



SEPTEMBER 12-14, 2017

Los Angeles Convention Center

westeconline.com

2017 POST SHOW REPORT

Audience Demographics & Exhibitor Feedback



Official Media Sponsor



BUYER BEHAVIOR

Role In Buying

77%

of attendees influence equipment purchase decisions in their companies. WESTEC delivers you final decision-makers along with purchase influencers who are vital to the purchasing decision.

BUDGET

31%

of the WESTEC audience has equipment budgets that exceed \$200K

20%

have budgets over \$500K. WESTEC delivers qualified buyers with funded projects.

31%	Up to \$20K
16%	\$20K – \$50K
21%	\$50K to \$200K
11%	\$200K – \$500K
8%	\$500K – \$1M
6%	\$1M– \$5M
5%	over 5M



SAVE THE DATE

WESTEC 2019
SEPTEMBER 24-26, 2019
LONG BEACH CONVENTION CENTER

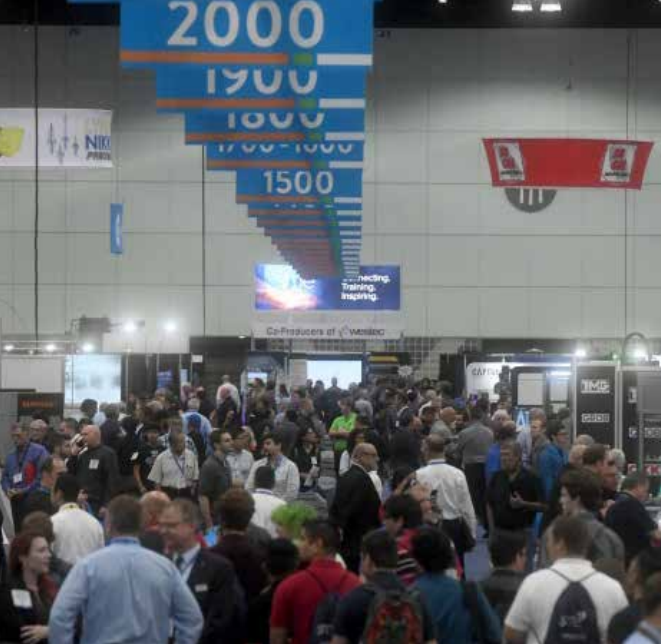
TECHNOLOGIES EVALUATED

3D Printing	45%	Honing	10%
3D Scanning	25%	IIoT (Industrial Internet of Things)	6%
Advanced Materials	20%	Lasers & Laser Systems	20%
Assembly & Joining	19%	Lean Manufacturing	20%
Automated Manufacturing & Assembly	27%	Machine Vision	12%
Boring	14%	Machining Centers	28%
Casting	13%	Material Handling	15%
Ceramics	8%	Measurement, Inspection & Testing	24%
Cleaning & Pretreatment Equipment	9%	Metals	21%
CNC Controls & Accessories	36%	Metrology Equipment	12%
Composites Manufacturing ..	14%	Micromanufacturing	9%
Contract Manufacturing Services	10%	Milling	33%
Controls, CAD/CAM Software	27%	Moldmaking	14%
Coolants & Lubricants	18%	Nanotechnology	7%
Cutting Tools & Accessories ...	31%	Plant Engineering & Maintenance	7%
Cybersecurity	4%	Plasma Cutting	10%
Deburring & Edge Finishing ...	19%	Plastics Molding & Manufacturing	12%
Design & Simulation	15%	Quality	16%
Digital Transformation	5%	Robotics	23%
Drilling & Tapping Machines ..	17%	Sawing & Cut Off Machines ..	13%
EDM	14%	Screw Machining	11%
Electronics Manufacturing ...	10%	Sensors	9%
Energy & Environmental Efficiency	5%	Software, Machine Control ...	15%
Environmental Equipment & Protection	5%	Software/Simulation	13%
ERP/MRP/CIM Software	5%	Tooling	34%
Fastening	12%	Turning	23%
Finishing & Coatings	15%	Waterjet Cutting	18%
Flexible Manufacturing Systems	10%	Welding	19%
Forming & Fabricating	17%	Workholding Systems & Devices	16%
Grinding	20%	Workplace Safety & Ergonomics	12%

FOR QUESTIONS REGARDING THIS REPORT, CONTACT:

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Director, US Events
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AUDIENCE PROFILE

Verified Attendance

SHOW ATTENDANCE	10,059	TOTAL
EXHIBIT PERSONNEL	2,988	TOTAL
EXHIBITS	431	TOTAL
EXHIBITING COMPANIES.....	538	TOTAL
SQUARE FOOTAGE	105,778	TOTAL

44%

of WESTEC attendees were
FIRST-TIME VISITORS to the event.

“ WESTEC has been great. We are pleased with the percentage of executives and decision makers as well as the show’s general attendance that appears to be on a steady incline. Attendees are coming to the show prepared to buy. ”

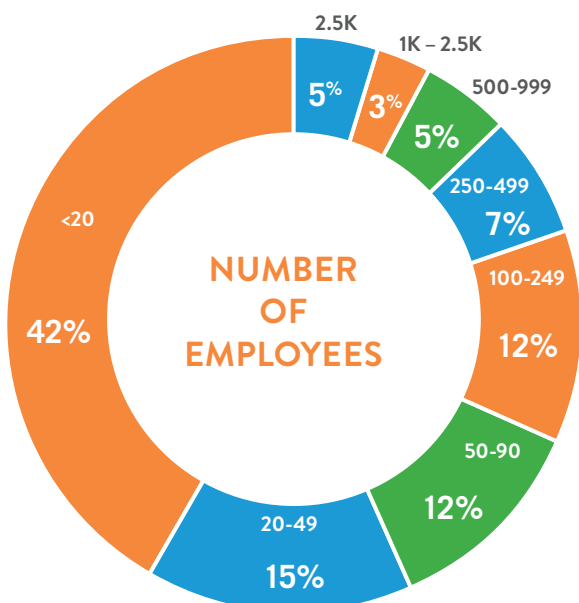
Chris Vihnanek
Senior Director, Metal Fabrication Marketing
Praxair, Inc.

JOB FUNCTIONS

- 24% Owner/Company Management/Corporate Executive
- 14% Manufacturing Engineering Department
- 11% Manufacturing Production Management
- 10% Design Engineer
- 9% Product Design & Development
- 8% Manufacturing Engineering Management
- 8% Manufacturing Production Department
- 5% Quality Assurance & Control
- 4% Purchasing
- 3% Control Engineering/Automation
- 3% Educator/Instructor
- 1% Information/ IT Systems

COMPANY SIZE:

WESTEC connects you with the smallest job shop to the largest OEMs looking to connect with you.



ATTENDEES' PRIMARY TYPE OF BUSINESS

WESTEC gives you face-to-face access to manufacturers in key industries looking for systems and solutions.

AIRCRAFT/AEROSPACE.....	28%
AUTOMOTIVE/OTHER TRANSPORTATION	8%
INDUSTRIAL/COMMERCIAL MACHINERY	7%
MEDICAL/SURGICAL/PHARMACEUTICAL/BIOTECH	6%
FABRICATED METAL/STAMPINGS	5%
DEFENSE/GOVERNMENT/MILITARY	4%
CONSULTING/ENGINEERING.....	4%
EDUCATION/ACADEMIC	3%
ELECTRONICS/COMPUTERS.....	3%
PLASTIC PRODUCTS	3%
RESEARCH & DEVELOPMENT	3%
SERVICES (FINANCIAL/OTHER).....	3%
OIL & GAS/PETROLEUM	2%
COMMUNICATIONS	1%
OTHER MANUFACTURING	20%



“As an established US waterjet system manufacturer, 2017 was the first time that Semyx participated in WESTEC. We are extremely pleased with the results, and exceeded our show goals. As we offer a very broad product line, we elected to display multiple systems. That was a great decision, as these were sold off of the show floor, and shipped directly to new customers. We plan to participate in all future WESTEC shows.”

Fred Mooneyham
Semyx, Inc.

TOP ATTENDING COMPANIES

- | | | |
|-------------------------------------|------------------------------|--------------------------------|
| 3M | Honeywell Aerospace | Performance Machine |
| ADF Inc. | Hunter Industries | Precision One Medical |
| Aerojet Rocketdyne | Hyperloop One | Proto Lam, LLC |
| AMERIFLEX | IMI CCI | Quality Machine Tool Service |
| ARCONIC | Jet Propulsion Laboratory | Raytheon |
| Arconic Fastening Systems and Rings | JMT Inc. | RBC Bearings |
| Arrowhead Products | JPL | Rockwell Collins |
| Boeing | Lam Research | S&H Machine, Inc. |
| Brasstech | LISI AEROSPACE | Senior Aerospace SSP |
| C&H Machine | Lockheed Martin | Solar Turbines |
| City of Los Angeles | Martinic Engineering | SpaceX |
| Contour Engineering | Masimo | Spenco Machine & Manufacturing |
| Cowan Precision Grinding, Inc. | Medtronic | TE Connectivity |
| Eaton Aerospace | Meissner Filtration Products | Thomson Industries |
| Esterline | Mooney Industries | UTC Aerospace Systems |
| Faraday Future | Northrop Grumman Corporation | Walker Corporation |
| General Atomics | ORBITAL ATK | Zodiac Aerospace |
| General Dynamics | Pankl Aerospace Systems | |
| GKN Aerospace | Parker Hannifin | |
| Honeywell | Partners Capital Group | |

Source for all statistics: WESTEC 2017 Registration Data.