

Discover New Prospects & Projects

AT CANADA'S LARGEST INDUSTRY RESOURCE



UBM
Canon

PLAST-EX



PACKEX
TORONTO

ATX Automation
Technology Expo
CANADA

**DESIGN &
Manufacturing**
CANADA

Process Technology for Industry
PTX
canada

**Powder &
Bulk Solids**
CANADA



May 14–16, 2013 | Toronto Congress Centre | Toronto, On



NEXT

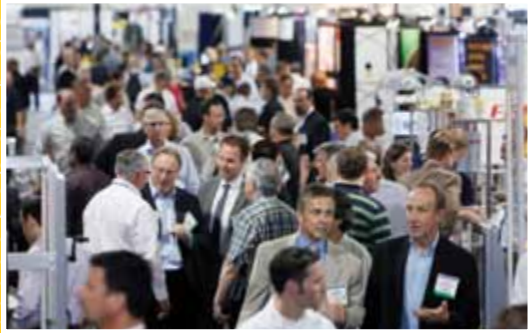
Sold Out Inaugural Event Returns to Toronto in 2013

TORONTO MARKET AT A GLANCE

- Ontario's manufacturing sector employs one million workers—that's second only to California.
- Manufacturing in Ontario is C\$139 billion industry.
- Capital expenditures in the region rise year after year, with C\$20.3 billion invested in 2012.
- Ontario contributes 38% of the Canadian GDP.
- Canada exports 60% of its manufacturing output.

**Sources: Province Source Statistics Canada; TorontoIndustryNetwork.com (2012)*

Co-Located Events Provide More Opportunities



UBM Canon's co-location model encourages attendees to freely explore, network, and be inspired by the entire collection of industry events under the same roof. Visitors can explore automation, lean manufacturing, cost reduction, and enhanced productivity solutions; design software, parts and tools, contract manufacturing, aerospace and defense products; plastics, packaging, materials handling, manufacturing software, electronics, and more.

4,955 ATTENDING COMPANIES CONDUCTED 30,427* PROJECT DEVELOPMENT MEETINGS WITH 678 EXHIBITORS DURING THE 2011 CO-LOCATED EVENT

**Based on 2011 CompuSystems verified lead counts*

Marketing Campaign Targets Relevant Audience

UBM Canon maximizes the power of events, print and digital publications, and online and database products to deliver compelling content to active buyers and purchase influencers in advanced manufacturing.

The Toronto event benefits from UBM Canon Media Division'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

The event is promoted to attendees via multiple touchpoints:

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



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ubmcanonevents.com

PLAST-EX®

MAY 14-16, 2013 | Toronto Congress Centre | Toronto, Ontario

A co-located show with an expanded attendee base in a region of fast growth and development, Plast-Ex offers you the opportunity to showcase your products and services and develop new business in a dynamic professional environment.

Plast-Ex features primary processing machinery, computer-aided design and manufacturing, production machinery, materials, molds and mold components, automation technology, materials handling and logistics, and a full range of contract service providers.

Access the Market at Plast-Ex

- Toronto manufacturing produces an annual value-added GDP of C\$13 billion or 10.5% of the total output of the city.
- Toronto's 5,000 manufacturing establishments employ 143,000 workers.
- Manufacturing jobs account for 13% of all jobs in Toronto.
- With over 3,198 companies employing 91,530 workers, Canada's \$26.2 billion plastics industry is a sophisticated, multi-faceted sector encompassing plastic products manufacturing, machinery, molds, and resins.



Show Features

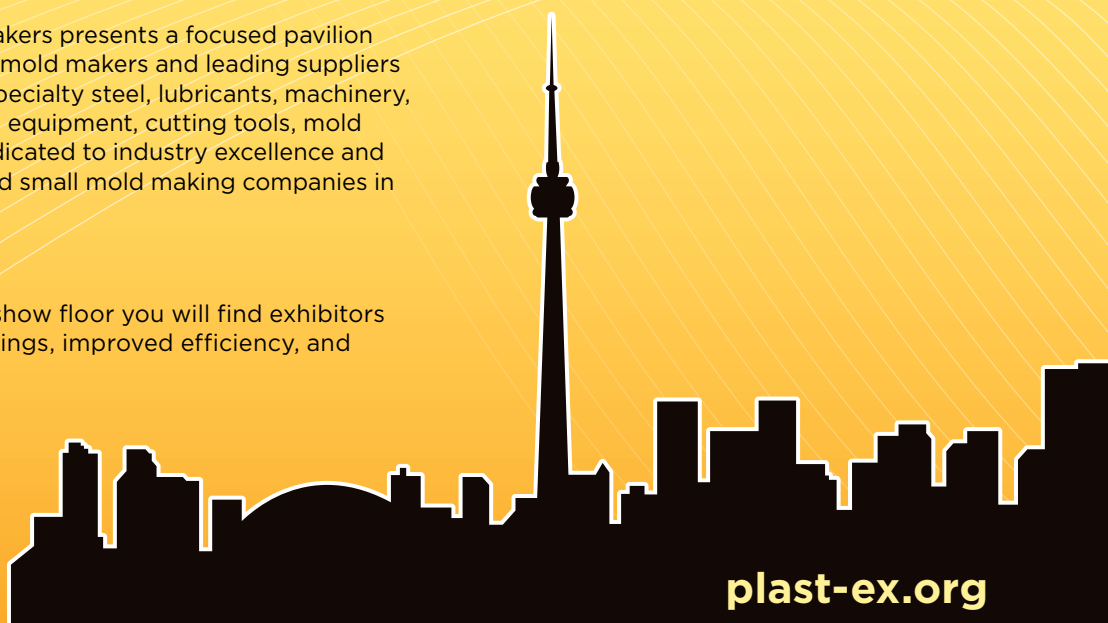


The Canadian Association of Mold Makers presents a focused pavilion and returning resource comprised of mold makers and leading suppliers of products and services, including specialty steel, lubricants, machinery, surface treating, software, measuring equipment, cutting tools, mold components, and more. CMM is dedicated to industry excellence and ensuring a healthy future for large and small mold making companies in Canada.



As a bonus feature, throughout the show floor you will find exhibitors with solutions for long-term cost savings, improved efficiency, and waste reduction.

Data Sources: Areadevelopment.com;
TorontoIndustryNetwork.com; [Canadian Plastics Industry Association](http://CanadianPlasticsIndustryAssociation.com), www.plastics.ca.

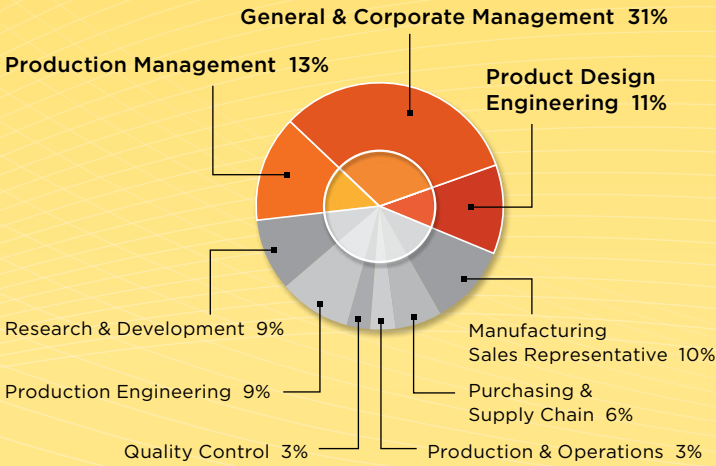


plast-ex.org

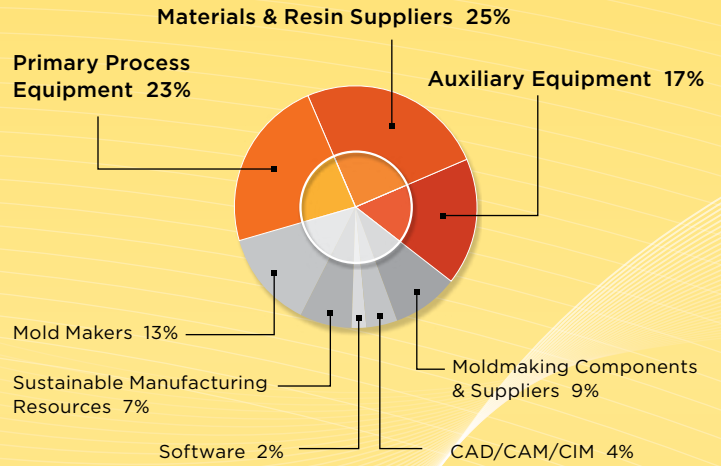
Attendee Profile

Exhibiting at Plast-Ex provides marketing opportunities with leading executives, production management, and product design engineers evaluating, sourcing, and purchasing the latest in innovative products and services.

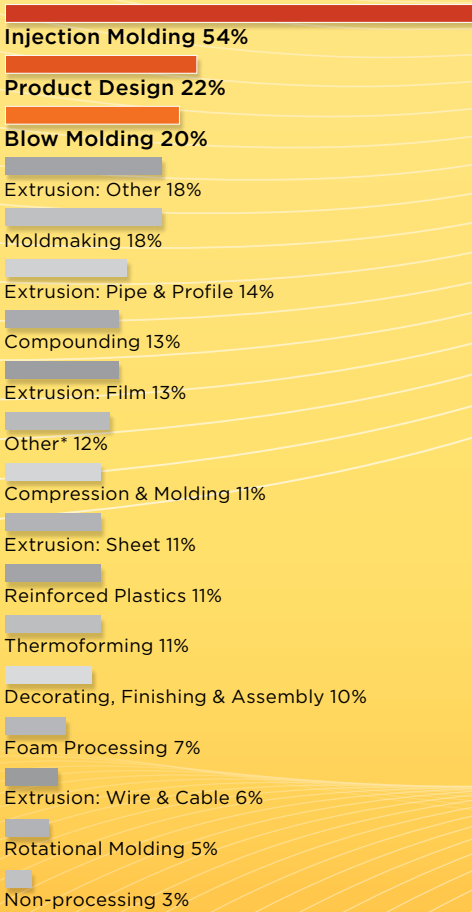
DECISION MAKERS



AREA OF INTEREST

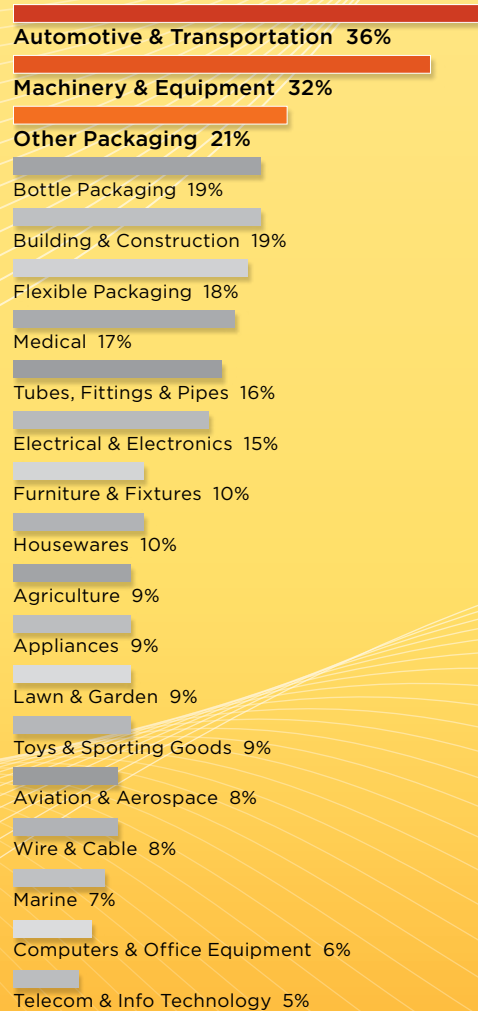


PROCESS INVOLVEMENT



*Including Testing, Recycling, Contract Services, etc.

CROSS-SECTION OF INDUSTRIES



Source: Toronto 2011 Event Attendee Registrations

UBM Canon
 2901 28th Street, Suite 100 | Santa Monica, CA 90405
 Phone: 310/445-4200 | Fax: 310/996-9499
 ubmcanonevents.com





Visitors & Exhibitors

4,955 unique attending companies conducted **30,427*** project development meetings with 678 exhibitors during the co-located event.

Exhibitor Meetings Exceeded Expectations

Exhibitors were pleased with the quality and quantity of meetings with buyers and purchase influencers. Nearly **50%** of face-to-face meetings were with visitors registered from the co-located events. This attendee engagement across the show floor is a unique value of UBM Canon's co-located event model.

Exhibitor Testimonials

The **quality and variety of attendees from the co-located shows gave us an unparalleled opportunity to reach the widest range of prospective clients.** The Toronto location also ensured many local and national Canadian contacts to complement our usual American trade show schedule.

Russell Lee, Director of Sales & Business Development, Fauske & Associates, LLC

This was the **first multiple industry show of its kind in the Toronto area** and was very well presented and managed. We saw visitors from many companies in the greater Toronto area, Quebec, and the Canadian Maritime provinces, as well as some U.S. visitors. Already, we have had no less than three serious inquires about our services, with significant business potential. We plan to exhibit at this show in 2013, as well as several other UBM shows throughout the U.S.; we were that impressed!

Mr. Terry McKone, Technical Sales Manager, Johnson Matthey Precision Castings

We were quite skeptical—new show format and new show company to the Canadian market. We took a chance three weeks prior to the show, booking one of the last booths. It was a great decision! The show delivered with **qualified prospects filling the aisles.** One week after, and our new contacts are calling us! There is a measureable ROI—we have already booked space for 2013 in Toronto.

Paul Sesto, Business Manager, OneCAD Solutions Ltd.

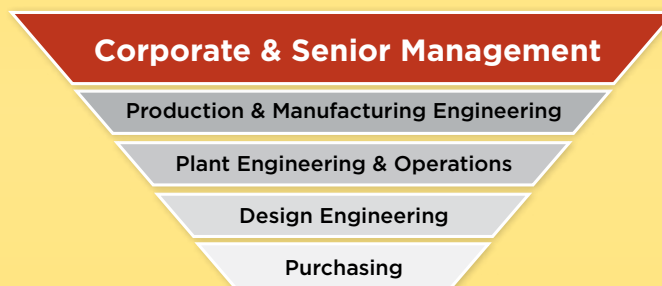
The quantity and quality of leads exceeded our expectations. Our booth was busy almost the entire time, even up to the last five minutes of the last day. We left with **solid leads we would not have made otherwise.**

Matt Proske, Applications Manager, SIGMA Plastic Services, Inc.

Visitor Interest

54% of visitors ranked learning about new products, services, or technologies as the number one reason for attending.

Top 5 Job Areas of Visitors



Generally I don't commit to a show during its inaugural year, but because this was a UBM Canon show I took the chance and was not disappointed. In fact, I was delighted! Design & Manufacturing Canada proved to be **one of the best shows I have done** in my eight years at Lee Spring. Not just leads, but high quality leads and genuine interest in our product offering. We have signed up for the 2013 event and increased our booth size.

Helene Herman, Director of Global Marketing, LEE SPRING

Well worth the investment—great traffic, qualified leads. Can't wait for PACKEX 2013!

Linda Snowden, Marketing Director, Coding Products of Canada

CMTL exhibits in approximately 10-12 trade shows annually; Plast-Ex was our **most successful in the last couple of years.** The show ran quite smoothly from our perspective and was very well attended. After reviewing the contacts and leads generated, I would expect we will do business with 75% of the over one hundred qualified leads we made. See you in 2013!

Jeff Brown, Manager, Business Development, Cambridge Materials Testing

Since we are a European company, we were surprised to meet **so many packaging professionals in one place.** Our products provoked wide interest, and we hope to establish some long-term contacts in Canada. From our perspective it was a good idea to join this event with others taking place at the same time. It resulted in attracting a vast number of visitors, and consequently PACKEX was a great success for both visitors and exhibitors.

Mariola Stańska, Area Sales Manager, AMSICO GROUP

**Based on CompuSystems verified lead counts*

Exhibitor Testimonials *Continued*

PACKEX Toronto was a resounding success, **constant activity at our booth**, from opening bell Tuesday morning to mid-afternoon on Thursday. We generated 125 leads, most of which have potential for new additional business. We have booked a substantial amount of new business in less than two weeks from the show. I have been at many previous PACKEX shows, as an exhibitor, and attendee, this was one of the best in memory.

Leonard Rudner, VP Sales/Marketing, Deco Labels & Tags

This show was great! Exciting show; **we received leads on every item displayed.**

Ann Crowley, Product Manager, Rice Lake Weighing Systems, Inc

The vibe of the show was upbeat and energetic. Show opportunities such as prearranged meetings, opportunity briefings on the show floor, and networking all brought in excellent leads. **Attendees proved to be highly knowledgeable** and looking for ways to save. Of all the shows our company exhibits in North America, **this is the best show** for molders to find suppliers and new ways of reducing costs due to the large variety of exhibitors.

Jesse Garant, President, Jesse Garant & Associates—Metrology Center

Best PACKEX packaging show in years! The high traffic and the quality of attendees was a very pleasant surprise in these hard economic times.

Alex L. Simeonov, B. Sc. (Econ.), Sales & Marketing Manager, LABELLING TECHNOLOGIES

Plast-Ex was a **solid indicator the economy is rebounding!** We received many quality enquiries and even had proposal requests at the show! Many of our current clients attended the show plus new contacts visited our booth with news of upcoming projects and expansions. We exhibited in the Plast-Ex section of the trade show but welcomed inquiries from other industries who attended the show to visit the powder and packaging expositions.

Stacy Warner, Sales & Business Development Manager, Lorenz Conveying Products Corp.

We were pleased with the volume of potential customers, most of whom were **decision makers in their respective industries.** We obtained several dozen leads at the show. Hopefully most of the leads will turn into sales and long term customers.

Rob Carluccio, Sales Manager, Easy Fold Fixtures

I was quite impressed with the experience and results. Both the quantity and quality of leads generated at our booth have made it an easy decision to attend the next PACKEX in 2013. I would **highly recommend PACKEX to all packaging professionals.**

Jackie Kuehlmann, Marketing Manager, Inland Label

The majority of visitors to our booth were **genuine prospects**, and I am pleased to say we will be busy following up on these in the coming weeks.

Chris Coyne, V.P. Sales & Marketing, MapleJet

Overall, the show seemed to be **well attended with a variety of professionals and end-users** stopping by our booth. The quality of leads was great, and we received several RFQ's. We are hopeful some, if not all, will become actual sales. The value and cost of exhibiting at this show seems reasonable and has hopefully increased our exposure to the people and companies in this new target market that we are focusing on.

Brian Raymond, Sales Manager, Microzone Corporation

Two weeks out, and we have **already received multiple orders** out of the show and expect many more. As such, we've already made our plans to be there in 2013.

John Lewitt, VP, PLEXPACK CORP.

The new **co-located show was terrific.** We were extremely pleased with the amount and quality of the traffic at our booth. We have already sent quotations and proposals to many of the visitors to our booth and are expecting our first order any day now.

Bill Gorsline, President, UniTrak Corporation Limited

PTX Canada is a gem. We came home with **dozens of solid leads** we know will turn into sales. We'll be back in 2013!

Ellen Kominars, Marketing Coordinator, Magnetic Products, Inc.

Can You Afford to Miss the 2nd Edition? Book Today to Secure Your 2013 Exhibit Space

May 14-16, 2013
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Toronto, ON

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ATX Automation
Technology Expo
CANADA

**DESIGN &
Manufacturing**
CANADA

Process Technology for Industry
PTX Powder
Bulk Solids

 **Sustainability**
IN MANUFACTURING

For more details, please contact the brand representative for the show in which you are interested.

PACKEX, ATX, Design & Mfg., and Sustainability in Mfg

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Plast-Ex

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PTX Canada

Albert Sabbah
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WHAT YOUR COLLEAGUES & COMPETITORS ARE SAYING ABOUT THE EVENT

Plast-Ex gave us another great opportunity to present our services and projects to national and **international leads and prospects** and take home new contacts.

Elham Madani, Inside Sales Coordinator,
Alpha Marathon Film
Extrusion Technologies Inc.

You never know who is going to walk up to your booth and become your next new customer but whoever it is, it will be a quality lead. What a nice surprise to see **so many attendees coming from such a long distance** to this show—that speaks to the quality and value of the show.

Jeff Lambing, President
JDL Technical Services

I had **more people** stop by and visit our booth in the first hour of working the show than I have at other shows during an entire day.

Matthew Kerrigan,
Vice President Sales & Marketing,
Alpha Polybag Corporation

Our company was pleasantly **surprised at the number of contacts we made and quality leads** that we generated during the show. We were also very pleased with the location and the organization of the event. We look forward to participating again next time, with a bigger booth.

Dr. John Perdikoulis, P.Eng, President,
Compuplast Canada Inc.

We weren't sure what to expect. However, we were pleasantly **surprised at the number of attendees we attracted** to our booth, despite the fact many had backgrounds different from those we typically meet at food shows. We have reserved a booth space for PACKEX 2013, and look forward to an encore of our very positive experience.

Jim Altilia, Manager,
Sales & Business Development,
University of Guelph,
Agriculture & Food Laboratory

Plast-Ex 2011 exceeded Milacron's exhibiting expectations. While Milacron account managers met with many long-standing customers with whom we finalized several machine purchases, the **true benefit was the surprising number of serious contacts** gained through plastics professionals interested in new Milacron plastics machinery. We've signed up to exhibit at Plast-Ex 2013 with even greater expectations as the North American market continues its steady improvement.

Bob Starr, Director of Marketing,
Milacron LLC

We **gathered over 100 leads** at this event, and 20% of those retrieved are good qualified leads. We will be busy working on the 20%.

Phyl Arnone, Executive Assistant,
Capmatic Ltd

The show **attracted many key industry players**, and as a result GFTC connected with many potential clients and reconnected with several existing clients.

Carol Zweep, Manager,
Packaging & Nutrition Labelling Services,
Guelph Food Technology Centre

Exhibitor testimonials are from the 2011 Toronto co-located event.

Exhibit Marketing & Promotions

Enhance your brand, product, website, and more with exhibitor marketing opportunities to maximize your participation at the event. With more than 30 unique choices available, you can support your exhibit through a variety of channels.

Packages



Mobile



Digital



Directory



Signage



Sponsorship



For more information, please visit CanonPromos.com, or contact CanonPromos@ubm.com.





UBM Canon is the leading B-to-B event producer, publisher, and digital media company for the world's \$3 trillion advanced, technology-based manufacturing industry. Our print and electronic products deliver trusted information to the advanced manufacturing market and leverage our proprietary 1.3 million name database to connect suppliers with buyers and purchase influencers. We produce more than 50 events and conferences in a dozen countries, connecting manufacturing professionals from around the globe.

Our extensive manufacturing events portfolio covers medical design and manufacturing, packaging, assembly and automation technology, design engineering, process technology, plastics processing, quality assurance, and electronics for a wide array of industries.

UBM Canon's signature co-location model facilitates more business opportunities. With a large crossover audience of prospective customers and decision makers under one roof, the diverse customer base provides more quality leads in an expanded platform.



UBM Canon

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