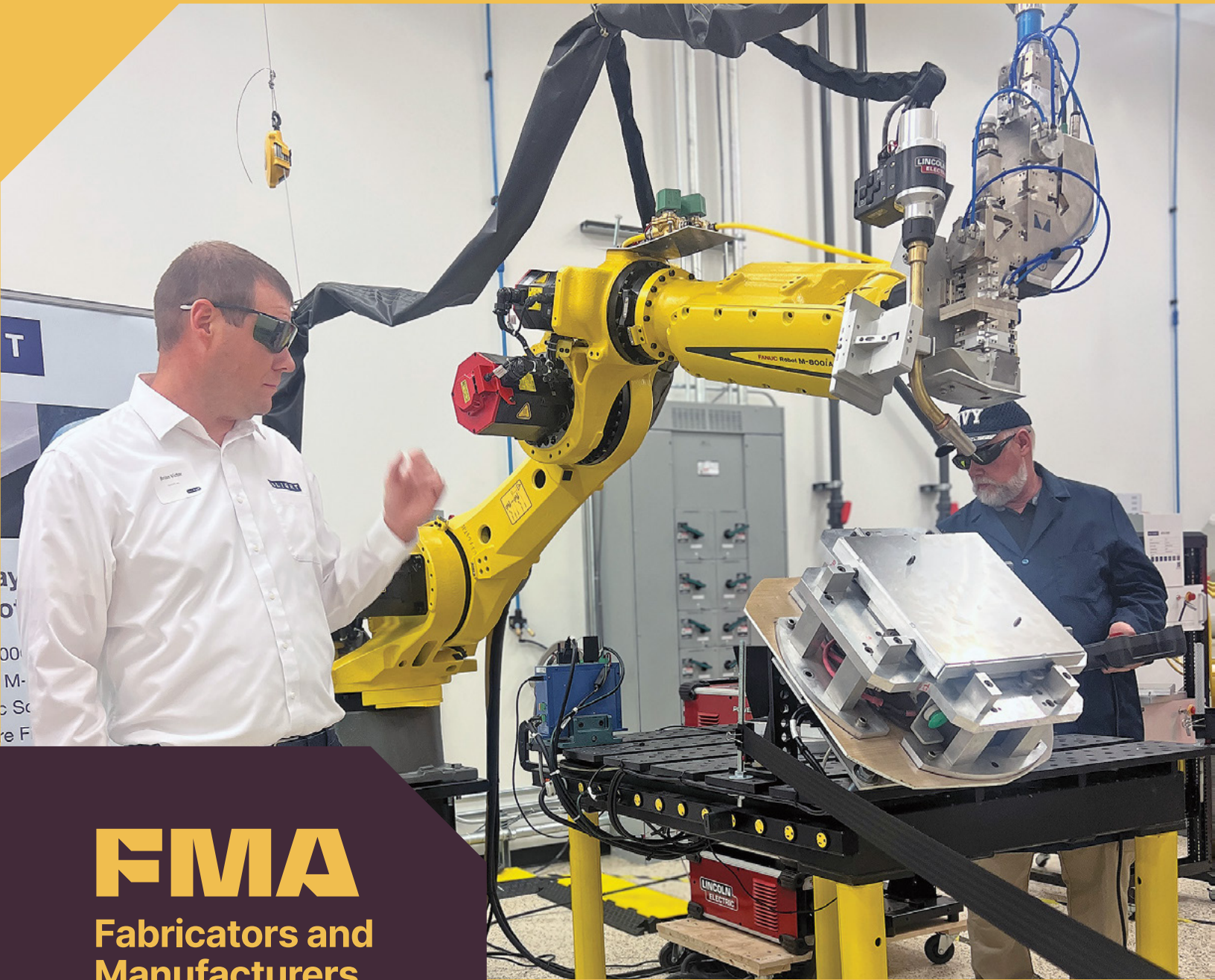


We Shape the World.



FMA
Fabricators and
Manufacturers
Association™

fmamfg.org

2024 SPONSORSHIP
OPPORTUNITIES

FMA VISIBILITY OPPORTUNITIES

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ABOUT FMA AND THE FMA MEMBER

Since 1970 the Fabricators and Manufacturers Association™ (FMA) has been working towards building a workforce lifecycle to support an innovative metal fabrication industry. Together, everyone in manufacturing workforce is aligned around the same vision and enabled to bring it to life.

Metal fabrication is going places – toward automation, robotics, AI, new tools and solutions, and more. FMA captures exactly where we're headed in our industry - leading magazine the FABRICATOR, then it brings it to the fore at FABTECH, North America's largest metal forming, fabricating, welding and finishing event. Our strategic partnership with experts and suppliers, plus a vibrant network of professionals, ensures we're all positioned to lead. At FMA we highlight innovation and we inspire it.

WHY BECOME AN FMA SPONSOR?

Metal manufacturing professionals depend on FMA to increase their knowledge and further their industry connections. FMA's educational programs feature top-level speakers presenting vital information to make attendees better leaders within their companies and the industry at large. There is also ample time built into events for networking, and many members say this is the primary reason they participate with FMA. The relaxed, social setting of conferences offers a unique opportunity for relationship building.

If you are a machine tool builder, software provider, integrator, distributor, supplier of consumables, or consultant looking to expand your business and stay in the forefront of current customers' minds, then partnering with FMA is for you.

SPONSORSHIP ALLOWS YOU TO:

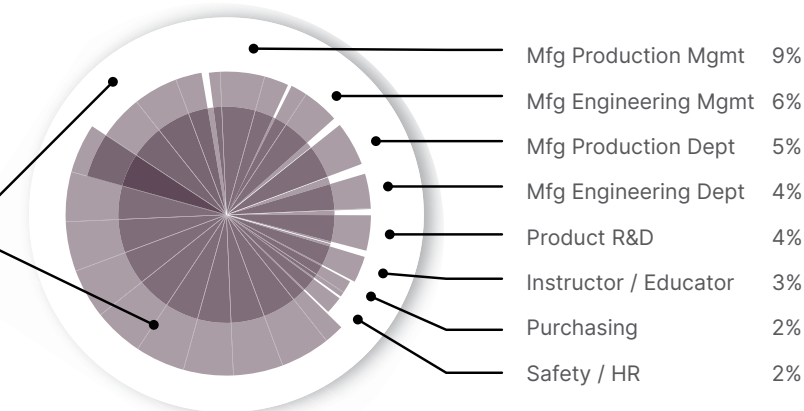
- › Reach a highly qualified and engaged audience
- › Elevate brand awareness with targeted visibility opportunities
- › Network with customers in the market for the solutions you provide
- › Communicate directly with influential decision-makers
- › Gain recognition as a trusted expert in the field

REACH PROSPECTIVE CUSTOMERS

THE TYPES OF LEADS YOU CAN EXPECT TO GAIN WITH FMA

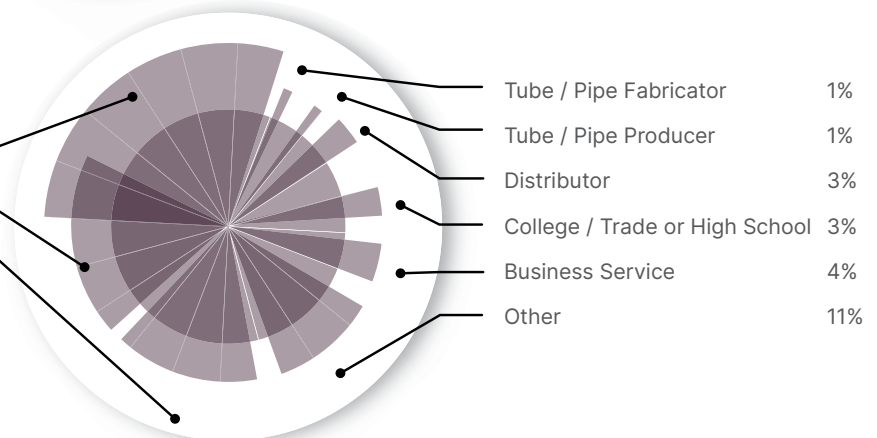
BY JOB FUNCTIONS

Sales / Marketing 18%
Corporate Executive 47%



BY COMPANY TYPE

Manufacturer of Products 29%
End Product Manufacturer / OEM 19%
Service Center or Toll Processor 15%



SPONSORING WITH FMA

Your targeted audience will see your company leading up to, during, and after events!

FMA offers platinum, gold, silver, bronze, and copper sponsorship packages. Prices vary depending on the audience but generally range between \$500-\$20,000.

Though each sponsorship offering is unique to the event, opportunities typically include the following benefits and exposure:

- › Multiple number of conference registration passes for distribution to staff or customers / prospective clients
- › Company logo with link on conference webpage and broadcast emails
- › Logo and indication of sponsorship in printed promotional materials
- › Complimentary tabletop exhibit
- › Special acknowledgment and signage during sponsored activity
- › Opportunity to address group or supply attendees with company-branded item
- › Opportunity to place ad in on-site program book
- › Attendee list (in electronic format) for follow-up mailings and marketing

CONFERENCES

Face-to-face meetings are the most efficient marketing tool for B2B companies. FMA's top-notch conferences give you access to a concentrated group of potential buyers for several days. These events occur on an annual basis and include multiple speakers and social functions.



“FMA's Annual Meeting is an awesome event to connect with industry leaders. The sessions provide a wealth of knowledge to learn from and grow with together. The content provides interesting insight across all business activities.”







FMA ANNUAL MEETING

FEBRUARY 27-29 | CLEARWATER BEACH, FLA.

WYNDHAM GRAND CLEARWATER BEACH

fmamfg.org/annualmeeting

FMA's Annual Meeting is the fabrication and metals industries' leadership conference. Over 50% of attendees are C-suite level. Technology forums focus on advancements in metals fabrication, processing, distribution, welding, pipe & tube, and additive manufacturing. The recipient of *The Fabricator*® and Steel Executive of the Year awards are also honored at this conference.

SAFETY CONFERENCE

APR. 30 – MAY 1 | ELGIN (CHICAGO), ILL.

fmamfg.org/safetyconference

The annual FMA Safety Awards are presented to members during a special celebration at the Safety Conference. The program also features the sharing of best practices among supervisors, safety committee members, human resource managers, and other professionals with safety responsibilities.

COIL PROCESSING WORKSHOP & TOURS

APRIL | CORPUS CHRISTI, TEXAS

fmamfg.org/coilworkshop

The Coil Processing Workshop covers the theory of operation behind slitting, leveling, shearing, and blanking processes. The target audience includes owners, plant managers, production and setup supervisors, process engineers, quality control professionals, and anyone interested in improving coil processing line productivity and management.

PIPE & TUBE MEMPHIS

MAY 14 – 15 | OMAHA, NEB.

fmamfg.org/pipetubeconf

The Pipe & Tube conference series showcases innovative and engaging sessions that push the boundaries of tube and pipe technology across multiple industries. It attracts owners, managers, supervisors, operators, maintenance technicians, as well as tool and die designers.



WORLD-CLASS ROLL FORMING WORKSHOP

JUNE 5-6 | LOUISVILLE, KY.

Technical presentations on everything from basic roll forming systems, to advanced troubleshooting, to material properties take place at the World-class Roll Forming Workshop. One-on-one time with roll forming experts is also a popular element of this program.

MANUFACTURING IN AN EV WORLD CONFERENCE

JUNE 25 | NOVI (DETROIT), MICH.

fmamfg.org/evstamping

Meet with leaders in the automotive supply chain as they explore the transition from internal combustion engine (ICE) vehicles to electric and other autonomous, connected, electric, and shared (ACES) vehicles.

ADVANCED LASER APPLICATIONS WORKSHOP (ALAW)

JUNE 25-27 | NOVI (DETROIT), MICH.

alawlaser.org

ALAW is a world-class industry event encompassing state-of-the-art laser processes for manufacturers, job shops, and suppliers that has taken place for more than 25 years. Topics covered are laser cutting, welding, 3D printing, lightweighting in automotive, aerospace or agricultural applications, and much more.

THE FABRICATOR'S TECHNOLOGY SUMMIT

AUG. 7 - 8 | ELGIN (CHICAGO), ILL.

fmamfg.org/fts

This plant-tour focused event show-cases the latest fabrication technology on display at showrooms and local fabricators. Attendees see how stream-lined operations improve efficiencies and gain valuable take-home solutions to help increase productivity.



NETWORKING

When you want to target a specific topic or certain region, these half-day networking functions are the perfect setting to have personal contact with knowledgeable, prospective buyers to foster relationships and demonstrate your competitive advantage.

METALS INDUSTRY NETWORKING EVENT PRESENTED BY AMPD

LOCATION & DATE TBD

The AMPD offers the steel distribution industry a forum for the exchange of ideas and market information. Attendees of regional meetings get access to the most current market developments and legislative issues. Processing executives, sales professionals, production managers, and others value the numerous opportunities to learn and network.

“YOUR NAME HERE” EVENT

FMA also customizes professional development offerings to the industry for partners. Examples include branded breakfasts or webinar series. These typically require a year-long commitment of \$35,000 or more and are a great opportunity to connect and educate the industry on information specifically relevant to the solutions you offer.



TRAINING AND CREDENTIAL PROGRAMS

Show your support for specialized training through a standard sponsorship or by hosting an FMA certificate course at your facility. Intensive one- to three-day classes are held at Premier member locations or Certified Education Centers throughout the calendar year. Gain access and boost your brand with the front-line operators, mid-level management, engineers, and technical educators that attend these courses.



CERTIFICATE COURSES:

- › Coil Processing
- › EDTR Pilgering 101
- › Laser Welding Technology
- › Precision Press Brake
- › Press Brake Safeguarding
- › Roll Forming
- › Safety Fundamentals for Metal Manufacturing
- › Machine Tool Service Technician

HANDS-ON WORKSHOPS:

- › Metal Fabrication Fundamentals
- › Welding for Fabricators

LEARN MORE | fmamfg.org/training/certificates

CHARITABLE EVENTS

FMA's foundation, Nuts, Bolts & Thingamajigs® (NBT), provides grants to community and technical colleges to produce manufacturing summer camps for youth ages 12-16 to introduce them to manufacturing career options. The foundation also provides scholarships for qualified students in post-secondary educational programs leading to careers in manufacturing.

Throughout the year, NBT hosts events to raise funds and awareness. When you participate in an NBT event, not only are you supporting future manufacturers, but you gain a tax advantage to claim some or all your donations as charitable contributions.*



NUTS, BOLTS & THINGAMAJIGS
The Foundation of the Fabricators & Manufacturers Association, Intl.

NUTS, BOLTS & THINGAMAJIGS AWARDS GALA

OCTOBER | CHICAGO AREA

nbtfoundation.org/gala

This night will be a celebration of the generous donors that make the programs of NBT possible. Three industry awards will be presented. Your commitment will speak volumes to the importance of filling the pipeline of skilled workers — sponsor to get your company on the marquee!

PROCESSORS AUCTION

JULY | DETROIT

nbtfoundation.org/processors

The Processors Auction held during the reception of the Motor City Slitters golf outing benefits the John Grosheim Memorial Scholarship program. The scholarship is named after a longtime OPC member who was passionate about encouraging the next generation of workers to consider a career in the metals industry. Companies can donate services such as processing time, slitting, leveling, or transportation.



GOLF4MFG

APRIL 15 | CHARLOTTE
nbtfoundation.org/golf-south

AUGUST | CHICAGO AREA
nbtfoundation.org/golf

GOLF4MFG® is a great way to network and support a charity that will introduce the importance of metal working and manufacturing to the next generation of entrepreneurs. There's never a bad day on the golf course! Sponsorships range from hole signs to Diamond-level.



SILENT AUCTION AT FMA ANNUAL MEETING

FEB 27 | CLEARWATER BEACH, FLA.

The first fundraiser of the year for NBT takes place during FMA's Annual Meeting. Donating an item to the silent auction is an excellent way to promote your company and help fund more scholarships and summer manufacturing camp grants.

LEARN MORE | nbtfoundation.org

ADVERTISING

REBATE PROGRAM

ENRICHED CUSTOMER EXPERIENCE

FMA offers a partnership opportunity for machine tool vendors to align themselves with the association in pursuit of our common goal to advance the metal fabrication industry.

It's a simple concept — a fabricator purchases a piece of equipment and you get to extend a complimentary FMA membership for them. Your cost is \$300 per customer.

YOU RECEIVE

A rebate of 50% (or \$150) towards advertising with FMA Communications, Inc. branding on fmamfg.org throughout the year and promotion as a member partner program company. Industry recognition of your support for FMA membership at the Annual Meeting and in industry press and social media.

WHAT DOES YOUR CUSTOMER GET?

One-year access to a hub of resources that aid in business decision-making as well as recruiting and training skilled professionals.

Member discounts and services for all employees at their facility. Benefits include savings programs; exclusive bookstore, education, and job board pricing; benchmarking surveys.

The total average value exceeds \$15,000 and your introduction allows them to become familiar with FMA at no risk.

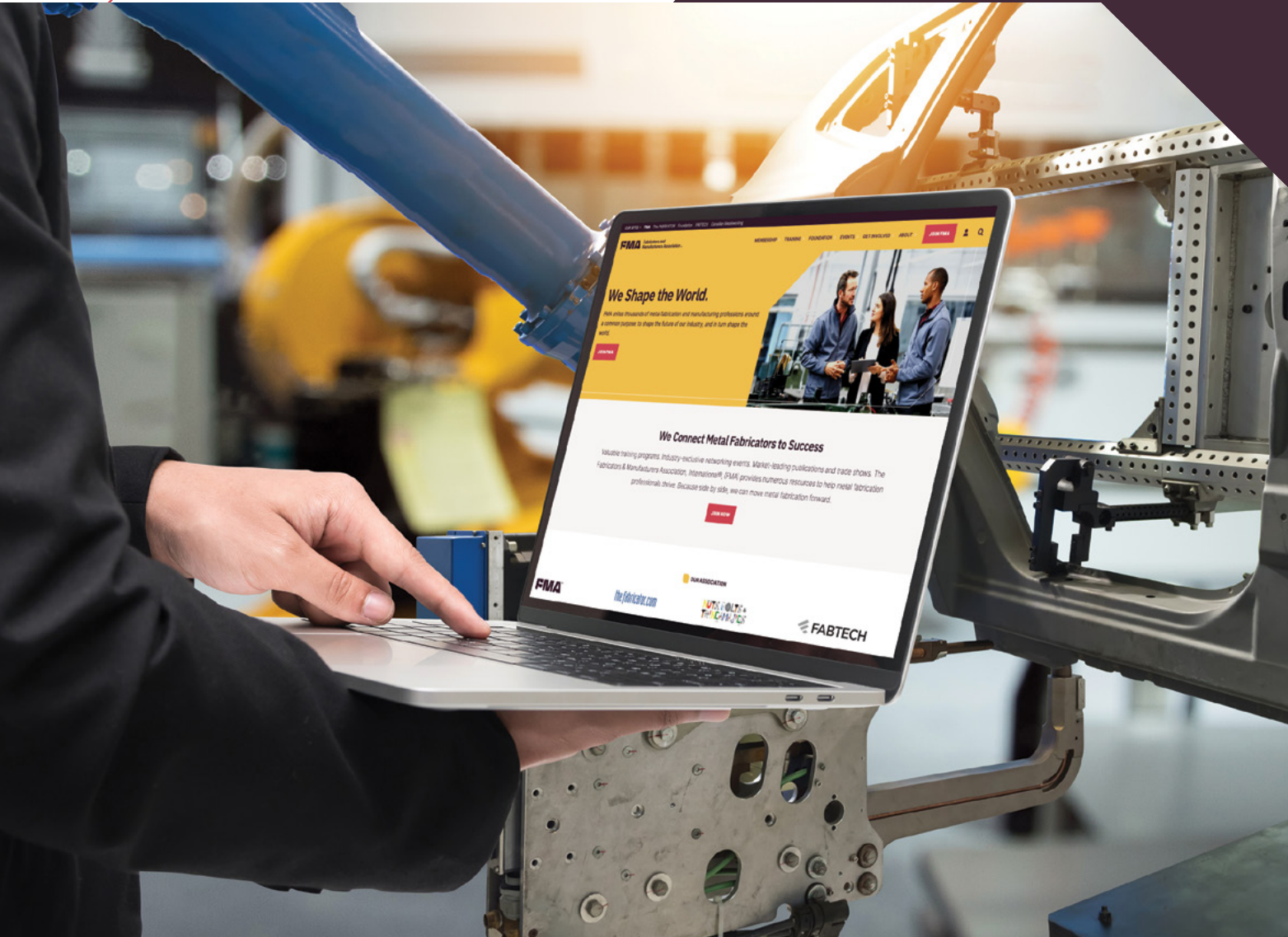
FMA

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Association™



WEBSITE AND E-NEWSLETTERS

FMA offers relevant exposure for a reasonable price. As metal forming and fabricating leaders utilize FMA as a trusted resource, adding a banner to association communications is a guaranteed way to boost your brand visibility. Your ad can appear in various locations. Consult with your sales rep on size and placement specifications.



Meet the representatives who can help you get connected with FMA and its audience by customizing a sponsorship package to your company's needs.

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 Director of Education
 and Membership

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JERRY GUNDERSON
 FMA Product Sales
 Specialist

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WE LOOK FORWARD TO WORKING WITH YOU!

THE
FABRICATOR[™]

NUTS, BOLTS &
THINGAMAJIGS

 **FABTECH**

We Shape the World.

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