



Finishing Technologies Pavilion & Conference UPDATE



Including **METALFORM**

November 2-4, 2010
Georgia World Congress Center
Atlanta, GA USA



TOP 5 REASONS FOR EXHIBITING IN CCAI FINISHING TECHNOLOGIES PAVILION AT FABTECH

HAPPY 2010! Now that we're into the New Year and focusing on the best ways to market your products and business this year, we wanted to share some compelling reasons for you to join us as an exhibitor in CCAI's Finishing Technologies (FINTECH) Pavilion at FABTECH 2010, Nov. 2 – 4 in Atlanta.

The decision to partner with FABTECH and its four other sponsoring associations was not made lightly. The CCAI Board of Directors weighed all the factors of bringing a finishing component into this manufacturing show and determined that a partnership with FABTECH is a major benefit to every finisher and finishing supplier that we work with. Here are just a few of the factors evaluated in the decision making process:

5 On average, more than 70% of FABTECH attendees either work for OEMs or Job Shops.

That's means more than 18,000 attendees who are manufacturing end users attended the most recent FABTECH show!!!! Of the remaining attendees, approximately 12% work for universities, government agencies or the military, government contractors, consultants and steel service centers. 3% are distributors and 10% are suppliers.

And the market at FABTECH for fabricating job shops to add finishing operations to their array of services is tremendous. Many are looking for ways to diversify. Our Finishing Technologies Pavilion & Conference will provide information not available to fabricators in this setting before.

4 Exhibit where your you'll find the greatest number of customers & prospects

FABTECH's history and demographics speak for themselves. Everyone who attends FABTECH is directly involved in manufacturing operations! You won't find folks who are painting bridges, pipelines and plant floors at FABTECH. You'll find companies who are manufacturing and finishing all kinds of products!

Nearly 38% of registered attendees (more than 9,800) said they want to see FINISHING operations on the FABTECH show floor. We are filling a much-needed niche in this successful show.



3 Today's finishing supervisors and managers are responsible for more than just finishing!

With serious cutbacks across the board over the past three - five years, many finishing supervisors and managers are now responsible for a wide range of manufacturing operations within their facilities. That's why FABTECH is such a perfect fit.

A CCAI member who manufactures exercise equipment tells us **"I'm far more likely to get approval to go to FABTECH versus a show that deals in one technology because I now have responsibility for many manufacturing operations in our plant, not just finishing. If I can go to one show and see them all, that makes a lot of sense."**

2 FABTECH's high percentage of Job Shop and OEM employees are from companies not seen at previous industry finishing shows.

You WILL see attendees from new companies that have not attended a previous industrial finishing show. **There were more than 26,000 verified attendees from nearly 9,000 unique companies that attended FABTECH in November of 2009.** There were only a little more than 2,000 unique companies that attended the past FIVE COATING/FIN-X/POWDER COATING combined shows since 2006.

To give you an idea of the companies you will see at FABTECH, we've put together a small sampling (there are literally thousands more) of the companies that perform finishing operations and attended FABTECH in November **that have not attended one of our past five finishing/coating shows:**

Accurate Metal Fabricators www accuratemetalfab.com/Accurate-Capabilities.htm
Babcock & Wilcox <http://www.babcock.com/>
Boeing Commercial Airplanes <http://www.boeing.com/commercial/>
Connecticut Steel & Stamping <http://www.ctspring.com/default.aspx>
Cooper Power Systems <http://www.cooperpower.com/>
Custom Agri Systems <http://www.casindustries.com/products.htm>
Electronic Hardware Corp. <http://www.ehcknobs.com/pdfcat.html>
Emerson Climate Technologies <http://www.emersonclimate.com/en-US/Pages/home.aspx>
Excel Mfg. Inc. <http://www.excelmfg.com/>
Fisher Tank Co. <http://www.fishertank.com/>
Fisher-Paykel Appliances <http://www.fisherpaykel.com/>
Ford Motor Company www.ford.com
Frazier Industrial <http://www.frazier.com/>
Fumex Inc. <http://www.fumexinc.com/>
General Dynamics Electric Boat <http://www.gdeb.com/>
General Electric Aviation <http://www.geae.com/>



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More FABTECH attendee companies that have not been at an industrial coating show in the past five shows.

General Motors <http://www.gm.com/>
Gorilla Powdercoating <http://www.gorillapowdercoating.com/>
Green Cycle Wind <http://greencyclewind.com/>
Gulfstream Aerospace <http://www.gulfstream.com/>
Hammond Mfg. <http://www.hammondmfg.com/>
Henderson Recreation Equipment Ltd. <http://www.henderson-recreation.com/>
Hon Company <http://www.hon.com/>
Horton Emergency Vehicles <http://www.hortonambulance.com/>
Industrial Metal Craft <http://industrialmetalcraft.com/services.php>
Invincible Office Furniture <http://www.invinciblefurniture.com/>
JFT Precision Fabrication <http://www.jftfab.com/>
Kamen Aerospace Corp. <http://www.kamanaero.com/about.html>
Kern Steel Fabrication <http://www.kernsteel.com/>
Kinze Manufacturing <http://www.kinze.com/mainMenu.html>
Leggett & Platt <http://www.leggett.com/>
Mac Rak <http://www.macrak.com/industry.htm>
Manitowac Cranes <http://www.manitowoccranes.com/site/EN/Default.aspx>
Midwest Manufacturing <http://www.midstate-mfg.com/home.html>
Midwest Store Fixtures <http://www.mw-sf.com/home.htm>
Mitsubishi Motors <http://www.mitsubishi-motors.com/>
Monroe Truck Equipment <http://www.monroetruck.com/history.asp>
National Railway <http://www.nationalrailway.com/>
Nu-Way Industries http://www.nuwayindustries.com/services/production_services/custom_finishing/default.asp
Philips/Alkco Lighting <http://www.alkco.com/>
Pratt & Whitney <http://www.pw.utc.com/Home>
Premier Fabrication <http://premierfabrication.com/services.php>
Prince Manufacturing <http://premierfabrication.com/services.php>
Professional Metal Works <http://www.professionalmetalworks.com/services/>
Reelcraft Industries <http://www.reelcraft.com/>
Republic Storage <http://republicstorage.com/>
Robby Gordon Motorsports <http://www.robbygordon.com/>
Rittal Corp. <http://www.rittal-corp.com/>
Shape Corp. <http://www.shapecorp.com/>
Southern Structures <http://www.southernstructures.com/profile.html>
Southwest Metal Finishing <http://swmetalfinishing.com/>
Springs Fabrication <http://www.springsfab.com/index.cfm?fa=main.servifinishing>
Sub-Zero Freezer <http://www.subzero.com/>
Stanley-Vidmar <http://www.stanleyvidmar.com/>
Teknion Furniture Systems <http://www.teknion.com/>
Toro Company www.toro.com
Trane Co. www.trane.com
Universal Sports Lighting <http://www.uslnet.com/>
Valley Craft <http://www.valleycraft.com>
Winnebago Mfg. Co. <http://www.bagomfg.com/>



But don't worry! There are OEMs & job shots that attended FABTECH in 2009 that have also attended one of our past Finishing/Coating Shows. And with our new Finishing Pavilion & Conference, we are sure that number will increase! **Here's a small sampling of companies that attended both FABTECH 2009 AND one of our Finishing events in the past five shows.**

Agri-Fab
Allsteel
American Water Heater
Ariens
Batesville Casket
Bretford Manufacturing
Bullard
Caterpillar
Crown Equipment
Delphi Electronics
Digger Specialties
Elkay Mfg.
Federal Signal Corp.
GE Appliances
Grand Rapids Chair
Harley Davidson
Herman Miller
Insinkerator
Irwin Telescopic Seating Co.
John Deere
Kenall Mfg.
Knaack LLC
Kohler Co.
Kozy Heat Fireplaces
Landoll Corp.
Life Fitness
Link-Belt
Lockheed Martin
Manchester Tank & Equipment
Midwest Metal Products
Mor/Ryde

Okaw Machine
Olsun Electrics
Omni Industries
Osborne Coinage Co.
Pearl Harbor Naval Shipyard
Peerless Industries
Pelco
Pioneer Works
Playworld Systems
Portercorp.
Precision Tank & Equipment
Price Industries
Quality Industries
Reifel Industries
S&R Manufacturing
Siemens
Spacesaver
Square D
Steelcase
Sternberg
Tennant Co.
Thermotron
Tiffin Metal Products
True Mfg.
Ultra Play Systems
US Air Force
US Marine Corp.
Vactor Mfg.
Vapor Bus
Wolf Appliance
Yorkville Sound



Your cost per lead at FABTECH will be significantly less than that of a traditional previous coating show.

With the thousands of unique manufacturing companies and their thousands of attendees, your audience reach at FABTECH is significantly higher than that of a vertical finishing show that focuses only on industrial coatings. When you divide your overall leads by cost invested, you will be provided with a far higher return on your investment dollar.



FABTECH 2010 IS YOUR BEST TRADE SHOW INVESTMENT THIS YEAR!

We have plenty of additional information and details to share with you regarding FABTECH 2010 and CCAI's New Finishing Technologies Pavilion & Conference. You can visit www.fabtechexpo.com for complete show information and you'll be hearing from us regularly with updates. We encourage you to check out the current Overall FABTECH Exhibitor list & floor plan. **More than 600 companies have already signed up for exhibit space for FABTECH 2010!**

FABTECH Overall Exhibit List

FABTECH Overall Floor Plan

THEN, review the current FINISHING TECHNOLOGIES Pavilion Floor Plan

<http://www.ccaiweb.com/pdf/FABTECH/FIN-TECHFloorPlan.pdf>

Select your exhibit space and return your contract today!

<http://ccaiweb.com/pdf/FABTECH/ExhibitContract.pdf>

JOIN THESE FINISHING COMPANIES ALREADY EXHIBITING:

- Calvary Industries
 - Canadian Finishing & Coatings Manufacturer
 - Chemetall
 - Chemical Coaters Association International
 - Clean Air Filter
 - Col-Met Spray Booths
 - Coral Chemical
 - Custom Fabricating Supplies
 - DeFelsko
 - Diamond Vogel
 - DuPont Coating Solutions
 - The Electrocoat Association
 - Fostoria Process Equipment
 - Galaxy
 - George Koch Sons
 - Global Finishing
 - Industrial Heating Equipment Association
 - Infracol
 - KMI Systems
 - Midwest Finishing
 - Mighty Lube
 - Nordson
 - Parker Ionics
 - Pneu-Mech Systems
 - Powder Coating
 - Precision Quincy
 - Pretreatment Equipment Mfg.
 - Products Finishing
 - Rapid Engineering
 - Shercon
 - Uni-Spray
 - Vulcan Catalytic
 - Wagner Systems Inc.
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JUST AROUND THE CORNER – FINTECH CONFERENCE CALL FOR PAPERS

You will also be receiving information on how you can submit an abstract to be considered for the FINISHING TECHNOLOGIES (FINTECH) Conference Program that will be a part of FABTECH. This will be a unique opportunity to introduce a wide array of finishing technologies to people looking to diversify and expand their current manufacturing operations and provide outstanding advanced educational opportunities to experienced finishers. You'll want to be a part of the FINTECH conference. It increases your return on investment even more!

As we head into 2010, we hope you will join CCAI, our members and industry end users and suppliers as we complete the manufacturing loop at FABTECH! It is truly an exciting time for our industry.

Cordially,

Anne Goyer
Anne Goyer
Executive Director

Andy Goyer
Andy Goyer
Exhibit & Show Mgr.

Leslie Muck
Leslie Muck
PR Manager

Kelly LeCount
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The CCAI & Goyer Management Staff
