



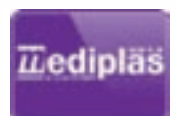
2013 Exhibitor prospectus

MICRO | NANO | MEMS 2013
THE HIGH PRECISION MANUFACTURING EXPO


innovationknowledgesolutions

25-26 September 2013
NEC, BIRMINGHAM, UK

co-located with



www.micronanomems.com



Micro | Nano | MEMS is the premier event for anyone interested in micro manufacturing technologies

Aaron Johnson
Marketing Manager
ACCUMOLD



@micronanomems

Datateam Business Media Limited

15A London Road, Maidstone, Kent, ME16 8LY

Tel: +44 (0)1622 687031, Fax +44 (0)1622 757646 Email: kambrose@datateam.co.uk

www.micronanomems.com

datateam

Business Media

another event from Datateam Business Media

Welcome

to Micro | Nano | MEMS 2013

Micro, Nano and MEMS technologies are shaping tomorrow's world. Driven by the need from manufacturers across the globe to increase performance, improve efficiency, reduce costs and achieve competitive advantage. **Micro | Nano | MEMS 2013** offers an extensive scope to showcase your products and services to visitors from across the industrial supply chain and a unique opportunity to present your technical innovations and visions.

Building on the success of previous **Micro | Nano | MEMS** events in 2011 and 2012, we are delighted to welcome Sensors & Instrumentation, the Machine Building Show, TCT Show + Personalize and Mediplus who will join us as co-locating events in 2013. So, if you are a regular exhibitor then we will be delighted to welcome you back, for those new to **Micro | Nano | MEMS** it is the perfect time to join the success story!

Join **Micro | Nano | MEMS** at the NEC, 25-26 September 2013.

Kathy Ambrose
Exhibition Organiser
Tel: +44 (0)1622 699129
Email: kambrose@datateam.co.uk



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Testimonials

don't **just take our word for it**

The move to the NEC certainly worked well and LML had our best MM Live show to date. We've been exhibiting at the show since its start and we had the largest number (and best quality) leads we have ever had at the event. We'll certainly be exhibiting again next year.

Nadeem Rizvi
LASER MICROMACHINING LTD

Quality of visitors was good and we secured an excellent order.

Mike Bond
INEX

We will certainly consider Micro I Nano I MEMS after our experience of the show.

Dave Maclellan
ROFIN BASSEL UK

If you're at all connected to micro technology, Micro I Nano I MEMS is a must. Plan to be in the UK this fall.

Aaron Johnson
ACCUMOLD

We were really happy with the amount of visitors that came to see us that have lead to exciting discussion and future collaboration.

Celine White
OPTEK

This show was fantastic for fcubic, it generated lot of traffic through the booth, with a large proportion being high-quality leads. Visitors from all our target segments were at the show and they were interested to discuss fcubic's service in order to develop and supply metallic component applications.

Ian Howe
fcubic AB

Congratulations to the organisers of the show on such a well co-ordinated and informative exhibition.

Louise Lloyd Jones
JK LASERS

The event

for **manufacturers** who make small parts - **at every scale**

3D Lithography, 3D Printing, Micro Drilling & Cutting, Micro EDM Equipment and Services, Chemical Vapour Deposition, Contract R&D, Contract Manufacturing, Electron Beam Machining & Lithography, Electrical Discharge Machining, Electroforming, Electro Chemical Polishing, Electroplating, Photo Etching & Chemical Machining Equipment, Focussed Ion Beam, Micro Grinding, Hot/UV Embossing, Lapping, Ion Beam Lithography, Micro Injection Moulding Machines and Services, Micro and Nano Inspection and Metrology, Microscopy, Micro Milling, Nano Imprint Lithography, Micro & Nano Positioning Technology, High Precision Stamping, Precision Finishing & Polishing, Powder Injection Moulding, Laser Micro Cutting & Machining, Micro Turning, Micro Welding, MEMS Design and Fabrication, MEMS Foundry Services, Test and Inspection.



2012 Exhibitors included:

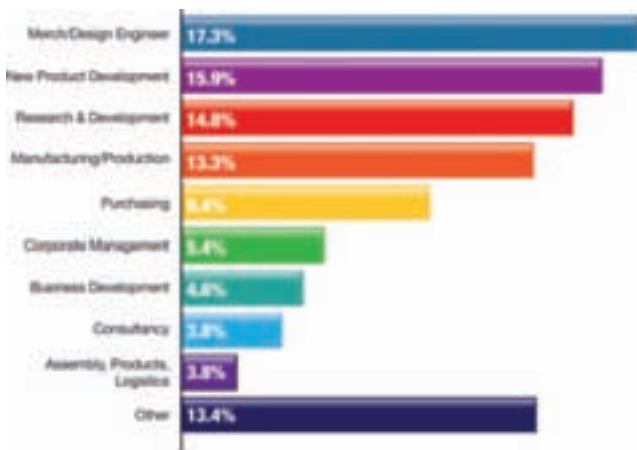
3D-Micromag AG	Fibracon - Insoil Machined	Association (NIA)	Rofin Baasel
A.C.E. Advanced Chemical	Plastics	Nano Technology Knowledge	Sarix
Etching	Fries Research & Technology	Transfer Network (NanoKTN)	Semsysco (Semiconductor
Accumold	(FRT) GmbH	Nikon Metrology UK Ltd	Systems Corporation)
AILU	Harting	O F Bell Injection Moulding	Shannon MicroCoil
Alicona	Hitachi High Technologies	Oerlikon Leybold Vacuum UK Ltd	SIOS Messtechnik
Armstrong Optical	IDB Technologies	Olympus	SmaTec International
Attica Components Limited	INEX	Omniscan Ltd	Speciality Coating Systems
Axetris	IPG Photonics (UK) Ltd	OpTek Systems	SPI Lasers
Barkley Plastics Ltd	iX-factory GmbH	Optimax Imaging Inspection &	Spirit
Batten and Allen Limited	JEMI	Measurement Ltd	Surrey Ion Beam Centre
Boy Ltd	Keyence	Orlin Technologies Ltd	TDC Corporation
Bruderer UK Ltd	Kingston Precision Engineering	Oxford Instruments Plasma	Tecan
Brunel University	Laser Lines Ltd	Technology	The Centre for Polymer Micro and
C. Brandauer & Co Ltd	Laser Micromachining Limited	Parmaco Metal Injection Molding	Nano Technology
CDA GmbH	Leica Microsystems	PI (Physik Instrumente)	The L.S. Starrett Company Ltd
Commercial Micro	Loadpoint Limited	Precipart	TLM Laser
Manufacturing Magazine	Metrology Direct Ltd	Precision Manufacturing Centre	TRUMPF
Compugraphics International Ltd	Micrometric	Precision Micro	University of Glasgow
Comsol Ltd	Micronanics Limited	Precitec	UPM Ltd
Elektroform	Nano Technology Industries	Rideo Systems	Vision Engineering

Reach

your target markets

Showing a continuing growth in visitor numbers, previous events attracted over 2,000 visitors with over 60% of them already planning to return. Expect to meet a unique audience of high-calibre directors, R&D personnel, senior engineers, and procurement specialists seeking a wide range of solutions.

Primary Job Function



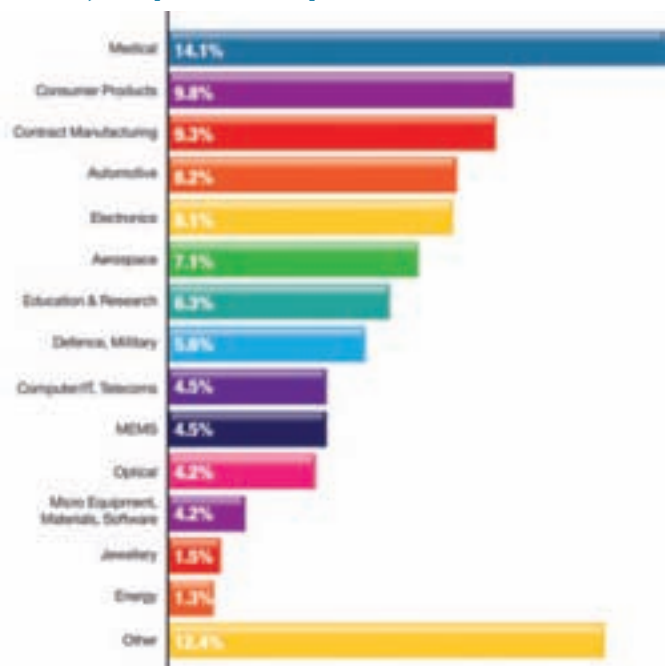
71%
of visitors

played a decisive or influential role in purchasing decisions with over 24% having firm investment intentions

27%
of visitors

of visitors have an annual budget in excess of £100,000 with 8% of these having an annual budget in excess of £500,000

Company Activity



Attendees

to Micro | Nano | MEMS include

Agilent Technologies
Assystem UK
Aston Martin
AWE
B&W GROUP
BAE Systems
Becton Dickinson
Bespak
Black & Decker
Bombardier Aerospace
Boston Scientific
British American Tobacco
Chemring Countermeasures
Cummins Turbo Technologies
Dell UK
Delphi Diesel Systems
DSTL
Dyson
EADS
Eaton
Eurotherm
Flir Systems AB
Force India F1
Ford Motor Company
G.C.H.Q
GE Sensing
Gillette
GlaxoSmithKline
Glenair
Group Lotus
Harman Becker Automotive Systems
Hasbro Europe
Honda
Ideal Heating
Invensys Eurotherm
Jaguar Land Rover
Johnson Matthey
Kenwood
KeyMed
Kraft Foods
LEGO
Linpac Packaging
Lotus Renault GP
MAHLE Powertrain
Martin Baker Aircraft
McLaren Racing
Meggitt Aircraft Braking Systems
Mercedes Benz HPE
Messier-Bugatti-Dowty
Ministry of Defence

Moog
Morphy Richards Ltd
Procter & Gamble
PA Consulting group
Panasonic
Parker Pen Company
Perkins Engines Ltd
Pfizer Ltd
Prodrive Motorsport
Qinetiq
Red Bull Technology
Renishaw
RNLI
Roke Manor Research

Rolls-Royce
Rutherford Appleton Laboratory
SAIC Motor
Sappi Fine Papers Europe
Stryker Orthopaedics
Thermo Scientific
Trelleborg Offshore
Triton Showers
Triumph Motorcycles
TWI
Tyco Electronics
Unilever
Unipart Rail
Xerox

The Marketplace for Market Leaders



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SEPTEMBER 25 | 26 | 27 | 28 | 29 OCTOBER 2013
BIRMINGHAM, UK

Delivering Visitor Satisfaction



83% of visitors

said that they had discovered solutions to current and future manufacturing challenges they were previously unaware of as a direct result of visiting the event.



over 80% of visitors

rated the quality and quantity of exhibitors at previous shows as above average, with 24% of these rating excellent.



85% of visitors

rated their overall experience above average with over 60% already planning to return to future shows.

Delivering Exhibitor Satisfaction



82% of exhibitors

rated the event effective in helping them to achieve their company's objectives.



over 70% of exhibitors

rated the quality of contacts they made above average or excellent.



91% of exhibitors

were satisfied with their overall experience at previous events with 42% rating very satisfied.

Event marketing

Micro | Nano | MEMS aims to deliver two types of visitor. The first group are those who are educated in the technologies and who are attending to make a purchase or keep up to date with the latest developments. The second group are those new to the technologies. The first time visitors are the key to growing attendance year on year. The 2013 marketing campaign will continue to build upon these key themes.

Micro | Nano | MEMS will benefit from an extensive advertising and PR campaign designed to reach the micro, mems and nano community that will feature:

On the page advertising, over 100,000 ticket inserts and an integrated e-media campaign that will run throughout a six-month period up to the event, ensuring that the ultra precision community know exactly when and where the events will take place.

Personalised exhibitor invites, printed to order and personalised with the exhibitors logo and stand details. Provided free of charge to all exhibitors wishing to mail their databases.

In-depth editorial support from the leading dedicated micro manufacturing and MEMS magazines, including Commercial Micro Manufacturing, Electro Optics and Laser Systems Europe - including a special show preview.

Regular press releases issued to over 300 media outlets including industry publications, local media, industry websites and newsgroups.

Channel marketing through all major national and international associations and trade bodies that support the show including those identified below.



Experts

in Micro, Nano & MEMS

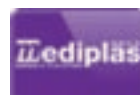
Micro | Nano | MEMS has unrivalled access to one of the most powerful marketing tools available in the ultra precision industry - Datateam Business Media's Connecting Industry portfolio of market leading industrial journals - with unbeatable penetration into worldwide high tech markets. Central to this mix will be our Design Solutions, Electronics and Electrical Engineering magazines backed by the Connecting Industry website.

Micro | Nano | MEMS will also be backed by other market leading publications including Commercial Micro Manufacturing (CMM) and Components in Electronics (CIE), along with support from a wide range of organisations, agencies and media.



Micro | Nano | MEMS co-locations

Each of the co-located events will be running their own targeted marketing campaign to attract visitors to the NEC in September 2013. There will also be a group advertising campaign across all shows.



Visitor attractions

Datateam Business Media approaches events from a different angle to many organisers, our view is to give the visitor as much encouragement to attend as possible, to this end we offer the following to all attendees.

Free Technical Seminars: We believe in encouraging technology adoption, so all our seminars are free to attend. Free Visitor Wi-Fi - something all events should offer, but not all do - these days it is essential for many visitors to remain connected when at events. At Micro | Nano | MEMS you can, for free.

You Stay We Pay: Once again this system will repeat, we will pay the £10 car park charge for a visitor if they stay beyond 3pm.

Approaching its 6th annual edition these events combine to offer a genuine one stop shop and an ideal information platform for all micro, nano and ultra-precision manufacturing solutions.

Exhibition Highlights

Full spectrum of Micro, Precision, MEMS and Nano manufacturing solutions including but not limited to - Micro and Precision Machining, Precision Diamond Machining, Micro Milling, Turning, Grinding Machines, Micro Injection Moulding, Laser Micro machining, Photo Etching, Chemical Machining, Electroforming, Lithography, Inspection, Metrology and Test equipment, Microscopy, Photo masking, Micro and Precision cutting tools, Surface abraders, Micro EDM, Contract manufacturing services, Rapid Prototyping, Nano materials, Micro-fluidics fabrication, MEMS fabrication, assembly and testing equipment, Precision stamping, Chemical Vapour Deposition and Etching solutions.

World Class Manufacturing Conference

The event's conference programme is characterised by high quality presentations from leading users of the technologies and industry commentators from across the globe. In 2012 world class speakers from the UK, USA, Italy, Germany, Spain, France and Sweden all featured in the line up. For 2013 the conference will continue to explore the impact, developments and applications in a range of micro manufacturing technologies. If you are interested in submitting a paper to be featured in the 2013 conference please contact kambrose@datateam.co.uk

MEMS & Nano Manufacturing Technology Seminars

Once again for 2013 we will be working with key industry associations **JEMI**, **NanoKTN**, **MANCEF** and **Institute of Nanotechnology** to create a compelling array of presentations in this cutting edge area.

Live Machine Demonstrations

Micro | Nano | MEMS 2013 will actively encourage exhibitors wherever possible to feature live machine demonstrations - allowing the visitor to compare and contrast in a live environment.

Co-located with four other market leading industrial events. With a **one ticket for all shows** policy, a visitor ticket also provides easy access to the following co-located exhibitions:

Sensors & Instrumentation - The UK's only dedicated sensing technology event.

The Machine Building Show - The UK's annual automation showcase.

TCT Show + Personalize - The leading European event for product development and additive manufacturing technologies.

Mediplas - The leading event for medical plastics manufacturing.

Booking your Stand

SPACE ONLY

For those companies wishing to custom build, space only plots are priced at £229/sq.m

SHELL SCHEME

The shell scheme package includes white walls, grey carpet, fascia name board, stand cleaning and a basic electricity package comprising 2 amp (500W) socket and fluorescent lighting strip. Shell schemes are priced at £269/sq.m

FURNITURE

Furniture is not included. The requirements of individual exhibitors can be met by the official contractor: **The So Group - www.thesogroup.co.uk**

CORNER STANDS

There is a limited number of corner sites available. Those stands with one corner are subject to a 10% premium, 15% is applicable for stands with multiple open corners, 20% for island sites.

BOOKING PROCEDURE

All stands are reserved and confirmed on a first come first served basis. To make a reservation please contact:

Kathy Ambrose
Exhibition Organiser/Sales

Tel: + 44 (0)1622 699129
Email: kambrose@datateam.co.uk



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