

Purchasing Fair Registration Form

Register by April 16, 2013 and discount your registration fee by \$200! Register at www.purchasingfair.com.

Company Name: _____

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

Company Address: _____

City: _____

State: _____ Zip: _____

Phone: _____ Fax: _____

Email: _____

REGISTRATION FEES:

NTMA Members:

Early Bird: (before April 16th)
\$795 x People: ____ Total: _____

After April 16th
\$995 x People: ____ Total: _____

Non-Members:

Early Bird: (before April 16th)
\$1495 x People: ____ Total: _____

After April 16th
\$1695 x People: ____ Total: _____

Please check if you plan to attend the Optional Events on May 16, 2013 (no additional charge)

- Sales/Marketing Seminars (1 pm—4:30 pm)
- Cocktail Reception (4:30 pm—7 pm)

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 16, 2013, will not be eligible for refunds. (Substitutes are welcome.)

METHOD OF PAYMENT:

- Enclosed is my check for \$_____ (Check payable to NTMA)
- Please charge my credit card \$_____

Acct No. _____ Exp. Date: _____
____ Visa ____ MasterCard ____ American Express

Signature: _____

Return To: NTMA Purchasing Fair
1357 Rockside Road
Cleveland, Ohio 44134
Phone: 800.248.6862
Fax: 216.901.9190

For NTMA Use Only
Check #:
Check Amount:
Date Rcvd:
Member #:

Presorted Standard
US Postage
PAID
Willoughby, OH
Permit #111



1357 Rockside Road
Cleveland, Ohio 44134



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



May 16-17, 2013
Indianapolis, Indiana



In Collaboration With





Agenda

Thursday, May 16, 2013

Marketing and Sales Seminars

Noon Registration
1 - 4:30pm Sales and Marketing SEMINARS

SUPPLIER SEMINARS:

2013 Manufacturing Trends: *What are buyers looking for and how do they find new suppliers?*
Presented by MFG.com

High Performance Prospecting: *How to find the right prospects, convey value and close the deal.* Presented by Dan Bagley, CMO NTMA

BUYER SEMINARS:

Nearshoring: *Are historically outsourced manufacturing categories moving back to North America?* Presented by MFG.com

Supplier Base Segmentation Best Practices: *Is your current supplier base delivering the greatest profitability with the least amount of risk?*
Presented by MFG.com

Supply Chain Opportunities & Threats: *What are the biggest opportunities and threats to a manufacturing company's supply chain?*
Presented by MFG.com

Special Kimberly Clark Presentation: *How does Kimberly Clark bridge the gap between sourcing and engineering?* Presented by Kimberly Clark

4:30 - 7 pm Cocktail Reception

Friday, May 17, 2013

Contract Manufacturing Purchasing Fair

8am Registration and Breakfast
9am Contract Manufacturing Purchasing Fair Begins
Noon Industry Lunch
4pm Contract Manufacturing Purchasing Fair Closes

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

Finding new customers for metal forming 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 per visit. But at the NTMA Contract Manufacturing Purchasing Fair, contract shops will have the opportunity to meet in a single location with over 100 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

At 9am, 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. Lunch will be served from Noon to 1pm, after which the fair will resume for the afternoon session until 4pm.

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.
- Learn tools and techniques to leave lasting impressions and develop long lasting relationships with buyers.
- 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.
- Network with other contract tooling and manufacturing companies...and check out your competition.
- Your competitors will be there... *Will you?*

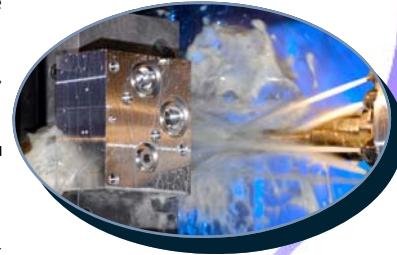
BONUS: Special Vendor Capabilities Booklet

If you register by May 2, 2013, 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 April 16, 2013, and discount your registration fee by \$200!

Your registration includes the marketing and sales sessions, cocktail reception, continental breakfast, 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. To register online, go to www.PurchasingFair.com

Location (Purchasing Fair)

JW Marriott
10 South West Street
Indianapolis, IN 46204

Hotel Information

Thursday's Sessions and Sleeping Rooms
Indianapolis Marriott Downtown
350 West Maryland Street
Indianapolis, IN 46225

Rate: \$169.00 ... Discount Deadline: April 16th, 2013

Enjoy a discounted room rate of \$169 per night (plus tax). Please call the hotel direct at 317.822.3500 and mention NTMA Purchasing Fair to take advantage of this discounted rate.

For more information, please visit www.purchasingfair.com, or contact NTMA at 1.800.248.6862 / info@ntma.org