

eastec®

A Manufacturing Technology Series Event

2019 POST SHOW REPORT

May 14 – 16, 2019
Eastern States Exposition
West Springfield, Massachusetts

SAVE THE DATE

EASTEC 2021 | May 11 – 13, 2021

“EASTEC introduced us to a couple of manufacturers that we knew of but hadn't had the opportunity to actually put our hands on their machines. We left the event feeling confident in the machine decisions we made.”

AUDIENCE PROFILE

Verified Attendance*

Total Event Attendance	13,405
Total Exhibiting Spaces	556
Total Exhibiting Companies.....	740
Total Square Footage.....	148,105

*Does not include students or media

FIRST-TIME ATTENDEES

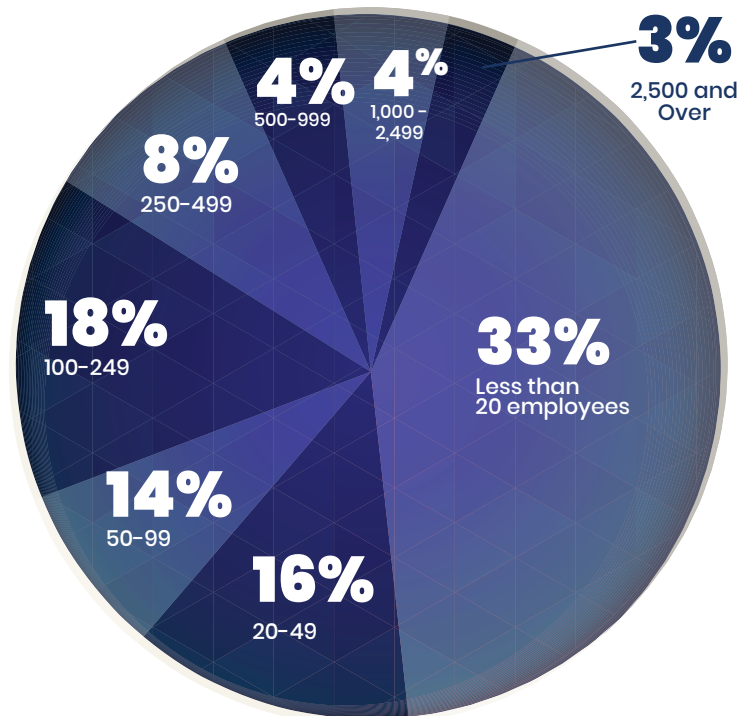
40% of the EASTEC audience were first-time attendees. These are individuals who can lead to new business for your organization.

JOB FUNCTIONS

- 14%** Manufacturing Engineering Department
- 14%** Owner/Company Management/Corporate Executive
- 13%** Sales & Marketing
- 10%** Manufacturing Production Department
- 9%** Manufacturing Production Management
- 7%** Manufacturing Engineering Management
- 6%** Design Engineer
- 5%** Product Design and R&D
- 5%** Quality Assurance & Control
- 3%** Control Engineering/Automation
- 3%** Purchasing
- 1%** Educator/Instructor
- 10%** Other

COMPANY SIZE

Representatives from hard-to-reach job shops to major OEMs investigated new products and technologies at EASTEC.



NUMBER OF EMPLOYEES



I closed my shop for the day and brought my team to EASTEC to learn more about our industry and spark new ideas.

PRIMARY INDUSTRIES ATTENDEES REPRESENT

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

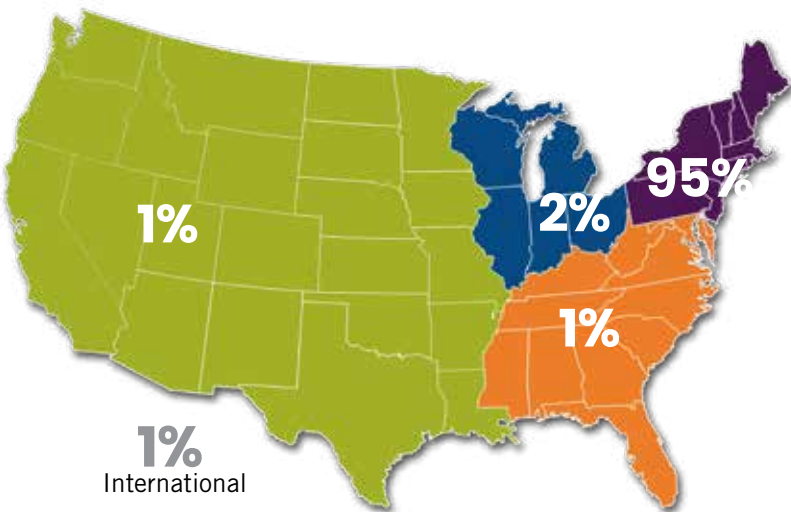
BOTH EXHIBITORS AND ATTENDEES VALUE THE EASTEC EXPERIENCE

ATTENDEES ALREADY HAVE EASTEC 2021 ON THEIR CALENDAR

93%

of attendees are somewhat or very likely to attend future EASTEC events.

ATTENDANCE BY REGION



ATTENDEES RECOMMEND EASTEC TO THEIR COLLEAGUES

66%

of attendees are likely to recommend EASTEC to an industry colleague or professional peer.

EASTEC EXHIBITORS INDICATE THEY WILL RETURN IN 2021

85%

of exhibitors have already booked their exhibit space for EASTEC 2021.

TOP ATTENDING COMPANIES

Aeroswiss
Axis Technologies Inc
B & F MACHINE CO
Barnes Aerospace
Blackhawk Machine Products
Bridgeport Fittings Inc.
Collins Aerospace
CoorsTek
GE Aviation
General Electric
GKN Aerospace
Governors America Corp
Green Brothers Fabrication
Harvey Performance Company

Horst Engineering
IBM
IPG Photonics
Jacobs Vehicle Systems
Kamatics Corporation
Kimball Physics
Lenox
Medtronic
Metalform Studio
MK Services
Nypro Healthcare
Okay Industries
Otis Elevator
Paradigm Precision

Parker Hannifin
Perry Technology
Polamer Precision
Pratt & Whitney
RBC Bearings
Saint-Gobain
Savage Arms
Schneider Electric
Sig Sauer
Sikorsky Aircraft
Smith & Wesson
Smith & Nephew
Stanley Black & Decker
Sunset Tool Inc.

Swissturn USA
Tecomet
Tegra Medical
The Lee Company
Timken Aerospace
Turbine Technologies
Turbocam International
United Electric Controls
Vermont Microtechnologies
Waters Corporation
Whelen Engineering
Winslow Automatics



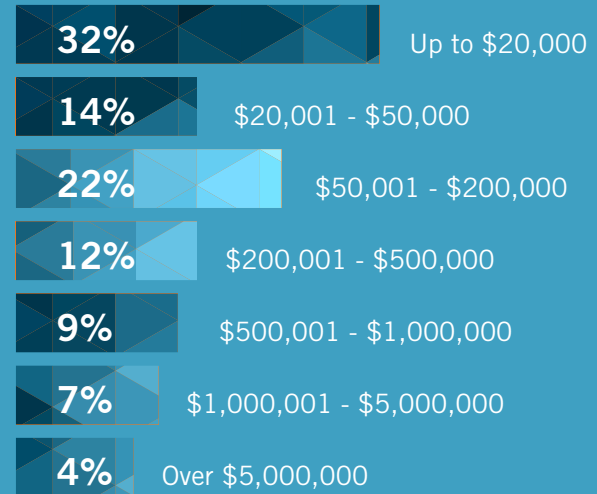
EASTEC CONNECTS YOU WITH AN AUDIENCE OF FINAL DECISION-MAKERS AND PURCHASE INFLUENCERS

76% of attendees influence the equipment purchase decisions for their companies.

EASTEC ATTRACTS BUYERS READY TO INVEST IN TECHNOLOGY

32% of the EASTEC audience had equipment budgets that exceeded \$200,000.

Budget



TECHNOLOGIES EVALUATED

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

3D Printing/Additive Manufacturing.....36%	EDM.....16%	Modeling and Simulation.....9%
3D Scanning.....17%	Electronics Manufacturing.....6%	Moldmaking.....8%
Advanced Materials.....14%	Energy & Environmental Efficiency.....3%	Nanotechnology.....4%
Assembly & Joining.....14%	Environmental Equipment & Protection...3%	Network Equipment.....3%
Automated Manufacturing & Assembly23%	ERP/MRP/CIM Software.....4%	Operations Technology (OT).....4%
Boring.....12%	Fastening.....9%	Plant Engineering & Maintenance.....6%
Casting.....9%	Finishing & Coatings.....13%	Plasma Cutting.....8%
Ceramics.....7%	Flexible Manufacturing Systems.....7%	Plastics Molding & Manufacturing.....7%
Cleaning & Pretreatment Equipment.....9%	Forming & Fabricating.....10%	Product & Process Design Management..5%
Cloud Computing.....3%	Grinding.....20%	Product Lifecycle Management (PLM)....3%
CNC Controls & Accessories.....32%	Honing.....8%	Quality15%
Composites Manufacturing.....7%	IIoT (Industrial Internet of Things).....6%	RFID.....5%
Computer-Aided Engineering (CAE).....10%	Industry 4.0.....6%	Robotics.....21%
Contract Manufacturing Services.....7%	Information Technology (IT).....6%	Sawing & Cut Off Machines.....11%
Controls, CAD/CAM Software.....22%	Lasers & Laser Systems.....19%	Screw Machining.....10%
Coolants & Lubricants.....16%	Lean Manufacturing.....20%	Sensors.....8%
Cutting Tools & Accessories.....29%	Machine Vision.....12%	Software, Machine Control.....10%
Cybersecurity.....2%	Machining Centers.....30%	Software/Simulation.....8%
Data Acquisition.....6%	Manufacturing Execution Systems (MES)5%	Supply Chain Integration.....4%
Data Translation/Interoperability.....2%	Material Handling.....14%	Tooling.....34%
Deburring & Edge Finishing.....18%	Measurement, Inspection & Testing.....24%	Turning.....26%
Design & Simulation.....10%	Metals.....17%	Virtual Reality & Augmented Reality.....4%
Digital Transformation.....2%	Metrology Equipment.....13%	Waterjet Cutting.....13%
Digitizers.....2%	Micromanufacturing.....7%	Welding.....15%
Drilling & Tapping Machines.....14%	Milling.....34%	Workholding Systems & Devices.....18%
		Workplace Safety & Ergonomics.....11%

For questions regarding this report, contact: Kim Farrugia at kfarrugia@sme.org or 800.733.3976, ext. 3103