

westec[®]
A Manufacturing Technology Series Event

AeroDef[®]
Manufacturing

November 7-9, 2023
Long Beach Convention Center

2023 POST-EVENT

AUDIENCE REPORT



MANUFACTURING
TECHNOLOGY SERIES

CONNECTING PEOPLE. DRIVING BUSINESSES FORWARD.

produced by
sme  **AMT** 

WESTEC

CONNECTING PEOPLE.

DRIVING BUSINESSES FORWARD.

TOTAL EVENT
ATTENDANCE

7,500

HOURS OF
EDUCATIONAL
CONTENT

30+

STATES
REPRESENTED

46

NUMBER OF SPEAKERS

100+

TOTAL EXHIBITING
COMPANIES

366

INDUSTRY ALLIANCES

50+

NEW PRODUCTS
ON DISPLAY

136

HOURS OF
NETWORKING

20

TOTAL EVENT
FOOTPRINT

203K+
SQ FT

DAILY CONFERENCE
TRACKS

4

sme
EVENTS+

THE OFFICIAL WESTEC/
AERODEF MOBILE APP!

3,000+ ACTIVE USERS

12K USER ACTIVITIES:
Bookmarked Exhibits, Products, Sessions,
Connections, and Messages Exchanged.

SME Events+ was the ultimate digital connection to WESTEC and AeroDef: audiences accessed the event schedule, the AeroDef conference, and an interactive floor plan and exhibitor list, while enjoying special offers, exclusive content and A.I. recommendations to connect with exhibitors, products, and people at the event!



JOB FUNCTIONS

18% Owner/Company Management/
Corporate Executive

17% Sales & Marketing

10% Manufacturing Engineering Department
(non-management)

8% Manufacturing Production Management

7% Design Engineer

7% Manufacturing Engineering Management

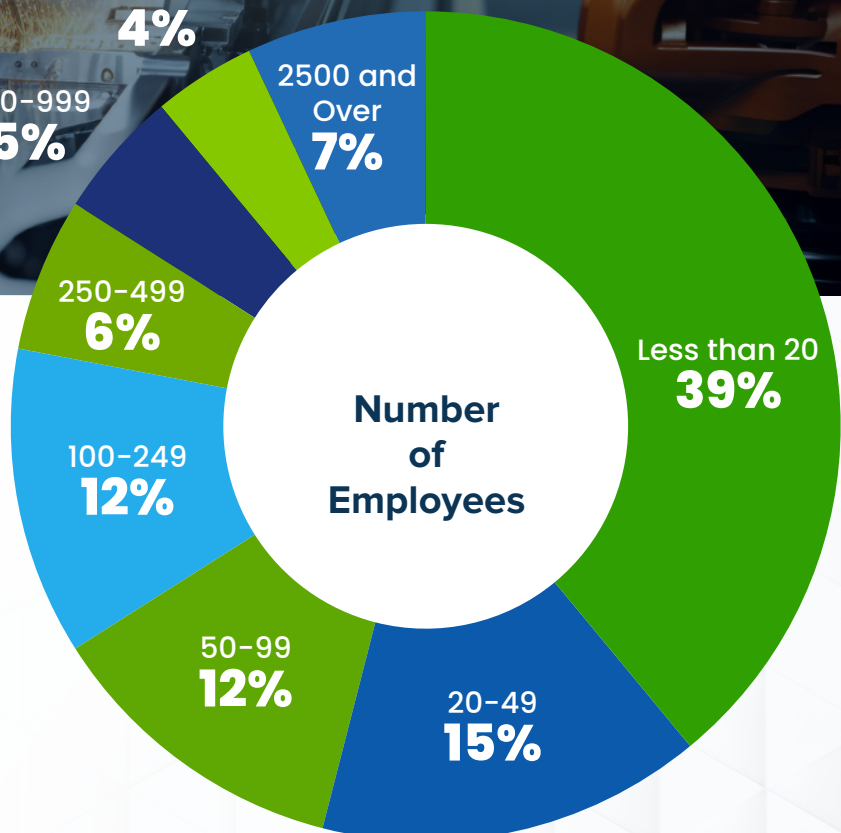
6% Product Design & R&D

5% Manufacturing Production Department
(non-management)



COMPANY SIZE

WESTEC connects you with companies of all sizes. From small businesses to multinationals, these organizations are looking to invest in tools and technology to grow their business and maintain competitiveness.



ATTENDEES' PRIMARY TYPE OF BUSINESS

Industries of all types are looking to invest in manufacturing technologies. At WESTEC, you'll find a diversification of industries unlike any other event. Top industries represented at WESTEC 2023 included:

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

TOP ATTENDING COMPANIES

These industry-leading companies and many more sent representatives to WESTEC to research and purchase additive manufacturing solutions.

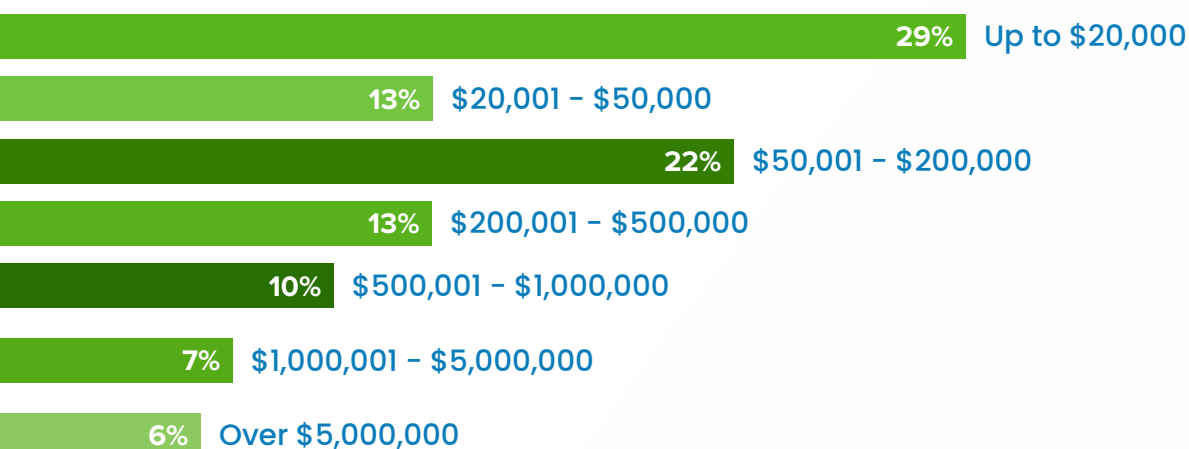
ABB Inc.	Disney	Northrop Grumman	Tesla
Acorn Engineering co.	Eibach Springs Inc.	Oakley Inc.	TOYOTA
Adaptive Launch Solutions	Futura Automation	Opto Engineering USA	Triumph Custom CNC & Laserwork
Advanced Bionics	General Atomics	Pacific Alloy Castings Inc.	Utility Trailer Manufacturing Co
Aero Pacific Corp	GKN	Pacific Seismic Products Inc.	Veterans Manufacturing LLC
AGM Container Controls	Hammer Down Enterprises	Parker Hannifin Corporation	Weapon X Worldwide Inc.
Alcon Laboratories	Hexcel	Parker Meggitt Defense Div.	Zamboni Company
Aluminum Precision Products	Honeywell	Performance Machine	
American Honda Motor Co. Inc.	Honeywell Aerospace	Performance CNC	
Ametek Mass Systems	Hyundai Motor Company	Pivot Manufacturing	
Apple Inc.	Innovative Cutting Designs	PPG Industries	
Applied Materials	International Precision Inc	Precision Fab & Restoration	
ASML - Cymer	ITT	Quantum Machining and Design	
Balluff	JLD CNC MACHINING	Robinson Helicopter	
BASF Chemetall	Kawasaki Motors Corp.	Rolls Royce	
Becton Dickinson	Kenworth	Sandia National Laboratories	
Bell Flight	Korea Aerospace Industries US	Siemens	
Boeing Company	Lockheed Martin	Soma Precision	
Cal Poly Pomona	Marvin Engineering Company	Sorenson Engineering	
Canon USA	Medtronic	Spacex	
Chevron	Metal-Fab Services Industries	Specialty Fabrications Inc.	
Collins Aerospace	Micro Motors Inc	SRAM	
Cooper Machinery Services	Microsoft	STAAR SURGICAL	
Crissair Inc.	Moog Inc.	Stadler US Inc.	
Dasco Engineering	NASA Jet Propulsion Laboratory	Starlight Manufacturing	
Delta Scientific	Naval Research Lab	Surefire	
Diablo Precision	NAWS Naval Air Weapon Station	TAKEDA	

PURCHASING POWER

79% of WESTEC attendees influence equipment purchase decisions in their companies.

36% of WESTEC attendees had equipment budgets that exceeded \$200,000.

BUDGET



TOP TECHNOLOGIES EVALUATED

WESTEC attendees indicated they came to the show to evaluate the following technologies, among others (multiple responses):

CNC Controls & Accessories	27%	Assembly & Joining	12%
Automated Manufacturing & Assembly	25%	Composites Manufacturing	12%
3D Printing/Additive Manufacturing	25%	Grinding	12%
Cutting Tools & Accessories	18%	Lasers & Laser Systems	12%
Tooling	18%	Measurement Inspection & Testing	11%
Machining Centers	17%	Metals	11%
Milling	16%	Welding	11%
3D Scanning	15%	Lean Manufacturing	11%
Controls CAD/CAM Software	15%	Deburring & Edge Finishing	11%
Advanced Materials	14%	Turning	10%
Robotics	14%	Forming & Fabricating	10%

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