



**WHAT DO CUSTOMERS SAY  
ABOUT PREVIOUS  
NTMA/PMA CONTRACT MANUFACTURING  
PURCHASING FAIRS?**



***“We have attended a great many similar events over the years, but we were mutually agreed that this was the best of its kind. The Fair was extremely well organized and run. We were very impressed with the facilities provided to us for interviewing and by the tightly scheduled manner in which the program was organized. We felt that our time was well spent in interviewing the maximum number of NTMA member companies and, without exception, we found them to be courteous, organized and persuasive in their presentations. Rarely has so much high caliber talent and capability been present under one roof. A number of NTMA member companies have followed up our discussions, and we have been busy reviewing these new sources against our current or future requirements.”*** (Director of Procurement, Aerojet Tactical Systems, Sacramento, CA)

***“One of the best I have ever attended. Thanks for asking us to come. Very well organized.”***  
(Manager, Manufacturing, Northrop Grumman Electronic Systems, Azusa, CA)

***“We want you to know how impressed we were with the efforts put forth in the recent NTMA Purchasing Fair. Since our vendor base consists of 70% small business, it was a pleasure to meet so many very well qualified shops within whom we can potentially do business. After seventeen years of procurement, it was an eye-opener to the vast capabilities which I sometimes take for granted. We hope to become more acquainted with your organization and supplier base in the future.”*** (Manager of Procurement, Honeywell Engine Systems, Torrance, CA)

***“Very well planned and managed. An excellent opportunity to meet and talk with a diverse cross-section of the job shop industry. Well done!”*** (Tooling Buyer, Boeing Aircraft & Missile Systems, Long Beach, CA)

***“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! 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)

***“I continue to be impressed with NTMA’s professionalism. Your Purchasing Fair was outstanding. We are now surveying 25-30 NTMA members met during the Fair for immediate tooling and gage requirements that will be ordered shortly.”***  
(Purchasing Manager, FMC Ordnance Division, San Jose, CA)

***“The Fair was well organized and run very effectively. Being a first time participant we were indeed impressed, and the program was well beyond what I had expected.”***  
(Manager, Purchasing, GNB Batteries, St. Paul, MN)

***“The Fair was extremely successful. NTMA members and staff were very positive and showed a genuine interest in meeting the needs of our company.”***  
(Supervisor, Machined Parts Procurement, Garrett Turbine Engine, Phoenix, AZ)

***“Excellent. Without a doubt the best program of its type we’ve ever attended. One RFP already issued and seriously considering two other sources.”***  
(Manager, Purchasing, General Electric Neutron Devices, St. Petersburg, FL)

***“Very well organized and managed. We were impressed to find so many very capable ultra precision machining sources. We came away with several new potential suppliers that our engineers will use in responding to our product and tooling needs. We look forward to future Fairs.”*** (Manager, Procurement Engineering, IBM, Rochester, MN)

***“An excellent opportunity for us to explore new/old fabrication requirements with a large number of potential vendors. We have developed several excellent new sources and are very impressed with their responsiveness, quality, and integrity.”***

*(Purchasing Agent, Mechanical Engineering Purchasing, Lawrence Livermore National Laboratory, Livermore, CA)*

***“Best Purchasing Fair that I have ever attended.”***

*(Manager, Small Business Programs, Boeing Expendable Launch Systems, Huntington Beach, CA)*

***“Very favorably impressed with the format, organization and professionalism of the NTMA Purchasing Fair and its members.”*** *(Director of Procurement, Menasco, Inc., Burbank, CA)*

***“In my view, the NTMA Purchasing Fair was one of the most professional and well organized programs of its type that I have ever attended. My compliments for a job well done.”***

*(Corporate Small Business Director, Northrop Corporation, Hawthorne, CA)*

***“A first class job. Well done. Where or when could I see so many quality job shop vendors in one location.”*** *(Manager of Purchasing, Polaroid Corporation, Norwood, MA)*

***“Well organized. Super way to discover new qualified tooling sources.”***

*(Manager, Process & Tool Engineering, Tonka Corporation, Mound, MN)*

***“The Fair was well planned and organized, probably one of the best we’ve ever attended. We had several good discussions with NTMA members, and there really appears to be some potential for some new vendors.”*** *(Manager, MX Purchasing, Westinghouse Electric, Sunnyvale, CA)*

***“Very impressive. Your Fair was well organized and professional in all areas. The NTMA member firms that we met were well qualified and professional in their approach and presentations.”***

*(Group Supervisor, Production & Contracts, Sundstrand Aviation, Rockford, IL)*

***“Excellent Fair. This was the best-organized Fair that I have ever attended. It was apparent from the start that the vendors calling on me knew something about my company and product before they spoke with me. Also, I believe the Fair was successful in that all the vendors involved seemed to be responsive to the aircraft, aerospace or high technology markets.”***

*(Senior Purchasing Agent, FMC Northern Ordnance Division, Minneapolis, MN)*

***“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)*

***“Excellent opportunity to meet new vendors.”***

*(Subcontracts Administrator, Storage Technology Corporation, Louisville, CO)*

***“The Fair was extremely well organized and represented an extremely wide diversification of capabilities.”*** *(Purchasing Supervisor, Singer Kearfott, Little Falls, NJ)*

***“Very tastefully done. The interviewing process was very intense allowing us to meet a number of potential vendors in a short time.”*** *(Manager of Subcontracts, RCA Missile & Surface Radar, Mooresville, NJ)*

***“Well run. Qualified suppliers.”*** *(Senior Procurement Engineer, Honeywell Defense Systems, New Brighton, MN)*

***“Your Purchasing Fair provides an excellent opportunity for both suppliers and customers to make many key contacts in just a few hours.”***

*(Purchasing Supervisor, Digital Equipment Corporation, Colorado Springs, CO)*

***“It was the best organized program of its type we have ever attended.”***

*(Manager, Subcontracts, Sperry Marine Systems, Charlottesville, VA)*

***“A well organized program which should be of great benefit to both buyers and sellers. As this was our first participation in an NTMA Purchasing Fair, there were areas of improvement on our part which will make future participation more beneficial to both our company and your members.”*** *(Purchasing Manager, Nissan Motor Manufacturing, Smyrna, TN)*

***“Fair was excellent. A number of excellent new vendor sources were obtained.”***

*(Senior Subcontract Buyer, Honeywell Avionics, Clearwater, FL)*

***“We were extremely pleased at how professionally presented the entire program was handled. We thank you for inviting us to participate and look forward to participation in future NTMA Fairs.”***

*(Senior Buyer, Goodyear Aerospace, Akron, OH)*

***“I was very much impressed with the amount of planning and coordination that was required in order to make the Fair run so smoothly. Our company has obtained many valuable leads to NTMA member companies that may help us in the near future.”*** *(Chief Buyer, Kaman Aerospace, Bloomfield, CT)*

***“Great program. One supplier interviewed holds great promise for us. We have high hopes for a successful and rewarding relationship with this firm.”***

*(Subcontract Administrator, Hughes Santa Barbara Research Center, Goleta, CA)*

***“Extremely well organized. One of the best I have ever participated in.”***

*(Administrator, Small Business Program, Boeing Company, Seattle, WA)*

***“NTMA Fair was very good. Most vendors I talked with were qualified to MIL Specs or could easily become so. Excellent opportunity for us to identify a number of good machining sources.”***

*(Small Business Administrator, Lockheed Martin Corporation, Marietta, GA)*

***“Fast and furious, but the way a Fair should be done. One of the best I have attended.”***

*(Senior Buyer, Adolph Coors Company, Golden, CO)*

***“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)*

***“A thoroughly professional event. We met more qualified suppliers at one NTMA Fair than we had in three years of similar programs.”*** *(Procurement Manager, Bendix Cheshire, Cheshire, CT)*

***“We were very impressed with the organization of the Fair and the quality/variety of contract vendors in attendance. We particularly liked the approach of having customer tables and a time limit to encourage meeting more vendors. Thanks for inviting us.”***

*(CDC Purchasing Manager, Rockwell Defense Electronics, Cedar Rapids, IA)*

***“It would be hard to improve any portion of the Fair. It was excellent.”***

*(Purchasing Manager, Vickers, Inc., Jackson, MS)*

***“This was the most organized program of its type I have attended. NTMA knows how to put a Fair together. Thanks for the invitation to be part of it.”***

*(Small Business Administrator, Lockheed Aircraft Service, Ontario, CA)*

***“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)*

***“Your organization is top notch. 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)

***“Thanks for inviting us to this year’s NTMA Purchasing Fair. As usual, things were well organized and came off without a hitch. I am confident that I made some excellent contacts at the Fair that will benefit our company.”*** (Purchasing Manager, Brenco, Inc., Richmond, VA)

***“Thanks for the invitation to participate in the Fair. The program provided us with some excellent opportunities to improve our supply base turning capacities and capabilities.”***  
(Procurement Manager, Woodward Aircraft Engine Systems, Buffalo, NY)

***“The recent Purchasing Fair was a great experience for us. I was able to make contact with a number of excellent machine shops that meet our needs, and which I plan on quoting soon. We were concerned with our current supplier base and its ability to handle more complex work. After attending your Fair, I am no longer concerned.”***  
(Purchasing Projects Manager, Rolls-Royce Gear Systems, Park City, UT)

***“Thanks for a well organized Purchasing Fair. The accommodations were great and the contacts made were definitely beneficial.”*** (Procurement Agent, Framatome Technologies, Lynchburg, VA)

***“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)

***“Thanks for inviting us to attend the Fair. We made some very valuable contacts. The suppliers came very well prepared to field questions concerning our specific requirements. Very well organized.”*** (Senior Buyer, Siemens Energy & Automation, Bellefontaine, 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)

***“It was a pleasure participating in the recent NTMA Fair. It was a very fruitful day for the representatives. I enjoyed seeing some old acquaintances again and making some new and potentially valuable new contacts.”*** (Senior Tooling Engineer, Square D Company, Lexington, KY)

***“I thoroughly enjoyed the Fair and met several potential machining suppliers. I would personally like to thank you for inviting us and would enjoy any future considerations.”***  
(Buyer/Planner, Tri-Manufacturing, Terre Haute, IN)

***“The Fair was a great forum for pre-screening equipment design and build candidates. Please be sure to keep us in mind for future NTMA Fairs.”***  
(Commodity Manager-Equipment, G.E. Lighting, Cleveland, OH)

***“I would like to take this opportunity to thank you for inviting us and let you know that we feel it was very beneficial for our company.”*** We have really enjoyed the Fairs that we have attended and have received many valuable supplier leads for many different applications.”  
(Purchasing Manager, Machining, Ravenna Aluminum, Ravenna, OH)

***“Thanks for inviting us to participate in the NTMA Fair. It gave us a unique opportunity to meet with over forty potential suppliers in one day. We intend to continue the dialogue with approximately six of the suppliers that we met.”*** (Senior Tool Engineer, Lithonia Lighting, Conyers, GA)

***“It was refreshing for us to attend an event like yours where many qualified potential suppliers interested in doing business with us were able to introduce their capabilities. We made a number of excellent contacts that should prove very useful.”***

*(Purchasing Manager, Volvo Construction Equipment, Skyland, NC)*

***“Thanks for inviting us to the Fair. I found several sources for work from our company. We are currently putting together packages for bid. Besides new sources, I also found individuals who did work for Federal Mogul in the past, but the turnover of personnel resulted in the loss of those sources. Between the potential new sources identified and previous sources re-introduced, the Fair was well worth our time and effort.”*** *(Engineering Services Supervisor, Federal Mogul, Summerton, SC)*

***“The Fair was very well planned and executed. We made many valuable contacts and have already distributed 15 bid packages to various companies we met.”***

*(Senior Buyer, John Deere, Greer, SC)*

***“We enjoyed the Purchasing Fair and came away with some promising potential suppliers. It was a good day and we met with many top-notch machining sources.”***

*“Lead Subcontract Administrator, Harris Corporation, Melbourne, FL)*

***Dear Mr. Garcia:***

***The main purpose of this letter is to thank you for inviting us to what was without a question one of the most productive events I have ever attended. We met more, well-qualified, potential vendors in that one-day than we would expect to see in a year or more of normal operations.***

***As of the of the world’s premiere relay manufacturers, we at Magnecraft & Struthers-Dunn are bombarded by tooling and parts maker wannabees, many of whom wouldn’t know a dimensional tolerance from a bad guess. Most of them are totally unaware of the existence of the materials and requirements we work with on a daily basis.***

***Your organization’s members who came by our table were obviously professionals who had done their homework. To a person, they came prepared to give us real reasons for wanting to do business with them, and every one showed a willingness to learn and understand the nuances of our product. To quote the British ... “Curiously refreshing!”***

***Again, thank you for inviting us, and congratulations on a job extremely well done.***

***Sincerely,***

***Product Engineering Manager  
M S D, Inc.***