

Market share report

15th Sales and Marketing Roundtable

May 14–15, 2013
Springfield, OH

Others



Our Company

This is a must-attend event for the following metalforming professionals

- Marketing managers
- Sales executives and representatives
- Manufacturing representatives
- Vice presidents and presidents
- Business development executives

Benefits of Attending

- Learn from and network with peers
- Address marketing issues affecting your business
- Establish priceless relationships that can influence how you market your business
- Gain ideas to improve business
- Discuss strategic business trends
- Access timely information on how to conduct business and infiltrate new markets

Past Discussion Topics

- Market trends and development
- Product and market diversification
- Raw materials/steel pricing
- Strategic planning
- Customer requirements and trends
- International opportunities
- Sales and customer service
- Quoting
- Purchasing practices

Thank you to our sponsor



6363 OakTree Blvd.
Independence, OH 44131
Phone 216-901-8800
Fax 216-901-9190
www.pma.org



How to Register

Please complete and return the registration form, located on the reverse side, by fax, mail or e-mail no later than **May 10, 2013**.

No more than two people per company, please. Attendance at the roundtable is limited to encourage meaningful discussion and optimize networking opportunities.

Tuesday, May 14, 2013

- 7:00 a.m. Golf Registration
- 7:30 a.m. Golf (optional)
Springfield Country Club
2315 Signal Hill Rd.
Springfield, OH 45504
937-399-4215
- 12:00 p.m. Lunch for golfers
- 2:30 p.m. **Plant tour of Morgal Machine**
2100 S. Yellow Springs St.
Springfield, OH 45506
Morgal Machine Tool Company offers a wide range of capabilities including progressive die stamping, tool and die construction, robotic welded assemblies and pulley splitting and metal spinning, split steel pulleys, stamped metal sprockets, contract stampings, welded assemblies and tool & die building.
- 5:30 p.m. Networking Dinner
Seasons Bistro & Grille
28 S. Limestone St.
Springfield, OH 45502

Wednesday, May 15, 2013

Ohio Stamping & Machine (OSMI)

1305 Innisfallen St.
Springfield, OH 45506

- 8:00 a.m. Continental breakfast
- 8:30 a.m. Welcome and agenda setting
- 12:00 p.m. Networking lunch
- 1:00 p.m. Roundtable continued
- 2:30 p.m. Adjourn

Hotel Accommodations

Marriott Courtyard Springfield

100 S. Fountain Ave.
Springfield, OH 45502
937-322-3600

Please call the hotel directly to make room reservations. Reference Precision Metalforming Association to receive the special rate of \$79 (plus tax). PMA rate is available through April 23, 2013. Reservations made after this date are subject to availability.

Sales and Marketing Roundtable—Registration Form

PMA Member(s)

\$299 per person \$ _____

Nonmember(s)

\$399 per person \$ _____

\$70 optional 18-holes
of golf and cart \$ _____

Total Fees \$ _____

Register today by:

FAX 216-901-9190

MAIL PMA-Attn: Lori Bailey
6363 Oak Tree Blvd
Independence, OH 44131

ONLINE: http://www.pma.org/meetings/event_details.asp?id=654

Questions? Please call Allison Grealis at 216-901-8800 x2104

Check Enclosed **YOUR REGISTRATION WILL NOT BE PROCESSED IF PAYMENT DOES NOT ACCOMPANY REGISTRATION FORM.**

Credit Card: VISA American Express MasterCard

Card No. _____ Exp. Date _____

Signature _____

Meeting Registration: *(please copy this form for additional registrations)*

1) Name/Title/E-mail _____


2) Name/Title/E-mail _____

Company _____ Web address _____

Address _____

City _____ State _____ Zip _____

Business Phone _____ FAX _____

 Please let us know if you require any special arrangements or accommodations: _____

PMA reserves the right to amend the program should circumstances warrant such action. In the event of course cancellation, PMA will notify you within seven business days of the program date, and will refund seminar fees. Liability for course cancellation is specifically limited to the amount of registration fees and excludes any incidental or consequential damages. If you plan to register on-site, please check PMA's website www.pma.org the day prior to the seminar for any updates on this event. Individual seminar cancellations must be made in writing. **Registration fees are nonrefundable for cancellations received less than seven business days prior to the seminar.** Substitutions are welcome at any time.