



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

**May 12, 2010**

**Hyatt Regency Irvine | Irvine, CA**



***Are you concerned about  
quality, too long a pipeline,  
rising offshore costs, risk of  
IP loss, carbon footprint?***

## **Meet with U.S. job shops that can reduce your Total Cost of Ownership of parts and tooling!**

*Strengthen your company's supply chain while helping  
the U.S. economy recover!*

If your company subcontracts or outsources, especially offshore, for any of the contract manufacturing products or services below you may be particularly interested in a special Contract Manufacturing Purchasing Fair being jointly organized by the National Tooling & Machining Association ([www.ntma.org](http://www.ntma.org)) and the Precision Metalforming Association ([www.pma.org](http://www.pma.org)).

- Machined Parts (Production, Short Run or Prototype)
- Stamped, Fabricated & Formed Metal Components and Assemblies
- Aerospace Machining & Fabrication
- Special Tooling (Dies, Molds, Jigs, Fixtures & Gauges)
- Special Machines (Design and/or Build)
- Sheet Metal Fabrication Parts

### **It's Time to Consider Re-Shoring!**

If you are currently outsourcing offshore, we would like to invite you to rethink your manufacturing strategy and bring specs for work that is currently being made overseas so that we can show you how price/quality competitive U.S. companies can be for such work. Local sourcing will also reduce your Total Cost of Ownership by: reducing inventory in the pipeline or hedged for possible late deliveries or quality problems, minimizing the risks of IP loss, quality and regulatory compliance. U.S. shops are most likely to bring you added value on work that has some of the following characteristics:

- 1) Low to medium volume
- 2) Medium to high mix
- 3) Medium to high precision
- 4) High variability in monthly demand
- 5) Frequent design changes
- 6) High IP content
- 7) Low labor content
- 8) Current offshore quality less than desired

We have successfully organized more than 50 Purchasing Fair events over the past 25 years and they have evolved into extremely effective and productive programs. This is our first Fair focused on Re-Shoring: helping you reduce your Total Cost of Ownership via local sourcing. You are also encouraged to bring work that is now domestically sourced.

### **How the Purchasing Fair Works**

The Purchasing Fair will be held from 9:00 a.m. to 4:00 p.m. on Wednesday, May 12 in Southern California at the Hyatt Regency Irvine Hotel in Irvine, CA ([www.irvine.hyatt.com](http://www.irvine.hyatt.com)) close to the John Wayne/Orange County Airport. Approximately 200 of the top U.S. custom manufacturing suppliers will be in attendance to satisfy your outsourcing needs.

We invite representatives from your company to participate in the Fair. For customers/buyers, no registration fee is required and, if appropriate, we would be pleased to pay for up to two nights lodging for your representatives at the Hyatt Regency Irvine (evenings of Tuesday, May 11 and Wednesday, May 12). And, as our thank you for supporting our event, we will raffle off ten Bose Wave Music Systems to our customer guests immediately following the Fair. NTMA and PMA will also host a luncheon on the day of the Fair.



## How the Purchasing Fair Works...continued

The format of the Purchasing Fair is unique. We are inviting approximately 100 customers of the contract special tooling, machining and metal forming industry...companies like yours. We will set up a table(s) with identification signs for your company. Your selected supply chain specialists, buyers, engineers, and/or production specialists would be at your assigned table(s) to meet and talk with pre-screened (per your parameters) NTMA/PMA member companies about your needs and requirements for special tooling, precision metal stampings and fabrications, and precision machined parts. This kind of format/dialogue is not only valuable for our member companies, but it is also a cost-effective opportunity for you to expose your purchasing, engineering and production specialists to a wide range of top-quality U.S. contract manufacturing sources.

## Hotel Information

Deadline for guaranteed reservations for May 11-12 at the Hyatt Regency Irvine is April 28. Please call the Hyatt Regency Irvine directly at 949-975-1234 and identify yourself as an NTMA/PMA Fair "customer" since we do not pay for the vendors' rooms. 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](http://www.irvine.hyatt.com).

### Consider what Re-Shoring can do for your Company!

Reduce pipeline and surge inventory impacts on JIT and product launch flexibility, improve quality, localize manufacturing near R&D, achieve regulatory compliance, minimize carbon footprint. Avoid higher transportation fuel costs, rising wages and high reject rates in developing countries. And still stay cost competitive!

## Customer/Buyer 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: \_\_\_\_\_

### Return to

NTMA/PMA PURCHASING FAIR

9300 Livingston Road • Fort Washington, MD 20744

Ph: 301-248-6200 • Fax: 301-248-7104

<https://www.ntma.org/eweb/dynamicpage.aspx?webcode=RSPF>

## What Past Customers Are Saying About the NTMA/PMA Purchasing Fair

*"The exposure to the myriad potential machining sources left me in awe. It is often difficult to realize that so much potential is available. Meeting these professionals and not being exposed to a lengthy sales pitch was not only refreshing but led to a valuable, open-minded exchange of capabilities and information. Never in my twenty-five years of procurement have I had the opportunity to interview so many qualified suppliers in so short a period of time."*

**Purchasing Manager,  
E G & G Energy Measurements, Las Vegas, NV**

*"Excellent program. High quality suppliers. Very worthwhile in terms of time and energy. Absolutely the best program of its type we have ever participated in."*

**Manager of Purchases,  
TRW Aircraft Components, Cleveland, OH**

*"Thanks for the opportunity to meet with your members at the NTMA Purchasing Fair. The contacts far exceeded my expectations. I am sure that these contacts will result in dies being built in U.S.A instead of Japan."*

**Tooling Engineer,  
KI (U.S.A.) Corporation, Berea, KY**

*"I want you to know that we found great value in setting up our customer tables at the NTMA Purchasing Fair. By the end of the day, we had met with (81) different potential pre-qualified suppliers. It would have taken a year to accomplish the same results if we tried to meet them through normal business channels. We've already begun contacting a number of these vendors and I'm confident that both sides will benefit from meeting at the Fair."*

**Vice President of Operations,  
Othy, Inc., Warsaw, IN**

*"Very well organized and planned. One if not the best Fair I have ever attended. We uncovered several new sources for items critical to our production requirements."*

**Critical Procurement Administrator,  
Martin Marietta Aerospace, Orlando, FL**

*"Outstanding program. We have made many valuable contacts with quality suppliers with whom we are anxious to have quote on various requirements. We found our time well spent and the suppliers expert in the tooling field."*

**Purchasing Manager,  
Duracell, LaGrange, GA**

*"Excellent! Terrific Fair! As a direct result of our participation we have developed two excellent sources of supply for precision machining of aerospace quality machined parts."*

**Manager of Subcontracts,  
Systems & Electronics, Inc., St. Louis, MO**

*"Everything was first class. We met numerous suppliers that are well qualified and that we hope we can do business with in the near future."*

**Specialist, Supply Chain Management,  
Raytheon Electronic Systems, El Segundo, CA**

### Overview of the Precision Custom Manufacturing Industry

#### Represented by the National Tooling & Machining Association

The National Tooling & Machining Association (NTMA) is the national representative of approximately 1,500 precision custom manufacturing companies throughout the United States. The vast majority of firms in the industry are small, between 25 and 30 employees, and are privately owned and operated. NTMA is comprised of more than 55,000 skilled tool makers, die makers, mold makers, and machinists, with an annual capacity of close to 265 million skilled man-hours.

Out of approximately 18,000 companies that make up the precision custom manufacturing industry, approximately 1,500 are members of the National Tooling & Machining Association. NTMA members are located in 43 of the 50 states and are organized into nearly 50 local federated chapters and tool centers throughout the country.

### Overview of the Metal Stamping, Fabricating & Forming Industry

#### Represented by the Precision Metalforming Association

PMA is the full-service trade association representing the \$41-billion metalforming industry of North America – the industry that creates precision metal products using stamping, fabricating and other value-added processes. Its 1,200 member companies include metal stampers, fabricators, spinners, slide formers and roll formers as well as suppliers of equipment, materials and services to the industry. Members are located in 30 countries, with the majority found in North America – in 41 states of the United States as well as Canada and Mexico.

PMA's Mission is "To represent the metalforming industry and to lead innovative member companies toward superior competitiveness and profitability."

For more NTMA information, visit [www.ntma.org](http://www.ntma.org) or call 1-800-248-6862.  
For more PMA information, visit [www.pma.org](http://www.pma.org) or call 216-901-8800.