Woodworking Webinar

Hosted by MFG.com & Collin Miller of Sustainable Forest Futures
About MFG.com

MFG.com is the place where global manufacturing industries go to easily, quickly and effectively source custom engineered parts, standard components, assemblies and textiles.

We currently have offices in Atlanta, Shanghai, Paris and Geneva.

MFG.com is the largest global community in manufacturing, with over 300,000 buyers, in more than 50 countries, representing all major industries, including automotive, aerospace, consumer products, machinery, military, industrial textiles and apparel.
About MFG.com

Here are a few examples of buyers that are using our marketplace:
The Changing Face of Lead Generation

Industrial Buyers Use of the Internet

Percent of Buyers Using the Internet as Part of their Sourcing and Supplier Discovery Process

![Bar chart showing the increase in percentage of buyers using the internet from 2000 to 2011.](chart)
The Changing Face of Lead Generation

Buyers Preferred Ways of Discovering Suppliers Today

- Online Marketplaces
- Supplier Discovery Database
- Search Engines
- Within an Enterprise Application
- Trade Shows
- Traditional Directories
The MFG.com Solution

MFG.com offers the exposure and tools you need to identify highly-targeted new customers and prospects and turn them into long-term partners, no matter where their supplier search begins.

A professional **Business Profile**, optimized on all major search engines, to help differentiate your company from the competition while increasing your online presence and exposure.

Access into **LiveMFG.com**, an online sourcing directory of global manufactures.

Prominent exposure in our **Supplier Discovery Database**. Buyers find your company based upon capabilities, geography or certifications, and can directly invite you to work with them (on or offline).

Access and syndication into **LiveSource**, our dynamic global e-procurement and sourcing tool used by enterprise clients all over the world.

Access to detailed **Buyer Intelligence**, such as their contact information, feedback ratings from other suppliers, past activity in the marketplace, price sensitivity and buying trends to help you identify your optimal prospective customers.

Access to public & private **live RFQs** from buyers that need your services now.

The ability to see retroactive / awarded RFQ leads from qualified buyers.
MFG.com Optimized Supplier Profile

GTI Precision Components

GTI Precision Components prides itself on being different. In business for 28 years, GTI strives to constant improvement through state of the art machining technology and inspection equipment. Where many companies fail, GTI recognizes that secondary processing, deburring, and finishing are equally important to customer satisfaction as efficient machining; they all must coexist at all times. Located 30 minutes west of Atlanta, GTI specializes in manufacturing high-tech components. We have a high level of expertise with 5-axis machining, Multi Axis MRR Turn, and Wire EDM serving companies working in the Aerospace, Satellite, and Energy Industries. GTI is proficient at high speed machining of aluminum. We are also proficient at machining stainless steel and Titanium. Through the existence and interaction with its international customers GTI has become proficient with metric standards and tolerances. It is our goal to develop long term relationships with OEMs which value our emphasis on quality, innovation, and customer service. We are looking forward to meeting your challenges and becoming your preferred source for high-tech machined components and assemblies.

GTI has taken delivery of a new DMG CTX Beta 1200 TO MRR/Turn machine.

GTI Precision Components

GTI Precision Components prides itself on being different. In business for 28 years, GTI strives to constant improvement through state of the art machining technology and inspection equipment. Where many companies fail, GTI recognizes that secondary processing, deburring, and finishing are equally important to customer satisfaction as efficient machining; they all must coexist at all times. Located 30 minutes west of Atlanta, GTI specializes in manufacturing high-tech components. We have a high level of expertise with 5-axis machining, Multi Axis MRR Turn, and Wire EDM serving companies working in the Aerospace, Satellite, and Energy Industries. GTI is proficient at high speed machining of aluminum. We are also proficient at machining stainless steel and Titanium. Through the existence and interaction with its international customers GTI has become proficient with metric standards and tolerances. It is our goal to develop long term relationships with OEMs which value our emphasis on quality, innovation, and customer service. We are looking forward to meeting your challenges and becoming your preferred source for high-tech machined components and assemblies.

GTI has taken delivery of a new DMG CTX Beta 1200 TO MRR/Turn machine.

GTI Precision Components

GTI Precision Components prides itself on being different. In business for 28 years, GTI strives to constant improvement through state of the art machining technology and inspection equipment. Where many companies fail, GTI recognizes that secondary processing, deburring, and finishing are equally important to customer satisfaction as efficient machining; they all must coexist at all times. Located 30 minutes west of Atlanta, GTI specializes in manufacturing high-tech components. We have a high level of expertise with 5-axis machining, Multi Axis MRR Turn, and Wire EDM serving companies working in the Aerospace, Satellite, and Energy Industries. GTI is proficient at high speed machining of aluminum. We are also proficient at machining stainless steel and Titanium. Through the existence and interaction with its international customers GTI has become proficient with metric standards and tolerances. It is our goal to develop long term relationships with OEMs which value our emphasis on quality, innovation, and customer service. We are looking forward to meeting your challenges and becoming your preferred source for high-tech machined components and assemblies.

GTI has taken delivery of a new DMG CTX Beta 1200 TO MRR/Turn machine.

GTI Precision Components

GTI Precision Components prides itself on being different. In business for 28 years, GTI strives to constant improvement through state of the art machining technology and inspection equipment. Where many companies fail, GTI recognizes that secondary processing, deburring, and finishing are equally important to customer satisfaction as efficient machining; they all must coexist at all times. Located 30 minutes west of Atlanta, GTI specializes in manufacturing high-tech components. We have a high level of expertise with 5-axis machining, Multi Axis MRR Turn, and Wire EDM serving companies working in the Aerospace, Satellite, and Energy Industries. GTI is proficient at high speed machining of aluminum. We are also proficient at machining stainless steel and Titanium. Through the existence and interaction with its international customers GTI has become proficient with metric standards and tolerances. It is our goal to develop long term relationships with OEMs which value our emphasis on quality, innovation, and customer service. We are looking forward to meeting your challenges and becoming your preferred source for high-tech machined components and assemblies.

GTI has taken delivery of a new DMG CTX Beta 1200 TO MRR/Turn machine.

GTI Precision Components

GTI Precision Components prides itself on being different. In business for 28 years, GTI strives to constant improvement through state of the art machining technology and inspection equipment. Where many companies fail, GTI recognizes that secondary processing, deburring, and finishing are equally important to customer satisfaction as efficient machining; they all must coexist at all times. Located 30 minutes west of Atlanta, GTI specializes in manufacturing high-tech components. We have a high level of expertise with 5-axis machining, Multi Axis MRR Turn, and Wire EDM serving companies working in the Aerospace, Satellite, and Energy Industries. GTI is proficient at high speed machining of aluminum. We are also proficient at machining stainless steel and Titanium. Through the existence and interaction with its international customers GTI has become proficient with metric standards and tolerances. It is our goal to develop long term relationships with OEMs which value our emphasis on quality, innovation, and customer service. We are looking forward to meeting your challenges and becoming your preferred source for high-tech machined components and assemblies.

GTI has taken delivery of a new DMG CTX Beta 1200 TO MRR/Turn machine.

GTI Precision Components

GTI Precision Components prides itself on being different. In business for 28 years, GTI strives to constant improvement through state of the art machining technology and inspection equipment. Where many companies fail, GTI recognizes that secondary processing, deburring, and finishing are equally important to customer satisfaction as efficient machining; they all must coexist at all times. Located 30 minutes west of Atlanta, GTI specializes in manufacturing high-tech components. We have a high level of expertise with 5-axis machining, Multi Axis MRR Turn, and Wire EDM serving companies working in the Aerospace, Satellite, and Energy Industries. GTI is proficient at high speed machining of aluminum. We are also proficient at machining stainless steel and Titanium. Through the existence and interaction with its international customers GTI has become proficient with metric standards and tolerances. It is our goal to develop long term relationships with OEMs which value our emphasis on quality, innovation, and customer service. We are looking forward to meeting your challenges and becoming your preferred source for high-tech machined components and assemblies.

GTI has taken delivery of a new DMG CTX Beta 1200 TO MRR/Turn machine.

GTI Precision Components

GTI Precision Components prides itself on being different. In business for 28 years, GTI strives to constant improvement through state of the art machining technology and inspection equipment. Where many companies fail, GTI recognizes that secondary processing, deburring, and finishing are equally important to customer satisfaction as efficient machining; they all must coexist at all times. Located 30 minutes west of Atlanta, GTI specializes in manufacturing high-tech components. We have a high level of expertise with 5-axis machining, Multi Axis MRR Turn, and Wire EDM serving companies working in the Aerospace, Satellite, and Energy Industries. GTI is proficient at high speed machining of aluminum. We are also proficient at machining stainless steel and Titanium. Through the existence and interaction with its international customers GTI has become proficient with metric standards and tolerances. It is our goal to develop long term relationships with OEMs which value our emphasis on quality, innovation, and customer service. We are looking forward to meeting your challenges and becoming your preferred source for high-tech machined components and assemblies.

GTI has taken delivery of a new DMG CTX Beta 1200 TO MRR/Turn machine.

GTI Precision Components

GTI Precision Components prides itself on being different. In business for 28 years, GTI strives to constant improvement through state of the art machining technology and inspection equipment. Where many companies fail, GTI recognizes that secondary processing, deburring, and finishing are equally important to customer satisfaction as efficient machining; they all must coexist at all times. Located 30 minutes west of Atlanta, GTI specializes in manufacturing high-tech components. We have a high level of expertise with 5-axis machining, Multi Axis MRR Turn, and Wire EDM serving companies working in the Aerospace, Satellite, and Energy Industries. GTI is proficient at high speed machining of aluminum. We are also proficient at machining stainless steel and Titanium. Through the existence and interaction with its international customers GTI has become proficient with metric standards and tolerances. It is our goal to develop long term relationships with OEMs which value our emphasis on quality, innovation, and customer service. We are looking forward to meeting your challenges and becoming your preferred source for high-tech machined components and assemblies.

GTI has taken delivery of a new DMG CTX Beta 1200 TO MRR/Turn machine.

GTI Precision Components

GTI Precision Components prides itself on being different. In business for 28 years, GTI strives to constant improvement through state of the art machining technology and inspection equipment. Where many companies fail, GTI recognizes that secondary processing, deburring, and finishing are equally important to customer satisfaction as efficient machining; they all must coexist at all times. Located 30 minutes west of Atlanta, GTI specializes in manufacturing high-tech components. We have a high level of expertise with 5-axis machining, Multi Axis MRR Turn, and Wire EDM serving companies working in the Aerospace, Satellite, and Energy Industries. GTI is proficient at high speed machining of aluminum. We are also proficient at machining stainless steel and Titanium. Through the existence and interaction with its international customers GTI has become proficient with metric standards and tolerances. It is our goal to develop long term relationships with OEMs which value our emphasis on quality, innovation, and customer service. We are looking forward to meeting your challenges and becoming your preferred source for high-tech machined components and assemblies.

GTI has taken delivery of a new DMG CTX Beta 1200 TO MRR/Turn machine.
Buyers are using search engines

Your MFG.com profile is optimized to place prominently on all major search engines.
Any potential client who finds your profile through the search engines can contact you or even directly send you RFQs for the jobs they have open.

You will be able to see exactly what information was accessed by each person and what key words they used in order to find your profile through a search engine.
Buyers use Supplier Discovery to Connect

Search For / Discover Suppliers

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Category</th>
<th>Location</th>
<th>Rating</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>MFG.com Marketplace</td>
<td>Machining</td>
<td>Georgia</td>
<td>⭐⭐⭐⭐⭐</td>
<td>USA</td>
</tr>
<tr>
<td>My Address Book</td>
<td>Certification</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GTI Precision Components</td>
<td></td>
<td></td>
<td></td>
<td>USA</td>
</tr>
<tr>
<td>Strictly Precision Inc.</td>
<td></td>
<td></td>
<td></td>
<td>USA</td>
</tr>
<tr>
<td>Tom Dycus Machine and Tool</td>
<td></td>
<td></td>
<td></td>
<td>USA</td>
</tr>
<tr>
<td>ATW Equipment</td>
<td></td>
<td></td>
<td></td>
<td>USA</td>
</tr>
</tbody>
</table>

For more information on GTI Precision Components, visit [their website](http://www.gtprecision.com).
## Syndication into Enterprise Systems

### Search For / Discover Suppliers

<table>
<thead>
<tr>
<th>Company name</th>
<th>Certifications</th>
<th>Location</th>
<th>Competencies</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- **Certifications**: 1 Certifications
- **Location**: 1 Countries/Regions Selected
- **Competencies**: 13 Competencies Selected

### Search Criteria

- **Company Name**: 
- **Material**: 
- **Product**: 
- **Language**: 
- **Activity Type**: 
- **Zip Code**: 
- **Within 10 miles**: 

### Supplier Details

<table>
<thead>
<tr>
<th>Supplier</th>
<th>Rating</th>
<th>Location</th>
<th>Contacts</th>
<th>No. of RFQs Received</th>
<th>SIS Card</th>
</tr>
</thead>
<tbody>
<tr>
<td>3 Sixty Group</td>
<td>★★★★★</td>
<td>United States of America</td>
<td>1</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>A-1 Precision, Inc.</td>
<td>★★★★★</td>
<td>United States of America</td>
<td>1</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Acal Precision Products</td>
<td>★★★★★</td>
<td>United States of America</td>
<td>1</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>
GTI Precision Components

GTI Precision Components prides itself on being different. In business for 28 years, GTI aspires to constant improvement through state of the art machining technology and inspection equipment. Where many companies fail, GTI recognizes...

More
INNOVATIVE ENGINEERING CORPORATION

Innovative Engineering Corp designs and produces some of the world’s coolest products. From product concept to strategically driving mass market adoption, Innovative Engineering Corp is a leading product creation company serving customers in aerospace, medical, automotive and consumer products.

We outsource all production and strive to become tightly integrated with our suppliers to leverage their innovation and manufacturing know how.

---

**Mark Smith**  
_Sourcing Manager_

_Innovative Engineering Corp_  
123 Industry Drive  
Boston, MA 00978  
USA  

Give us a Call

MFG.com Member Since May 10, 2002

---

**From Supplier:** LEMLER MACHINE  
RFQ #: 837976  
Rating Received: 01/13/2012

"Deb is great to deal with!"

---

**From Supplier:** Empire Tool and Machine  
RFQ #: 826504  
Rating Received: 12/27/2011

"good company to work with"

---

**Demographics**  
Industry: Packaging  
Employees: 60-100  
Languages: English

---

CONFIDENTIAL AND PROPRIETARY
This buyer has sourced 148 RFQs representing 173 parts on MFG.com and he has an 89% award rate.

The 148 RFQs he posted represent an annualized spend of $5,450,980 USD and the annualized value of his awarded RFQs is $4,765,800 USD.
75% of all sourcing activity occurs privately, outside the public RFQ Marketplace

- You can be invited to **private RFQs**, available only to a few selected suppliers
  - **Buyers Who Invited Me (166)**
  - **Buyers Who Marked Me Preferred (187)**

- Buyers can access all your information and add you to their **preferred vendor list**

These private sourcing activities are often used by some of our most important enterprise buyers
Public & Private Sourcing

**RFQ Details**

**RFQ Name**

**Reference Number**

**Brief RFQ Description**
Production of a hood top, cast steel. Material is cast steel - grade 1020. Component is 1/2 inch thick x 0.56 inch OD with three (3) ears.

- **Release Date**: 01/16/2012 10:51
- **Quotes Needed By**: 01/28/2012 23:59
- **Anticipated Award Date**: 02/07/2012 23:59
- **Must Be Quoted In**: Dollar US (USD)
- **Quotes on This RFQ**: 0

**Items to be Sourced**

<table>
<thead>
<tr>
<th>Item #</th>
<th>Category (Material)</th>
<th>Attachments &amp; Links</th>
<th>Annual Usage</th>
<th>Quantities to Be Quoted</th>
<th>Delivery Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>4224689380022</td>
<td>Carbon Steel</td>
<td>RFQ-339729-6.pdf RFQ-339729-1.dxf RFQ-339729-2.cprt</td>
<td>500 Pieces</td>
<td>1000 Pieces</td>
<td>04/03/2012</td>
</tr>
</tbody>
</table>

**Shipping & Payment Terms**

- **Shipping Terms**: DDP - Delivered Duty Paid / Supplier Pays
- **Shipping Address**: New York, 13027 USA
- **Preferred Payment Terms**: Net 30

**RFQ Intent**

- **Your Intentions for this RFQ**: Find a supplier for a new design
- **Your Relationship to this RFQ**: I am the end user of these items
- **RFQ is for what Industry**: Chemical
After an RFQ is awarded, we offer you quote statistics, to help you understand how you positioned yourself compared to your competitors.

<table>
<thead>
<tr>
<th>Quote Specifics</th>
<th>Monetary Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Your Quote Total</td>
<td>$ 15,600.00 USD</td>
</tr>
<tr>
<td>Average Quote Total</td>
<td>$ 37,644.41 USD</td>
</tr>
<tr>
<td>Quote Range</td>
<td>$ 15,600.00 - $ 59,990.00 USD</td>
</tr>
<tr>
<td>Awarded Quote Total</td>
<td>$ 18,000.00 USD</td>
</tr>
</tbody>
</table>

This RFQ was awarded to a company in Massachusetts United States of America. The actual award value was $ 18,000.00 USD.
You are able to see exactly how many people viewed your profile and how they found you.

You can see what information each potential client looked at: phone number, email address, your website, or your brochures and photos.
Your Opportunity funnel details the number of opportunities matched to your saved searches, the number of RFQs you were personally interested in, the number of RFQs you quoted and the number of opportunities awarded online.
Types of leads

Public Sourcing

Phone leads
Search Engine Optimization
Redirecting potential clients to your website
Public RFQs
Press coverage

Private Sourcing

Buyers who include you on their preferred vendor lists
Syndication in our Supplier Discovery Database
Syndication in our Supplier Directory
Syndication through our Live Source application
Access to private RFQs through special invitations
Buyer Discovery (Retroactive Leads)
We don’t have any direct competitors, but there are alternative ways you can try to connect with new customers.

Your Alternative to MFG.com

- **Search Engine Optimization:** $15,000
- **Google AdWords:** $15,000
- **Cold Caller:** $24,000
- **Job Shop Trade Show:** $6,000
- **Directory Listing:** $6,000

**Total:** $72,000 per year
Public RFQs - Woodworking

- In the past 36 months, MFG.com Buyers have publicly sourced 487 Woodworking opportunities.
- The dollar value of these 487 public Woodworking RFQs represents roughly $300 million in opportunity to MFG.com Supplier Members.
- These numbers do not take private RFQs or private sourcing activity into account.
### Current Live Public Woodworking RFQs

<table>
<thead>
<tr>
<th>RFQ # / Name</th>
<th>Category</th>
<th>#</th>
<th>Max Qty.</th>
<th>Annual Usage</th>
</tr>
</thead>
<tbody>
<tr>
<td>641824</td>
<td>Woodworking</td>
<td>1</td>
<td>10 Pieces</td>
<td>20 Pieces</td>
</tr>
<tr>
<td></td>
<td>- Wood</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Fabrication</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>641610</td>
<td>Woodworking</td>
<td>2</td>
<td>1,500</td>
<td>3,000</td>
</tr>
<tr>
<td></td>
<td>- Wood</td>
<td></td>
<td>Pieces</td>
<td>Pieces</td>
</tr>
<tr>
<td></td>
<td>Fabrication</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>641408</td>
<td>Woodworking</td>
<td>1</td>
<td>50,000</td>
<td>100,000</td>
</tr>
<tr>
<td></td>
<td>- Wood</td>
<td></td>
<td>Pieces</td>
<td>Pieces</td>
</tr>
<tr>
<td></td>
<td>Fabrication</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>641075</td>
<td>Woodworking</td>
<td>1</td>
<td>200,000</td>
<td>2,000,000</td>
</tr>
<tr>
<td></td>
<td>- Wood</td>
<td></td>
<td>Sets</td>
<td>Sets</td>
</tr>
<tr>
<td></td>
<td>Turning</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>640476</td>
<td>Woodworking</td>
<td>1</td>
<td>700</td>
<td>355</td>
</tr>
<tr>
<td></td>
<td>- Wood</td>
<td></td>
<td>Sets</td>
<td>Sets</td>
</tr>
<tr>
<td></td>
<td>Fabrication</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>638861</td>
<td>Woodworking</td>
<td>1</td>
<td>1,000</td>
<td>500</td>
</tr>
<tr>
<td></td>
<td>- Wood</td>
<td></td>
<td>Pieces</td>
<td>Pieces</td>
</tr>
<tr>
<td></td>
<td>Turning</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
**Woodworking Membership**

*Standard Rate*

- $300 Start-up Fee
- United States Access
- SEO
- Phone Leads
- Web Leads
- Open Fit RFQs
- 1 Seat
- Generic Placement

- $5,000 per year

*Webinar Attendee Rate*

- $0 Start-up Fee
- Global Access
- SEO
- Phone Leads
- Web Leads
- Open Fit RFQs
- Multiple Seats
- Premium Placement
- Syndication to LiveSource
- Syndication to Partner Network
- Press Release
- Dedicated Account Manager
- Social Media Exposure
- 20 Retroactive Leads from Woodworking Buyers

- $2,400 per year
For more information, please contact your MFG.com Manufacturing Consultant – Charlie Rigby

crigby@mfg.com
(+1) 678-384-6366

Go to www.MFG.com
(http://www.mfg.com/en/value/value-overview.jsp)