



Emails : Email Layout ?

### Preview Email: Oct Newsletter

<< Exit Preview

Send a test version of your email to yourself, and to others including a personal message. Up to 5 addresses may be entered separated by a comma ",".

**Email Address(es):**

bsmith@sfma.org

(Separate multiple addresses with a comma ",")

**Personal Note:**

Send both HTML & Text versions

Send

[View Text Version](#)

[View Printable Version](#)

**From:** SFMA <bsmith@sfma.org>

**Subject:** News from SFMA

**Reply:** bsmith@sfma.org

Having trouble viewing this email? [Click here](#)



Join Our List

Join Our Mailing List!

In This Issue

[SFMA 51st Annual Meeting Wrap Up](#)  
[Need a Retirement Plan?](#)

Issue: 10

October 2011

SFMA 51st Annual Meeting Wrap Up

On Monday, September 26, 2011, at the Coral Springs Marriott Hotel, Golf Club and Convention Center, SFMA presented our 51st Annual Meeting, Symposium and Expo. By all criteria, the event was a resounding success and the content provided by our speakers proved invaluable.

I would like to thank all those who sponsored, volunteered, attended or participated in our symposium, expo and dinner presentation. Your support contributed greatly to the positive reviews of this year's event. We have set the bar high but look forward to the challenges to presenting our 52nd Annual Meeting in September 2012.

As part of our Symposium Evaluation process, we asked attendees for responses to what the next year will bring to four important business indicators. The results from manufacturers are somewhat surprising and I would like to share them with you. The following indicators and participant responses are as follows:

Top line movement	89%	0%	11%
Capital expenditures	64%	4%	32%
Workforce size	54%	3%	43%
Access to capital	54%	10%	36%

The positive and neutral indicators far outnumber the negative indicators. This relatively positive sentiment actually

aligns with a recent national survey of manufacturers, the details of which are enclosed in this month's newsletter.

This year's Expo provided a diverse cross section of manufacturers, supply chain vendors and service providers. The interaction and excitement were obvious by the crowded isles and the volume of the conversation. Our goal was to provide additional resources for our members and it was evident that new relationships were forged.

Our keynote presentation by Raul Pupo, "America's Service Meltdown", provided the backdrop for an important message of which manufacturers should take note. That message is that there is the urgent need for manufacturers to integrate Service in their strategic toolkit and that continued reliance on measures of efficiency alone will not serve the manufacturer well in the Service and Information Age. If you wish to learn more on this issue, please contact Raul at [www.servicemeltdown.com](http://www.servicemeltdown.com) and he will be glad to schedule an interview to determine your service fitness.

Our mission for this and all presentations is to provide timely relevant resources that provide value to all of our attendees, members and future members, with which they can assimilate into their organizations. We believe we have and will continue to deliver on this mission.

Going forward, growing our constituency through new membership will be vitally important to this association and I asked for your support in spreading the word as to the value proposition provided through membership in SFMA, as evidenced by this, our 51st Annual Meeting, Symposium and Expo. We will continue to be the primary resource for manufacturers in South Florida.

### **Survey: Manufacturers Anticipating Growth in Revenue, Employment and Capital Spending**

The U.S. might still be limping through an anemic recovery and a lingering period of joblessness, but new data suggests that confidence is picking up within midsized manufacturers, who are anticipating growth in revenue, employment and capital spending through the rest of 2011.

The survey, conducted by Chicago-based Prime Advantage Corp., a buying consortium for industrial manufacturers, showed respondents have "optimistic expectations" compared to six months ago, but retain deep concerns over the rising costs for raw materials, logistics and fears of growing inflation.

At a time when economic uncertainty continues to linger through the U.S., 65 percent of respondents indicated they planned to purchase new manufacturing equipment this year, while roughly 72 percent expect increases in revenue. Nearly a quarter of those polled anticipate increases of more than 10 percent.

Perhaps most significant is that 36 percent of those polled said they expect to hire new workers in the coming year... [continue reading.](#)

**Sincerely,**

Tom Kennedy, CPA  
President/CEO  
954.341.2558

304-341-3338  
tkennedy@sfma.org  
[www.sfma.org](http://www.sfma.org)

[Forward email](#)



This email was sent to bsmith@sfma.org by [bsmith@sfma.org](mailto:bsmith@sfma.org) |  
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

South Florida Manufacturers Association | 1000 West McNab Road | Pompano Beach | FL | 33069

Current Template: Newsletters - Crisp I

## Product Support

Frequently Asked Questions  
Tutorials and Guides  
Support Blog  
Contact Support  
Custom Services

## Learning Resources

Constant Contact Community  
Hints and Tips  
Local Seminars  
Best Practices Blog  
Live & Recorded Webinars

## Products

Email Marketing  
Online Survey  
Event Marketing

## Tools

Contacts  
Library  
My Settings

## Provide your feedback!

Help us improve Constant Contact

## Refer a friend

Receive a \$30 credit

[Terms and Conditions](#) | [Privacy Statement](#) |  
Copyright © 1999-2011 Constant Contact, Inc. All