEMINARS

presented by U.S. Commercial Service and FedEx



### 10-11a Exporting Roundtable Meeting Room D

Featuring Janet Bauermeister, U.S. Commercial Service Spokane; Lisa Kelley, FedEx Seattle; Mark N. Calhoun, International Trade Division CTED Seattle and James Foley, Director, NASBITE Certified Global Business Professional Program, Peoria, Illinois (see Mr. Foley's bio below). This interactive forum provides an excellent opportunity to get first hand answers to your export questions from the export experts.

### 1:15-3p Take Your Business International Meeting Rooms A/B



featuring James Foley, Director, NASBITE Certified Global Business Professional Program, Peoria, Illinois

James Foley has worked for over 20 years in international marketing, sales and corporate management, including seven years in Europe. He received his MBA from the London Business School at the University of London. He is the author of "The Global Entrepreneur, Taking Your Business International". Mr. Foley will cover the basics of taking your company international, and making money doing it!

## MANUFACTURING SUCCESS SEMINARS

presented by Washington Manufacturing Services



**Washington  
Manufacturing  
Services**  
Solutions for Manufacturing Excellence

### 9-11:45a SolidWorks Design & Simulation for 2009 Meeting Room A/B

featuring David Minerath, ME, President, Quest Integration



Quest Integration is a provider of engineering training, support and software, including SolidWorks. Join Mr. Minerath as he reviews the latest in software design, simulation and data management tools, including SolidWorks 3D, that will provide your team with a powerful new approach to product development. The advantages to integrating Windows-based, parametric modeling software will be highlighted, as well as tools that will provide your team with the ability to integrate optimization into your design process and reduce the overall timeline associated with new product development.

### 10-11:45a How TWI Can Sustain Your Lean Efforts Meeting Room C



featuring Sarah Earl, Manufacturing Specialist, Washington Manufacturing Services

Ms. Earl has over ten years of experience in manufacturing and engineering with a proven track record of increasing product speed and reducing costs. If you have successfully incorporated lean processes into your manufacturing operation, now it's time to learn how TWI (Training Within Industry) can help new employees make the transition to your new lean manufacturing model quickly and effectively.

### 11-11:45a No-Nonsense, Non-Technical Information About Your Communications Options Meeting Room D



featuring Mark Wendler, Territory Market Manager Sales/Channels, Cisco Systems, Inc.

Mr. Wendler has over 18 years of experience working with small and medium sized businesses to assist them in making intelligent assessments of their communications needs. You will come away with information on how today's current platforms can help your business be more responsive to customers, streamline internal communications, and lower infrastructure costs.

### 1:15-2p Lean Your Processes Before You Automate Meeting Room D

featuring Larry Schuiski, President/CEO, AGILEAN Corporation, Bellevue, Washington



Mr. Schuiski founded AGILEAN to show organizations how AGILE and LEAN techniques can generate greater customer value with higher quality in less time. Previous to AGILEAN, Larry Schuiski was Senior Vice President of Worldwide Product Development and Technical Support for Attachmate Corporation. If your processes are wasteful, your automation efforts will be less than successful. Mr. Schuiski will explain the value of implementing lean into your processes prior to implementing automation in your manufacturing operation.

seminars continued on next page

# 2008 SUCCESS SEMINARS (CONT.)

THURSDAY, OCTOBER 2, 2008

All Seminars held at the Three Rivers Convention Center

## 1:15-2p Develop Your Growth Pipeline Meeting Room C



featuring Rhea Wallace, Senior Project Manager, Washington Manufacturing Services

Mr. Wallace will present a scientific, continuous innovation process for developing new products, enhancing established products and creating continued and profitable growth.

## 2-3p Use Technology to Stay on Top of Your Business Meeting Room D

featuring Diane Saeger, Dir. of Sales & Marketing, and Katherine Turner-Lawrence, Dir. of Client Relations, Western Computer



Ms. Saeger has over 20 years of experience in sales, consulting, implementing and training companies needing end-to-end solutions. Ms. Turner-Lawrence brings over 20 years experience in ERP solutions as well as in-depth knowledge of best business practices to technology customers. When you empower your people with the right tools and the critical information they need, your business wins! Look at real-life examples on how to access real-time information on every aspect of the business – from manufacturing to customer service to financial management. Learn how to empower your people to use their own “dash boards” to keep their finger on the pulse of your business operations.

## 2-3p Hiring the Right People Meeting Room C

featuring Ralph Palmen, President, The Palmen Institute



Mr. Palmen is an internationally recognized human resources expert. His highly successful training programs include, “The Art of Successful Recruiting”, “Contract Employees”, and “Interview Smart – Hire Right”. Most manufacturers will agree the biggest management challenge they face is finding and hiring the right people. Palmen will attack this challenge head on, sharing his secrets of success in hiring the people that best fit your industry, requirements and culture to grow your manufacturing company.

## 3-4p Maximizing Your Web Site Meeting Room D

featuring Eva Chiu, InfoAdvantage



Ms. Chiu is the founder of InfoAdvantage, a Bellevue, Wash., based company focused on web site development and marketing. As an Internet pioneer, Eva Chiu has led numerous workshops on using the Internet as a critical business tool, reviewed applications for the U.S. Department of Commerce Technology Grants, and published a leading edge publication on business research online. Web sites are a major marketing tool for today’s successful manufacturing companies. . .if designed and promoted properly. Learn the secrets in this informative and entertaining seminar.

## 3-4p Practical Ways to Secure Your Business Meeting Room A/B

featuring Paul Cederholm, Western Business Development Manager Cisco Systems, Inc./Linksys.



Mr. Cederholm has over 12 years of experience in assisting small and medium sized businesses in assessing their needs and options for network and physical security. You will come away with information on options to secure your business and leverage the network to reduce costs and secure your investment.



The Smartmap Expo 2008 is presented by the following supporters of manufacturing:



## 2007 Smartmap Expo Exhibitor List

Accra-Fab, Inc. (Spokane, WA)  
 Ag Engineering & Development Co. (Kennewick, WA)  
 Alliant Communications (Yakima, WA)  
 American Building Maintenance (Kennewick, WA)  
 American Leak Detection (Spokane, WA)  
 APEL (Richland, WA)  
 Apex Industries, Inc. (Spokane Valley, WA)  
 Apollo, Inc. (Kennewick, WA)  
 Approach Management Services (Seattle, WA)  
 Artmil (Kennewick, WA)  
 Ballard Brass & Aluminum, Inc. (Seattle, WA)  
 Batteries Plus (Kennewick, WA)  
 Bechtel National, Inc. (Richland, WA)  
 Bellingham Technical College (Bellingham, WA)  
 Booth-In-A-Box (Kennewick, WA)  
 Bruker Handheld (Kennewick, WA)  
 C2IR Services (Kennewick, WA)  
 Cadwell Laboratories (Kennewick, WA)  
 Canon Precision Products (Kennewick, WA)  
 Cascade Quality Molding (Yakima, WA)  
 Cascade Plastics Co., Inc. (Fife, WA)  
 Charter Business (Kennewick, WA)  
 Chukar Cherries (Prosser, WA)  
 CimTech, Inc. (Algona, WA)  
 City of Richland (Richland, WA)  
 City of West Richland (West Richland, WA)  
 Coldwell Banker Commercial (Kennewick, WA)  
 Columbia Basin College (Pasco, WA)  
 Columbia Industries (Kennewick, WA)  
 Conveyor & Rubber Resources (Kennewick, WA)  
 CTED (Kennewick, WA)  
 CTRE International (Seattle, WA)  
 D.A. Davidson & Co. (Kennewick, WA)  
 Dream It! Do It! (Langley, WA)  
 Edward Jones (Kennewick, WA)  
 Electronic Systems Technology (Kennewick, WA)  
 Elevate Network Management (Richland, WA)  
 Emerald Automation, LLC (Kennewick, WA)

Energy Solutions (Richland, WA)  
 Excel Staffing and Payroll Services (Kennewick, WA)  
 Expeditors International (Seatac, WA)  
 Export Finance Assistance Center (Seattle, WA)  
 Express Personnel Services (Kennewick, WA)  
 Fastenal (Richland, WA)  
 Fastsigns (Kennewick, WA)  
 FedEx Services (Renton, WA)  
 FedEx Kinko's (Kennewick, WA)  
 Fluor Hanford (Kennewick, WA)  
 Franklin PUD (Pasco, WA)  
 Future Link Communications (Yakima, WA)  
 Gasket Specialties, Inc. (Portland, OR)  
 GateSkate, Inc. (Richland, WA)  
 Gibby Media Group (Spokane Valley, WA)  
 Haskins Steel Company, Inc. (Spokane, WA)  
 Infinia Corporation (Kennewick, WA)  
 Innomach Industries, Inc. (Spokane, WA)  
 Intellegation, LLC (Richland, WA)  
 IsoRay Medical, Inc. (Richland, WA)  
 KeyBank (Kennewick, WA)  
 Kirkelie-Oswalt Financial Group, Inc. (Kennewick, WA)  
 Lampson International (Kennewick, WA)  
 LeMaster & Daniels PLLC (Kennewick, WA)  
 Machine Toolworks (Tukwila, WA)  
 Manufacturing Services, Inc. (Kennewick, WA)  
 Mobile Media (Pasco, WA)  
 Moon Security Services, Inc. (Pasco, WA)  
 Moravek Biochemicals, Inc. (Richland, WA)  
 Networktask.com (Kennewick, WA)  
 Northwest Ag Products, Inc. (Pasco, WA)  
 Northwest Jet Boats, Inc. (Pasco, WA)  
 Northwest TAAC (Boise, ID)  
 On Assignment Lab Support (Calabasas, CA)  
 OneEighty Networks (Spokane, WA)  
 Paragon Corporate Housing (Richland, WA)  
 Parsons Infrastructure & Technology (Pasco, WA)  
 Pinnell, Inc. (Kennewick, WA)



Apollo, Inc., Lampson International,  
 Tri-City Regional Chamber of Commerce

PixelSoft Films, LLC (Kennewick, WA)  
 Plastic Injection Molding, Inc. (Richland, WA)  
 Press Craft (Pasco, WA)  
 Products Plus (Spokane, WA)  
 Progressive Machine, Inc. (Pasco, WA)  
 Quest Integration (Post Falls, ID)  
 Rapid Operational Improvements (Liberty Lake, WA)  
 Sandvik Special Metals, LLC (Kennewick, WA)  
 SBDC (Pasco, WA)  
 Shoreline Community College (Shoreline, WA)  
 SIRTI (Spokane, WA)  
 Software 21 (Kirkland, WA)  
 Steller Solutions, LLC (Woodinville, WA)  
 Surgical Implant Generation Network (Richland, WA)  
 Tri-Cities Area Journal of Business (Kennewick, WA)  
 Tri-City Regional Chamber of Commerce (Kennewick, WA)  
 Tri-City Development Council (Kennewick, WA)  
 Washington State Department of Agriculture (Kennewick, WA)  
 Tri-Ports (Tri-Cities, WA)  
 UPS Stores (Kennewick, WA)  
 U.S. Commercial Service (Spokane, WA)  
 Viper Aircraft Corporation (Pasco, WA)  
 Visible Marketing, LLC (Pasco, WA)  
 Vista Engineering Technologies, LLC (Kennewick, WA)  
 Vivid Learning Systems (Pasco, WA)  
 Washington Manufacturing Services (Mukilteo, WA)  
 Western Sintering Company, Inc. (Richland, WA)  
 Western States Insurance Agency, Inc. (Richland, WA)  
 West Richland Area Chamber of Commerce (W. Richland, WA)  
 Winner's Choice (East Wenatchee, WA)  
 WorkSource (Kennewick, WA)  
 WSU Business LINKS (Richland, WA)  
 Yakima County Development Association (Yakima, WA)

# EXHIBITOR REGISTRATION

Non-exhibitors, please use the "Attendee Registration" form.



SUCCESS SEMINARS - OCTOBER 2

Company/Organization \_\_\_\_\_ Registration Contact \_\_\_\_\_ Title \_\_\_\_\_

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

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_ Website \_\_\_\_\_

## Exhibitor Registration includes:

- **Two badges.** Each badge provides admission for one to the Lampson International Smartmap Tour, the Port of Benton Wine Tour, the Get Acquainted Reception, the Success Seminars and the TRIDEC Manufacturing Appreciation Luncheon. *NOTE: Admission to MatchTech is NOT included. It is available for an additional \$30/person.*
- **An 8' (deep) x 10' (wide) booth at the Manufacturer's Exposition.** Booth includes an 8' high back drabe, one 8' table with linen/skirting, two chairs, carpeting and wireless Internet connection. Electricity is available for an additional \$50.
- Additional badges may be purchased for \$75 each.

Please list the exhibitors and indicate which events they will attend. Please print name(s) and title(s) clearly as they should appear on the badges.

Exhibitor Registration Fee includes badges for first two exhibitors.	Exhibitor Name (Please print clearly)	Title	Lampson International Smartmap Tour Sept. 30	MatchTech Conference & Luncheon (Cost \$30) Oct 1	Port of Benton Wine Tour Oct 1	Get Acquainted Reception Oct 1	TRIDEC Manufacturing Appreciation Luncheon Oct 2	Exporting Roundtable 10-11a	Take Your Business International 1:15-3p	SolidWorks Design & Simulation for 2009 9-11:45a	How TWI Can Sustain Your Lean Efforts 10-11:45a	No-Nonsense Info about Communications Options 11-11:45a	Lean Your Processes Before You Automate 1:15-2p	Develop Your Growth Pipeline 1:15-2p	Use Technology to Stay on Top of Your Business 2-3p	Hiring the Right People 2-3p	Maximizing Your Web Site 3-4p	Practical Ways to Secure Your Business 3-4p
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To pay by check, please mail check payable to TRIDEC and this completed form to: Gary A. White, Smartmap Expo 2008, c/o TRIDEC, 901 North Colorado, Kennewick, WA 99336-7685. For credit card payments, please provide the requested information and fax this form to 509.735.6609 or mail it to TRIDEC at address above.

## FEES

### MatchTech Conference & Luncheon

(NOTE: MatchTech is a separate event within the Smartmap Expo 2008. You do not have to exhibit in the Smartmap Expo to attend MatchTech.)

Total Registration Fee:

Check  Visa  MasterCard

Card Number \_\_\_\_\_ VIN Code\* \_\_\_\_\_ Exp. Date \_\_\_\_\_

Name on Card \_\_\_\_\_

Billing Address \_\_\_\_\_

Card Authorized Signature \_\_\_\_\_

## PAYMENT

\*Three-digit security code following account number on back of card.

# ATTENDEE REGISTRATION

For Non-Exhibitors only.



Company/Organization \_\_\_\_\_ Registration Contact \_\_\_\_\_ Title \_\_\_\_\_

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

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_ Website \_\_\_\_\_

## Attendee Registration:

- Those not exhibiting who still wish to attend the **TRIDEC Manufacturing Appreciation Luncheon** and/or **MatchTech** are welcome to do so. The cost for the TRIDEC Manufacturing Appreciation Luncheon is \$25 for TRIDEC members and \$30 for non-members. The cost to attend MatchTech, including the Luncheon, is \$30.
- The **Success Seminars** and the **Manufacturer's Exposition** are free and open to the public. Registration is required. Please fill out the company/organization information above and indicate the name(s) of those attending below. **Please mail this complete form to TRIDEC at the address below or fax to 509-735-6609.**

**Please list the attendees and indicate which events they will attend. Please print name(s) and title(s) clearly as they should appear on the badges.**

Attendee Name (Please print clearly)	Title	MatchTech Conference & Luncheon (\$30) Oct 1	TRIDEC Manufacturing Appreciation Luncheon (\$30) Oct 2	Exporting Roundtable 10-11a	Take Your Business International 1:15-3p	SolidWorks Design & Simulation for 2009 9-11:45a	How TWI Can Sustain Your Lean Efforts 10-11:45a	No-Nonsense Info about Communications Options 11-11:45a	Lean Your Processes Before You Automate 1:15-2p	Develop Your Growth Pipeline 1:15-2p	Use Technology to Stay on Top of Your Business 2-3p	Hiring the Right People 2-3p	Maximizing Your Web Site 3-4p	Practical Ways to Secure Your Business 3-4p	Manufacturer's Exposition (FREE) Oct 2, 9a-4p
1		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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**MatchTech Conference & Luncheon** \_\_\_\_\_ x \$30 = \_\_\_\_\_  
**TRIDEC Manufacturing Appreciation Luncheon:** \_\_\_\_\_ x \$25 = \_\_\_\_\_  
 TRIDEC Member \_\_\_\_\_ x \$25 = \_\_\_\_\_  
 Non-Member \_\_\_\_\_ x \$30 = \_\_\_\_\_  
**Total:**

To pay by check, please mail check payable to TRIDEC and this completed form to:

Gary A. White, Smartmap Expo 2008, c/o TRIDEC, 901 North Colorado, Kennewick, WA 99336-7685

For credit card payments, please provide the requested information and fax this form to 509.735.6609 or mail it to TRIDEC at address above.

**PAYMENT**

Check     Visa     MasterCard

Card Number \_\_\_\_\_ VIN Code\* \_\_\_\_\_ Exp. Date \_\_\_\_\_  
 Name on Card \_\_\_\_\_  
 Billing Address \_\_\_\_\_  
 Card Authorized Signature \_\_\_\_\_

\*Three-digit security code following account number on back of card.