Purchasing Fair Registration Form
Register by September 5, 2007, and discount your registration fee by $100!

Online Registration—NTMA members: www.ntma.org
PMA members: 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 Sept. 5 $599 x Number of people: ____ Total: $ ______
$699 x Number of people: ____ Total: $ ______

Non-NTMA/PMA Members who belong to the following partner associations: (please check one)
☐ DTMA (Dayton) ☐ MPMA (Minnesota) ☐ MTA (Michigan)
☐ TMA (Chicago) ☐ PMPA ☐ TTMA (Cincinnati)
By Sept. 5 $699 x Number of people: ____ Total: $ ______
$799 x Number of people: ____ Total: $ ______

Nonmembers of any of the above associations:
By Sept. 5 $799 x Number of people: ____ Total: $ ______
$899 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 27, 2007, 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 #: ____________
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

“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. Ortnersirois 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 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

“Wait for it...or go out and get it!
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.

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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.

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 9, 2007. 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.

Preregistered attendees must stop at the registration table before entering the fair. Once you have reviewed the floor plan, stop by the registration desk. Your badge will be stamped to designate your company. Attendees will visit customers whose needs most closely match their shop’s capabilities.

Attendees who make appointments in advance are guaranteed a 30 minute appointment slot.
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.

Products and Services
• Injection Molding
• Stamped, Fabricated & Formed Metal Components
• Network with other contract tooling and subcontracting needs.
• Your competitors will be there...Will you?
• Open doors with new customers.
• Meet new prospects, even in your own “backyard.”
• Discover markets you didn’t know existed.
• Meet buyers and engineers who bring specifica-
• Meet face-to-face with qualified buyers and engi-

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“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

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.