



*Turning
Challenges into
Opportunities*

**Scott Lynch
President & CEO**



WHY AM I HERE

- Offer my perspectives on today's boiler industry challenges.
- Share how ABMA has shifted our strategic focus to be more relevant to our members and the industry.
- Open the door for more opportunities to partner with National Board & ASME.

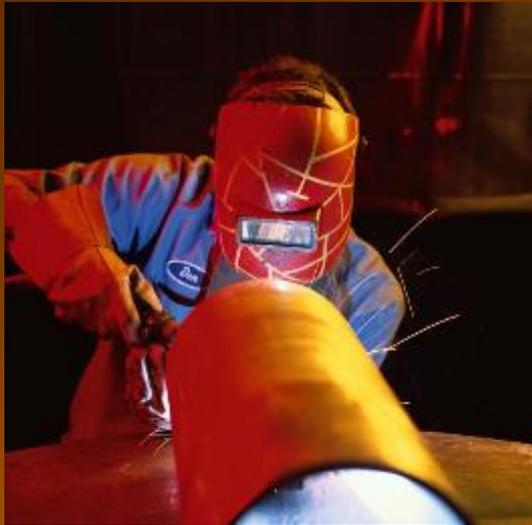
ABMA is . . .

- Made up of leading manufacturers and suppliers in the Boiler industry.
- Voice of the Boiler manufacturer.
- Advocating for the interests of Boiler industry with Federal Agencies and standard setting entities.
- The place for connecting with manufacturing leaders in the boiler industry.



***INDUSTRY
CHALLENGES***

WORKFORCE CHALLENGES



REGULATORY CHALLENGES



KNOWLEDGE CHALLENGES



COMPETITIVENESS CHALLENGES



***EMBRACING
OPPORTUNITIES***

ADVANCING THE INDUSTRY

- Lead **Industry Perception** change
- Increase **Workforce Pipeline**
- **Solutions Provider** for members
- **Thought Leader** for the industry

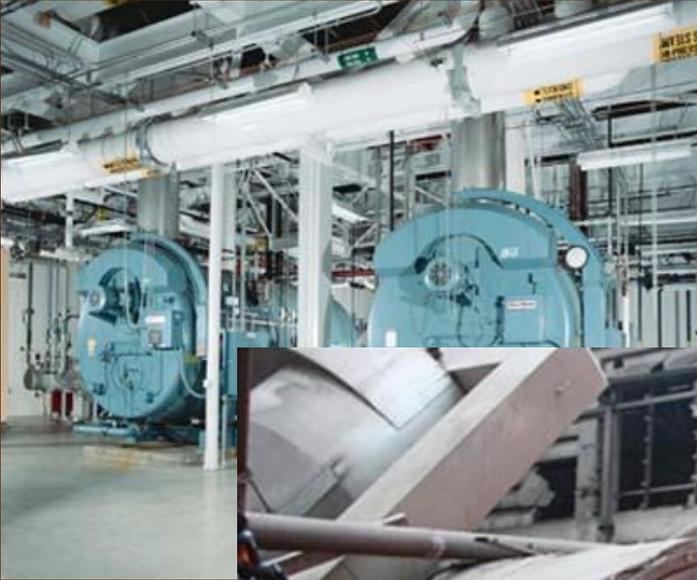
AWARENESS



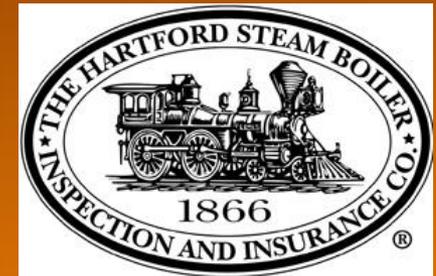
AWARENESS



AWARENESS



CONVENER & LEADER

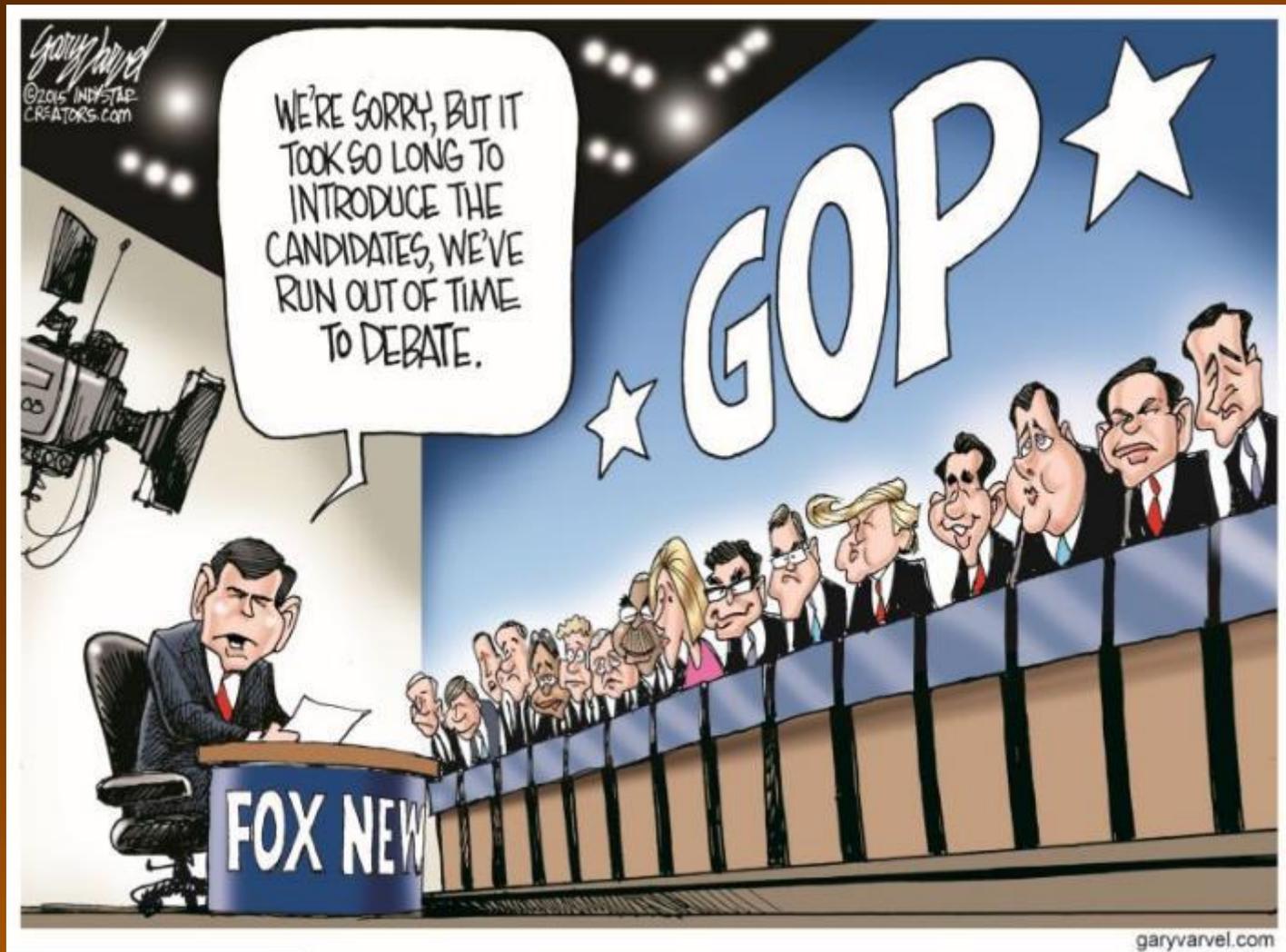


WAYS TO ENGAGE NOW

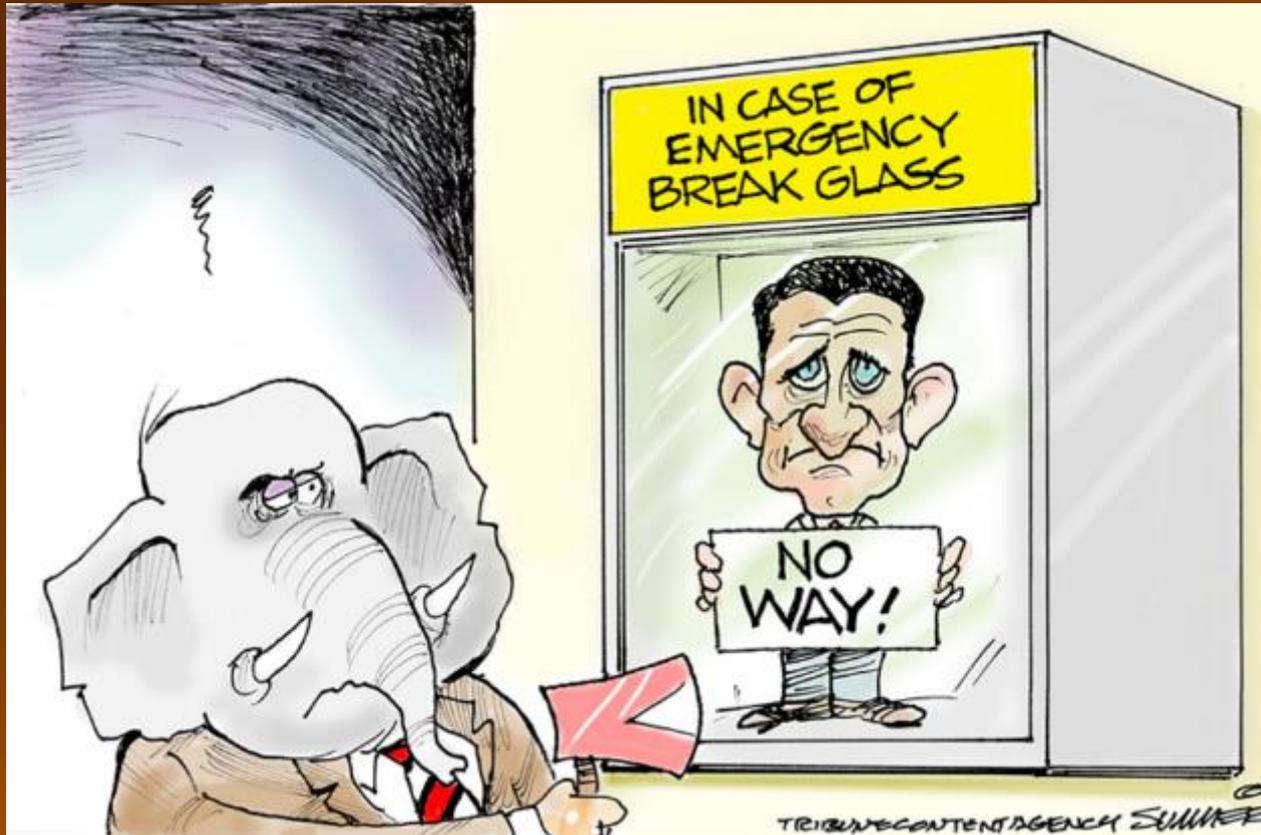
- Share your unique insights with ABMA.
 - Write an article for our Today's Boiler Magazine.
 - Present at one of our Meetings.
 - 2016 Summer Meeting – June
 - 2017 Annual Meeting – January
 - 2017 Manufacturers Conf. – April

***PERSPECTIVES
FROM DC***

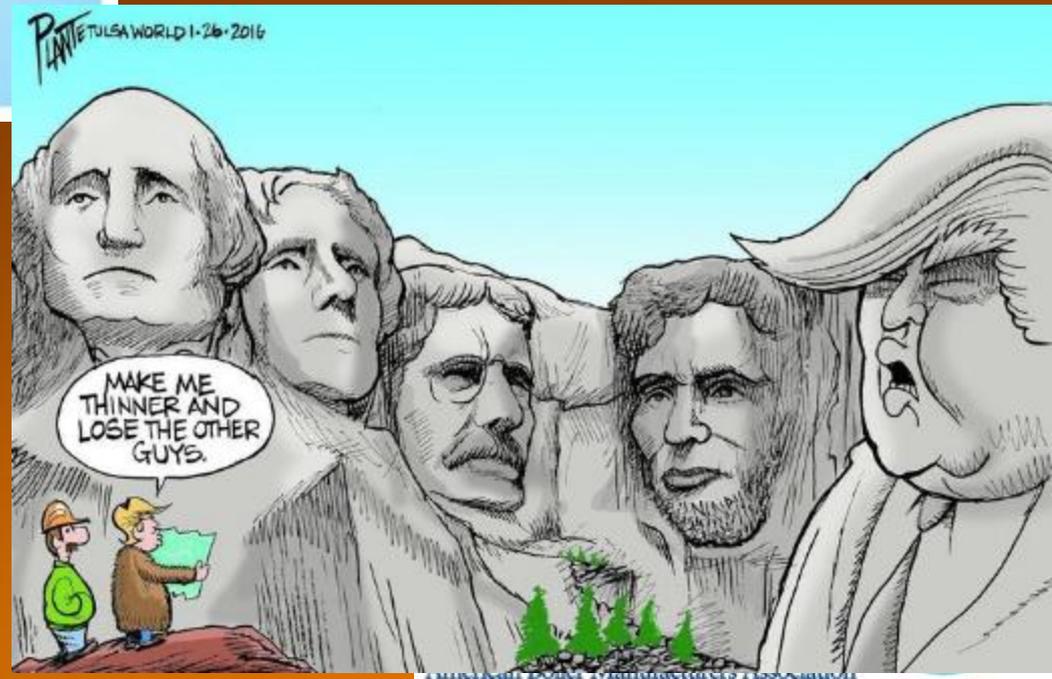
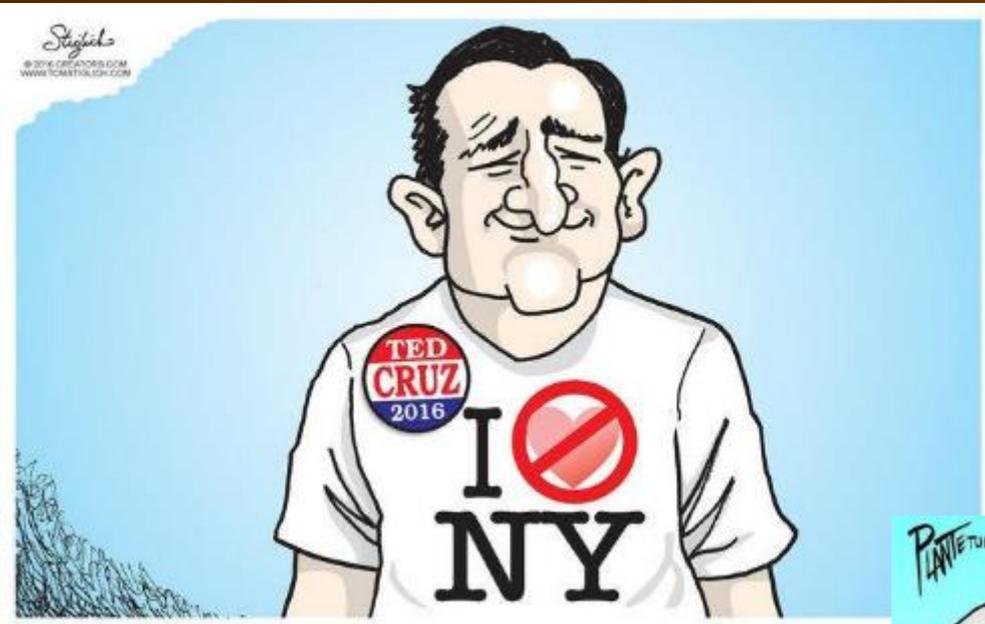
REALITY BETTER THAN FICTION



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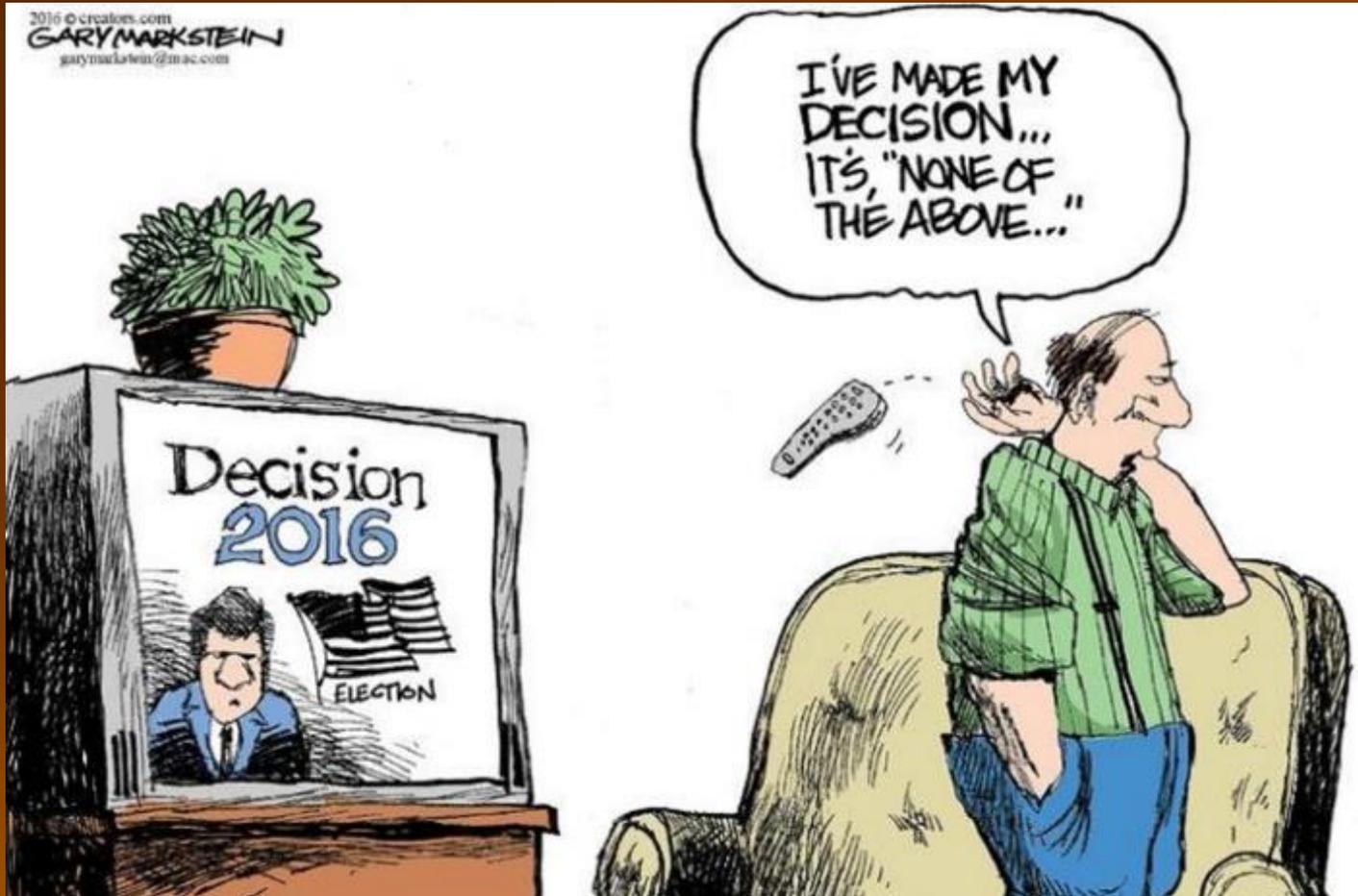
Jimmy Kimmel
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THANK YOU!

Scott Lynch
scott@abma.com