

2023



MANUFACTURING
TECHNOLOGY SERIES

Four Regions. One Mission.

The Manufacturing Technology Series connects decision-makers from diverse industries with leading suppliers of advanced manufacturing technology, equipment and tooling.



**MANUFACTURING
TECHNOLOGY SERIES**

produced by **sme** **AMT**

mtseries.com

2023 EVENTS

houstex[®]

February 21-23, 2023

George R. Brown Convention Center
Houston, Texas

eastec[®]

May 16-18, 2023

Eastern States Exposition
West Springfield, Mass.

southtec[®]

October 24-26, 2023

Greenville Convention Center
Greenville, S.C.

westec[®]

November 7-9, 2023

Long Beach Convention Center
Long Beach, Calif.

Total # of
Participants:

18,100

Total Net
Attendees:

14,200*

Total # of
Exhibitors:

975

Total
Square Feet:

670,000

MT SERIES AUDIENCE PROFILE

61%

of the MT
Series audience
were first-time
attendees

62%

of attendees
are likely to
recommend an
MT Series event
to an industry
colleague or
professional peer

77%

of attendees
influence the
equipment
purchase
decisions for their
companies



INDUSTRIES

- 20%** Aircraft/Aerospace
- 9%** Industrial and Commercial Machinery
- 7%** Oil & Gas
- 7%** Automotive
- 5%** Medical/Surgical
- 5%** Fabricated Metal/Stampings
- 4%** Services (Financial and Other)
- 4%** Consulting/Engineering
- 3%** Plastic Products
- 3%** Electronics/Computers
- 2%** Defense
- 2%** Research & Development
- 1%** Academic Institution
- 1%** Other Transportation
- 1%** Communications
- <1%** Furniture
- <1%** Pharmaceutical/Biotechnology
- <1%** Government/Military
- <1%** Petroleum
- 25%** Other Manufacturing

JOB FUNCTIONS

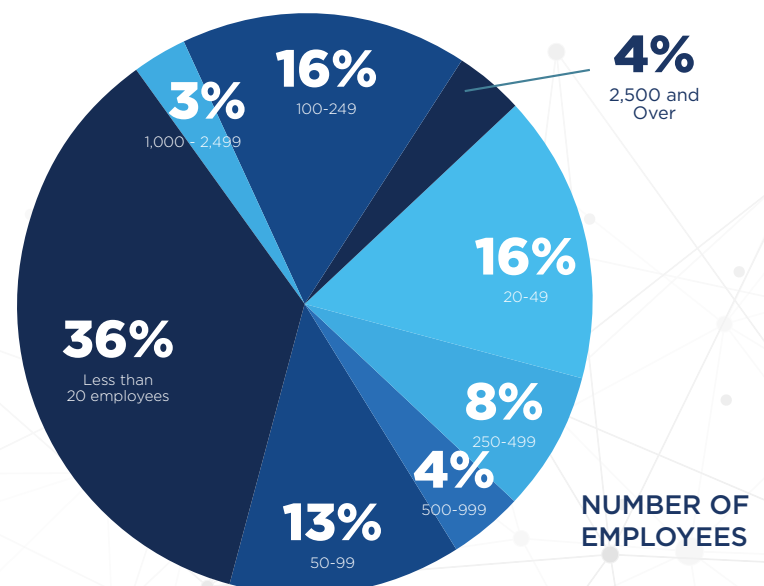
- 16%** Owner/Company Management/Corporate Executive
- 12%** Manufacturing Production Management
- 9%** Manufacturing Production Department
- 8%** Manufacturing Engineering Management
- 6%** Design Engineer
- 6%** Product Design & R&D
- 5%** Quality Assurance & Control
- 4%** Purchasing
- 3%** Control Engineering/Automation
- 1%** Educator/Instructor
- 1%** Information/IT Systems
- 17%** Sales & Marketing
- 9%** Other

BUDGET

- 4%** Over \$5,000,000
- 7%** \$1,000,001 - \$5,000,000
- 9%** \$500,001 - \$1,000,000
- 12%** \$200,001 - \$500,000
- 21%** \$50,001 - \$200,000
- 14%** \$20,001 - \$50,000
- 33%** Up to \$20,000

COMPANY SIZE

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





MANUFACTURING TECHNOLOGY SERIES

TOP ATTENDING COMPANIES

3A Composites - Baltek
3M Aerospace
ABB
Abbott
AC DC ELECTRIC
Acutek US
Adams Rite Aerospace
Advanced Machining
Aequis Oil & Gas
Aerojet Rocketdyne
Aerospace Corp.
Aeroswiss
AF Precision
Air Liquide
Airbus Group
Airbus Helicopters
Alcon
Apex Tool Group
Applied Aerospace Structures Corp.
Applied Composites Engineering
Arconic
ATI-Advanced Technology International
Atlanta Drive Systems
AWC Frac Valves
Axis Technologies Inc.
B & F Machine Co.
BAE Systems
Baker Hughes a GE Company
Barnes Aerospace
BASF
Bell Helicopter Textron
Blackhawk Machine Products
Black Horse
BMW
Boeing
Boeing Research & Technology
BorgWarner
Bosch Rexroth
BP
Brasstech
Bridgeport Fittings Inc.
Caterpillar
CeramTec
City of Los Angeles
CJ's Machining
Clemson University
Click Bond
CMT Industrial Solutions
CMTC
Collins Aerospace
Concept Precision Machining
CoorsTek
Cummins
Curtiss-Wright
Daimler
Daystar Machining Technologies Inc.
Divergent 3D
Dixie Mill
DLA Aviation
Dow Chemical
Downhole Drilling Dynamics
Ducommun
Eaton
Emerson
ExxonMobil
Edwards Lifesciences
Fiat Chrysler Automobiles Mexico
Fleet Readiness Center Southwest
Fluor
Fusion Prototype Manufacturing
Gamma Aerospace
GBF Enterprises
GE | GE Aviation | GE Power
General Atomics ASI
General Dynamics
General Dynamics Mission Systems
Geospace Technologies
GKN Aerospace Sweden
Gulfstream Aerospace
Gurecky Manufacturing
General Atomics
Governors America Corp.
Green Brothers Fabrication
Halliburton
Harley Davidson
Harvey Performance Co.
HITCO Carbon Composites
Honda Performance Development
Honeywell
Horst Engineering
Hubbell Inc.
Hunter Industries
Hytech Machining Inc.
Igloo Products Corp.
IBM
Infosys
Ingersoll Rand/Trane
IPG Photonics
ITW Hartness
Jabil
Jacobs Vehicle Systems
Jet Propulsion Laboratory
Johnson Controls
JTEKT
Kamatics Corp.
Kellstrom Defense
Kimball Physics
The Lee Co.
Lenox
Leonardo DRS
Lockheed Martin
Lockheed Martin Missiles and Fire Control
Lockheed Martin Skunk Works
Lockheed Martin Space Systems Co.
Loflin Fabrication LLC
Machine Shop Services
Mahindra USA
Marion Mold & Tool Inc.
MDA
MachineWorks Manufacturing
Mason Controls
Medtronic
Metalform Studio
Meritor
MIC Group
Michelin
Mitsubishi Heavy Industries America
MK Services
Moog Inc.
National Center for Defense Manufacturing & Machining (NCDMM)
National Oil Well Varco
Naval Air Warfare Center Weapons Division
Naval Surface Warfare Center
NIST
Nokia
Northrop Grumman Aerospace Systems

Northrop Grumman Mission Systems
Northrop Grumman Space Systems Division
Northrop Grumman Technology Services
Nypro Healthcare
Okay Industries
Orbital ATK
Otis Elevator
Paccar
Panavision
Paradigm Precision
Parker Aerospace
Parker Hannifin
Perry Technology
Phillips 66
Polamer Precision
PPG Industries
Pratt & Whitney
Precision Hermetic Technology Products Engineering Corp.
PSI Pressure Systems
Raytheon Co. Space and Airborne Systems
RBC Bearings
RBC AeroStructures
Rockwell Collins
Rolls-Royce Corporation
Safran
Saint-Gobain
Sandvik | Sandvik Coromant
Savage Arms
Schlumberger
Schneider Electric
Senior Aerospace SSP
Shell
Siemens
Sig Sauer
Sikorsky Aircraft
Smith & Nephew
Smith & Wesson
Snap-on Specialty Tools
Solar Turbines Inc.
Southern California Machining
SouthWest Machine Works
SpaceX
Spenco Machine & Mfg.

Spirit AeroSystems
Stanley Black & Decker
Star Precision
Sunset Tool Inc.
Swissturn USA
Tam International
TE Connectivity
Tecomet
Tegra Medical
Temco of the Upstate Inc.
Tenaris
Thomas Instrument
Thrustmaster of Texas
Timken Aerospace
TMK IPSCO
Triumph Group Aerospace Structures
Turbine Technologies

Turbocam International
United Electric Controls
U.S. Air Force
U.S. Army AMRDEC
U.S. Department of Defense
U.S. Navy
U.S. Navy NAVAIR
United Airlines
United Technologies Aerospace
UTC Aerospace Systems Vermont Microtechnologies
Virgin Orbit
Waters Corp.
Weatherford
Whelen Engineering
Winslow Automatics
Zodiac Aerospace



MANUFACTURING TECHNOLOGY SERIES

TECHNOLOGIES EVALUATED

Attendees identified the following technologies as key areas of interest to evaluate at MT Series Events in 2021.

3D Printing/Additive Manufacturing.....	35%	Finishing & Coatings.....	13%	Micromanufacturing.....	7%
CNC Controls & Accessories.....	31%	Boring.....	12%	IIoT (Industrial Internet of Things).....	6%
Tooling.....	30%	Forming & Fabricating.....	12%	Industry 4.0.....	6%
Milling.....	29%	Sawing & Cut Off Machines.....	11%	Manufacturing Execution Systems (MES).....	6%
Cutting Tools & Accessories.....	28%	Metrology Equipment.....	11%	Data Acquisition.....	5%
Machining Centers.....	27%	Machine Vision.....	10%	Product & Process Design Management.....	5%
Automated Manufacturing & Assembly.....	25%	Design & Simulation.....	10%	Information Technology (IT).....	5%
Measurement, Inspection & Testing.....	22%	Computer-Aided Engineering (CAE).....	10%	RFID.....	5%
Controls, CAD/CAM Software.....	22%	Workplace Safety & Ergonomics.....	10%	Nanotechnology.....	5%
Turning.....	22%	Fastening.....	9%	Supply Chain Integration.....	5%
Robotics.....	20%	Software, Machine Control.....	9%	Operations Technology (OT).....	4%
Lasers & Laser Systems.....	19%	Composites Manufacturing.....	9%	Virtual Reality & Augmented Reality.....	4%
Lean Manufacturing.....	19%	Modeling and Simulation.....	9%	Energy & Environmental Efficiency.....	4%
Grinding.....	18%	Moldmaking.....	9%	Software - ERP/MRP/CIM.....	5%
3D Scanning.....	18%	Plastics Molding & Manufacturing.....	8%	Cloud Computing.....	3%
Metals.....	18%	Screw Machining.....	8%	Product Lifecycle Management (PLM).....	3%
Deburring & Edge Finishing.....	16%	Plasma Cutting.....	8%	Digital Transformation.....	3%
Welding.....	16%	Cleaning & Pretreatment Equipment.....	8%	Networking Equipment.....	3%
Workholding Systems & Devices.....	15%	Honing.....	8%	Cybersecurity.....	3%
Coolants & Lubricants.....	15%	Flexible Manufacturing Systems.....	8%	Data Translation/Interoperability.....	2%
Material Handling.....	14%	Contract Manufacturing Services.....	8%	Digitizers.....	2%
Waterjet Cutting.....	14%	Sensors.....	7%		
Drilling & Tapping Machines.....	14%	Ceramics.....	7%		
EDM.....	14%	Plant Engineering & Maintenance.....	7%		

Our commitment is to continually adjust and modify our approach to address the most up-to-date needs of OEMs, suppliers, and manufacturing professionals. This is why the MT Series of regional events remains a unique opportunity to speak face-to-face with manufacturing practitioners looking for innovative solutions to their most difficult manufacturing challenges.

NEW FOCUS ON EMERGING TECHNOLOGIES

Manufacturing practitioners attend the MT Series regional events (HOUSTEX, EASTEC, SOUTHTEC, WESTEC) to look for manufacturing innovations that will help them cut costs and improve producibility.

For example, Tap Test Technology and chatter detection; QIF (Quality Information Framework) and ML/AI tools; and Visualization during the Additive print process and its association with critical areas are some of the technologies we will highlight in our Emerging Technologies Gallery Showcase during 2023.

DIGITAL INTEGRATION

Today, everything is driven by data; it intersects with the product life cycle of the entire manufacturing enterprise. Digital manufacturing uses software that can take 3D models and automatically generate all the work instructions, send designs to the floor, feed the information into manuals for the field, and communicate with virtualization software to produce a simulation before you produce one part.

With massive parallel computing capability that can capture all the streaming data from these intelligent machines, we have to ask (and answer): What do you do with the data you collect? We'll examine how to use the data to improve product development, technologies and processes, and how digital manufacturing can link across disciplines.

THE SME ZONE

At the center of it all is The ZONE—the “main stage” of the event floor and host to Keynotes, panel discussions, networking, and other events. Planned or unplanned, networking at The ZONE can strengthen current relationships and start new ones.

The SME Zone provides an intimate setting where one-on-one conversations regularly occur during panel discussions or keynote Q&As, and our guest speakers answer attendee questions on the spot. This kind of interactive participation is not possible at larger events—just another reason the MT Series is so unique.

DON'T MISS THE OPPORTUNITY TO REACH YOUR MARKET

The extended manufacturing enterprise is diverse and complex. It's also ready—ready to embrace the future. That's why these regional events are so important. As your partner, our goal is to put the brightest minds, the latest technologies and the businesses that need them in the same room so they can start the conversations that will define the future of advanced manufacturing.





2023 EXHIBITOR PACKAGES

The Manufacturing Technology Series Exhibitor Packages enable your company to reach future and current customers beyond your exhibit space at the events while saving money on your participation in EASTEC, HOUSTEX, SOUTHTEC, and/or WESTEC/AeroDef.

Designed to leverage multiple SME resources through 2024, your brand will be exposed to manufacturing professionals across North America, showcasing your leadership position within the industry and driving lead generation opportunities for your company. You'll also have reduced costs related to your exhibit space at the events, which you can reinvest in your business.

Pricing	Platinum 1,201+ sf	Gold 501-1,200 sf	Silver 201-500 sf	Bronze 100-200 sf
Exhibit Space Rate	\$32 per sf	\$34 per sf	\$36 per sf	\$38 per sf

Booth Benefits	Platinum 1,201+ sf	Gold 501-1,200 sf	Silver 201-500 sf	Bronze 100-200 sf
Booth Carpet <ul style="list-style-type: none"> 16oz. Booth carpet for the entire square footage of your booth Carpet delivery, Carpet material handling, Carpet installation, Carpet removal 	✓	✓		
Unlimited Material Handling <ul style="list-style-type: none"> Unlimited Material Handling Unloading of exhibitor materials at show site and delivery to exhibitor booth on assigned move-in target date and time One-time spotting of equipment, providing exhibitor is on-site when equipment is unloaded (this includes the use of cranes) Equipment will be spotted as picked from truck; re-spotting of equipment is an additional expense charged to exhibitor Removal, storage and return of empties after show close Reloading of materials on outbound vehicles of exhibitor's choice 	✓	✓	✓	
Lead Retrieval Units <ul style="list-style-type: none"> Unit = lead retrieval app license per company Download app to phone or tablet Scan, qualify and follow-up via the app 	3 Units	2 Units	1 Unit	
Decorator Package (includes drape, carpet, table, chairs, wastebasket & 110V electrical outlet) <ul style="list-style-type: none"> 8' High backwall/3' high side rail Two (2) Limerick chairs One (1) 6' Table, skirted (SME to choose color) One (1) Booth ID sign One (1) Booth carpet (SME to choose color) One (1) 110v Outlet 				✓
Digital Backpack <ul style="list-style-type: none"> Unique QR code that attendees scan to download exhibitor's digital content (PDFs, websites, video links, images, etc.) Ability to replace hard copy handouts and generates leads accessible in exhibitor dashboard 	✓	✓	✓	✓

Extended Outreach/Media Benefits	Platinum 1,201+ sf	Gold 501-1,200 sf	Silver 201-500 sf	Bronze 100-200 sf
Enhanced Online Exhibitor Listing (including company logo on floor plan if exhibit space is 400+ sq. ft.)	✓	✓	✓	✓
Exhibitor Referral Suite (featuring exhibitor-branded landing page, web banner, email template, and analytics)	✓	✓	✓	✓