



SEPTEMBER 12-14, 2017

Los Angeles Convention Center

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# 2017 POST SHOW REPORT

Audience Demographics & Exhibitor Feedback



Official Media Sponsor





# AUDIENCE PROFILE

## Verified Attendance

SHOW ATTENDANCE .....	10,059	<b>TOTAL</b>
EXHIBIT PERSONAL .....	2,988	<b>TOTAL</b>
EXHIBITS .....	431	<b>TOTAL</b>
EXHIBITING COMPANIES .....	538	<b>TOTAL</b>
SQUARE FOOTAGE .....	105,778	<b>TOTAL</b>

**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. ”

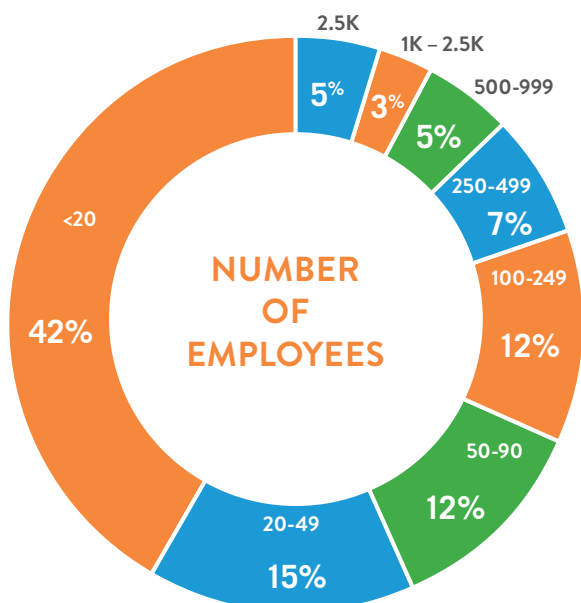
Chris Vihnanek  
Senior Director, Metal Fabrication Marketing  
Praxair, Inc.

## 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.

# 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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