REACH PROSPECTIVE CUSTOMERS

ABOUT FMA & THE FMA MEMBER
The Fabricators & Manufacturers Association, International® (FMA) is a professional organization founded in 1970 with the mission to advocate for the growth and sustainability of the North American metal processing, forming, and fabricating industries.

FMA serves those involved in metal bending, blanking, cutting, drawing, extruding, fastening, finishing, leveling, pickling, piercing, punching, roll forming, shearing, slitting, spinning, straightening, stamping, swaging, and welding. FMA also has three affiliates, the Tube & Pipe Association, International (TPA) which focuses on the unique needs of members involved in production and fabrication of welded and seamless pipe and tube; the Outside Processors Council (OPC) which aligns member companies to a network of metals producers, toll processors, service centers, and distributors; and the Association of Steel Distributors (ASD) which serves professionals in the steel distribution industry. Membership spans the United States, Canada, and Mexico, and reaches into more than 20 countries around the globe.

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

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 e-mails
› 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 ANNUAL MEETING**
MARCH 3-5 | SAN ANTONIO
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.

fmanet.org/annualmeeting

**ADVANCED LASER APPLICATIONS WORKSHOP (ALAW)**
JUNE 2-4 | PLYMOUTH (DETROIT), MICH.
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. Presentation topics cover laser cutting, welding, 3D printing, lightweighting in automotive, aerospace or agricultural applications, and much more.

alawlaser.org

**STAMPING IN AN EV WORLD**
JUNE 2 | PLYMOUTH (DETROIT), MICH.
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.

fmanet.org/evstamping

**WORLD-CLASS ROLL FORMING WORKSHOP**
APRIL | PHILADELPHIA
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.

fmanet.org/worldclass
SAFETY CONFERENCE
APRIL 22-23 | ANDREWS, S.C.
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.

fmanet.org/safetyconference

COIL PROCESSING WORKSHOP & TOURS
APRIL 15-16 | NW INDIANA
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.

fmanet.org/coilworkshop

MEXICO TECHNOLOGY CONFERENCE
FEB. 25-27 | QUERETARO, MEXICO
The latest technology advancements in the areas of laser cutting, press brake bending, welding, stamping, and coil processing are covered at this technical seminar with topics such as mechanical press components, setup and operation; stamping die design and troubleshooting; comparative cutting; and coil processing.

fmanet.org/mexicotech

THE FABRICATOR’S TECHNOLOGY SUMMIT
SEPT. 30 - OCT. 1 | ELGIN, ILL.
This plant tour-focused event showcases the latest fabrication technology on display at showrooms and local fabricators. Attendees see how streamlined operations improve efficiencies and gain valuable take-home solutions to help increase productivity.

fmanet.org/fts
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.

EXECUTIVE NETWORKING SERIES
MARCH 3 | SAN ANTONIO
JUNE 18 | CHICAGO
OCT. 16 | CLEVELAND

The ASD 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 & 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 Company PLUS 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.

Learn more at fmanet.org/training#credentials.

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
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. 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.*

*SILENT AUCTION AT FMA ANNUAL MEETING
MARCH 3 | SAN ANTONIO
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.

*PROCESSORS AUCTION
JULY | DETROIT
The Processors Auction held during the reception of the Motor City Slitters golf outing benefits the John Grossheim Memorial Scholarship program. The scholarship is named after a longtime Outside Processors Council (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.

*Nuts, Bolts & Thingamajigs® is a 501(c)(3) charitable foundation. Donations are tax-deductible up to the extent allowed by law.

GOLF4MFG SOUTHERN STATES
APRIL 27 | CHARLOTTE, N.C.
GOLF4MFG
AUG. 17 | CHICAGO
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.

NUTS, BOLTS & THINGAMAJIGS AWARDS GALA
OCT. | CHICAGO
This night will be a celebration of the generous donors that make the programs of NBT possible. The Industry Impact Award will be presented during this inaugural event. Your commitment will speak volumes to the importance of filling the pipeline of skilled workers — sponsor to get your company on the marquee!

Learn more at nbtfoundation.org.

nbtfoundation.org/golf

nbtfoundation.org/gala
Advertising

REBATE PROGRAM
ENRICH 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 FMAnet.org throughout the year and promotion as a member partner program company. Industry recognition of the support for the 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 the FMA at no risk.

WEBSITE & 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 specifics.

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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We look forward to working with you!