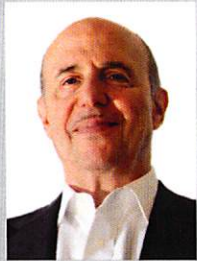


### “How to Get a Deal Done”



The session will be led by Loren Smith, CEO and sole shareholder of Blue Valley Capital LLC, a position he has held since 2001. From 1976 to 2001, he was CEO and majority shareholder of MWC, a manufacturer of electrical wire harness assemblies. During that time period, MWC became the world’s leading supplier of electrical wire harness assemblies in the construction equipment industry. He is also one of the Founders of WHMA.

At Blue Valley Capital, Loren has spearheaded the sale and purchase of dozens of mid market manufacturing companies.

His presentation will focus on:

- The 4 factors that must be present to get a deal done
- Case studies illustrating each factor
- The “ownership treadmill” — what is it? and, how to get off

### “A-620 Standard Update”



Donnie Hill, is President of Precision Manufacturing Company in Dayton, OH. He is currently the Vice Chairman of the Board of Directors of WHMA.

His presentation will provide an update on the A-620 standard. He will also explain the importance of more WHMA members getting actively involved in the WHMA / IPC A-620 Technical Committee that reviews the standard and makes recommendations for changes.

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#### Wednesday and Thursday Roundtables



#### Thursday Breakfast with Exhibitors



#### Thursday Lunch with Exhibitors



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