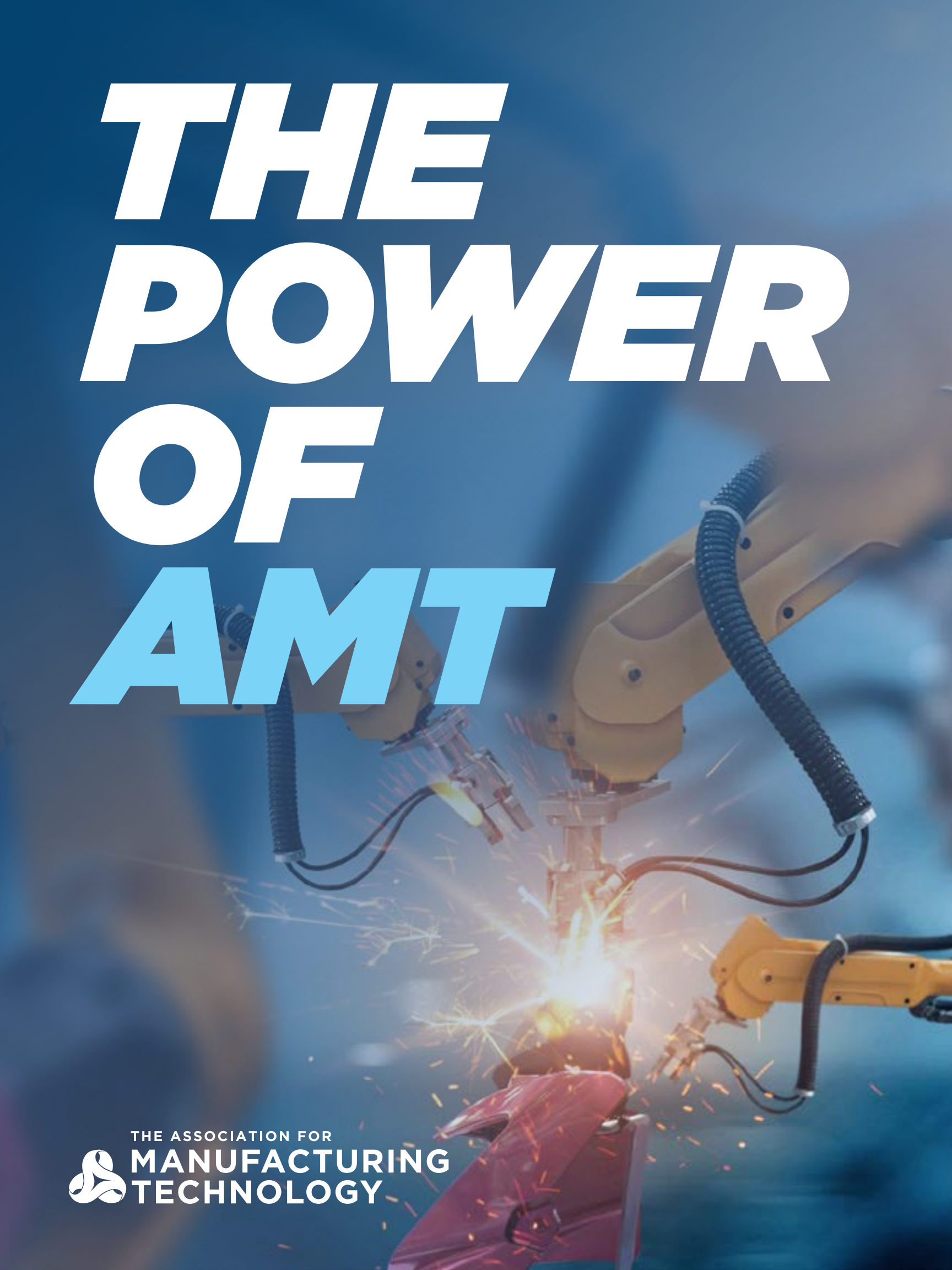


# ***THE POWER OF AMT***

A close-up photograph of a yellow industrial robotic arm performing a welding task. Bright sparks are flying from the point of contact between the welding torch and the metal workpiece. The background is a blurred blue, suggesting a factory or industrial setting.



# AMT IS...

# INNOVATIVE



*People working together in a strong community with shared goals and a common purpose can make the impossible possible. AMT provides the thought leadership, market access, and industry intelligence necessary to unite the manufacturing community. Our job is to inspire discovery, innovation, and growth through the awareness and adoption of manufacturing technology. This enables our members to move forward together with their customers to advance our industry."*

**DOUGLAS K. WOODS**  
PRESIDENT, AMT

# AMT IS... **COMMITTED.** **TRUSTED.** **PROVEN.** **VITAL.**



*The toolbox of products and services  
that AMT offers is invaluable to a  
company like ours."*

**FRITZ CARLSON**  
PRESIDENT & CEO, Acme Manufacturing



#### TECHNOLOGY

This open-source standard serves as a single language for manufacturing technology, allowing computers, software, and machines from different makers and brands to seamlessly communicate. AMT is committed to MTConnect's continued evolution to move industry forward.



#### INTELLIGENCE

USMTO offers key intelligence on the manufacturing technology industry. This monthly survey collects sales and orders data from hundreds of builders and distributors which we then analyze to determine the industry's health, trends, and direction.



#### SMARTFORCE

The nationally recognized Certified Manufacturing Technology Sales Engineer program delivers proven career development for MT sales engineers.



#### ADVOCACY

The Manufacturing Mandate outlines AMT's policy recommendations to strengthen the manufacturing technology industry.



#### INTERNATIONAL

AMT's Global Services provide the resources and expertise members need to operate successfully in international markets. Our global facilities offer the on-site support you need – everything from proxy hires to warehousing.



#### COMMUNITY

AMT produces IMTS, the largest manufacturing technology tradeshow in the Western Hemisphere. IMTS connects the manufacturing technology community and showcases the newest and most innovative manufacturing.

# **AMT IS...** **MANUFACTURING TECHNOLOGY**

*AMT focuses on supporting manufacturers with vital information on technological developments, developing winning business models, advocating for a next-generation Smartforce, and building dynamic ecosystems that nurture new concepts and solutions.*

**20+** **Best-in-Class  
Events and Products**  
Our products and events  
are exclusively tailored to the industry's needs.

**600+** **Member Companies**  
Our members span  
the manufacturing  
technology industry, from transformative  
technologies to metalworking and more.

**120** **Years of Expertise**  
Founded in 1902, AMT  
has grown with the  
manufacturing technology industry.

**1M+** **Community Engagement**  
AMT actively develops  
community through an  
integrated media strategy.

## **OUR MEMBERS**

Our members make, sell, service, and support cutting-edge manufacturing technology in a global market. We provide programs and services that grow members' businesses and represent manufacturing technology to the world at large.

As a driver of manufacturing technology innovation for more than a century, we're committed to providing our members with valuable support services, innovative opportunities for business growth, and market resources.

**AMT members gain a competitive edge through:**



Technology Insights



Manufacturing Advocacy



Industry Intelligence



International Market Access



Smartforce Development



Community Development

ADDITIVE MANUFACTURING

DIGITAL MANUFACTURING

FINISHING & CLEANING

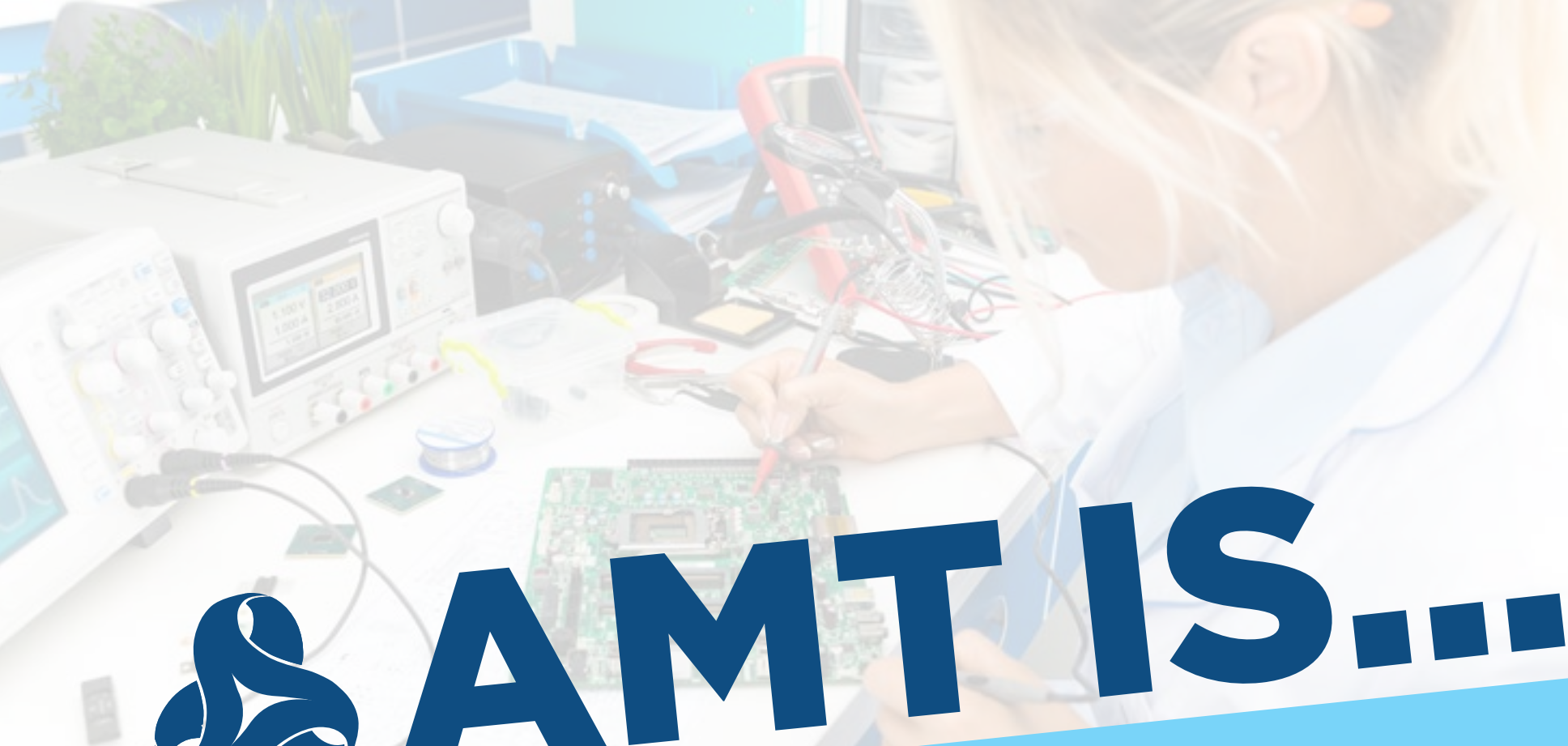
FORMING & FABRICATING


METALCUTTING & MACHINING

ROBOTS & AUTOMATION

TOOLING & WORKHOLDING

QUALITY & METROLOGY



 **AMT IS...**

**IMPACTFUL**



*AMT provides world-class manufacturing technology value. There is no question about the ROI gained from AMT membership and its many opportunities — from global technology centers to the largest manufacturing technology show in the Americas; from unique, data-centric products to networking events providing access to industry leaders and innovators; from custom research services to transformative technology trends.*

*We have a passionate team whose main focus every day is quite direct and simple: to create products and services that help our members increase sales, lower costs, and simultaneously drive growth in the manufacturing technology industry in the United States!*

**TRAVIS EGAN**

VICE PRESIDENT & CHIEF REVENUE OFFICER, AMT

“AMT’s laser focus on driving innovation at the intersection of manufacturing and technology brings unparalleled value to the industry.”

**GLYNN FLETCHER**  
PRESIDENT, EOS North America

# AMT IS... **TECHNOLOGY**

*We support the advancement of transformative technologies, data-driven manufacturing, and building the manufacturing technology community.*

## 100,000+

**Installations of the MTConnect Standard**  
AMT furthers the MTConnect standard, a core industry standard driving the digital manufacturing revolution. The standard offers a semantic vocabulary for manufacturing equipment to provide structured, contextualized data with no proprietary format.

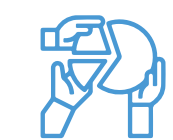
## 10+ Technology White Papers

To advance transformative technologies, we’ve written and published over 10 in-depth white papers on transformative technologies, digital manufacturing, and MTConnect use cases in the past few years.



### Frequent Technology Insights

We generate regular technology insights via the weekly Tech Report, the Tech Trends podcast, webinars, the AMT Tech Forum, and other key content.



### San Francisco Tech Lab

The San Francisco Tech Lab provides crucial relationship-building across the manufacturing, technology, and investment communities in and around the Bay Area. We facilitate collaboration between companies to co-develop new ideas and prototypes, meet with VCs, and forge new connections to accelerate the development of market-driven products, solutions, and business models.

“Our relationship with AMT has been a key ingredient to our success.”

**JOSEPH BRAUN**  
SENIOR VICE PRESIDENT, Hurco Companies Inc.



## **AMT IS...** **INTELLIGENCE**

*We empower better business decisions through economic insights, market data, and industry expertise.*

**200+** **Individual Requests Per Year**  
Our analysts answer the pressing questions from our audience, from insights into market share to breaking into new markets.

**10+** **Business Intelligence Products in MTInsight**  
Our MTInsight products provide intuitive visuals and powerful analytics on market data and manufacturing industry trends.

**3** **Key Benchmarking Surveys**  
We support three key industry benchmarking surveys: USMTO, Cutting Tools, and Workholding. These surveys are vital indicators of how the manufacturing technology industry is performing.

**6+** **Annual Economic Events**  
Regular economic webinars and our annual MTForecast conference provide valuable insights into industries and markets.

**175+** **USMTO Participants**  
USMTO provides up-to-date statistics for the U.S., Mexican, and Canadian manufacturing technology market. Manufacturers and distributors of 232 technologies participate in the USMTO program.

 **Business Review Days**  
Through targeted business review days, we provide in-depth analysis of members' business plans, product lines, sales and marketing strategies, and more.



# AMT IS... **SMARTFORCE**

*We provide professional development opportunities to AMT members, advocate for the development of a skilled manufacturing technology workforce, and address the skills gap.*

“If you have not thought about earning a CMTSE or have been putting it off, I urge you to take that step... You **WILL BE** better for it, and others **WILL SEE** the additional value from you.”

**TIM THEISSEN**  
VICE PRESIDENT OF SALES AND MARKETING  
Okuma America Corp. (CMTSE since '97)

**5** **E-Learning Courses**  
Our e-learning courses include CMTSE, MTConnect learning modules, and MT Sales Fundamentals, as well as MT Shop Basics and MT Additive in partnership with ToolingU/SME.

**400+** **CMTSEs**  
The Certified Manufacturing Technology Sales Engineer (CMTSE) program gives sales professionals the knowledge and skills to set themselves apart from the competition.

**\$125,000+**  
**Raised through Miles for Manufacturing 5K**  
The Miles for Manufacturing 5K is held each year at The MFG Meeting and at each IMTS. Proceeds support STEM, STEAM, and FIRST robotics programs at local schools.

**24,000+**  
**Student Summit Attendees at IMTS**  
The Smartforce Student Summit provides educators and students with interactive learning experiences to encourage students to seek education and career pathways to manufacturing.

 **AMT IS...**

# ADVOCACY

*We work with Congress, government agencies, the presidential administration, and others to advocate for policies that promote growth in U.S. manufacturing technology.*



#### **Policies that Benefit Manufacturers**

Victories for AMT members include increased funding for MT programs and STEM, lower tax rates, 100% bonus depreciation, and a permanent R&D tax credit and Section 179 expensing.



#### **Government Resources and Updates**

We provide timely resources to our members regarding key legislation impacting the manufacturing technology industry. Currently, we are tracking major developments, including infrastructure, budget, and regulatory initiatives.



#### **Manufacturing Mandate**

The Mandate outlines recommendations for policies that promote manufacturing strength and job creation.



#### **Rebuilding the Domestic Supply Chain**

Through white papers, webinars, events, and articles, we provide insights into how manufacturing supply chains are changing and offer practical suggestions for the industry.

*“If you have a question about a government policy and regulation impacting your business, AMT is quick to respond to help find the answer.”*

**MIKE CICCIO**  
PRESIDENT & CEO, FANUC America Corp.



*“It is a must to have partners that you can trust, and AMT has been there every time I needed help.”*

**JAN MUYS**  
CHIEF TECHNOLOGY OFFICER, PRC Laser Corp.

# **AMT IS...**

# **INTERNATIONAL**

*We provide resources to help our members operate successfully in an international marketplace.*

**7 Tech Centers and Offices**  
Our international Tech Centers and offices are in China, Europe, India, Mexico, Brazil, and the United States. AMT headquarters is located in the Washington, D.C., metropolitan area, and our Tech Lab is in the San Francisco Bay Area. These facilities offer services ranging from market access to field service support.

**290+** **Companies Utilized Tech Centers**  
AMT members joining our Tech Centers have access to the full suite of Tech Center offerings to successfully operate in international markets.

**200+** **Proxy Hires**  
The proxy hire program allows members to direct hire local employees and have boots on the ground. All salary, benefits, taxes, and expenses are handled through AMT.

**3 International Event Pavilions**  
AMT offers international USA pavilions at key trade shows around the world in India, Brazil, and China. We also undertake regular international trade missions to introduce members to new markets.

“Our experience with AMT has far exceeded expectations.”

**NOEL GREIS**  
PRESIDENT, Kinefac Corp.

# AMT IS... COMMUNITY

AMT creates industry events and media channels that bring together leaders and innovators in manufacturing technology from around the world.



#### Manufacturing Technology

Through our magazine, website, white papers, and newsletters, AMT provides key thought leadership to the industry.



#### IMTS

IMTS connects the manufacturing community together through the largest manufacturing trade show in the Americas and provides key content through the IMTS Network and IMTS+.



#### The MFG Meeting

The MFG Meeting, AMT's annual spring event, brings together the entire manufacturing ecosystem of our membership.



#### MTForecast

MTForecast is held every fall and focuses on the manufacturing economy and the industry trends that will drive business over the next few years.



#### MT Series Events

AMT and SME jointly co-sponsor the Manufacturing Technology Series, five regional trade shows that address education, technologies, and applications.



#### MT United

MT United, a joint venture of AMT and Gardner Business Media, empowers North American manufacturers with data, analysis, and strategic information for growth.



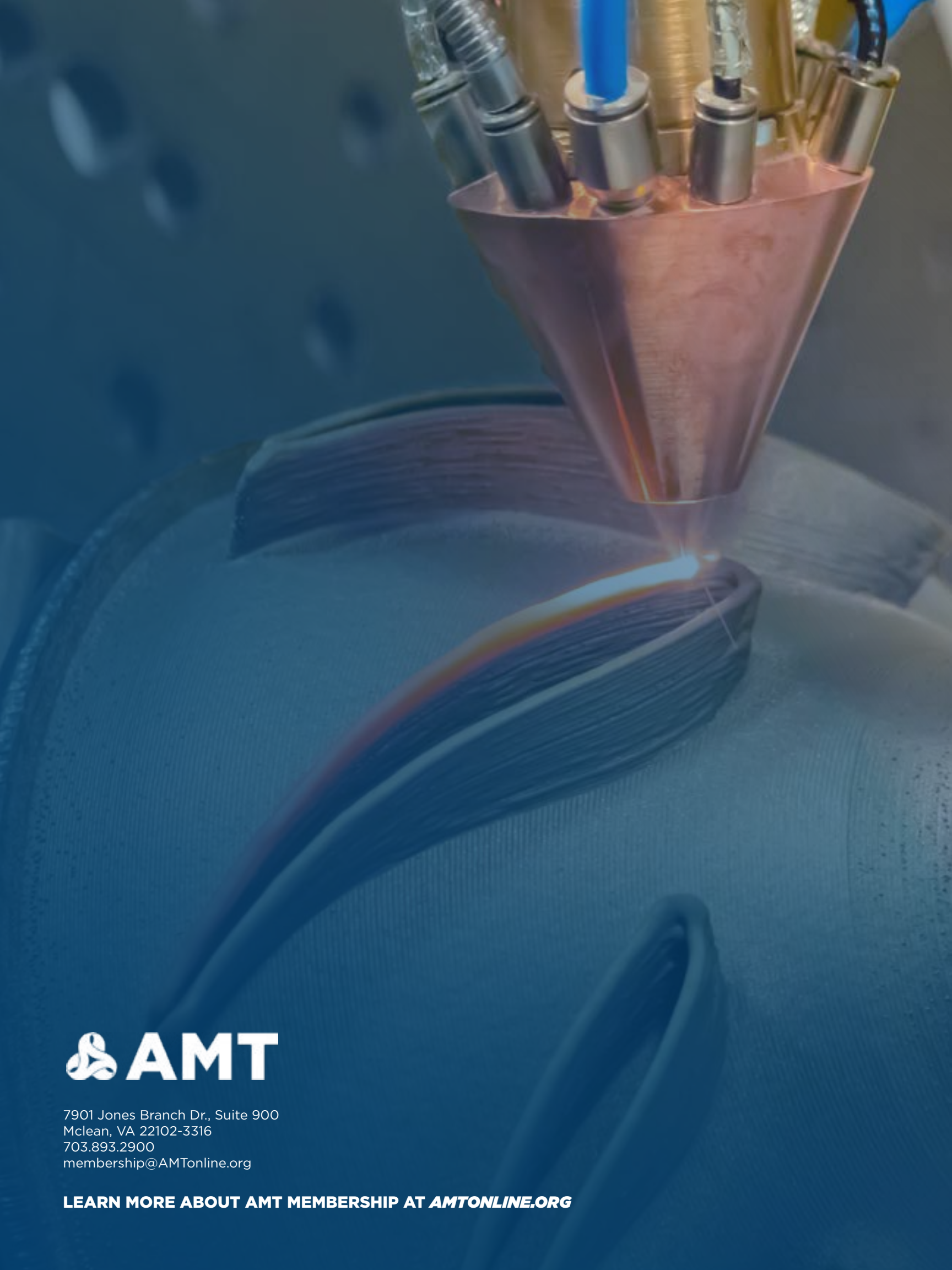
 **AMT IS...**

# CONNECTIVE

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*Connecting the manufacturing technology community is an important focus at AMT. Our premier event, the International Manufacturing Technology Show, leads the way in bringing all facets of the manufacturing community together to share advancements in technology. Through our other conferences, events and online activities including IMTS+ and AMTonline, AMT continues to build the relationships and connections that advance global manufacturing.*

**PETER EELMAN**  
VICE PRESIDENT & CHIEF EXHIBITIONS OFFICER



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**LEARN MORE ABOUT AMT MEMBERSHIP AT [AMTONLINE.ORG](http://AMTONLINE.ORG)**