

westec®

A Manufacturing Technology Series Event

September 24 – 26, 2019 | Long Beach (CA) Convention Center

2019 POST SHOW REPORT

SAVE THE DATE

WESTEC 2021 | September 21 – 23, 2021



westeconline.com

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ASSOCIATION OF
MANUFACTURING TECHNOLOGISTS

AUDIENCE PROFILE

Verified Attendance*

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

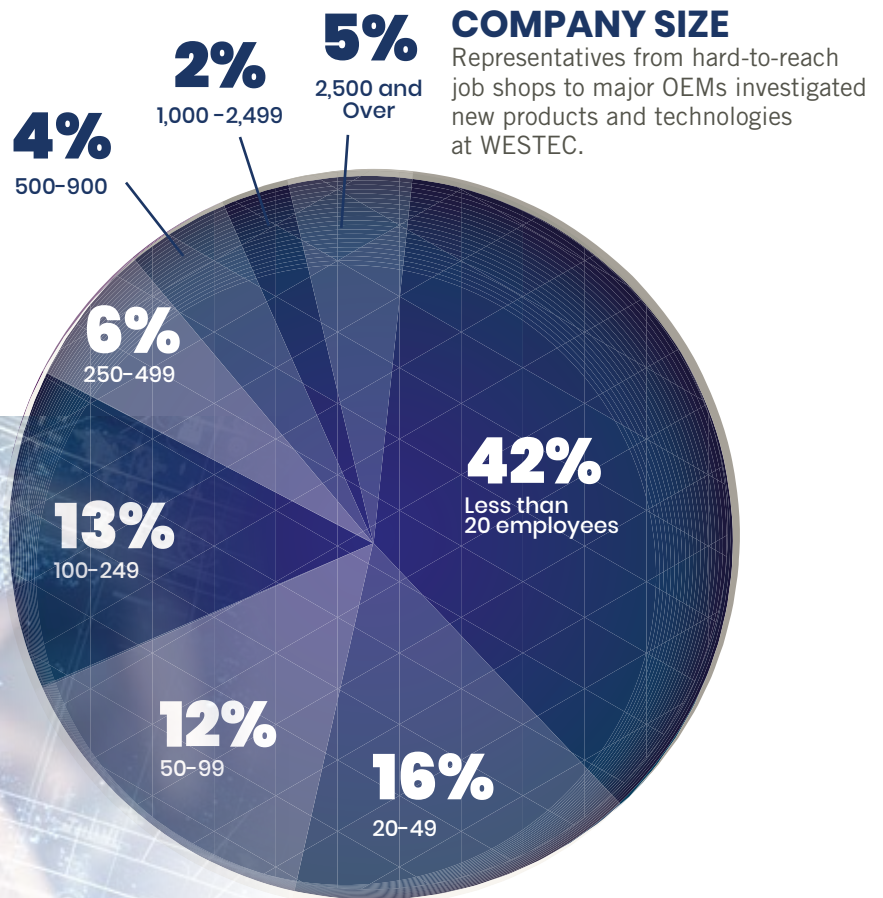
*Does not include students or media

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

FIRST-TIME ATTENDEES

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

NUMBER OF EMPLOYEES

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

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.





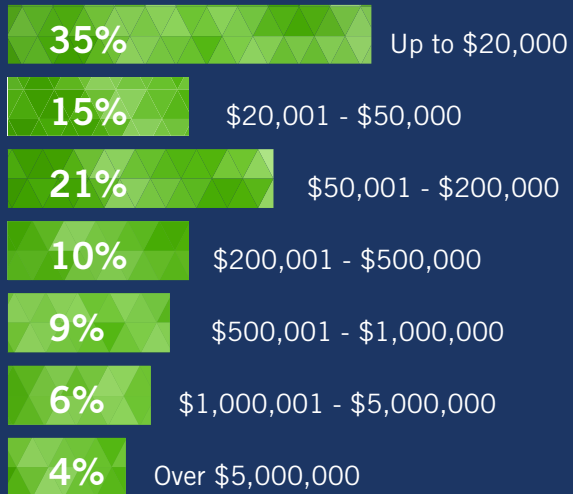
WESTEC CONNECTS YOU WITH FINAL DECISION-MAKERS AND PURCHASE INFLUENCERS

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

WESTEC ATTRACTS BUYERS READY TO INVEST IN TECHNOLOGY

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

Budget



TECHNOLOGIES EVALUATED

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

3D Printing/Additive Manufacturing41%	Electronics Manufacturing9%	Networking Equipment3%
3D Scanning23%	Energy & Environmental Efficiency4%	Operations Technology (OT).....5%
Advanced Materials.....19%	Environmental Equipment & Protection 5%	Plant Engineering & Maintenance7%
Assembly & Joining.....17%	Fastening.....11%	Plasma Cutting1%
Automated Manufacturing & Assembly .26%	Finishing & Coatings14%	Plastics Molding & Manufacturing 11%
Boring 11%	Flexible Manufacturing Systems8%	Product & Process Design Management .7%
Casting13%	Forming & Fabricating.....15%	Product Lifecycle Management (PLM)....4%
Ceramics.....%	Grinding.....19%	Quality..... 15%
Cleaning & Pretreatment Equipment9%	Honing.....8%	RFID5%
Cloud Computing4%	Honing.....8%	Robotics21%
CNC Controls & Accessories31%	IoT (Industrial Internet of Things).....6%	Sawing & Cut Off Machines12%
Composites Manufacturing.....14%	Industry 4.06%	Screw Machining10%
Computer-Aided Engineering (CAE)..... 11%	Information Technology (IT)6%	Sensors.....8%
Contract Manufacturing Services9%	Lasers & Laser Systems.....22%	Software - ERP/MRP/CIM.....7%
Controls, CAD/CAM Software.....25%	Lean Manufacturing20%	Software, Machine Control 11%
Coolants & Lubricants16%	Machine Vision 11%	Software/Simulation7%
Cutting Tools & Accessories28%	Machining Centers26%	Supply Chain Integration5%
Cybersecurity.....3%	Manufacturing Execution Systems (MES)7%	Tooling.....30%
Data Acquisition6%	Material Handling15%	Turning20%
Data Translation/Interoperability3%	Measurement, Inspection & Testing ... 23%	Virtual Reality & Augmented Reality4%
Deburring & Edge Finishing17%	Metals21%	Waterjet Cutting.....17%
Design & Simulation12%	Metrology Equipment10%	Welding20%
Digital Transformation4%	Micromanufacturing.....8%	Workholding Systems & Devices15%
Digitizers3%	Milling.....29%	Workplace Safety & Ergonomics 10%
Drilling & Tapping Machines15%	Modeling and Simulation10%	
EDM13%	Moldmaking12%	
	Nanotechnology6%	

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