

PMTS
2023

**PRECISION MACHINING
TECHNOLOGY SHOW**

APRIL 18-20, 2023

CLEVELAND, OH

HUNTINGTON
CONVENTION CENTER
OF CLEVELAND

Stay
informed at
PMTS.com!

Exhibit Opportunities

THE PREMIER PRECISION
MACHINED PARTS TRADE SHOW
AND EDUCATIONAL FORUM

PRESENTED BY



IN ASSOCIATION WITH



CO-LOCATED WITH



About PMTS 2023

A world-class interactive event for precision machinists and their full scope of suppliers

Every other year, precision machinists from around the globe rely on PMTS as the primary source to find and invest in new metalworking equipment, address business challenges, discover the latest innovations and expand their network of supplier partners. Buyers and influencers are eager to find inspiration and investigate technology solutions that impact shopfloor efficiencies to achieve greater per-part profitability.

The PMTS exhibit hall is teeming with the widest selection of machining equipment and service providers in North America – catering to the big, small and everything in between. Each exhibitor showcases

their latest products and markets to an active and enthusiastic audience of thousands of turned parts shop owners and deciders.

The displays not only dazzle and delight, but allow customers to see new technology in action, meet face-to-face with the experts who can answer their specific needs and create a temporary showroom in which to attract new business long after the PMTS lights turn off.

PMTS provides the ideal stage for your business to shine.

Join us!



What makes **PMTS** 2023 unique?

▶ Power of the PMPA

Only PMTS is presented by the Precision Machined Products Association (PMPA) — the preeminent authority representing the interests of the precision machined products industry.

Since its debut in 2001, PMTS has continued to attract the top professionals across all of precision machining to become the largest and most respected trade event in our industry. Curating PMTS' unbiased content for the sole purpose of furthering the growth of manufacturing in North America, the PMPA is dedicated to presenting the highest caliber education program and premier venue to connect buyers and sellers.

BONUS: PMPA members receive a significant discount on booth space!



▶ The Right Place at the Right Time

Only PMTS draws from one of North America's major manufacturing epicenters in the northeast during the prime selling season.

Strategically placed in Cleveland, Ohio, during the late spring, PMTS is perfectly positioned to attract thousands of contract manufacturers, OEMs, distributors and other dominant buyers who can easily and affordably travel to and from the new state-of-the-art, non-union Huntington Convention Center. PMTS also happens at a time of year when other industry events aren't competing for time and critical budget decisions are being evaluated and made.

APRIL 18-20, 2023
Cleveland, OH



▶ Backed by Industry Media Giants

Only PMTS benefits from the breadth and depth of reach and marketing influence Gardner Business Media provides through its established and well-respected metalworking brands.

PMTS' built-in prospect audience is comprised of thousands of active and verified precision machinists who engage with these highly regarded outlets monthly, weekly and daily.

PRODUCTION
Machining

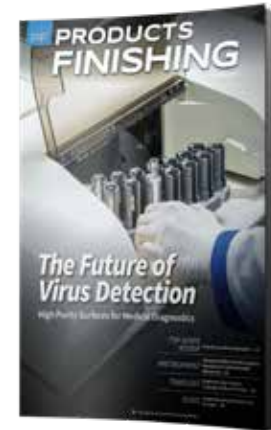
**Modern
Machine
Shop**

PF PRODUCTS
FINISHING

Promotional *Reach*

The PMTS all-encompassing marketing strategy results in more than 8 million touches across multiple platforms.

8M+
IMPRESSIONS



PMTS 2023	Production Machining REACH	Modern Machine Shop REACH	Products Finishing REACH
MAGAZINE <i>Monthly Subscribers</i>	18,600+	82,900+	25,000+
EMAIL <i>Opt-in Subscribers</i>	11,800+	54,000+	14,400+
ONLINE <i>Monthly Page Views</i>	43,800+	172,200+	113,700+

Why Do Buyers Attend PMTS?

The biennial PMTS event is centered at the intersection of the industry's newest and most advanced product technologies, process innovations, business development prospects and personal career growth opportunities.

300+ Exhibitors

Educational Tech Talks

Live Demos

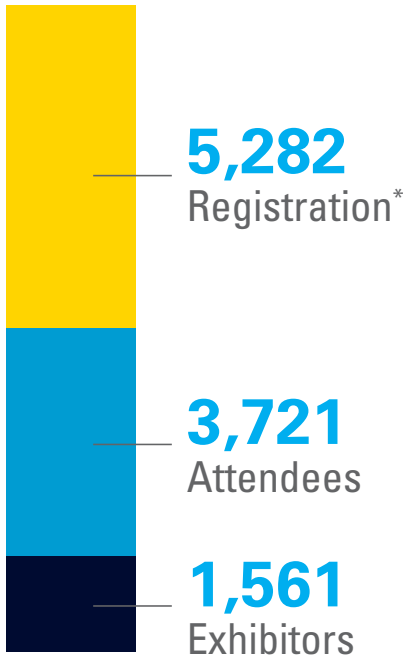
Social Events



PMTS is where precision machining experts and novices alike connect to experience:

- ▶ 300+ companies displaying their latest products and services under one roof
- ▶ A full program of educational Tech Talks surrounded by the exhibits
- ▶ In-booth machining demonstrations on the show floor
- ▶ Popular networking and social events throughout the three-day event

2021 PMTS Registration Overview

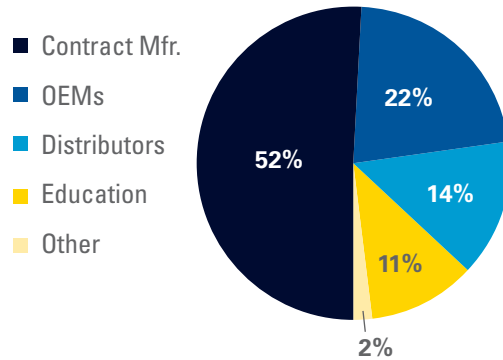


* Includes total registration from the 2021 PMTS and co-located Parts Cleaning Conference. Note that the 2021 PMTS was successfully held during the height of the pandemic thus far, and although attendance numbers reflect the challenging times, as the world normalizes, the 2023 PMTS is poised to attract the most registrations in its two-decade history and continue its legacy of growth and expansion.

Buyer Profile

If you are a supplier to the metalworking industry, no other trade event beyond PMTS provides the same high-level access to serious decision makers. PMTS attendees are eager to invest in new equipment and tools, address business challenges, discover ground-breaking applications and build long-lasting relationships.

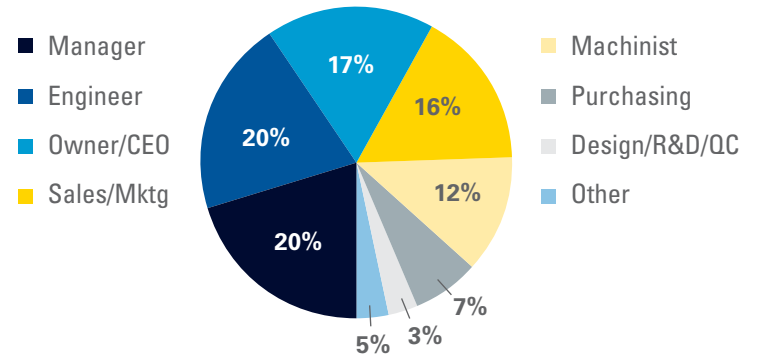
BUSINESS CATEGORIES



MARKETS SERVED

Automotive	54%
Machinery/Equipment	52%
Aerospace/Aviation	51%
Military/Defense	45%
Oil/Gas/Power	41%
Medical/Dental	35%
Pumps and Valves	35%
Off-Road/Construction/Agri.	33%
Appliances	21%
Electronics/Computers	21%

KEY JOB FUNCTIONS



OPERATIONS PERFORMED

Milling	65%	Parts Cleaning	38%
Single-Spindle	52%	Swiss-Type	31%
Inspection	51%	EDM	24%
Drilling	50%	Titanium Machining	17%
CAD/CAM	47%	Micro-Machining	14%
Grinding	43%	Transfer Type	13%
Deburring	43%	Rotary Transfer	12%
Multi-Spindle	39%		

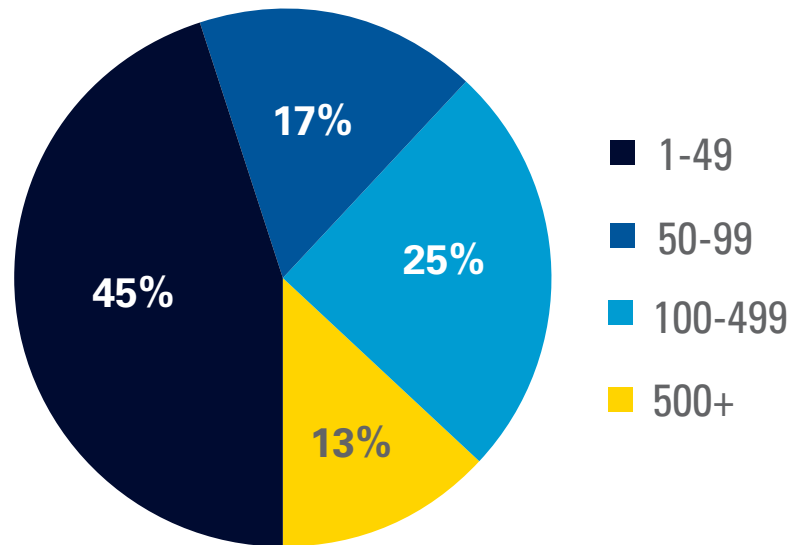
The Added *Attraction...*



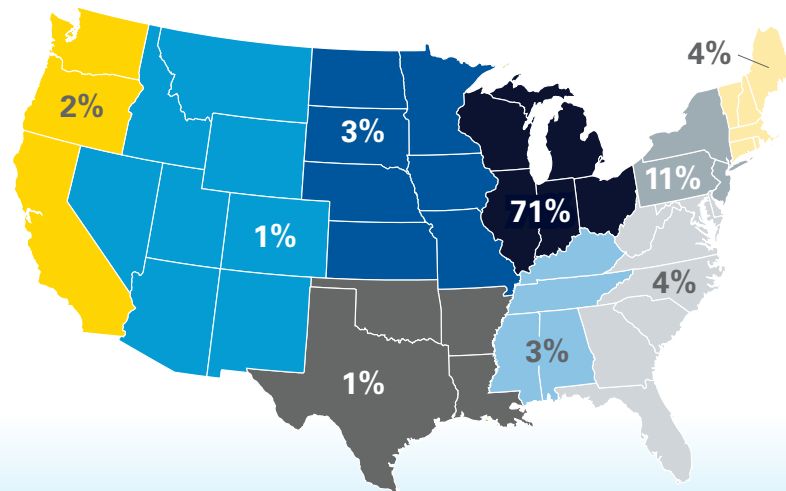
PMTS has partnered with parts cleaning manufacturers and suppliers since 2011 to elevate this critical operation on the show floor and in a special classroom. Once again in 2023, the Parts Cleaning Conference will bring together dozens of additional pros focused on the cleaning techniques and regulations that drive a pristine machining environment.

partscleaningevent.com

Size of Organization (Number of Employees)



North American Representation



“PMTS is a great way for local manufacturing companies to see new technology, machinery and alternative vendor solutions.”

— Jerry W., Operations Manager and PMTS 2021 Attendee

Purchasing *Magnitude*

PMTS attendees are eager to learn about, source and purchase equipment and materials in every facet of precision machined parts manufacturing.

PRODUCTS AND SERVICES EVALUATED

TOOLS

Cutting Tools	59%
Workholding	41%
Inspection/Measurement	40%
Automation	40%
Software	30%
Materials	27%
Bar Feeders/Material Handling	26%
Machine Monitoring	24%
Additive Manufacturing	24%
Other	3%

CLEANING

Ultrasonic	16%
Aqueous	12%
Semi-Aqueous	12%
Solvent	12%

CLEANING (CONT)

Blast	8%
Drying	8%
Laser and/or Plasma	6%
Biological	5%
CO ₂	5%

MACHINES

Machining Centers CNC	37%
Single-Spindle CNC	31%
Multi-Spindle CNC	31%
Swiss CNC	27%
Grinding	26%
Multi-Spindle CAM	14%
Single-Spindle CAM	13%
Swiss CAM	10%
Micro-Machining	9%
Rotary Transfer	9%

Procurement Intention

Attendees arrive at PMTS with specific purchasing goals in mind. They are purposeful about which exhibitors they meet with and what products and services they want to source for their businesses. **96% of buyers stated their intention to make a significant investment in new technology within the next 12 months.**

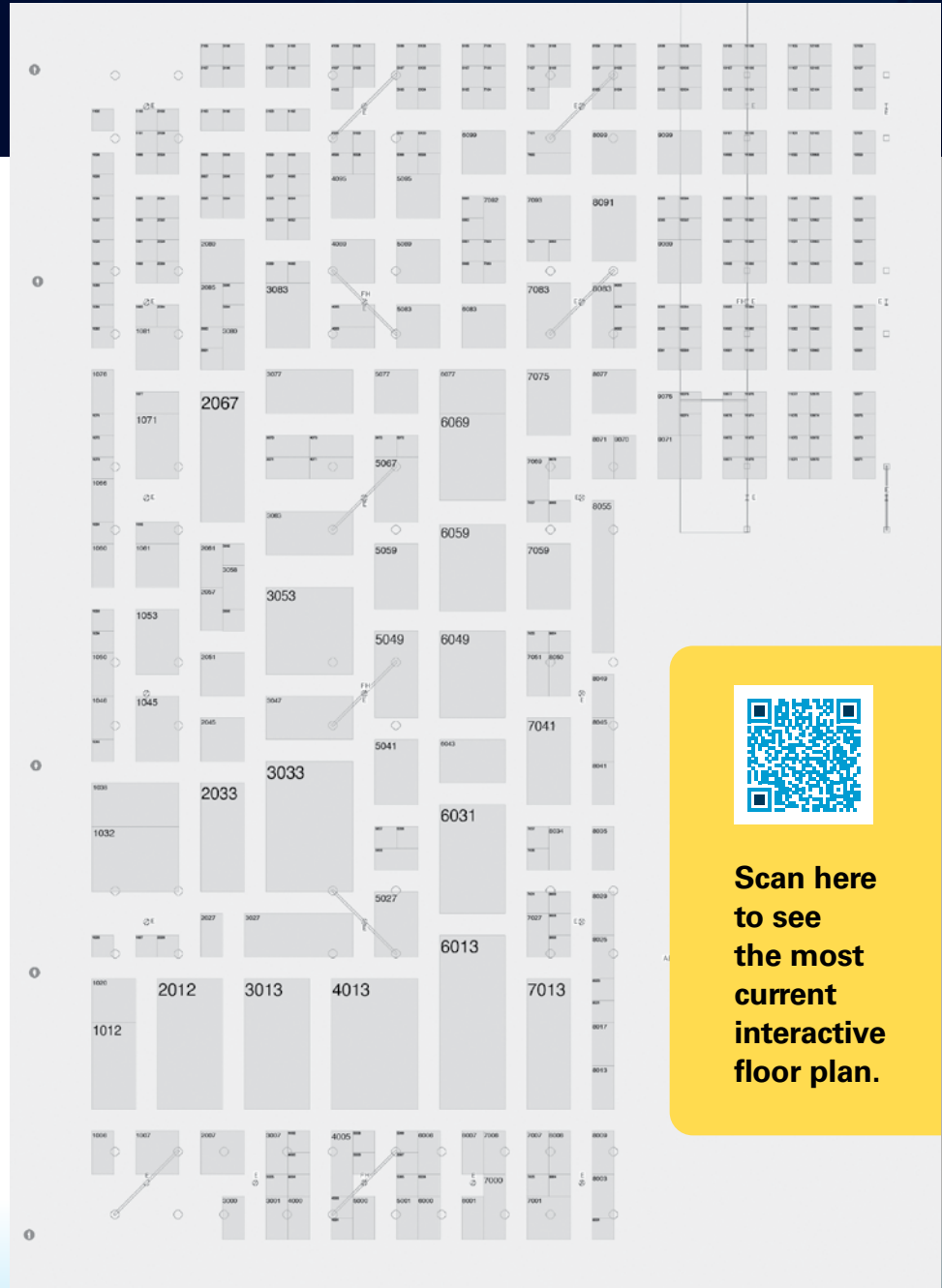
PMTS exhibitors have the undivided attention of the people directly in charge of spending on tools and machinery.



PMTS *Exhibition* 2023 Layout

With 84,000 total square feet of space available to present your business and demonstrate your capabilities, PMTS provides the right landscape for your every need.

**84,000
Sq. Ft!**



Scan here to see the most current interactive floor plan.

Exhibit Space *Investment*

Select your premium booth space and learn how you can be a leader at the foremost North American precision machined parts event.

Booth Sizes

MINIMUM 10'x10'	MAXIMUM 40'x60'
---------------------------	---------------------------

All booth sizes are
100-square-foot increments

Rate / Square Foot

PMPA MEMBERS \$21 per sq. ft.	NON-PMPA MEMBERS \$28 per sq. ft.
---	---

Apply for booth space at PMTS.com

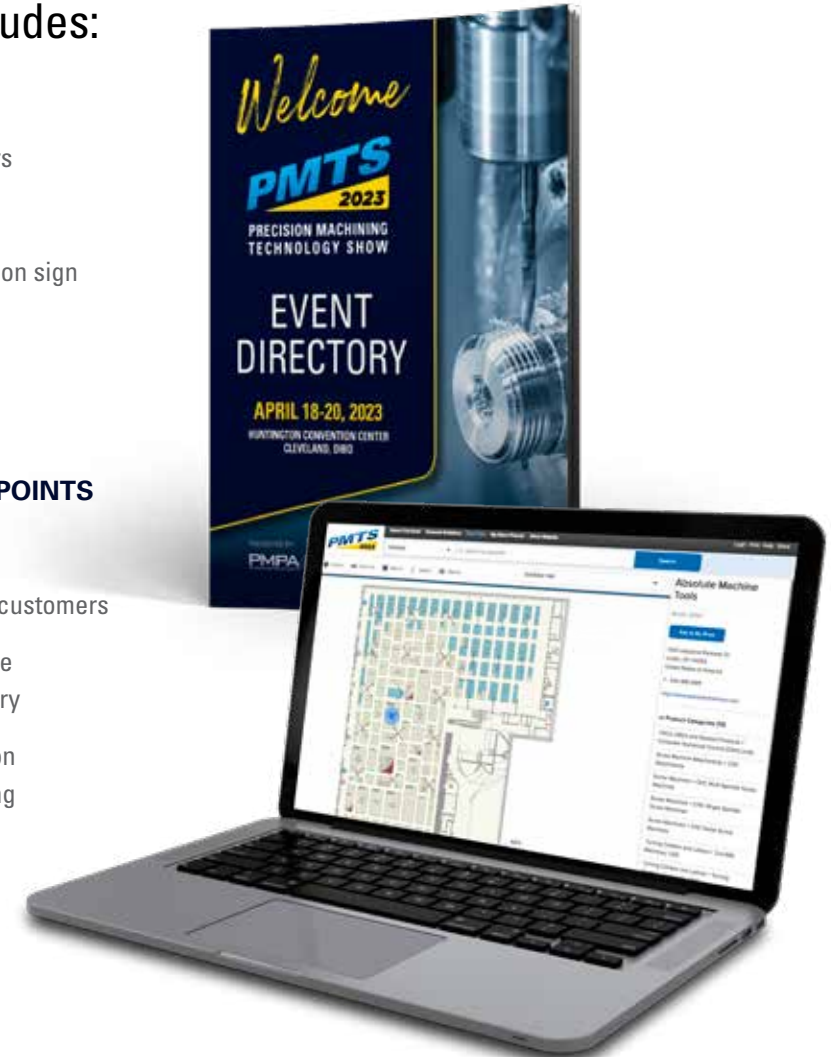
Your Exhibit Space Includes:

BOOTH PROVISIONS

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

PROMOTIONAL PROGRAM HIGH POINTS

- ▶ Post show registration list
- ▶ Free VIP passes to distribute to your customers
- ▶ Free company listing on show website (PMTS.com) and onsite show directory
- ▶ Complimentary exhibitor showroom on PMTS.com and online floor plan listing



Supplemental Sponsorship and Advertising *Packages*

Maximize your total show exposure through one (or many) of the PMTS promotional, sponsorship and advertising opportunities. We offer a full menu of standard à la carte options or discuss a custom package with your PMTS sales representative.

- ▶ EXHIBIT HALL WIFI
- ▶ TOTE BAGS
- ▶ HOTEL KEY CARDS
- ▶ TECH TALK THEATER
- ▶ MOBILE APP
- ▶ LANYARDS
- ▶ PENS
- ▶ HAPPY HOURS, AND MORE!

Visit [PMTS.com](https://www.pmts.com) to learn about sponsorship and advertising opportunities.



Space Investment Protection Plan (SIPP)

Once again, PMTS offers peace of mind during times of uncertainty. This optional protection plan allows you to cancel your commitment up to 60 days prior to the start of PMTS 2023 and receive a full refund. This election also protects against other cancellation/rescheduling conditions. For full details, terms and conditions, please visit [PMTS.com](https://www.pmts.com).

ProTip:

The sooner you make your commitment, the sooner you start to gain the many benefits of the PMTS promotional and marketing program!

Next Steps

Your PMTS 2023 experience starts now.



Booth space and sponsorship packages are in high demand and sell fast. To become an exhibitor or sponsor, reach out to sales@pmts.com or your sales representative and get involved.



Scan here to apply for booth space or visit pmts.com for more info.

GARDNER METALWORKING MEDIA GROUP SALES REPRESENTATIVES

Ben Barnes | bbarnes@gardnerweb.com

Maalik Bomar | mbomar@gardnerweb.com

Joe Campise | jcampise@gardnerweb.com

John Campos | jcampos@gardnerweb.com

Anthony Pavlik | apavlik@gardnerweb.com

Rachel Wallis | rwallis@gardnerweb.com

Brian Wertheimer | bwertheimer@gardnerweb.com

INTERNATIONAL SALES

Conchi Aranguren | conchi@nebenconsulting.es

Bryce Ellis | bellis@gardnerweb.com

Simone Mas | smas@gardnerweb.com

EVENT SALES SPECIALISTS

Rachel Freking | rfreking@gardnerweb.com

Bob Huff | bhuff@gardnerweb.com

EXHIBIT SERVICES

Michelle Crider | mcrider@gardnerweb.com