

# Your Opportunity for **New Business** in **Texas**



**March 14–15, 2012**

Fort Worth Convention Center  
Fort Worth, TX



**CanonTexasShows.com**

# Texas' Advanced Design & Manufacturing Marketplace

The new co-located event—including Quality Expo, MD&M (Medical Design & Manufacturing) Southern Regional Series, ATX (Automation Technology Expo), Design & Manufacturing, Contract Manufacturing Expo, TexasPack, and AeroCon—provides direct access to a strong manufacturing market:

- ★ According to the 2008 Annual Survey of Manufacturers released by the U.S. Census Bureau, Texas is ranked No. 1 nationally in both the value of annual shipments and value of materials used in production.
- ★ Economic development groups in Dallas and Fort Worth cite that the Metroplex has the largest concentration of manufacturing jobs in the state and accounts for more than one-third of its industrial output.
- ★ The state also holds the No. 2 ranking (after California) in the number of manufacturing employees, annual payroll, and outlays for capital equipment.
- ★ Texas manufacturers employ more than 850,000 people with an annual payroll of \$42.78 billion.
- ★ They spend more than \$450 billion on materials used in production and make annual investments in capital equipment of \$17.61 billion in operations that yield sales volume of \$643.89 billion.

## Texas Manufacturing Market: Key Sectors

Texas Manufacturing Sector	Manufacturing Establishments	Employees	Annual Materials Purchases (\$Billions)	Annual Capital Equipment Purchases (\$Millions)	Value of Shipments (\$Billions)
Aviation/Aerospace <sup>1</sup>	145	58,385	3.8	338	18.6
Chemical Products	1,153	69,215	5.0	3,604	154.4
Computers & Electronic Products	954	90,102	6.0	3,691	47.3
Fabricated Metal Products	4,384	131,785	5.8	953	32.6
Food & Beverage	1,794	92,803	3.3	993	39.2
Machinery	1,674	86,590	4.7	835	35.4
Medical Devices, Products, Equipment & Supplies <sup>2</sup>	706	15,048	0.7	94	5.0
Motor Vehicles & Components Parts <sup>1</sup>	255	11,225	0.5	70	3.6
Pharmaceuticals <sup>2</sup>	100	6,064	0.3	145	3.5
Plastics & Rubber Products	884	41,603	1.6	482	13.2
Transportation Products	760	92,400	5.4	741	39.9

<sup>1</sup> subsector of transportation

<sup>2</sup> subsector of chemicals

<sup>3</sup> estimated

Data: U.S. Economic Census, 2007- County Business Patterns; Annual Survey of Manufacturers, 2008



The regional edition of Quality Expo has included editions in Detroit in 2008, Charlotte in 2010, and now Fort Worth in 2012.

The spectrum of manufacturing industries relevant to Quality Expo participants is well represented in Texas. Quality assurance and control is critical to the success of advanced manufacturing in the United States. Quality Expo Texas features the entire spectrum of products, systems, and solutions for efficient, effective quality assurance/control to help

manufacturers meet the challenges of today's global economy. This show is the must-attend industry event for manufacturing and production professionals sourcing the very latest in test, measurement, inspection, control software solutions, and much more.

- Transportation products, including vehicle assembly, automotive parts, and aviation/aerospace manufacturing represent a nearly \$40 billion industry.
- The state's 4,384 fabricated metal product manufacturing establishments—the largest number for any category—produce a broad scope of goods valued at \$32.6 billion.
- Machinery building, a \$35 billion industry, is the fifth largest manufacturing sector in Texas.
- The \$18.6 billion aviation and aerospace manufacturing market is considered to be a high-growth category cultivated by state and regional economic development groups.
- Medical product manufacturing is a \$5 billion industry and includes medical devices, electromedical, and electrotherapeutic equipment and systems.



We are pleased to announce the new MD&M Southern Regional Series exposition and conference coming to Fort Worth, Texas in 2012.

The 2013 edition of will rotate back to Orlando, Florida and will join the Southern co-located event in that area.

Medical product manufacturing is a \$5 billion state industry and includes medical devices, electromedical and electrotherapeutic equipment and systems, in-vitro diagnostics, and associated healthcare supplies.

From 2000 through 2008, venture capital firms invested roughly \$537 million in Texas medtech. Leading companies in the area include Abbott, Bayer, Cardinal Health, Medtronic, Pfizer, Siemens, St. Jude, Smith & Nephew, Stryker, and Zimmer, to name a few.

Attendees will include R&D managers, design engineers, production/manufacturing managers, manufacturing engineers, product managers, project managers, purchasing managers, and QA/QC staff. Exhibitors are suppliers of the materials, software, manufacturing machinery, components, subassemblies, and contract services used to design and produce medical devices.

Principal MD&M Texas Exhibitor Categories

- Adhesives
- Cleanroom Equipment and Supplies
- CNC Machine Tools
- Coatings
- Components
- Contract Manufacturing Services
- Custom Molding
- Design Services
- Electronic Components
- Laboratory Equipment and Supplies
- Manufacturing Machinery
- Medical-Grade Materials
- Medical-Grade Packaging
- Materials
- Medical Tubing
- Metal and Plastic Component Fabrication
- Micro Motors
- Outsourced Services
- Packaging Equipment
- Plastic and Silicone
- Precision Metal Components
- Process Systems, Controls, and Automation
- Pumps/Valves
- Specialty Adhesives
- Sterilization Equipment/Services
- Subassemblies
- Surface Treatment
- Testing Equipment/Services
- ...and more!



Introducing the new conference and exhibition for the aerospace, aviation, defense, and related industries.

- All of the top ten global aerospace and defense companies have operations in Texas, including Boeing, EADS, Lockheed Martin, United Technologies, Honeywell, Northrop Grumman, General Dynamics, BAE Systems, Raytheon, and SAFRAN.
- Texas aerospace and aviation companies comprise approximately 200,000 jobs at 1,700 companies.
- The \$18.6 billion aviation and aerospace manufacturing market is considered to be a high-growth category cultivated by state and regional economic development groups.
- Texas ranks No. 2 behind California in the number of people employed in aviation and aerospace-related activities.



The premier trade show for the Texas packaging marketplace, TexasPack features the leading suppliers of packaging equipment, materials, and contract services used to package and process a wide range of food, beverage, consumer, and industrial products.

- Texas food processors employ close to 85,000 people in 1,600 manufacturing facilities and turn out a wide range of bulk and consumer packaged foods, valued at \$39.19 billion. Beverage manufacturing represents \$7.29 billion of this business.
- The state’s plastics and rubber product manufacturers, prime users of processing equipment, controls, automation systems, packaging machinery and materials, generate \$13.2 billion in annual revenues.
- Pharmaceutical, nutraceutical, and cosmetic manufacturing is a \$3.5 billion state industry.

TexasPack will be a major component of this new event, attracting key production and manufacturing managers, packaging engineers, project/product managers, brand managers, operations managers, purchasing staff, and general corporate managers from a number of industry sectors, including cosmetics and personal care, food and beverage, medical, pharmaceutical, nutraceutical, and the full spectrum of consumer and industrial products.

### Feature Areas

#### Supply Chain Zone

Exhibitors will showcase material handling and logistics products and services, including solutions to streamline fulfillment and delivery, improve assembly logistics and support, and solve the latest IT, supply chain, and warehousing distribution challenges. Exhibitors will have the opportunity to meet with supply chain, warehouse, facilities, and factory-floor decision makers.

#### Sustainability in Manufacturing Zone

Sustainability in Manufacturing is the one-of-a-kind showcase for the software, materials, products, and technologies that enable manufacturers to achieve sustainable manufacturing.



Your gateway to Texas’ advanced manufacturing marketplace, ATX Texas features leading suppliers of custom automation/assembly systems, robotics, vision inspection systems, control software and hardware, sensors, motion control, drives, and motors used to enhance manufacturing productivity and quality to help manufacturers compete in today’s global marketplace.

ATX Texas is your opportunity to meet senior-level manufacturing personnel who are responsible for the purchase of automation, process, and packaging systems across a variety of industry sectors, including medical, IT/instrumentation, telecom, automotive, electronics, aerospace/defense, food and beverage, pharmaceutical, nutraceutical, cosmetics and personal care, and the full range of consumer and industrial products.



Design & Manufacturing Texas features leading suppliers of industry software solutions for design and business, rapid prototyping, design services, custom molding, machining and components, fastening and joining systems, and turnkey contract services used in the design and manufacture of a wide range of industrial and high technology products.

This pavilion will present the full range of contract services and outsourcing options from leading providers of custom plastics, metals, rubber, ceramics, tooling, electronics, sub assemblies, and turnkey outsourcing.



#### Most requested products and services include:

- CAD/CAM
- CNC Machining
- Components
- Connectors
- Custom Molding
- Electronics
- Fluid Power
- Gears/Housings
- Motion Control/Pneumatics
- Motors/Drives
- Switches
- Rapid Prototyping
- Raw Materials
- ...and many more



## Attendee Marketing Campaign

UBM Canon blends the power of events, print and digital publications, and online and database products to reach the most decision-making professionals in advanced manufacturing. The overall Texas event benefits from UBM Canon Media's "Master Audience File"—the most comprehensive database of advanced manufacturing executive and engineering titles available, with 1.3 million records drawn from:

- Trade Show Registration Files
- Website Registrations
- Digital Product Opt-ins
- Magazine Circulation Files

## Campaign Elements

- Email
- E-newsletters
- Digital Advertising
- Direct Mail
- Print Advertising
- Social Media
- VIP Program
- Websites



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Founded in 1978, UBM Canon is the leading trade show producer, publisher, and digital media company for the world's \$3 trillion advanced, technology-based manufacturing industry. We produce national and international trade events and conferences annually, connecting thousands of exhibiting suppliers with tens of thousands of OEM buyers from around the globe.

Our industry-leading publications for the advanced manufacturing market leverage the brand credibility and reach of more than 30 electronic and print publications, with more than 600,000 global readers. UBM Canon Publications sponsor and promote our entire scope of trade events.

UBM Canon trade shows for the manufacturing industry include co-located events in Anaheim, CA, Philadelphia, PA, Chicago, IL, Orlando, FL, Charlotte, NC, Fort Worth, TX, Boston, MA, Minneapolis, MN, Toronto, ON, and Montréal, QC.

UBM Canon's extensive manufacturing portfolio includes events for medical design and manufacturing, packaging, process technology, design engineering, assembly and automation technology, plastics processing, quality assurance, and electronics for a wide array of industries. UBM Canon's signature strategic co-location of these shows has resulted in the largest design and manufacturing events in the United States.

*CANON COMMUNICATIONS LLC was acquired by UBM in October 2010. Following the acquisition, CANON COMMUNICATIONS was renamed UBM Canon.*



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