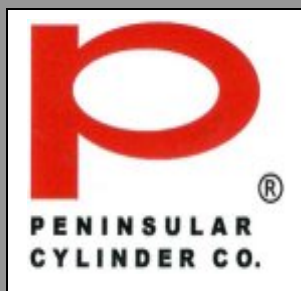




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THE FPDA 
MOTION & CONTROL NETWORK

**HAVE YOU AND YOUR CUSTOMERS REGISTERED YET
FOR THE
Energy Efficient Hydraulics and Pneumatics Conference?
November 15-17, 2011
Sheraton Chicago O'Hare Airport Hotel
Saving energy and money with fluid power**

View the program here: www.nfpa.com/events/eehpc.htm

FPDA, along with the International Fluid Power Society (IFPS) and the National Fluid Power Association (NFPA), is hosting an educational conference on energy efficient hydraulics and pneumatics on November 15-17, 2011 at the Sheraton Chicago O'Hare Airport Hotel in Rosemont, IL. **More than 60 attendees have registered, so act now – space is limited!**

This first-of-its-kind event is targeted to and will attract engineers and technicians from many fluid power end-use markets, both mobile and industrial, who seek information on how to design and maintain energy efficient hydraulic and pneumatic systems. FPDA members and their customers are encouraged to attend this conference. In addition:

- Sponsorship opportunities are available for fluid power manufacturers and distributors, and other companies interested in supporting this event and connecting with engineers and technicians from a wide array of fluid power's end-market industries.
- The conference schedule includes breakthrough presentations from fluid power component manufacturers, distributors, and system integrators, showcasing innovative approaches and emerging technologies in energy efficient fluid power design and maintenance.
- Networking events will to help participating engineers and technicians engage with technology providers from fluid power manufacturing and distribution companies.

Don't be left out! Act now.



FLUID POWER INDUSTRY EXPANDED AT RAPID PACE IN AUGUST

Each month, FPDA Distributors and Manufacturers participate in an online survey conducted by Cleveland Research. Based on data provided by members, a report is prepared and published by Cleveland Research providing a summary of industry conditions and end-user market activity. The September report was recently published incorporating August Data. Here's a quick summary:

FPDA Index Up from July – The August FPDA Index produced a reading of 71.1, up from July's reading of 53.7. This indicates the fluid power industry expanded at a faster pace compared to July. The broader ISM index also showed a slightly lower reading of 50.6 in August, down from the July reading of 50.9.

Demand Remains Robust – Sales growth among fluid power participants rose 20% in August, similar to the 20% growth in July. Distributors saw average sales growth of 25%, up modestly from the 23% growth in July, while Manufacturers growth slowed to 14% growth, following growth of 17% in July. Distributor results are less volatile due to a larger sample size, as well as benefitting from improving MRO activity.

2011 Outlook Unchanged – Participants are projecting full year growth of 20% on average which is unchanged with the outlook offered in our July survey. YTD, overall sales growth has averaged 27%. This implies sales are expected to grow at a modest 6% pace over the final four months of the year.

To read the full report, [click here](#). You will be required to sign in to review the report. Remember that your user name is your email address. If you do not recall your password, just click on "Did you forget your password?" and you will be sent a temporary password. You may then reset your password.

GREG SIDENER ELECTED PRESIDENT OF FPDA

During FPDA's Annual Meeting in Scottsdale, Arizona, members elected Greg Sidener, President of Sidener Engineering in Noblesville, Indiana as President. Joining him on the Executive Committee in 2011-2012:

Hal Kemp, President-Elect, Allen-Orton, Norcross, GA
Mike Hamzey, VP-Finance, RM Wright Company, Farmington Hills, MI

Jim Slone, VP-Membership, Sunsource, Addison, IL

Rich Freeh, Convention Chair, RG Group, York, PA

Scott Durand, Young Executives Chair, Kraft Fluid Systems, Strongsville, OH

Steve Schwasnick, Immediate Past President, Western Integrated Technologies, Bellevue, WA

Elected Directors include:

Doug Cameron, Kaman Industrial Technologies, Windsor, CT

Bill Gillies, Behco, Inc., Div. H&P Technologies, Warren, MI

Parker Lancaster, PSI Fluid Power Ltd., Vancouver, BC

Alex Wheelock, Connector Specialists, Inc., St. Rose, LA

Andrea Tysdal, JEM Technical, Inc., Long Lake, MN

Viren Patel, Zemarc Corporation, Los Angeles, CA

John Felsenthal, Quality Hydraulics and Pneumatics, Mundelein, IL

Steven Jenkins, Applied Industrial Technologies, Cleveland, OH

Tim Gillig, Livingston & Haven, Charlotte, NC

Newly elected President, Greg Sidener, presents Outgoing President, Steve Schwasnick with a plaque of appreciation at the FPDA Annual Meeting.



COMING IN 2012!

Cross-Industry Compensation Survey

FPDA members will again participate in the bi-annual **Compensation Survey**, produced by Profit Planning Group. Learn how your firm's employee compensation package stacks up not only in the fluid power industry but across 35 distribution industries. The 2012 Cross-Industry Compensation Survey gives distributors access to key benchmarks for both compensation and fringe benefits.

This service is a benefit of your membership in FPDA and participation is offered to distributors free of charge. To maintain adequate payroll performance, take part in the 2010 Cross-Industry Compensation Report.

Watch for details in early 2012.

Annual Profit Report

Continuing its efforts to provide valuable benchmarking, FPDA will continue its participation in the **Annual Profit Report**, also produced by Profit Planning Group.

This report presents a wealth of financial and operating guidelines. In addition, it provides direct comparisons between your firm and other participating firms.

If you want to learn more about this report, you may purchase the 2011 report.

FPDA Members have long extolled the value of the annual Profit Report prepared by Profit Planning Group. The 2011 report, based on 2010 data, is available for purchase for non-participating members. Priced at just \$100 for members, you will find a wealth of information in this report:

Some important guidelines as to how good profitability really can be attained are outlined in the this financial benchmarking study. As always, the primary benefit of the report is that it highlights the distinction between the performance of the typical firm and the high-profit firm.

In turbulent times, financial benchmarking information is more important than ever before. Order your copy today!

For more information, please contact Vincent Moulden at mthompson@fpda.org.



REGISTRATION OPEN!

March 5-8, 2012

**University Place Conference Center & Hotel
Indiana University/Purdue University Indianapolis
Campus (IUPUI)
Indianapolis, Indiana**

Don't miss the educational training event of Spring 2012! Sponsored by leading industrial distribution professional associations like FPDA, the University of Industrial Distribution is a concentrated educational program focused on the unique needs of the industrial wholesale distribution industry.

This program provides four full days of education designed to meet the unique needs of industrial distribution!

Because you are a member of FPDA, you will **save \$1,000** off the registration fee! Registrations received from FPDA members by January 13, 2012 are \$995 (which includes breakfasts and lunches). After that date, the fee increases to \$1,195.

Are You a Young Executive? Apply for the Tom D. Ralls Scholarship to Fund Your UID Experience!

If so, you may apply for the Tom D. Ralls Scholarship. One scholarship will be awarded each year for full tuition to the University of Industrial Distribution (travel and hotel expenses are paid by attendee). Applicants must be an employee of an FPDA Distributor Member Company, be a member of the FPDA Young Executives (YES), provide a letter of recommendation from a company principal, and provide an essay detailing his or her desire to attend the University of Industrial Distribution. **Applications must be received by January 4, 2012.** For more information and to apply for the scholarship, please use this link: [2012 Tom Ralls Scholarship Application](#)

[Register Now!](#)

For more information, course schedule, instructor information and online registration, please visit www.univid.org.

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Tribute - provides industry leading enterprise-wide distribution management software for the fluid power industry. Our innovative product helps distributors increase profits along with their customer service levels and is all backed by our award-winning real time support. We've been FPDA members for over 20 years and our software company is more focused on your industry and dedicated to your success. Check us out today to find out more. Tribute - the software for successful distributors. 1-800-TRIBUTE. www.tribute.com

Yates Industries, Inc., DBA Yates Cylinders is a manufacturer of hydraulic and pneumatic cylinders as well as one of the largest and most complete cylinder repair facilities in the Midwest. Our manufacturing capabilities are cylinder designs of NFPA, tie-rod, welded mill type, welded construction, bolted head and specials per customer requirements. We have the ability to manufacture and repair cylinders with bore sizes up to 40" in diameter. Yates Industries has an in house engineering department, CNC machining department, manual machining department, welding department, assembly and test departments. We also have a complete inventory of raw materials and an extensive seal inventory. Our two locations (St. Clair Shores, Michigan and Decatur, Alabama) each have an every day, 24 hour emergency service which can be reached at (800) 340-6024.