

YOUR PRESENTERS



DR. MARK BROUKER - KEYNOTE SPEAKER

Captain Brouker, United States Navy (Retired), is an internationally recognized leadership expert and author of the highly acclaimed book *'Lessons from the Navy: How to build trust, lead teams and create organizational excellence.'* He is the recipient of numerous leadership awards and has presented to thousands of professionals around the world. His clients include an array of Fortune 500 companies, military organizations and top universities, helping all create High-Reliability, Low Risk Organizations by building trust. He volunteers as an executive coach at The Honor Foundation, a non-profit that helps U.S. Navy SEALs transition from the military to the corporate environment.

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NILES R. SHARIF, ESQ.

Niles Sharif is a California attorney with over 37-years' experience in complex business litigation. Mr. Sharif's focus is leveraging his years of experience as a high-stakes consultant through Sharif Legal Advisory, a Crisis & Consultancy Advisory, in which he helps businesses deal with the complexities litigation, how to navigate crisis situations, and how chose whether to litigate or settle. Mr. Sharif is a member of the California Supreme Court and the Supreme Court of the United States and has practiced before both. He is a graduate of the University of California at Berkeley (BA) and the University of Texas Law School at Austin (JD). Mr. Sharif is also the Founder and President of an international NGO called Global Care Alliance, which assists indigenous people in development projects in Mexico, Africa, and Nepal. GCA is entirely funded by private donors and receives no government funding.

Mr. Sharif is located in San Diego, but is available worldwide.
www.sharifadvisory.com niles@sharifadvisory.com



CARMEN VERTULLO, CFS

Early in his career, Carmen recognized the importance of knowledge sharing. As a founding instructor for the Fastener Training Institute (FTI), he has mentored generations of professionals, earning his status as an industry icon. He tirelessly advocates for the trade and actively contributes to fastener standards organizations, including ASTM, ASME, SAE, IFI, AISC, and RCSC. As the founder and owner of **Carver Labs** in El Cajon, CA, Carmen specializes in failure investigations, problem-solving, and risk control. He is also a sought-after speaker, an expert witness, and the proud recipient of the NFDA Fastener Professional of the Year, IFI Fastener Hall of Fame, and IFI Soaring Eagle Service awards. His dedication leaves an enduring legacy that will benefit the industry for years to come.

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RISK MANAGEMENT FOR THE FASTENER INDUSTRY

A TWO-DAY IN PERSON
PROGRAM FOR
FASTENER INDUSTRY
PROFESSIONALS AND
EXECUTIVES



SAN DIEGO, CALIFORNIA



September 24-25, 2026



Sheraton Harbor Island Bay Tower



RISK MANAGEMENT FOR THE FASTENER INDUSTRY

As a CEO or business owner in your industry are you aware of what should be keeping you up at night? I am not talking about sales numbers or HR drama. Everybody has that.

If you sell industrial products or services where failure can cause damages, loss of property or even loss of life – and you know you do – are you aware of the failure events that could consume your time and money for the foreseeable future?

When it happens, you won't see it coming and you won't know how to react (Ask me how I know). If you are aware – are you just prepared for the event – or are you preventing the event?

We all know that risk is a fact of life, and when it comes to our personal lives and our families, we do a pretty good job managing it. And we think we do a good job of managing it in our businesses.

But we don't. We can't – because we don't know what we don't know.

Take a risk – a small risk. Spend some time and money. Attend this Risk Management Strategy Workshop - Find out what you don't know and be able to sleep at night.

Come and let our experts help you learn some simple steps that you can implement now that will significantly decrease the likelihood of a failure event.

WHO SHOULD ATTEND?

Owners, executives and managers throughout the supply chain who have responsibility for ensuring that risks involving assembly, fasteners or related processes do not create risks to customers, the public or your business. This includes manufacturers, importers, distributors, suppliers, service providers and end users of all kinds – OEM's, MRO's Steel Erectors, Plant Maintenance and Contractors. Especially – Business Owners, CEO's, Quality Managers, Sales Managers, Purchasing Managers, Safety Managers and Engineers who specify fasteners or other high-risk parts. Fastener suppliers and distributors should invite their customers throughout the supply chain to attend. It's a great way to reduce risk for all parties.

IS IT JUST FOR FASTENER SUPPLIERS?

NO! Anyone who sells or uses fasteners and other risky industrial products can benefit from this program. Especially those who sell to or operate risky businesses such as Crane Operators, Amusement Park Rides, Recreation Equipment, Transportation Industry, Heavy Equipment, Energy and Infrastructure, Oil & Gas, Structural Bolting, Medical Devices, Surgical Robots, Facilities Maintenance, Firearms, Military and Aerospace.

This is not a generic one-size-fits-all Risk Seminar. It's not about HR, Compliance, Taxes, Tariffs, Safety or Sales Numbers - it's about the risks inherent in the sale and use of highly loaded industrial products – like fasteners.

ABOUT THE VENUE

Our program will take place at the beautiful, newly renovated **Sheraton Hotel and Marina, Bay Tower on Harbor Island in San Diego** - Just a few minutes from the San Diego International Airport.

Click here to see the awesome rooms and amenities at the Sheraton Harbor Island:

<https://www.marriott.com/en-us/hotels/sansi-sheraton-san-diego-resort/photos/>

Please make note - the Sheraton has 2 towers. We are in the Bay Tower which is the second tower on the right side of Harbor Island Drive.

The room rate is **\$239.00 per night** with a **\$50.00 daily resort fee**. Our room block will be available two days before and after our event – **Tuesday September 22nd to Sunday September 27th**. If you need more time, that can be arranged. We have a limited number of rooms at this rate so please reserve early! The hotel provides shuttles to and from the airport about twice an hour, but its literally a two minute ride and you could walk it in fifteen minutes.



VENUE

**Sheraton
Harbor Island
Bay Tower**

**1380 Harbor Island Drive,
San Diego, California
92101**

There is a link for hotel reservations in the registration link.



HOW TO REGISTER and GET MORE INFORMATION

SEVERAL OPTIONS

1. **CALL US** at (619) 440 5888, press 4 for accounting and Cassandra will take care of you.
2. Scan our QR code or go to www.carverem.com and click the Contact Us Link. Let us know you want to register or ask your question and we will get right back to you with answers and a registration packet.
3. Scan our QR code or go to www.carverem.com/register for a complete registration application.
4. You can call or email Carmen at anytime to ask anything at all (619) 204 1543 carmenv@carverem.com



Contact us



Register



HOW MUCH IS IT, AND WHAT'S THE BEST WAY TO PAY?

The price for this **2-day program** is **\$1999.00**. There are significant discounts* for Carver Labs **ON-CALL Clients**, members of certain Fastener Industry Associations and Fastener Standards Committee Members.

You can pay with a check, or ACH. Send a PO and we will invoice you. Credit Cards will incur a 5% fee and will be taken over the phone.

There is limited space and we expect to sell out early – **PLEASE DO NOT WAIT TO REGISTER AND PAY**. Room cost and room block for the Sheraton are on the next page.

* Carver Labs ON-CALL Clients qualify for a \$500.00 discount for up to two attendees. Members of PACWEST, MWFA, NFDA, IFI, Standards Committee Members or FTI CFS Graduates qualify for a \$250.00 discount.

If your experience, or lack thereof, includes any of this:

- ▶ You are being sued because your product or service failed.
- ▶ You are being screwed – and you need to sue someone.
- ▶ Your sales staff is unaware of the risks they create in every transaction.
- ▶ Your purchasing staff does not know how to control the risks they create in every transaction.
- ▶ Your ISO 9001 QMS is not up to speed on its primary objective – Risk Management.
- ▶ Your best sales person just left for your competitor and took all of your best customers with her.
- ▶ Your customer's third-party test lab just found \$100,000.00 of your product to be non-conforming.
- ▶ None of this matters to you (or so you think) because you have never experienced it.
- ▶ You are new to your industry and have no idea what the risks are.
- ▶ You have been around for a while – you know what can happen - and you need to transfer that knowledge to the next generation.
- ▶ You have already had a bad fastener experience and do not want to repeat it.
- ▶ You have heard of a bad fastener experience and you do not want to repeat it.

LET'S GET SPECIFIC

You sold 15,000 bolts to a structural steel fabricator. The bolts are not passing the required job site PIV testing. The job is shut down and your customer is demanding that you replace the bolts and pay for their rework costs.

An automotive customer uses your grade 5 carriage bolts to attach bumpers to delivery vans. The most recent lot of bolts are breaking during installation. The customer wants to initiate a recall and charge you with the expenses.

A construction crane has collapsed. There are deaths, catastrophic injuries and massive property damages. It appears the bolting may be the cause. Could you be the supplier? (see if you can guess what the judgment for this case was!).

Your fastener distribution company supplies fasteners to a large tractor trailer manufacturer. They sell trailers to major retailers and freight carriers. The trailers have a structural problem. The problem is defective fasteners – your fasteners!

You supply screws to the medical industry. One of your customer's medical devices are failing because your screws were infected with hydrogen embrittlement. They need to get to the bottom of the problem ASAP or they may have to recall their products.

PROGRAM DAY 1

Thursday, September 24, 9:00 - 4:30

Program subject to adaptation based on participant requirements.

9:00 - 9:30	INTROS & OPENING REMARKS	CARMEN VERTULLO
9:30 - 11:00	KEY NOTE	DR. MARK BROUKER
	Dr. Brouker will teach us about the importance of fostering a culture of trust, how to create it, and the inherent risk of not fostering a culture of trust in a risky business.	
11:00 - NOON	LEGAL RISK	NILES SHARIF
	Niles discusses the basic legal protections that should surround all of your transactions. This session will include significant Q&A time to ensure that issues that matter to the attendees will be covered.	
NOON	LUNCH IS SERVED	
12:45 - 2:00	WHAT GETS US IN TROUBLE	CARMEN VERTULLO
	PART 1 War stories in the fastener industry – do you have one? Carmen will present case studies on fastener failures, lawsuits, and success stories.	
2:00 - 3:00	RISK MANAGEMENT TOOLS, TIPS, & TRICKS	NILES SHARIF & CARMEN VERTULLO
	Some decision-making tools that make decision making faster, easier and less risky. The simple becomes fast, the hard becomes easy, and impossible becomes possible. And yes - we will include AI tips!	
3:00 - 4:00	HANDS-ON SMALL GROUP EXERCISES	
	This interactive session will engage the attendees in risk management decision making processes involving actual fastener industry cases where significant loss occurred or was averted. The room will discuss the various decisions that were made by the groups and compare that to the actual outcomes.	
4:00 - 4:30	CLOSING REMARKS AND APPOINTMENTS	
	A limited number of one-on-one appointments will be available with Carmen and Niles into the evening. These are no-cost private consultations to help with any specific legal or technical issues you are addressing. There is limited time – so sign up early. We will be available following the program on Friday as well.	

PROGRAM DAY 2

Friday, September 25, 8:00 - 3:00

Program subject to adaptation based on participant requirements.

8:00 - 9:00	WHAT GETS US IN TROUBLE	CARMEN VERTULLO
	PART 2 More war stories in the fastener industry – do you have one? Carmen will present more case studies on fastener failures, lawsuits, and success stories.	
9:00 - 10:00	LEGAL RESOURCES	NILES SHARIF
	Niles discusses those things that do not get sufficient attention in most businesses – Insurance, NDA's, Terms and Conditions, Sales Agreements, what gets us sued and how to prevent costly litigation.	
11:00 - NOON	SERIOUS CONSULTING	CARMEN VERTULLO & NILES SHARIF
	Carmen and Niles discuss the use, misuse and abuse of Consultants, Lawyers, Subject Matter experts, Expert Witnesses, Testing Laboratories and Insurance Agents. Navigating the rapids of a legal crisis.	
NOON	LUNCH IS SERVED	
12:45 - 1:30	YOUR QUALITY MANAGEMENT SYSTEM	NILES SHARIF & CARMEN VERTULLO
	Does your QMS work for you or do you work for it? The QMS is supposed to be your primary risk management tool. How well it works can determiner how well you sleep!	
1:30 - 2:30	CLOSING REMARKS AND APPOINTMENTS	
	The program concludes at 2:30 – they need the room back. A limited number of one-on-one appointments will be available with Mark, Carmen and Niles into the evening. These are no-cost private consultations to help with any specific issues you are addressing. There is limited time – so sign up early. We will be available following the program on Thursday as well.	

BUT WAIT, THERE'S MORE!

The world famous Miramar Air Show is in San Diego this weekend! We will plan a trip for Friday Evening or Saturday. You can with go us – or make your own plans- details to follow.



www.MiramarAirShow.com

