

PMTS.COM

PMTS
2019

HUNTINGTON CONVENTION CENTER
APRIL 2-4, 2019
CLEVELAND, OHIO

PRECISION MACHINING TECHNOLOGY SHOW

2019

Exhibitor Prospectus

PRESENTED BY:



CO-PRESENTED BY:

PRODUCTION
Machining

Modern
Machine
Shop

PF PRODUCTS
FINISHING

PMTS 2019

Why Exhibit at PMTS?

Targeted Audience:

PMTS attendees are active buyers, searching for machines, tools, and solutions that you are selling. Nowhere else will you obtain direct access to the largest audience in the precision machining market.

On-Site

More than 6,500 precision machining professionals attended PMTS in 2017. Face-to-face interaction is key in building and maintaining relationships, PMTS offers the best platform to do this.

Branding:

PMTS exhibitors are promoted via a comprehensive integrated marketing program, reaching a diverse but targeted audience. One of the best ways to have your brand recognized is by having someone see and experience it in person.

Cost Competitive:

\$19-cost per square foot for PMPA members to exhibit. Along with being among the industry's most cost-competitive exhibit rates, PMTS provides affordable rates, saving your time and money.

Leads:

At PMTS in 2017, exhibitors collected 13,960 qualified leads.



Since 2011, PMTS has partnered with parts cleaning manufacturers and suppliers to bring this process to the show floor. In addition to the Parts Cleaning exhibitors, there will be a Parts Cleaning Conference.

By bringing cleaning to machining, exhibitors benefit from more promotion, more attendees, and more ways to capture value to their investment.

Connecting Precision Machining Buyers and Sellers

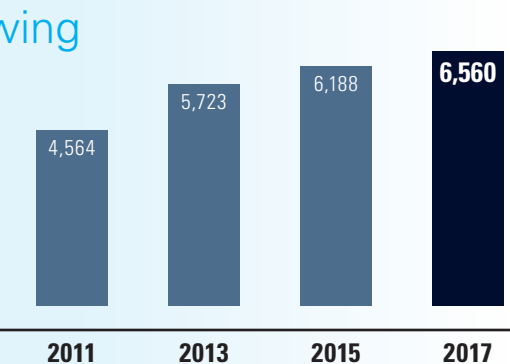
PMTS is the premier event in North America where precision machining professionals go to invest in new equipment, address business challenges, discover the newest applications, and build relationships with suppliers. PMTS is presented by PMPA, *Production Machining, Modern Machine Shop, and Products Finishing.*

After almost two decades of hosting PMTS in Columbus, we have made an exciting switch to Cleveland, OH. The move to Cleveland will bring the show closer to the core attendees, and will increase the number of attendees who could drive to the event.

PMTS Keeps Growing

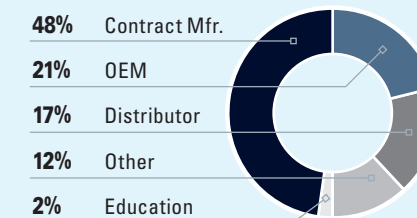
6,560

Total Registrants in 2017

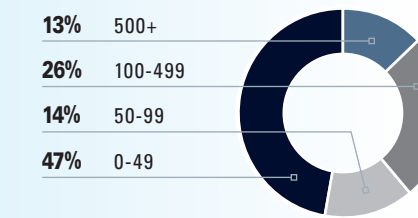


Who Attends

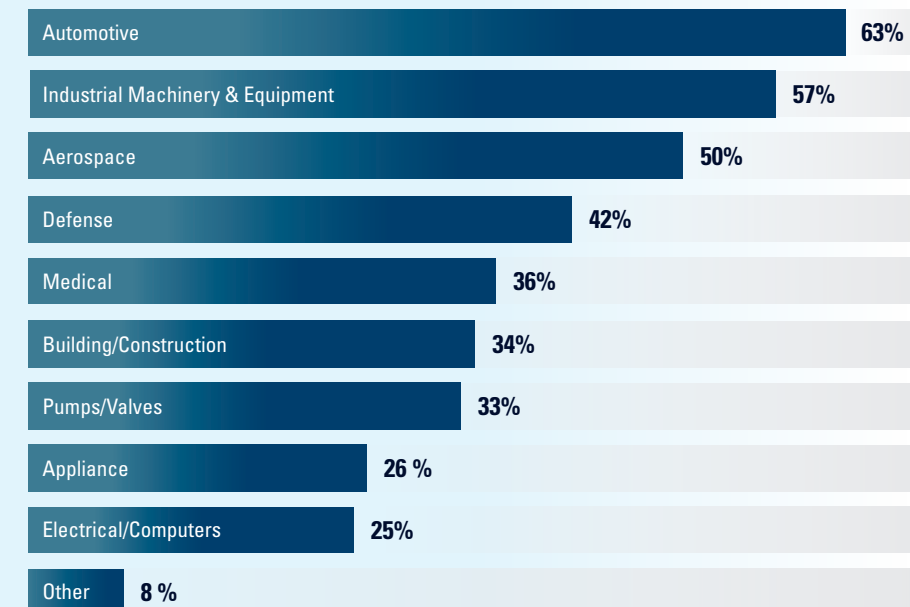
Business Category



Number of Employees



Industries Served



Why PMTS

PMTS has the highest concentration of attendees who use and need your equipment. Exhibiting at PMTS is your opportunity to establish relationships with serious, qualified buyers.

Operations Performed	Percentage
Milling	67%
Single Spindle	61%
Drilling	54%
Inspection	49%
Grinding	48%
CAD / CAM	47%
Multi-Spindle	44%
Deburring	44%
Parts Cleaning	42%
Swiss-Type	31%
EDM	23%
3D Printing / Prototyping	18%
Titanium Machining	18%
Micro-Machining	17%
Transfer Type	15%
Rotary Transfer	13%
Products and Services Evaluated	
Tools	
Cutting Tools	63%
Work Holding	43%
Inspection / Measurement	43%
Automation	35%
Materials	28%
Software	28%
Bar Feeders / Material Handling	25%
Machine Monitoring	22%
Additive Manufacturing	20%
CLEANING	
Ultrasonic	21%
Aqueous	18%
Solvent	17%
Blast	10%
Semi-Aqueous	10%
Drying	9%
Laser and/or Plasma	8%
Other	7%
CO2	5%
Biological	3%
MACHINES	
Machining Centers CNC	51%
Turning Centers CNC	42%
Grinding	29%
Multi-Spindle	28%
Swiss CNC	28%
Single-Spindle CNC	26%
Multi-Spindle CAM	15%
Micro-Machining	13%
Rotary Transfer	12%
Single-Spindle CAM	11%
Swiss CAM	10%

The Metalworking Market 2018 Capital Spending Forecast

\$7.4 Billion

in forecasted spending in 2018 on machine tools purchased by the types of companies who attend PMTS.

Equipment Type	2018 Forecast Spend
EDM, Ram-type	\$45,587,695
EDM, Small hole	\$23,163,691
EDM, Wire-type	\$167,277,443
Grinding, Centerless	\$63,476,249
Grinding, Creep Feed	\$2,257,325
Grinding, Cylindrical	\$114,730,735
Grinding, Flat/Surface	\$133,721,834
Grinding, ID/OD	\$119,825,039
Grinding, Internal	\$26,206,249
Grinding, Other	\$122,073,938
Lathes, Horizontal, <10 in chuck	\$645,959,347
Lathes, Horizontal, >10 in chuck	\$412,235,580
Lathes, Manual	\$113,912,686
Lathes, Vertical	\$6,346,065
Machining Centers, Horizontal, <400 mm pallet	\$456,069,154
Machining Centers, Horizontal, 400-800 mm pallet	\$1,037,920,610
Machining Centers, Horizontal, >800 mm pallet	\$331,193,835
Machining Centers, Vertical, <20 in Y axis	\$716,967,814
Machining Centers, Vertical, >20 in Y axis	\$903,206,485
Boring	\$92,511,056
Broaching	\$78,024,336
Drilling	\$663,075,671
Gear Cutting	\$107,525,270
Laser Cutting	\$272,364,790
Rotary Transfer	\$111,760,048
Sawing/Cutoff	\$176,542,241
Transfer/Special Purpose	\$123,749,494
Screw Machines, Swiss-Type CNC	\$107,968,667
Screw Machines, Swiss-Type Automatic	\$24,704,558
Screw Machines, Single-Spindle CNC	\$25,261,129
Screw Machines, Single-Spindle CAM	\$1,072,191
Screw Machines, Multi-Spindle CNC	\$32,514,635
Screw Machines, Multi-Spindle CAM	\$11,245,778
Turning Centers, Horizontal, <10 in chuck	\$108,559,927
Turning Centers, Horizontal, >10 in chuck	\$81,554,023
Turning Centers, Vertical	\$23,901,955
Total Forecast	\$7,484,467,543



Promotional Reach

PMTS exhibitors are promoted via an extensive integrated marketing program reaching more than 298,000 manufacturing professionals, via print magazines, online, email and social media.



Trade Publications	Print Subscribers	Email Newsletter	Online Visits
PRODUCTION MACHINING	20,000+	13,000+	52,000+
MODERN MACHINE SHOP	98,000+	62,000+	241,000+
AUTOMOTIVE DESIGN & PRODUCTION	37,400+	24,000+	35,000+
PRODUCTS FINISHING	28,000+	15,900+	66,000+

Total PMTS Email Database

114,000+

Visits to PMTS.com

(December 2016 - December 2017)

58,600+

Top Attending Companies:

- | | |
|---------------------|---------------------------------|
| 1. 3M Company | 6. Honeywell |
| 2. Bosch Rexroth | 7. Kitchenaid/Whirlpool |
| 3. Caterpillar Inc. | 8. Northrop Grumman Corporation |
| 4. Ford Motor Co. | 9. Parker Hannifin |
| 5. GE Aviation | 10. Rolex |

Social Media Networks:



Industry Events:

Magazine distribution with PMTS promotion and collateral presence at:

- Aerodef Manufacturing
- IMTS
- MD&M West + East
- MFG Meeting
- PMPA Annual Meeting
- PMPA Management Update

Ohio is the third largest manufacturing state in the United States, and Cleveland is near many high production cities such as Detroit, Cincinnati, Pittsburgh, and Chicago. From automotive to advanced materials, Ohio's manufacturing landscape is more diverse than ever before.

Between the metal and automotive industry, the Cleveland area comprises over \$15 billion, and over 126,000 workers. Making Cleveland a prime location for a show focused on machining.



Why Cleveland?



Exhibit Space Includes:

- 8' high back wall drapes in show colors
- 3' high white side dividers
- 7" x 44" standard two-line identification sign
- Aisle cleaning
- Nightly perimeter security

Promotional Items:

- Post show registration list
- Free print and electronic VIP passes
- Free company listing on PMTS.com
- Complimentary exhibitor showroom on PMTS.com and online floor plan (MapYourShow) listing
- Free listings in all promotional distributions of show exhibitor list, including company and product category listing in Official PMTS Show Directory

For General Show Inquiries:

Michelle Crider, Exhibit Sales and Services
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mcrider@gardnerweb.com

Booth Sizes

MINIMUM
10'x10'

MAXIMUM
40'x60'

All booth sizes are in 100-square-foot increments

Rate / Square Foot

PMPA MEMBERS
\$19
per sq. ft.

NON-PMPA MEMBERS
\$26
per sq. ft.