First-Time Attendees

46% of the WESTEC audience were first-time attendees to the event. These are new prospects for your business.

Audience Profile

Verified Attendance*

- Total Event Attendance: 10,041
- Total Exhibiting Spaces: 376
- Total Exhibiting Companies: 454
- Total Square Footage: 91,000

*Does not include students or media

Job Functions

- 20% Owner/Company Management/Corporate Executive
- 9% Manufacturing Production Management
- 7% Manufacturing Engineering Department (non-management)
- 7% Manufacturing Engineering Management
- 11% Manufacturing Production Department (non-management)
- 4% Quality Assistance & Control
- 8% Product Design and R&D
- 8% Design Engineer
- 3% Purchasing
- 3% Control Engineering/Automation
- 1% Educator/Instructor
- 1% Information/ IT Systems
- 18% Sales & Marketing

Company Size

- 42% Less than 20 employees
- 16% 20-49
- 12% 50-99
- 5% 2,500 and Over
- 2% 1,000-2,499
- 6% 250-499
- 13% 100-249
- 4% 500-900

Number of Employees
BOTH EXHIBITORS AND ATTENDEES VALUE THE WESTEC EXPERIENCE

ATTENDEES ALREADY HAVE WESTEC 2021 ON THEIR CALENDAR

90% of attendees are somewhat or very likely to attend future WESTEC events.

ATTENDEES RECOMMEND WESTEC TO THEIR COLLEAGUES

58% of attendees are likely to recommend WESTEC to an industry colleague or professional peer.

WESTEC EXHIBITORS INDICATE THEY WILL RETURN IN 2021

73% of exhibitors have already booked their exhibit space for WESTEC 2021.

PRIMARY INDUSTRIES ATTENDEES REPRESENT

Academic Institution
Aircraft/Aerospace
Automotive
Communications
Consulting/Engineering
Defense
Electronics/Computers
Fabricated Metal/Stampings
Furniture
Government/Military
Industrial and Commercial Machinery
Medical/Surgical
Oil & Gas
Other Manufacturing
Other Transportation
Petroleum
Pharmaceutical/Biotechnology
Plastic Products
Research & Development
Services (Financial and Other)

TOP ATTENDING COMPANIES

Abbott
AC DC ELECTRIC
Acutek US
Adams Rite Aerospace
AF Precision
Arconic
The Boeing Company
BRASSTECH
City of Los Angeles
Click Bond
CMTC
Collins Aerospace
Concept Precision Machining
Divergent 3D
Ducommun
EATON
Edwards Lifesiences
Fusion Prototype Manufacturing
Gamma Aerospace
GBF Enterprises
General Atomics
GKN Aerospace
Honda Performance Development
Honeywell
Hunter Industries
Jet Propulsion Laboratory
Lockheed Martin
Lockheed Martin Aeronautics
MachineWorks Manufacturing
Mason Controls
NAVAIR
Northrop Grumman
Panavision
Parker Hannifin
Precision Hermetic Technology
Products Engineering Corp.
RBC Bearings
Rockwell Collins
Safran
Senior Aerospace SSP
Solar Turbines Inc
Southern California Machining
SpaceX
Spenco Machine & Mfg.
Virgin Orbit

westeconline.com
WESTEC CONNECTS YOU WITH FINAL DECISION-MAKERS AND PURCHASE INFLUENCERS

73% of attendees influence the equipment purchase decisions for their companies.

TECHNOLOGIES EVALUATED

Attendees identified the following technologies as key areas of interest to evaluate at WESTEC 2019.

- 3D Printing/Additive Manufacturing: 41%
- 3D Scanning: 23%
- Advanced Materials: 19%
- Assembly & Joining: 17%
- Automated Manufacturing & Assembly: 26%
- Boring: 11%
- Casting: 13%
- Ceramics: %
- Cleaning & Pretreatment Equipment: 9%
- Cloud Computing: 4%
- CNC Controls & Accessories: 31%
- Composites Manufacturing: 14%
- Computer-Aided Engineering (CAE): 11%
- Contract Manufacturing Services: 9%
- Controls, CAD/CAM Software: 25%
- Coolants & Lubricants: 16%
- Cutting Tools & Accessories: 28%
- Cybersecurity: 3%
- Data Acquisition: 6%
- Data Translation/Interoperability: 3%
- Deburring & Edge Finishing: 17%
- Design & Simulation: 12%
- Digital Transformation: 4%
- Digitizers: 3%
- Drilling & Tapping Machines: 15%
- EDM: 13%
- Electronics Manufacturing: 9%
- Energy & Environmental Efficiency: 4%
- Environmental Equipment & Protection: 5%
- Fastening: 11%
- Finishing & Coatings: 14%
- Flexible Manufacturing Systems: 8%
- Forming & Fabricating: 15%
- Grinding: 19%
- Honing: 8%
- IIoT (Industrial Internet of Things): 6%
- Industry 4.0: 6%
- Information Technology (IT): 6%
- Lasers & Laser Systems: 22%
- Lean Manufacturing: 20%
- Machine Vision: 11%
- Machining Centers: 26%
- Manufacturing Execution Systems (MES): 7%
- Material Handling: 15%
- Machine Vision: 11%
- Measurement, Inspection & Testing: 23%
- Metals: 21%
- Metrology Equipment: 10%
- Micromanufacturing: 8%
- Milling: 29%
- Modeling and Simulation: 10%
- Moldmaking: 12%
- Nanotechnology: 6%
- Networking Equipment: 3%
- Operations Technology (OT): 5%
- Plant Engineering & Maintenance: 7%
- Plasma Cutting: 1%
- Plastics Molding & Manufacturing: 11%
- Product & Process Design Management: 7%
- Product Lifecycle Management (PLM): 4%
- Quality: 15%
- RFID: 5%
- Robotics: 21%
- Sawing & Cut Off Machines: 12%
- Screw Machining: 10%
- Sensors: 8%
- Software - ERP/MRP/CIM: 7%
- Software, Machine Control: 11%
- Software/Simulation: 7%
- Supply Chain Integration: 5%
- Tooling: 30%
- Turning: 20%
- Virtual Reality & Augmented Reality: 4%
- Waterjet Cutting: 17%
- Welding: 20%
- Workholding Systems & Devices: 15%
- Workplace Safety & Ergonomics: 10%

WESTEC ATTRACTS BUYERS READY TO INVEST IN TECHNOLOGY

29% of the WESTEC audience had equipment budgets exceeding $200,000.

<table>
<thead>
<tr>
<th>Budget</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to $20,000</td>
<td>35%</td>
</tr>
<tr>
<td>$20,001 - $50,000</td>
<td>15%</td>
</tr>
<tr>
<td>$50,001 - $200,000</td>
<td>21%</td>
</tr>
<tr>
<td>$200,001 - $500,000</td>
<td>10%</td>
</tr>
<tr>
<td>$500,001 - $1,000,000</td>
<td>9%</td>
</tr>
<tr>
<td>$1,000,001 - $5,000,000</td>
<td>6%</td>
</tr>
<tr>
<td>Over $5,000,000</td>
<td>4%</td>
</tr>
</tbody>
</table>

For questions regarding this report, contact: Dirk von Gal 313.425.3031 or 800.733.3976