

## Purchasing Fair Registration Form

Register by August 12, 2011, and discount your registration fee by \$200!

Online Registration—[www.purchasingfair.com](http://www.purchasingfair.com)

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

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

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

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

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

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

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

E-mail: \_\_\_\_\_

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

### Registration Fees

#### NTMA/CTMA/TMA Members:

By Aug. 12 \$795 x Number of people: \_\_\_\_\_ Total: \$ \_\_\_\_\_

\$995 x Number of people: \_\_\_\_\_ Total: \$ \_\_\_\_\_

#### PMA Members:

By Aug 12 \$895 x Number of people: \_\_\_\_\_ Total: \$ \_\_\_\_\_

\$1095 x Number of people: \_\_\_\_\_ Total: \$ \_\_\_\_\_

#### Non-Members:

By Aug 12 \$1495 x Number of people: \_\_\_\_\_ Total: \$ \_\_\_\_\_

\$1695 x Number of people: \_\_\_\_\_ Total: \$ \_\_\_\_\_

Please check if you plan to attend the Optional Events on Wednesday, September 7 (no additional charge)

Marketing and Sales Sessions (12:30 p.m. – 6:00 p.m.)

Reception for Customers & Vendors (6:00 p.m. – 8:00 p.m.)

**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 August 31, 2011, 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 PURCHASING FAIR  
6363 Oak Tree Blvd.  
Independence, OH 44131  
Ph: 800-248-6862  
Fax: 216-901-9190

For NTMA Use Only

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

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

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

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



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



**September 7-8, 2011  
Chicago, IL**

**Face-to-Face,  
Business-to-Business,  
Cost-Effective Sales  
Networking**



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In Partnership with:



## Agenda

**WEDNESDAY, SEPTEMBER 7, 2011**

### Marketing and Sales Sessions

- 12:30 p.m. Registration  
1:00 p.m. **How To Sell To Purchasers From a Purchasing Perspective**  
Jeff Burris, Advanced Purchasing Dynamics  
*Join Jeff Burris for this informative session on how to effectively and successfully sell to purchasers. Jeff Burris is a purchasing expert who possesses the detailed knowledge necessary to transform an underperforming organization into a world-class leader.*
- 2:30 p.m. Break  
3:00 p.m. **High-Octane Business Growth Power Prospecting**  
Kordell Norton, Synergy Solutions  
*During this explosive session, experienced sales expert Kordell Norton will share with attendees how to grow your business and more effectively prospect. In this fast-paced and teeth rattling session you will get insights on how to position your business for growth, customize your message to connect with prospects, and look at ways to brand your value with easy to use methods... that will drastically improve your success.*
- 4:30 p.m. **Supply Chain Panel**  
6:00 p.m. Cocktail Reception

**THURSDAY, SEPTEMBER 8, 2011**

### Contract Manufacturing Purchasing Fair

- 8:00 a.m. Registration and Breakfast  
9:00 a.m. **Contract Manufacturing Purchasing Fair Commences**  
Noon Industry Lunch  
4:00 p.m. **Contract Manufacturing Purchasing Fair Closes**

## 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 per visit. But on September 8, 2011, 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 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.

Lunch will be served 12:00 to 1:00 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.
- 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 August 24, 2011, 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 12, 2011, 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.

### Online Registration

[www.PurchasingFair.com](http://www.PurchasingFair.com)

## Hotel Information

Intercontinental Chicago O'Hare Airport Hotel  
5300 N. River Rd.  
Rosemont, IL 60018  
(847) 544-5300

Enjoy a discounted room rate of \$169 per night (plus tax) on September 7 and 8, 2011 at the Intercontinental Chicago O'Hare Hotel located at 5300 N. River Rd. Deadline for guaranteed reservations is August 16. Please call the hotel direct at 847-544-5300 and mention NTMA to take advantage of this discounted rate. This property offers complimentary airport shuttle service and is conveniently located just minutes from O'Hare International Airport.

## Our Sponsors

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**For more information, visit [www.PurchasingFair.com](http://www.PurchasingFair.com) or call NTMA at 1-800-248-6862**