

Process Technology for Industry

PTXi
international

INTERNATIONAL

**Powder &
Bulk Solids**

THE
PowderShow

FoodProcess

ChemProcess

PROCESS
Pack

PharmaPROCESS



**The Powder Show Delivers the Complete
World of Process Manufacturing**

PowderShow.com



MAY 8–10, 2012

Donald E. Stephens Center | Rosemont (Chicago), IL

Next

Delivering the Powder, Bulk Solids, Plastics, Chemical, Pharmaceutical, and Food Industries

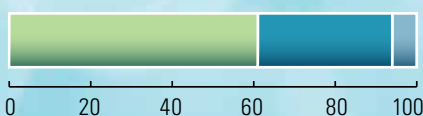
PTXi | International Powder & Bulk Solids expands and returns in 2012 for the third edition under UBM Canon management. The premier processing and powder exposition and conference dedicated to the United States and international process industries offers attendees the unparalleled opportunity to see the most comprehensive array of equipment, products, and services for industrial processing available in North America. Visiting process, production, and manufacturing engineers/managers; plant, operations, facilities, and packaging managers/engineers; and general corporate managers look to this conference and exposition for new ideas and solutions, arriving at the show with projects in-hand ready to discuss their requirements.

The event provides the full range of processing and powder technologies, products, equipment, systems, services, and education, while offering dedicated features focusing on powder and bulk solids processing, food processing, chemical processing, pharmaceutical processing, and packaging solutions for the process industries.



PTXi | IPBS attracts visitors from all U.S. states, as well as 43 countries.

- 61% Regional (IL, IN, OH, WI, MI)
- 33% U.S. outside of region (including all U.S. states)
- 6% International (including Canada)



Sources: PTXi/IPBS 2010 Attendee Registrations, 2007 Economic Census

The five-state region is home to more than 27,140 process manufacturing facilities, including 4,600 food processing plants, 2,840 chemical processors representing nearly one-fourth of the U.S. total, and 115 pharmaceutical manufacturing facilities producing more than \$14.9 billion in drugs and biopharma products.

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International Powder & Bulk Solids Conference



For more than 35 years, the International Powder & Bulk Solids Conference has been the leading source for processing and powder bulk solids handling technology education. The comprehensive conference program offers essential powder and processing education to engineers, scientists, operations managers, and plant personnel. The 2012 conference will once again bring processing professionals from all over the world face-to-face with industry experts presenting their knowledge and experience to assist in enhancing process and increasing efficiency, reliability, and quality.

Conference topics include:

- Assessment and Control of Dust Explosion Hazards
- Basics and Applications of Particle Characterization
- Dust Control: Guidelines on Compliance with New Federal Directive
- Electrostatic Hazards Associated with Liquid and Powder Processing
- Feeding, Transfer and Conveying of Bulk Solids
- Fundamentals of Powder Flow Technology
- How to Retrofit Existing Troublesome Bins and Hoppers
- Instrumentation and On-Site Troubleshooting of Pneumatic Conveying Systems
- Instrumentation Systems for Bulk Solids Handling Plant—Getting the Right Equipment
- Laboratory Testing to Assess Explosion Characteristics of Dust Clouds
- Minimizing Fugitive Dust Accumulations in the Workplace
- Mixing, Blending and Sampling of Bulk Solids
- OSHA Combustible Dust Regulatory Update
- Performance Characteristics and Selection Criteria for Conveyors Used in the Process Industries
- Pneumatic Conveying: Current Principles and Practice
- Practical Dust Collection System Maintenance
- Practical Pneumatic Conveying
- Predicting Performance and Problem Solving in Pneumatic Conveying
- Preventing Harmful Particle Segregation
- Preventing Particle Caking and Attrition
- Risk Analysis for Dust Explosion Hazards
- Segregation and Blending
- Selecting or Troubleshooting Screws, Belts, and Rotary Valves to Ensure Reliable Flow
- Small Operations—Equipment and Selection
- Specifying a Weighing System
- Step-by-Step Process for Designing a Bulk Solid Storage Vessel and more...

Attendee Marketing Campaign

UBM Canon maximizes the power of events, print and digital publications, and online and database products to reach the most decision-making professionals involved in the process manufacturing market.

The PTXi | IPBS attendance campaign 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
- VIP Program
- Websites



Read what past exhibitors have to say about the show...

The Powder Show provided a breadth of attendees, applications, and vendors, more than other shows. The show generated new ideas and is forward-thinking for new products and improvements to existing products. We saw serious clients with serious interests, which is a true measure of a trade show. We gained exposure to new clients and found pockets of capital investment opportunities from start-up companies to Fortune 500 companies.

Barry A. Perlmutter, President & Managing Director,
BHS-Filtration Inc.

We have attended the IPBS show for 20 years, and the 2010 show was the best we've seen in many years. The variety of industries visiting our booth was exciting, and the quality of contacts we made was tremendous. Projects we have worked on for years have come back to life! We met company presidents, vice presidents of operations, and production and process engineers from all over North America with active projects. Continental Products is looking forward to the 2012 show!

William J. Callaghan, Show Manager,
Continental Products

PTXi 2010 was a great show for 3i's Technologies. As a fairly new company introducing new products and services, we found that PTXi provided great visibility and good traffic through our booth. Before the end of the show, we had several hot leads return to the booth for a second time to request additional information. One customer directly after the show was from one of these leads. We were happy with the quantity and quality of leads.

Kathy Hunter, Marketing Consultant, 3i's Technologies

It was very successful! Our leads increased 78% over the last show.

Dr. Carl K. Ishito, President, AAAMachine

Being a first-time exhibitor at the International Powder & Bulk Solids show in 2010, we were very pleased with the number of highly-qualified leads and interest in our line. This is a great show for powder and bulk solid handling technology and solutions, and we will be returning in 2012.

Ken Jones, CEO, Air Innovation Research/
Inovair Aerodynamic Blowers

The show hall was filled with key customers in need of high end processing solutions. We were allowed to network with several key contacts and to showcase our display equipment and manufacturing capabilities. This year was not about location, it was simply about being present, as the quality of leads were abundant.

Todd Kipfer, Sales Engineer Jacobson Products,
Carter Day International

We again were pleased with the quality of the attendees at the recent PTXi show. The overall quantity and quality of the attendees was better than expected, given the current economic conditions.

Thomas J Hofman, Vice President,
Material Transfer & Storage

The benefits of attending the show far exceed the investment. We came back with many, many "hot" leads, meaning visitors who were in our booth with drawings in hand and an immediate need to buy. Interacting and finding new companies is just one of our goals. We also look at the PTXi as a means to solidify and renew relationships with current and former customers.

Ellen Kominars, Marketing Coordinator,
Magnetic Products

Although Chilworth Global has been participating in the show for a number of years, this was my first visit to the show. I found that the event matched Chilworth with their targeted audience and provided our company with some quality leads.

Lorraine Mahon, Director of Business Operations,
Chilworth Global

We are very impressed with the turnout and quality of leads that have originated from the show. We look to exhibit at venues that can provide us with the greatest exposure to many of our target markets, and that is exactly what PTXi offers. Since the show, we have been responding to numerous leads from high-quality decision makers interested in our FlowCAM, and even though our sales cycle can be lengthy, this event helps shorten our cycle by offering a quality venue to demonstrate our instrument.

Lew Brown, Marketing Director,
Fluid Imaging Technologies

Hardy Instruments has been exhibiting at the International Powder & Bulk Solids show for a number of years. Hardy had a steady flow of qualified precision instrumentation prospects to our booth and has already made a number of sales specifically generated from the show, with additional opportunities for other projects due to close in 2010.

Diane Kahler, Marcom Specialist, Hardy Instruments

We were very satisfied with the traffic. The quality of attendees led to a great number of qualified leads and RFQs. The venue is centrally located, which allows our Channel Partners to attend and gain education on product and corporate developments. We had already committed to the 2012 event prior to the start of the 2010 version—a commitment that was reinforced throughout the show with the solid ROI we were already experiencing.

Dennis O'Leary, Director of Sales & Marketing,
Industrial Magnetics

We were very surprised by the activity at the PTXi show this year, customers were coming to our booth with drawings, quote requests, and project details to share. The show definitely exceeded our expectations!

Peter Lorenz, President, Lorenz Conveying Products

The 2010 International Powder & Bulk Solids show was one of the best Powder Shows that we've experienced in recent history. The attendee booth traffic was at times overwhelming, which is a rare occurrence at any show these days. Before the doors even closed on day two, we had our first confirmed order from the show. It has been a long time since we've had that experience at any exhibition. We expect many more orders to follow as lead follow up progresses. To say the least, it was a great show for Sweco, and we have already booked our spot for 2012.

Jeff Dierig, Global Marketing Manager, Sweco,
a business unit of M-I L.L.C.

MoistTech experienced a very high interest in our online and off-line process moisture sensors. We had more visitors to our booth than any previous shows during recent years. International Powder & Bulk Solids is an extremely strong market for MoistTech, and because of the volume and high quality of attendees, we are already looking forward to exhibiting in 2012.

Adrian Fordham, Sales Manager, MoistTech

International Powder & Bulk Solids continues to be a solid show for us to attend! The attendees that came to our booth brought quality leads and possibilities for new sales for our company. We already signed up for 2012!

Melissa Hjelle, Marketing Specialist,
Rice Lake Weighing Systems

PTXi gave Taylor Products, a division of Magnum Systems, an invaluable opportunity to sit down one-on-one with key decision makers within the industry to discuss upcoming projects. Displaying and demonstrating equipment at the show gave our customers a new sight to our full capabilities, which have already turned into key opportunities.

Gary Saunders, V.P. Sales and Marketing, Taylor Products

The 2010 PTXi/Powder Show exceeded UniTrak's expectations. Although the number of visitors to our booth did not increase over the last show, the quality was greatly improved. We were able to meet key decision makers from many major corporations, and they have specific funded projects for 2010! Without this show, we would not have had the opportunity to quote our TipTrak bucket elevator for these upcoming projects.

Marie Lytle, Marketing Team Leader,
UniTrak Corporation Limited

It was a successful show for us—good contacts and well organized. It was worth it to fly over from Germany!

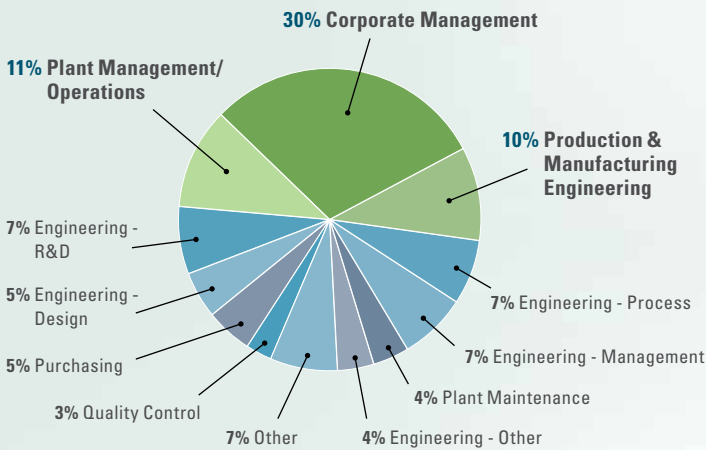
Klaus-Michael Goehler, Advertising Manager,
Vogel Business Media GmbH & Co. KG

PTXi 2010 was a great show for Vortex Valves. It was a great opportunity to showcase our innovative valve solutions to key decision makers in the industry. We are looking forward to another great show in 2012!

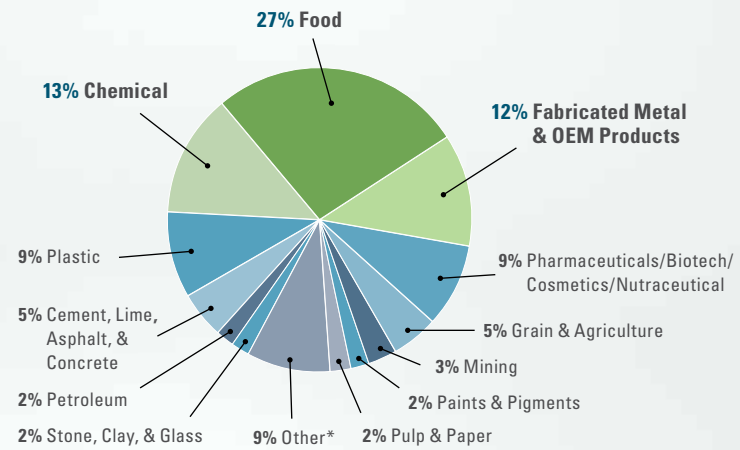
Jason Marcotte, Vice President – North American Sales,
Vortex Valves North America, a Division of
Salina Vortex Corporation

Face-to-face marketing offers the lowest cost-per-contact and provides access to top management decision makers and more senior titles than can otherwise be reached. PTXi | IPBS delivers decision makers from your target markets who have immediate buying needs.

Attendees by Job Area

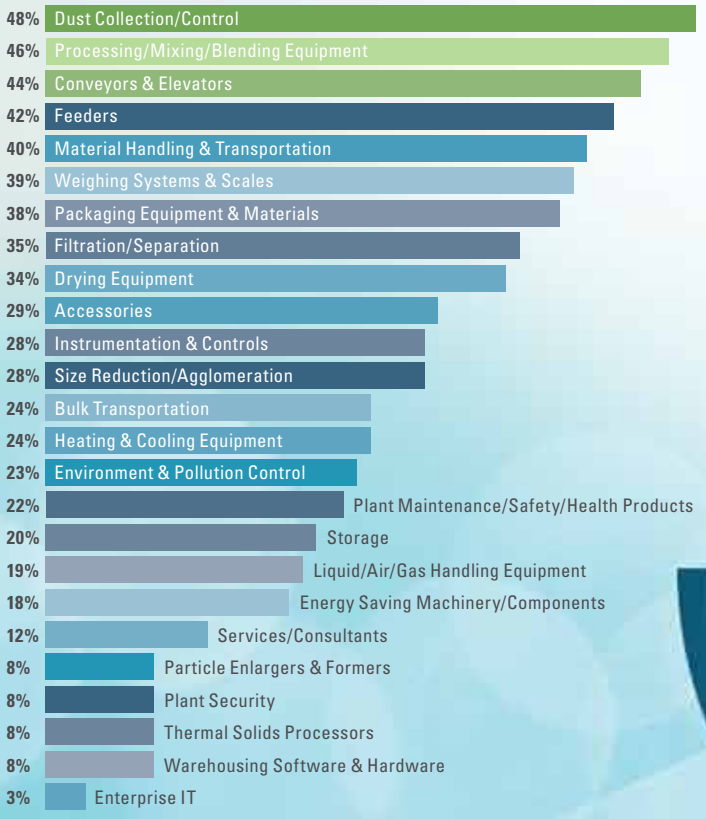


Attendees by Industry



* Including Rubber; Abrasives; Fly Ash; Filtration; Coal; Inks and Toners; Carbon Black; Soaps, Fats, and Detergents; etc.

Attendees Recommend, Specify, or Buy These Products and Services:



Source: PTXi-IPBS 2010 Attendee Registration Demographics

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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 serving the process technology market include PTXi-International Powder & Bulk Solids in Chicago (Rosemont), IL, which features ChemProcess, ProcessPack, PharmaProcess, and FoodProcess, as well as PTX/PBS Canada in Toronto, Ontario, PTX/PBS Showcase in Montréal, Québec, and PTX South America in São Paulo, Brazil.

UBM Canon's extensive manufacturing portfolio also includes events for medical design and manufacturing, packaging, design engineering, assembly and automation technology, plastics processing, quality assurance, and electronics for a wide array of industries. Our 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.



UBM
Canon

UBM Canon
11444 W. Olympic Blvd.
Los Angeles, CA 90064-1549 USA
Phone: 310/445-4200
Fax: 310/996-9499
canontradeshows.com