

WHHMA
Wiring Harness Manufacturer's Association

IMAGINEERING

BUSINESS ENGINEERING AT ITS BEST
2004 CONVENTION

April 14-16, 2004
Wyndham Palace Hotel
Orlando, Florida

GENERAL INFORMATION

ATTENDEES

To attend WHMA's Annual Conference & Exhibits, please complete the Attendee Registration Form enclosed in this program and return it to the WHMA office.

The conference Registration Fee covers all WHMA 2004 Annual Conference events.

EXHIBITORS/SPONSORS

To exhibit or sponsor, please complete the enclosed Exhibitor/Sponsor Registration form noting your exhibit/sponsorship preferences and return it to the WHMA office. Please include the main contact name and the names of the complimentary registrant(s).

Exhibitors are entitled to two complimentary registrations per booth. If more than the allowed complimentary registrants will be attending, please complete a registration form for each person. Additional Booth Staff can be added for admission to the *Exhibit Hall Only* at no extra cost.

The *Exhibit Hall* will be open 5:00 pm – 7:00 pm on Wednesday, 7:30 am – 8:00 am and 12:00 pm – 2:00 pm on Thursday. Be sure to support your exhibitors!

QUESTIONS?

If you have any questions regarding conference registration, exhibiting or sponsoring an event, please call Nancy Grossman at the WHMA office at 952.253.6225.



HOTEL/AREA INFORMATION

To make your hotel reservations at the Orlando Wyndham Palace, please call 407.827.3333 prior to March 23, 2004 and be sure to mention "WHMA" when reserving a room to receive our special \$149 room rate.

After the March 15, 2004 deadline, room requests will be taken on a space available basis and may be at a higher rate. Please remember to tell the hotel that you want to book your room(s) in WHMA's room block in order to save costs for you and WHMA.

The Orlando Wyndham Palace Hotel is located just blocks from Downtown Disney and other attractions. Complimentary shuttle service is offered to the Disney theme parks.

The hotel is conveniently located to Orlando International Airport (25 minutes).

PAYMENT OPTIONS

Credit card users can Fax their registrations to the WHMA office at 952.835.4774. Those paying by check (payable to WHMA) can mail their registration(s) to:

WHMA
7500 Flying Cloud Drive #900
Eden Prairie, MN 55344

CANCELLATION POLICY

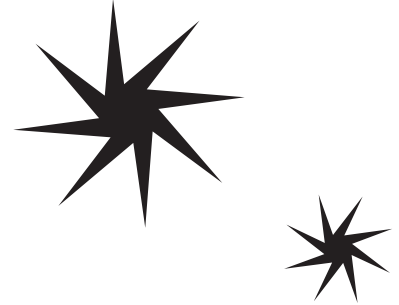
Should you be unable to attend for any reason, please inform us *in writing* prior to March 15, 2004. If you are unable to substitute someone, a refund will be issued to WHMA members (minus a \$100 processing fee) and a "Show Credit" will be issued to non members. "Show Credits" are valid only for the next show, the 2005 Annual Conference. No refunds/credits will be issued after March 15, 2004.

2004 WHMA ANNUAL CONFERENCE - APRIL 14-16, 2004

SCHEDULE AT A GLANCE

WEDNESDAY, APRIL 14

- 1:00 – 2:45 WHMA Committee Meetings
- 4:00 – 5:00 Opening Session -
Presented by Stapla Ultrasonics Corporation
- 5:00 – 7:00 Opening Reception in Exhibitor Area



THURSDAY, APRIL 15

- 7:30 – 8:00 Continental Breakfast in Exhibit Area
- 8:00 – 8:30 Welcome Session with Chairman of the Board, Judy Wilson
Shepherd and Executive Director, Jim Manke, CAE
- 8:30 – 10:00 “I AM Lean Manufacturing” Gary Jag, I Am Lean, Inc.
- 10:00 – 10:30 Break
- 10:30 – Noon “What’s New with Suppliers” – Mike Williams, Facilitator
- Noon – 2:00 Lunch with exhibitors**
- 2:00 – 4:00 “Choosing the Right ERP Solution for Your Business”
Presented by Dave Lechleitner
- 6:30 – 10:00 Group Dinner and Evening at Downtown Disney



FRIDAY, APRIL 16

- 7:30 – 8:30 Supplier Member Brainstorm Session
- 8:30 – 9:00 Continental Breakfast
- 9:00 – 10:00 “A-620 Update”
- 10:00 – Noon “Member Best Practice Roundtables” (rotate every 30 min)
Employee Motivation/Development – Marlin Shelley
Small Company (Under \$5M) Success Stories – Mark O’Donnell
Business Succession Planning- Al Frantz
Competing in a Global Marketplace – Larry Chambly and Bruce Breckenridge
- Noon – 2:00 Board of Directors Luncheon Meeting



PROGRAM HIGHLIGHTS

WEDNESDAY, APRIL 14

Opening Gala Reception in Expo Area

5:00PM – 7:00PM

Renew old friendships and kindle new ones at the Gala Opening Reception in Expo area. This is also your first opportunity to meet with Suppliers who have their latest products and services on display. Heavy Hors d'oeuvres and refreshments are included in your registration fee.



Gary will be covering such topics as:

- Global competition in today's marketplace
- Customer Satisfaction
- What is Lean Manufacturing
- Work Place Organization and 5 S's
- Visual Controls and What is a Visual Factory (Customer Expectations)
- Waste Identification and Elimination of Waste
- Lead Time Reduction
- Pull Systems
- Standard Work Methods
- Workplace Safety

THURSDAY, APRIL 15

Welcome Opening Session

8:00AM-8:30AM

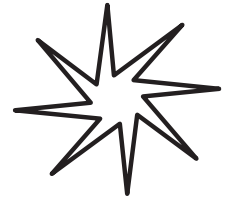
After a welcome by WHMA Chairman of the Board, Judy Wilson Shepherd and Program Committee Chair, Bill Kessinich you will hear from our Executive Director, Jim Manke, CAE on how WHMA is *Imagineering* itself.



"What's New With Suppliers"

Mike Williams, Moderator

10:30AM - Noon



Back again by popular demand is the "**What's New With Suppliers**" program. This is a time for exhibitors to talk about the impact features of their product lines. Manufacturers benefit from the program by hearing about the latest technologies before seeing the products demonstrated in the exhibit booths.

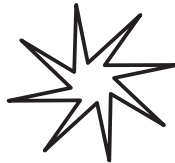
General Session

"I Am Lean Manufacturing"

Gary Jag, President and CEO of I AM LEAN Company, LLC

8:30AM-10:00AM

For over 20 years now, Gary Jag has been working with some of the world's most notable Fortune 100 companies. Some of these companies include Ford Motor Company, Daimler Chrysler, General Motors, Honda, Mitsubishi, BMW and Toyota as well as Tier 1 suppliers including LDM Technologies, Aeroquip, Venture Industries and Sarnamotive Blue Water, Inc.



Only at the WHMA Conference can our Suppliers get such quality time with manufacturing company "decision makers".

"Choosing the Right ERP Solution for Your Business"

Presented by Dave Lechleitner

2:00PM – 4:00PM

Choosing the right Enterprise Resource Planning (ERP) solution can be a time-consuming and risky proposition. Horror stories of companies brought to their knees by failed implementations and lawsuits filed against ERP vendors have almost become an everyday news item. Understanding the types of ERP systems available, how to correctly and efficiently implement them, and gaining both employee and management "buy-in" is critical to any successful implementation. Join Dave Lechleitner, Sr. Product Manager and Reseller Manager, for JobBOSS Software (a division of Exact Software North America), as he helps us to understand how to correctly evaluate, implement, and successfully utilize a system to manage the chaos that is an everyday part of our business.



Now, as President and CEO of The "I AM LEAN" Company, LLC., Gary credits their success to the "Hands On" approach. This is the process in which top leadership and employees are trained and educated on the lean principles and those skills are then put to use, in team fashion, to solve existing problem areas of the business. "We don't just come in and write a huge report on what you are doing wrong and then leave. We train, educate, implement and sustain continuous improvement changes with your entire organization until such changes are a way of life".



PROGRAM HIGHLIGHTS

Night at Downtown Disney

6:30PM

As part of your registration fee, you are invited to a Night Out in Downtown Disney. Within walking distance from the Wyndham Palace, dinner will be at the Fulton's Crab House. A traditional seafood restaurant, which is located on a replica of an 1800's riverboat. Your entrée choices for the evening will be Alaskan King Crab or Mushroom Stuffed Filet Mignon. Cash bar.



FRIDAY, APRIL 16

Suppliers' Brainstorm Session

7:30AM-8:30AM

This session is an opportunity for Supplier members to meet with the WHMA Board of Directors to design ways to maximize the value of membership. A continental breakfast will be served.



General Session "A-620 Update"

9:00AM-10:00AM



Joe Porter from Tyco Electronics will update you on the A-620. He will also explain how use of the standard creates a competitive edge for your company in a worldwide marketplace.



Closing Session

"Member Best Practice Roundtables"

Bill Kessinich, Moderator

10:00AM – Noon

Attendees will rotate every thirty minutes (three sessions) between these roundtables that will give everyone an opportunity to share best practices – and maybe some ideas that didn't work! The final half-hour will be summaries provided by the moderators on the Best Practice ideas from their sessions.



- **"Employee Motivation / Development"** – Marlin Shelley, Moderator
- **"Small Company (Under \$5M) Success Stories"** – Mark O'Donnell, Moderator
- **"Business Succession Planning"** – Al Frantz, Moderator
- **"Competing in a Global Marketplace"** – Larry Chambly and Bruce Breckenridge, Moderators



Orlando Dining

On a free night at the Conference you might want to try one of many Orlando dining establishments. Because tourism is king here, casual dress is the rule. Reservations are also a good idea. Here are three restaurant suggestions off the theme park path.

- **Delfino Riviera**

Portofino Bay Hotel
5601 Universal Blvd.
407.503.1000



This lavish restaurant, a stunning copy of the one in Portofino, Italy, has high-beam ceilings, stone columns, and marble floors. The Italian cuisine is awe-inspiring.

- **Vito's Chop House**

8633 International Drive
407.354.2467



The steaks and wood grilled pork chops di Vito are superb. Dining room doubles as the wine cellar – more Vino!

- **Chatham's Place**

7575 Dr. Phillips Blvd.
407.345.2992



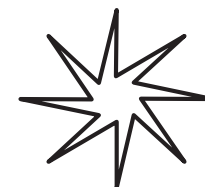
In Florida grouper is about as ubiquitous as Coca-Cola, but try it here sautéed in pecan butter and flavored with cayenne.



ORLANDO GOLF

One of the easy ways to get tee times is to use Golfpac by calling 407.260.2288 – they offer solid discounts on green fees and save you lots of phone calls. Here are some choices.

- Walt Disney World has five championship courses – Osprey Ridge is a favorite.
- Celebration Golf was designed by Robert Trent Jones, Sr. and Jr.
- Falcon's Fire Golf Club in Kissimmee was designed by Rees Jones.
- The Legacy at Alaqua Lakes is a Tom Fazio masterpiece.
- Grand Cypress Resort features 45 holes of challenging golf.





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ATTENDEE REGISTRATION FORM

THIS FORM MAY BE COPIED – ONE FORM PER PERSON – PLEASE TYPE OR PRINT

Company: _____

Name: _____ Designations: _____

Address: _____

Phone: _____ Fax: _____

City/State/Zip: _____

Web Site: _____ Email: _____

Spouse/Guest Name (If Attending): _____

FEES

- Member \$595
- 2nd Member Attendee \$375
- 3rd Member Attendee \$275
- Non-member \$795
- Spouse/Guest Fee \$95

ACTIVITIES

- Wednesday Welcome Reception
- Thursday Dinner at Fulton's Crab House
(Both are included in registration fee.)
(Please check if you plan on attending.)

HOTEL RESERVATIONS - Cut-off date is March 23, 2004

To attend the conference you must be registered at the Wyndham Palace Resort & Spa
 1900 Buena Vista Drive - Lake Buena Vista, Florida
 Call 407-827-3333 for your room reservations.
 Room Rate is \$149 - Indicate you are with WHMA

PAYMENT

- Make check payable to WHMA or pay by Credit Card
- Credit Card Payment: Mastercard Visa American Express

Card Number _____ Expiration Date _____

Cardholder Name _____

Signature _____

RETURN

Wiring Harness Manufacturer's Association - 7500 Flying Cloud Drive, Suite 900 - Eden Prairie, MN 55344
 Ph: (952) 253-6225 – Fx: (952) 835-4774 – E-mail: WHMA@WHMA.ORG

Refund Policy: Members that cancel in writing before March 15, 2004 will receive a refund minus a \$100 administrative fee. Non-members that cancel in writing before March 15, 2004 will receive a credit for the 2005 Annual conference, minus a \$100 administration fee. No refunds after March 15, 2004.



2004 ANNUAL CONFERENCE
WYNDHAM PALACE HOTEL - ORLANDO, FLORIDA
APRIL 14-16, 2004

EXHIBITOR REGISTRATION FORM

Yes! We will exhibit at the WHMA 2004 Annual Conference in Orlando, Florida. We understand that our booth selection(s) is/are based on a first-received, first-served basis, because only a limited number of suppliers can participate. (Please circle applicable booth fee amount.)

_____ Exhibit Booth(s) Member Price: \$1,900* Non-Member Price: \$2,400*

Company: _____ Email: _____

Name: _____ Designations: _____

Address: _____

Phone: _____ Fax: _____

City/State/Zip: _____

Note: Each Exhibitor is entitled to two (2) complimentary conference registrations. Additional booth personnel for exhibits are only \$50 each. Non-members who exhibit and then decide to join WHMA within 30 days of the conference can apply the differential (the additional amount paid as a non-member) to their first year's dues.

Name: _____ Designations: _____

Address: _____ Email: _____

Phone: _____ Fax: _____

City/State/Zip: _____

Name: _____ Designations: _____

Address: _____ Email: _____

Phone: _____ Fax: _____

City/State/Zip: _____

PAYMENT

- Make check payable to WHMA or pay by Credit Card
- Credit Card Payment: Mastercard Visa American Express

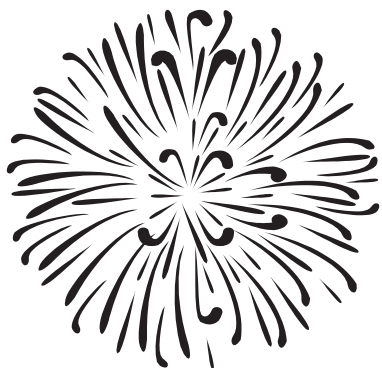
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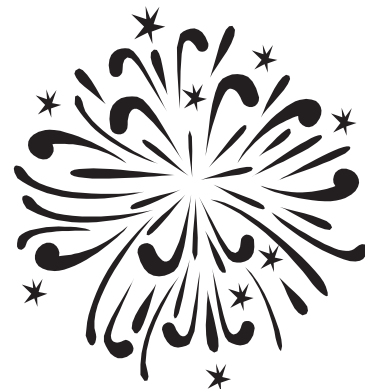
Signature _____

RETURN

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 Ph: (952) 253-6225 – Fx: (952) 835-4774 – E-mail: WHMA@WHMA.ORG



SPONSORSHIP INFORMATION



Yes! Please consider us as a sponsor at the WHMA 2004 Annual Educational Conference in Orlando, Florida. We understand that our selection(s) are based on a first received, first-served basis because only a limited number of companies can participate. Please call the WHMA office to reserve.

Wednesday	OPEN	Welcome Reception -	\$1000
Thursday	SOLD	Continental Breakfast	- <i>International Wire Group, Inc.</i>
Thursday	SOLD	Exhibits/Luncheon	- <i>Komax Corporation</i>
Friday	SOLD	Continental Breakfast	- <i>Schleuniger, Inc.</i>



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