

## Purchasing Fair Registration Form

Register by August 31, 2008, and discount your registration fee by \$100!

Online Registration—NTMA members: [www.ntma.org](http://www.ntma.org)  
PMA members: [www.pma.org](http://www.pma.org)

Company Name: \_\_\_\_\_

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

Company Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Web Address: \_\_\_\_\_

### Registration Fees

NTMA/PMA Members:

**By Aug. 31 \$699** x Number of people: \_\_\_\_\_ Total: \$ \_\_\_\_\_

\$799 x Number of people: \_\_\_\_\_ Total: \$ \_\_\_\_\_

Non-NTMA/PMA Members who belong to the following partner associations: (please check one)

DTMA (Dayton)  MPMA (Minnesota)  TMTA (Michigan)

TMA (Chicago)  PMPA  TTMA (Cincinnati)  AMBA

**By Aug. 31 \$799** x Number of people: \_\_\_\_\_ Total: \$ \_\_\_\_\_

\$899 x Number of people: \_\_\_\_\_ Total: \$ \_\_\_\_\_

Nonmembers of any of the above associations:

**By Aug. 31 \$899** x Number of people: \_\_\_\_\_ Total: \$ \_\_\_\_\_

\$999 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 September 26, 2008, will not be eligible for refunds. (substitutes are welcome).

### 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 \_\_\_\_\_

### Return to

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

#### For NTMA Use Only

Check #: \_\_\_\_\_

Check Amount: \_\_\_\_\_

Date Received: \_\_\_\_\_

Member #: \_\_\_\_\_

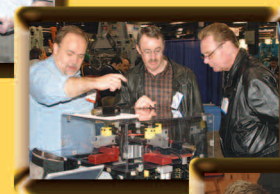


## October 10, 2008

Hyatt Regency Lost Pines

Resort & Spa

Austin, TX



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



Sign Up  
Now to  
Meet the  
Highest  
Quality  
Prospects  
You'll Find  
in One  
Location!

## 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 **October 10, 2008** 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.

## 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 October 10, 2008. 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 key buyers 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 **September 16, 2008**, 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 August 31, 2008, 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](http://www.ntma.org)  
PMA members: [www.pma.org](http://www.pma.org)

## Hotel Information

NTMA/PMA discounted room rates, \$260 per night, single/double, for October 9-12 are available at the Hyatt Lost Pines Resort. Deadline for guaranteed reservations is September 22. Please call the Hyatt Regency Lost Pines directly at 512-308-1234 and identify yourself as an NTMA/PMA Fair attendee. The Hyatt Regency Lost Pines Resort is situated along the banks of the Colorado River, just 20 miles/30 minutes from Austin-Bergstrom International Airport. For directions and more information, visit [www.lostpines.hyatt.com](http://www.lostpines.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 Cogelliere**  
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