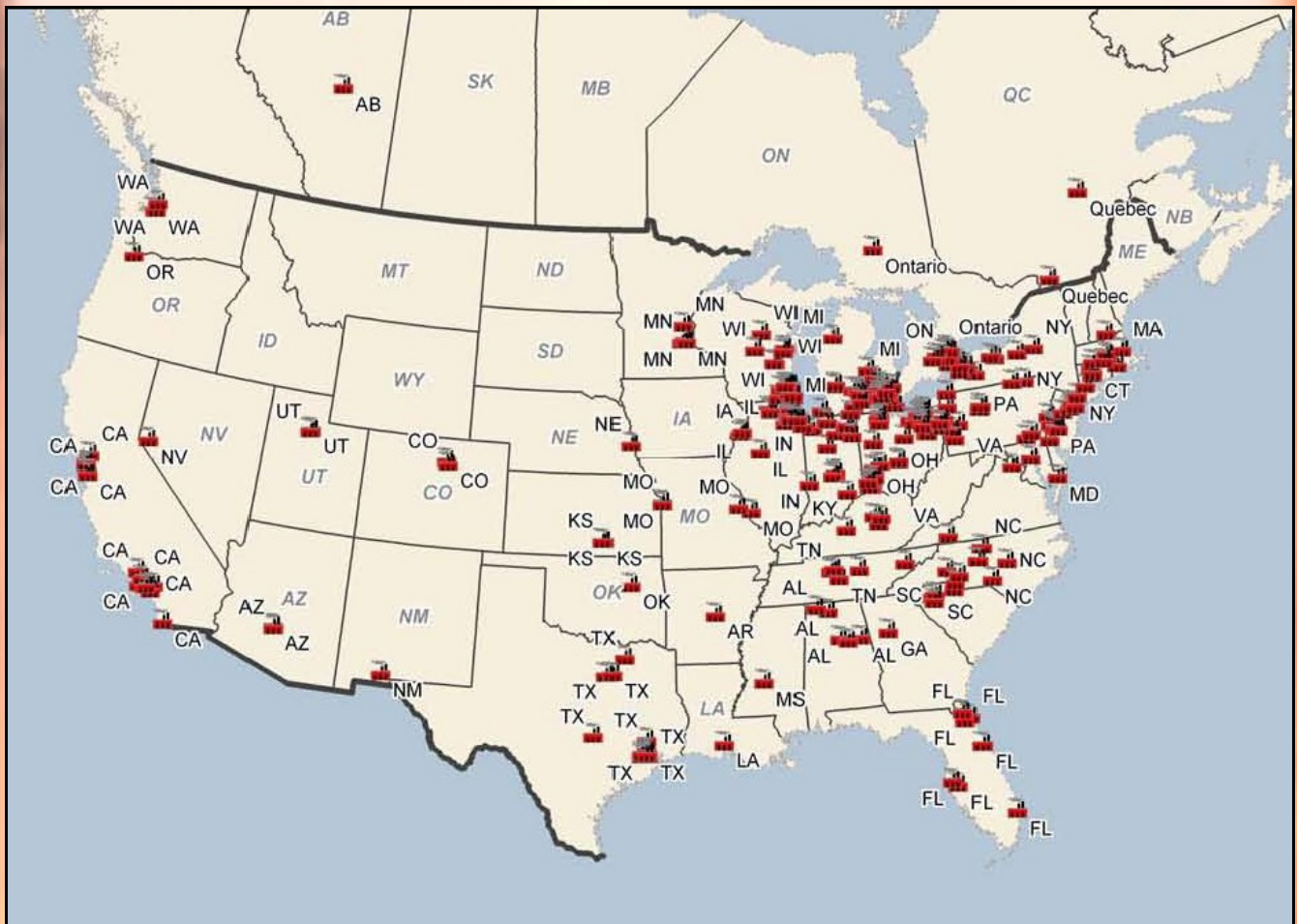




Metal Treating Institute

The Largest Network of Commercial Heat Treaters & Decision Makers in the World

Associate Membership Prospectus



Why Affiliate With MTI ?

Because MEMBERS BUY From MEMBERS

- Represents the Largest Network of Commercial Heat Treaters in the World With **Over \$1.2 Billion in Annual Sales**
- Members **Purchase Over \$245 Million** in Equipment, Factory Supplies, Maintenance and Services Annually
- Hosts 6 Meetings Per Year Including 2 National and Various Regional and Local Chapter Meetings for Your Networking Opportunities with DECISION MAKERS.
- Rock Solid Stability Since 1933 With Loyal Heat Treat Members
- Members Located in 40 States, Canada and 6 Other Countries
- Represents ONLY Decision Makers With Year Round Open Access & Networking
- Sponsors the Largest Heat Treat Only Expo & Conference in North America Delivering the Largest Network of Decision Makers to Purchase Your Products

***See Our 3 Different Levels of Annual Membership
Sponsorship Package Included***

Furnaces North America

FNA 2012

Oct. 2-3, 2012 • Nashville, Tennessee

***Renaissance Hotel & Convention Center
Nashville, Tennessee***

FNA 2012 Features

- Top Travel Destination in the World
- Attendees Are Decision Makers on Heat Treat Purchases From All Over the World
- Great Booth Package That Includes Lead Retrieval Unit, Table, Chairs, Tickets to Opening Night Reception & FNA Comedy Theater
- Offers Central Location to Most Heat Treaters and Manufacturers Drawing Record Attendance
- 20 Technical Sessions on the Latest Trends and Developments in Technology, Equipment and Processes

Who Will Attend:

- Department Managers
- Division Directors
- Facility Managers
- Production Managers
- Technical Directors
- Systems Superintendents
- Metallurgical Engineers
- Operations Coordinators
- Maintenance Managers
- Heat Treat Quality Control Managers
- Commercial Plant Owners & GMs

Produced By



**North America's Only Heat Treat
Expo & Conference
Coming October 2-3, 2012**

Media Sponsor

Industrial Heating
THE INTERNATIONAL JOURNAL OF THERMAL TECHNOLOGY

Metal Treating Institute
Diamond Sponsorship—\$10,000 Annually
Exclusive to ONLY 12 Companies

Sponsorship Includes	\$ Value (annual)
• Full Page Company Profile Once a Year in MTI's Quarterly Publication, Heat Treat Magazine in Industrial Heating Magazine	\$ 2,000
• Even Years: 10 x 10 Furnaces North America (FNA) Booth Odd Years: 3 additional General Meeting registrations	\$ 1,950
• 2-Complimentary Registrations at Any One of MTI's General/Regional Meetings	\$ 1,200
• 2-Complimentary Registration at Any One of MTI's Chapter Meetings	\$ 400
• Logo Presence on MTI TV Bi-Weekly Webcasts	\$2,400
• All MTI Bronze Member Benefits	\$ 3,000
• 1/4 page Ad in MTI Monthly Newsletter	\$ 2,400
• Monthly Banner Ad on HeatTreat.net	\$ 1,200
• Monthly Banner Ad on HeatTreatQuoteMaster.com	\$ 1,200
• Monthly Banner Ad on Furnaces North America Web Site	\$ 1,200
• Logo Link Ad on ALL 65 Courses at MTIAcademy.com	\$ 12,000
• Logo Ad on MTI Weekly Hot ENews Emails	\$ 2,400
• First In Line for Technical Presentations at FNA	Priceless
• Electronic File With Contact Information of MTI's Database of Heat Treaters	INVALUABLE
Total Value of Sponsorship	\$31,350

Metal Treating Institute
Silver Sponsorship—\$5,000 Annually
Open to All Companies

Sponsorship Includes	\$ Value (annual)
• All MTI Bronze Member Benefits	\$ 3,000
• Even Years: 10 x 10 Furnaces North America (FNA) Booth Odd Years: 3 additional General Meeting registrations	\$ 1,950
• 1-Complimentary Registration at Any One of MTI's General/Regional Meetings	\$ 600
• 1-Complimentary Registration at Any One of MTI's Chapter Meetings	\$ 200
• Monthly Banner Ad on HeatTreat.net	\$ 1,200
• Monthly Banner Ad on HeatTreatQuoteMaster.com	\$ 1,200
• Monthly Banner Ad on Furnaces North America Web Site	\$ 1,200
• First In Line for Technical Presentations at FNA	Priceless
 Total Value of Sponsorship	 \$ 9,350

Metal Treating Institute

Bronze Membership—\$3,000 Annually

Open to All Companies (Current Base Level Sponsorship)

Sponsorship Includes MTI Membership Benefits:

- Access to MTI Heat Treaters Who Purchase Over \$245 Million Annually From Suppliers
- Receive MTI's Monthly, Quarterly and Annual Financial Data and Benchmarking Studies to Help Your Company Make Sound Planning Decisions
- Access to the MTI Worldwide Online Community of Decision Makers Through MyMTI
- Opportunity to Advertise in Heat Treat Magazine, MTI's Official Publication Sent Quarterly to Over 24,000 Heat Treat Readers.
- Exclusive Invitation to ALL MTI National, Regional & Chapter Meetings
- *Closed to NON-MEMBER SUPPLIERS*
- 10% Discount on Booth to Exhibit at Furnaces North America Expo (FNA)
- Sponsorship Opportunities at Furnaces North America
- First Priority for Technical Presentations at Furnaces North America
- Sponsorship Opportunities at Annual Membership, Regional or Chapter Meetings
- Provide Course Content for MTI's Worldwide Training Academy, www.MTIacademy.com
- Brand Your Company as a Supporting Partner With Use of MTI Logo for Your Company Brochures & Website
- First In Line to Upgrade to Diamond Sponsor When They Are Available (only 12)
- Access to All MTI Value Added Benefits
 - ◇ MTI Online Academy—Training With Over 65 Courses
 - ◇ 15 Business Consultants including Safety, Quality, Environmental, Technical, Metallurgical, Safety, Financial Services & Healthcare
 - ◇ Business Insurance Through Sentry Insurance (specialize in Heat Treating Industry)

Policy for Associate Members

Associate Members will make application for membership in the Metal Treating Institute by filling out a form to include a statement explaining the applicant's ability to make a technical contribution to advance the interests of the Metal Treating Institute and the heat treating industry. That application will be processed and passed on by the staff of the Institute and approved by the Board of Trustees.

Associate Member membership in the Institute shall be limited to one-third (1/3) of the regular members

Each Associate Member shall be represented by a delegate and alternate delegate, both of whom shall be an owner, officer or executive employee of the firm or organization. The delegate and alternate with their significant other and minor children are welcomed to attend the general membership meetings. Non-executive employees are invited to attend general membership meetings when accompanied by a delegate or alternate delegate. The delegate, alternate and/or an employee of the company, together with their significant other plus minor children, may attend chapter meetings.

Education/Technology Transfer Associate Members are by invitation only by a majority of the Board of Trustees.

The Associate Member, Supplier Division, corporate sponsorship will be comprised of three levels of Bronze, Silver and Diamond at the annual cost as established by the Board of Trustees.

Code of Business Practices

We, the members of the Metal Treating Institute, having associated to do our part in the broad effort of industry to foster, promote and maintain high ethical standards in all business dealings, individually and collectively pledge our every effort to:

- Treat every customer fairly and equitably, on a basis profitable to both the seller and buyer;
- Treat every supplier fairly, extending the same consideration to him as we would wish to receive from our own customers;
- Cooperate with our trade association, within legal limits, on a basis that will assist each unit in the industry to operate under high business standards and enable the industry as a whole to serve the public effectively and economically;
- Recognize that our employees are the lifeblood of our business; will maintain a sound and well defined employee policy suitable to the problems of our company, community and industry that will provide free interchange of ideas between management and employees on all matters of mutual interest; give adequate opportunity for consideration and adjustment of all complaints; and will maintain a safe working environment and fair compensation for work performed;
- Recognize that we will not be successful unless our customers are successful and that we will provide the quality and service to help our customers become more competitive in the marketplace;
- Preserve our credit standing and goodwill by fair and equitable treatment of creditors;
- Demonstrate that the business is a desirable "Citizen" of the local community in which it operates;
- Cooperate with and support all the agencies of government in the exercise of their legitimate functions.

Associate Member Participation

1. In all programs and services except physical attendance constraints. They can receive survey and statistical program results in which they participate as do regular members.
2. Encouraged to have concurrent sessions at general membership meetings for the purpose of discussing items pertinent to their respective divisions.
3. Encouraged to participate on Institute committees.
4. Can sponsor speakers or social event entertainment available to all the membership in attendance.
5. Can elect two (2) "associate delegates" to the Institute Board of Trustees and vote on matters internal to their respective divisions.
6. Can participate in advertising opportunities that may develop at the discretion of the Board of Trustees.

Unacceptable Associate Member Conduct

1. Sponsor hospitality suites at Institute meetings.
2. Entertain members in groups at Institute meetings.
3. Provide promotional items for meeting.
4. Participate in selling activities.

Any Associate Member may be suspended or its membership terminated for cause by the Board of Trustees at a properly called meeting. "Cause" shall mean violation of the Bylaws or "Policy for Associate Members", failure to submit corporate sponsorship payment or other conduct prejudicial to the Institute as determined by The Board of Trustees.

METAL TREATING INSTITUTE

Associate Member Membership Application

MEMBERSHIP REQUIREMENTS

The bylaws state:

“Associate Membership” shall be composed of three divisions:

1. **Captive Division** is open to firms and corporations regularly and continuously engaged in the service of heat treating metal or metal products and not otherwise eligible for “Voting Membership” in the Institute.
2. **Supplier Division** is open to any firm or corporation, division or subsidiary thereof, which manufactures machinery, equipment, or materials or services commonly used in the heat treating process whereby revenues are generated directly from the sale of those goods. Manufacturing sales representative companies who represent one of more suppliers as a sales or marketing organization where a royalties or commissions are earned are excluded from membership. A supplier company may represent only that company’s products and/or services under whose name they applied. Representation of more than one company is not allowed.
3. **Educational/Technology Transfer Division** is open to any institution or organization that promotes research/development or technology transfer as its core business."

Policies and procedures for "Associate Membership" are on the Code of Business Practices Page with this application. Applicants for "Associate Membership" shall submit a completed and signed application, along with an application fee of \$50.00, to Institute headquarters. The application will be reviewed and considered by the Board of Trustees. Eligible applicants who are approved by the Board of Trustees and agree to abide by the bylaws and policies of the Institute shall become members of the Institute. **Our company hereby applies for admission as an "Associate Member" of the Metal Treating Institute, and we submit the following information:**

1. If approved by the Board of Trustees, we agree to abide by the organization's bylaws and Policy for Associate Members
2. We enclose, with this application, our check for \$50.00 (U.S.) as the application fee. It is understood that our membership will continue in effect until a formal written resignation is submitted.
3. Our company was organized in the year _____
4. Our total number of employees is _____.
5. Our company delegate to MTI will be: _____

Our alternate delegate to MTI will be:

Name: _____
 Title: _____
 Email: _____

Name: _____
 Title: _____
 Email: _____

MTI Sponsoring Member:

Name: _____
 Title: _____

For Suppliers and Education/Technology Divisions only. Please attach a statement (on your letterhead) explaining the applicant's capability to make a technical contribution to advance the interests of the Metal Treating Institute.

Choose the Appropriate Membership Division

Level	Annual Membership Dues
<input type="checkbox"/> Diamond	\$10,000
<input type="checkbox"/> Silver	\$5,000
<input type="checkbox"/> Bronze	\$3,000

Please Send Completed Application & Payment to
 Metal Treating Institute
 504 Osceola Ave.. ● Jacksonville Beach, FL 32250
 904-249-0448 ● Fax 904-249-0459 ● info@heattreat.net

Your Name

Title

Company

Address

City

State/Zip/Country

Telephone

Fax

Email address

Web site

Signature (required)

METAL TREATING INSTITUTE

\$50 Application Fee Credit Card Payment Authorization Form

Name: _____

Company: _____

Address: _____

City: _____

State: _____ **Zip:** _____

Phone #: (____) _____

CC Type: VISA MC AMEX

CC #: _____

Exp. Date: _____ **Security Code:** _____

Authorized Signature: _____

Amount Processed: \$50.00 MTI Application Fee

**Return to MTI Offices along with Completed Membership Application
MTI 504 Osceola Ave. Jacksonville Beach, FL 32250
Fax: 904-249-0459**