



NTMA/PMA CONTRACT MANUFACTURING Purchasing FAIR

*Emphasizing Re-Shoring
Bringing Work Back to the U.S.*

May 12, 2010
Hyatt Regency Irvine
Irvine, CA



**Face-to-face,
business-to-business,
cost-effective
sales networking.**



Buyers and Engineers Directly Involved in the Purchasing of Contract Manufacturing Products and Services

Finding new customers for metalforming services, tooling and machining is expensive! Recent studies have found that the average face-to-face, business-to-business sales call now costs more than \$500. But on **May 12, 2010**, at the NTMA/PMA Contract Manufacturing Purchasing Fair, contract shops will have the opportunity to meet in a single location with buyers and engineers from leading manufacturers who are directly involved in the purchasing of contract manufacturing products and services (**including OEMs that have been outsourcing offshore but are now looking to bring such work back to the United States**).

You Should Attend

If you provide any of the following products or services, you will certainly benefit by attending.

- Stamped, Fabricated & Formed Metal Components and Assemblies
- Tool & Die Making
- Mold Making
- Injection Molding
- Special Machines (Design and/or Build)
- Engineering & Design
- Precision Machining/Custom Manufactured Components

Come prepared to make sales calls—bring sales brochures, facility lists, sample parts and lots of business cards.

How the Purchasing Fair Works

Registration will begin at 8 a.m. on May 12, 2010. Preregistered attendees must stop at the registration table to pick up their name badges. No one will be admitted to the fair without a badge.

At 9 a.m., the fair will begin. The customer representatives (i.e. buyers and engineers) will be seated at their appointed tables and will be identified by a sign featuring their company name.

Attendees will visit customers whose needs most closely match their shop's capabilities.

A luncheon will occur from 12:30 to 1:30 p.m., after which the fair will resume for the afternoon session until 4 p.m.

Benefits of Attending

- Meet face-to-face with qualified buyers and engineers looking for your kinds of products/services.
- Meet buyers and engineers who bring specifications for your review.
- Discover markets you didn't know existed.
- Meet new prospects, even in your own "backyard."
- Open doors with new customers.
- Get in on the ground floor by meeting the engineers who are working on the early stages of product development.
- Your competitors will be there...Will you?
- Network with other contract tooling and manufacturing companies... and check out your competition.

There are Two Ways to Get New Business *Wait for it... Or go out and get it!*

Meet and begin selling to many of the highest quality prospects you'll ever find in one location—buyers, engineers and production specialists directly involved in buying special tooling or assemblies/ subassemblies, precision sheetmetal stampings, fabricated components and machined parts.

The NTMA/PMA Purchasing Fair will be an efficient and cost-effective way to reach keybuyers and open new markets.

Customer buyers and engineers attend our fairs to meet and talk with the leading job shops in the country. More than 5,000 major customers have participated in previous NTMA/PMA Purchasing Fairs, resulting in the placement of millions of dollars worth of work to attendees.



BONUS

Special Vendor Capabilities Booklet

If you register by **April 22, 2010**, your company's contract manufacturing capabilities will be included in a booklet that will be distributed to the buyers and engineers prior to the fair. Many buyers have requested this supplier information to help them in their preparation and follow up.

Registration Information

Register by March 26, 2010, and discount your registration fee by \$100!

Your registration includes the Purchasing Fair, luncheon and refreshments. In addition, **approximately** one week before the fair, you will receive a comprehensive list detailing the names and addresses of the buyers and engineers who will be participating in the fair, as well as a description of their companies and subcontracting needs.

To register by mail, complete the registration form and mail with your payment to NTMA/PMA Purchasing Fair, 9300 Livingston Road, Fort Washington, MD 20744 or fax to 301-248-7104.

Online Registration

NTMA members: www.ntma.org

PMA members: www.pma.org

Hotel Information

NTMA/PMA discounted room rates, \$139 per night, single/double, for May 11-12 are available at the Hyatt Regency Irvine. Deadline for guaranteed reservations is April 28. Please call the Hyatt Regency Irvine directly at 949-975-1234 and identify yourself as an NTMA/PMA Fair attendee. The Hyatt Regency Irvine is located at 17900 Jamboree Road in Irvine, California—5 minutes from John Wayne/Orange County Airport. Adjacent to I-405 (San Diego Freeway), the hotel is 4 miles south of the intersection of I-405 and Newport Freeway 55, and 5 miles north of the 405/5 exchange. For more information visit www.irvine.hyatt.com.

What Past Attendees Are Saying About the NTMA/PMA Purchasing Fair

"I'm glad I went to the fair. I saw companies I don't normally see at other shows. The time allowed with each company gave me a real good idea if we are the right fit. I'll be back. The matrix you provide showing customers and requirements is a real benefit."

Dan Congelliere
Crenshaw Die & Mfg., Irvine, CA

"Very successful fair. We received four requests for quotations and two commitments for plant surveys."

Eric Hagopian
Hoppe Tool, Chicopee, MA

"We have found the NTMA/PMA Purchasing Fairs to be a great marketing tool. With advanced preparation, and follow-up after the fairs, we have gained several new customers."

Alan E. Ortner
Sirois Tool Co., Berlin, CT

"We received enough potential business from the recent fair to keep us busy for several years to come."

Richard Shaver
Penn State Tool & Die
North Huntingdon, PA

"Great way to save expenses on selling. You get the customer booklet in advance, review it, and save valuable time and utilize your time well at the fair. You can't beat it."

Harold Weaver
Dixie Tool & Die, Gadsden, AL

"I have already visited two of the companies I talked to during the fair and have received two purchase orders as a result."

Pete Blandford
Blandford Machine & Tool Co.
Louisville, KY

"Wow! What an exciting time to be in sales for the tool and die/stamping industries. The NTMA/PMA Purchasing Fair has already generated three quotes as well as several other qualified prospects with more soon to follow. Time and money well spent. I will certainly be attending future fairs."

Mike Wald
Moore Quality Tool, Inc., Moraine, OH

"Great sales tool...two weeks worth of sales calls in two hours."

Lee Baker
Surface Manufacturing, Sunnyvale, CA

"We have attended several NTMA/PMA Purchasing Fairs over the last several years and they have been tremendous sales opportunities for us. We have had good success in meeting face-to-face with new potential customers and meeting buyers and engineers whom we had previously been unable to gain access to. We typically send two of our people who each talk to 11 or 12 potential qualified customers. For the cost of registration, there is simply no other sales opportunity for us that comes close to the value of an NTMA/PMA Fair."

Ron Overton
Overton Industries, Mooresville, IN

Purchasing Fair Registration Form

Company Name: _____

Attendee(s): (Print names as you wish them to appear on badges.)

Primary Contact: _____

Company Address: _____

City: _____

State: _____ Zip: _____

Phone: _____

Fax: _____

E-mail: _____

Web Address: _____

Method of Payment

Enclosed is my check for \$ _____ (Make checks payable to NTMA)

Please charge my credit card \$ _____.

VISA MasterCard American Express

Acct. # _____ Exp. Date _____

Signature _____

Registration Fees

NTMA/PMA Members:

By Mar. 26 \$699 x Number of people: _____ Total: \$ _____
\$799 x Number of people: _____ Total: \$ _____

Non-NTMA/PMA Members:

By Mar. 26 \$1398 x Number of people: _____ Total: \$ _____
\$1598 x Number of people: _____ Total: \$ _____

Please Note: Purchasing Fair registration will be limited to a specific number of suppliers to ensure no more than a 2 to 1 supplier-to-buyer ratio and will be on a first-received first-accepted basis. All registration forms received after the cutoff number will be returned along with payment. Cancellations received after April 30, 2010, will not be eligible for refunds. (Substitutes are welcome.)

Return to

NTMA/PMA PURCHASING FAIR
9300 Livingston Road
Fort Washington, MD 20744
Ph: 301-248-6200
Fax: 301-248-7104

For NTMA Use Only

Check #: _____

Check Amount: _____

Date Received: _____

Member #: _____

For more NTMA information, visit www.ntma.org or call 1-800-248-6862.

For more PMA information, visit www.pma.org or call 216-901-8800.