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EXHIBITOR PROSPECTUS

MAY 14-16, 2019

EASTERN STATES EXPOSITION | WEST SPRINGFIELD, MA
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EASTEC 2019

Your best opportunity to connect with Northeast buyers

EASTEC is your opportunity to showcase products in front of the Northeast manufacturing market. Build relationships, demonstrate capabilities and accelerate sales of your manufacturing technologies. It's the most productive three days you'll have in 2019. Reserve your exhibit space now!

Exhibit at EASTEC to:

- Meet a broad cross-section of New England manufacturers
- Demonstrate how your technologies can increase productivity
- Meet decision-makers who are ready to evaluate and purchase equipment, software and services



76% of trade-show attendees rate face-to-face meetings as extremely important in choosing new products and making lasting connections.¹

Face time beats screen time in the decision-making process

Face-to-face interaction remains a very vital way for manufacturers to research equipment, gain trust in their vendors and make the decision to buy. After all, the Internet can't take the place of seeing equipment up close and in action and talking to you, the technology experts.

92% of trade-show attendees indicate they are looking for new products.¹

EASTEC is proud to have served the needs of the Northeast manufacturing community since the 1980s.

Our goal is to always deliver a quality audience and a return on your investment that is second to none!

¹ Exhibiting Trends By Marlys Arnold, February 10, 2017

Find new business opportunities and partners at the Northeast's #1 manufacturing event

ATTENDEES BY TOP JOB FUNCTIONS

35% of EASTEC attendees are business owners, executives, managers or purchasing representatives — the people that can approve technology purchases.

15% Owner/Company Management/Corporate Executive	10% Manufacturing Production Management	4% Quality Assurance & Control
14% Manufacturing Engineering Department	7% Manufacturing Engineering Management	3% Purchasing
13% Sales & Marketing	6% Design Engineer	2% Control Engineering/Automation
10% Manufacturing Production Department	5% Product Design and R&D	1% Educator/Instructor
		10% Other

ATTENDEES BY INDUSTRY

EASTEC serves diverse Northeast industries, including:

21% Aircraft/Aerospace	4% Consulting/Engineering	2% Electronics/Computers
10% Industrial/Commercial Machinery	4% Defense/Government/Military	2% Research & Development
9% Medical/Surgical/Pharmaceutical/Biotech	3% Plastic Products	1% Communications
5% Fabricated Metal/Stampings	3% Services (Financial and Other)	1% Oil & Gas/Petroleum
5% Automotive/Other Transportation	2% Education/Academic	28% Other Manufacturing

Source for all statistics unless otherwise stated: EASTEC 2017 Registration and Survey Data

EASTEC Helped Us Build Brand Awareness

"We have exhibited at EASTEC for several years. We wanted to reach local people within the region and build brand awareness. Our booth has been very busy well into the afternoon and we have met Project Managers, CEOs and Owners, so EASTEC has been a great investment for our company."

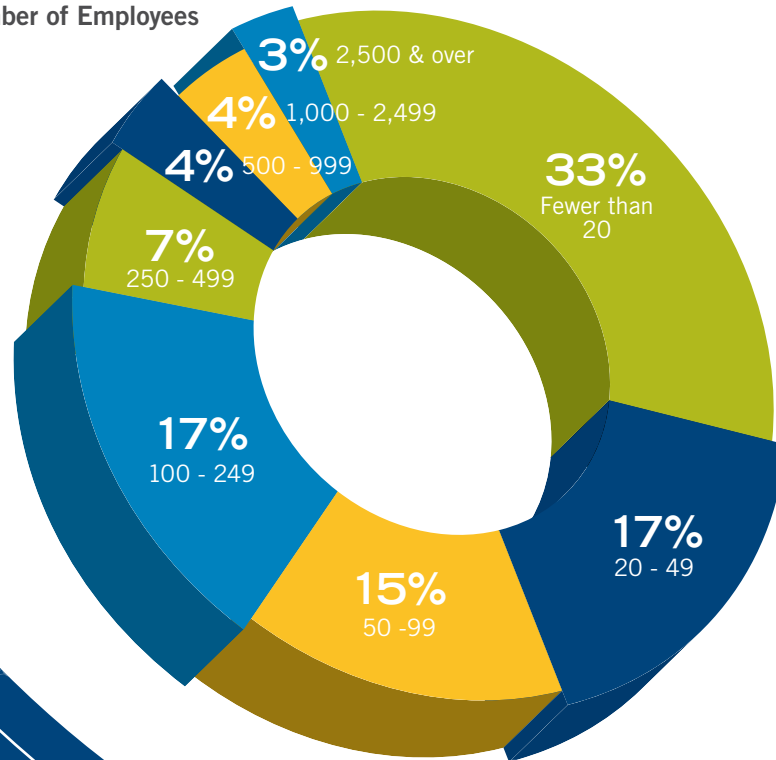
*Manuel Merkt, Executive VP Operations
Hermle Machine Company*

EASTEC delivers purchase influencers with budgeted projects

COMPANY SIZE

EASTEC connects you with large OEMs, mid-size companies and hard-to-reach contract manufacturers.

Number of Employees



BUDGETS

EASTEC attendees what to discuss budgeted projects —

29% of the audience have equipment budgets that exceed \$200,000.

Up to \$20,000	33%
\$20,001 - \$50,000	15%
\$50,001 - \$200,000	23%
\$200,001 - \$500,000	11%
\$500,001 - \$1,000,000	8%
\$1,000,001 - \$5,000,000	6%
Over \$5,000,000	4%

EASTEC is the place to meet highly qualified prospects —

77% of attendees influence equipment purchase decisions in their companies.

Quality face-to-face connections help build your sales pipeline

Leading Northeast OEMs and tier suppliers send representatives to EASTEC to research technologies and choose suppliers.

- Advance Manufacturing Co
- Aero Gear Inc
- Ametek
- Associated Spring
- Barnes Aerospace
- Birken Manufacturing Co
- Bose Corp
- Boston Centerless
- Bridgeport Fittings
- Budney Aerospace
- Cadence Aerospace
- Callaway Golf
- Coherent/Nufern
- Curtiss Wright
- Darco Manufacturing
- Deringer-Ney Inc
- Eaton
- Edco Engineering Inc
- Electric Boat
- Electro Methods Inc
- Fiberoptics Technology Inc
- General Electric
- General Dynamics
- GKN Aerospace
- Hitchiner Mfg
- IDEX Health and Science
- Jarvis Airfoil
- Kaman Aerospace
- The Lee Co
- Lockheed Martin
- Magellan Aerospace New York
- Medtronic
- MIT Lincoln Laboratory
- Northrop Grumman Corp
- Otis Elevator Company
- P & G Gillette
- Parker Hannifin Corp
- Philips Medical Systems
- Plastonics Inc
- Pratt & Whitney
- Raytheon
- RBC Heim Bearings Inc
- Remington Arms Company
- Rolls Royce Naval Marine
- Saint Gobain Corp
- Samson Manufacturing
- Savage Arms
- Siemens
- Sikorsky Aircraft Co
- Smith & Nephew
- Smith & Wesson
- Sonnax Industries Inc
- Spartan Aerospace
- Stanley Black & Decker
- Stryker Orthopaedics
- Taylor Made Products

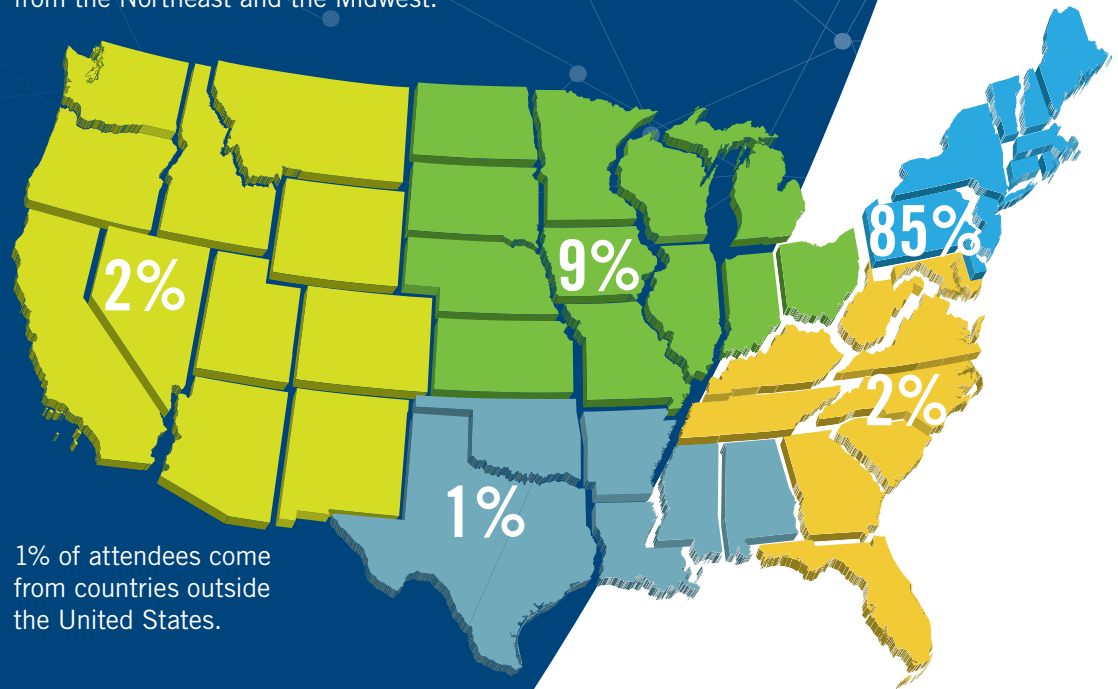
- Tesla
- Texas Instruments
- Thermo Fisher Scientific
- Thyssenkrupp
- Timken Aerospace
- Teleflex Medical
- ThermoFisher Scientific
- Tiffany & Co
- Turbine Technologies Inc
- Turbocam International
- U.S. Navy
- U.S. Air Force
- United Technologies Aerospace System
- Westinghouse Electric

38%

of EASTEC 2017 attendees were first-time visitors to the event; these are new companies and prospects that can become your next customers.

ATTENDANCE BY REGION

EASTEC puts you in front of key decision-makers from the Northeast and the Midwest.



Join these manufacturing suppliers who know the value of participating in EASTEC

There's no better investment in your business than spending three days at EASTEC meeting potential buyers. That's why the companies below have already booked their EASTEC 2019 exhibit space. Call now to reserve yours.

EASTEC 2019 exhibitors as of August 7, 2018

3nine USA Inc



A. TEC Diamond Co Ltd
 Aberlink USA Inc
 ABTech Inc
 Access Manufacturing Systems
 Accurex Measurement Inc
 Acer Group
 Acm Technologies
 Acorn Industrial Products Co
 ACSYS Lasertechnik US Inc
 Admiral Metals
 Advance Welding
 Advanced Abrasives Corp
 Advanced Coating Service
 Aerospace Alloys Inc
 Aimtek Inc
 Air Filtration Systems
 Air Inc
 Airgas
 Ajax Tocco Magnethermic Corp
 Alliance For American Manufacturing
 Alliance Sales & Mkt
 Allied Machine & Engineering

Aloris Tool Technology Co Inc
 Alpine Bearing Co
 Amada Miyachi America
 Ambrell Induction Heating Solutions

American Systems & Equipment Corp
 ANCA Inc
 Aquajet Cutting Technology
 Aquest Corp
 Armoloy of Connecticut Inc
 Arnold Supply Inc
 Atlas Copco Tools/Palmac
 Autodesk Inc
 Axis New England



Babin Machine Tool
 Behringer Saws Inc
 Belmont Equipment & Technologies
 Big Kaiser Precision Tooling Inc
 Bobcad CAM Inc
 Bonal Technologies Inc
 Branson Ultrasonics Corp
 Bruker Corporation

Brush Research Manufacturing Co
 Burr King Manufacturing Co
 BUWW Coverings Inc



Cajo Technologies
 Cambridge Vacuum Engineering
 Capture 3D Inc
 Carbide Grinding Co Inc
 Caron Engineering Inc
 Carr Lane Manufacturing/Carr Lane Roemheld
 CEIA USA Induction Heating Systems
 Centaur Precision Tools Inc
 CGTech
 Chapin & Bangs Steel Co/ Lindquist Steels Inc
 Chemetall US Inc
 Cimquest Inc
 Clamptek Enterprise Co. Ltd.
 Cleaning Technologies Group
 CNC Systems Inc
 Comco Inc
 Contour360
 Control Gaging Inc

Controx Inc
 Cool Grind Technologies
 Cosen Saws
 CPU Automation Inc
 Crest Ultrasonics Corp
 Curbell Plastics Inc
 Current EDM Inc
 Custom Service Solutions Inc
 Cutler Industrial Sales



Darex LLC
 Datron Dynamics Inc
 DCM Tech Inc
 Decade Products Inc
 DeCosmo Industrial Auctions & Thomas Industrial Machinery Co Inc
 Diacut Inc
 Dillon Chuck Jaws
 Dino-Lite Scopes (BigC)
 Doring Cold Saws
 Dorsey Metrology International Inc
 DuBois Chemicals Inc
 Dynabrade Inc



Ebbco Inc
 ECi Software Solutions
 ECM Global Measurement Solutions
 Edge Technologies
 EDM Network Inc
 Electrodes Inc
 Element Machine Tools
 EM Benson Co
 EMAG LLC
 Emuge Corp
 Epicor Software Corp
 Epilog Laser Corp
 Ercolina - CML USA Inc
 Erowa Technology Inc
 ESPRIT/DP Technology Corp
 Euro-Tech Corp
 EXSYS Tool Inc



Factory Cat
 Fagor Automation Corp
 FANUC America Corp
 FARO Technologies Inc
 Filter-1
 FlexArm Inc

Flexbar Machine Corp
 Flow International Corp
 Fronius USA LLC
 Fryer Machine Systems Inc



G II Solutions Inc
 Genevieve Swiss Industries Inc
 Gesswein Co
 GF Machining Solutions
 Gibson Engineering Co Inc
 GKS Lifting and Moving Solutions LLC
 Global EDM Machines
 GMA Garnet
 Gradient Lens Corporation
 Graphel Carbon Products
 Greenleaf Corp
 Griffio Brothers Inc
 Grobet USA
 GTI Spindle Technology Inc
 Guhring Inc



Haas Factory Outlet - Trident
 Haimer USA

Halder Inc
 Hangsterfer's Laboratories Inc
 Harvey Industries International Inc
 Hassay Savage Co
 Heidenhain Corp
 Heimatec Inc
 Helmel Engineering Products Inc
 HEM Inc
 Hermann Schmidt Co
 HEULE Precision Tools
 Hexagon Manufacturing Intelligence
 Hirschmann Engineering USA Inc
 Hiwin Corporation
 Holts Precision Inc
 HORN USA Inc
 Houghton International Inc
 Hudson Tool Steel Corporation
 Hyd-Mech Group Ltd

I-K

InnovMetric Software Inc
 Invaware Corp
 JMD Industries Inc
 JobBOSS
 Johnson Gage Co
 Judge Tool & Gage
 Kalow Technologies
 Kays Engineering/DeHoff/Eldorado
 Keller Products Inc
 Keyence Corp of America
 KMT Waterjet Systems Inc
 Koma Precision Inc
 Kurt Manufacturing Co
 Kyzen Corporation

L

Lang Technovation Co
 Laser Marking Technologies LLC
 Laser Measuring Technologies LLC
 LaserStar Technologies Corp
 Liberty Packaging Co
 Lindco Springfield Co
 Lovejoy Tool Co
 LS Industries Inc
 Lyndex-Nikken Inc
 Lynn Welding

M

Macdac Engineering
 Mach 1 Systems Inc
 MachineMetrics
 Mahr Inc
 MAPAL Inc
 Marposs Corp
 Martindale Electric Co
 Marubeni Citizen Cincom
 Marvel Manufacturing Co
 Mastercam/CNC Software Inc
 MB Metal Technologies LLC
 Metrologic Group Services
 Mikron Corp Monroe
 Millinocket Fabrication & Machine LLC
 Mitee-Bite Products LLC
 Mitsubishi EDM / MC Machinery Systems Inc
 Mitsubishi Electric Automation Inc
 Mitutoyo America Corp
 Modern Tools Inc
 Modula
 Monster Tool Co Inc
 MP Systems

N

NESSteel Inc
 New England Miniature Ball
 New England Sales Inc
 Nexas America LLC
 NITCO Industrial Cleaning Equipment & Commercial Products
 Nordfab Ducting
 Northeast Coating Technologies
 Northfield Precision Instrument Corp
 NSK America Corp
 NTK Cutting Tools
 Numberall Stamp & Tool Co

O

OASIS Inspection Systems
 OC White CO
 Okamoto Corp
 OMAX Corp
 OmegaCube Technologies
 Omni Services
 OPEN MIND Technologies AG
 Osaap America
 OSG USA INC

P-Q

Packard Machinery Co Inc
 Paletti USA
 Pauway Corp
 Penn Stainless Products Inc
 Peterson Steel Corp
 Pine Tree Castings
 Pinpoint Laser Systems
 Plastics International
 Platit Inc
 Poco Graphite
 Polyrix Inc
 Powerhold Inc

Pratt & Whitney Measurement Systems Inc
 Praxair Distribution Inc.
 Precision Punch Corp
 Pro Ultrasonics
 Quality Vision International

R

R&R Fixtures LLC
 Racer Machinery International Inc
 Ram Precision Tool Inc
 Raptor Workholding Products
 ReCarb LLC
 Regal Diamond Products
 REGO-FIX Tool Corp
 Renishaw Inc
 Rice Machinery Inc
 Rittal Corp
 RobbJack
 Roemheld
 Rolled Alloys
 Rollomatic Inc
 Rosedale Products Inc
 Ross Machinery Sales Inc
 Ross Solar Group
 Rotarex Inc NA
 RUF Briquetting Systems
 Rush Machinery

S

Samchully Workholding
 Samsung Machine Tools America
 Saturn Industries Inc
 Schneeberger Inc
 Schütte LLC
 Scientific Cutting Tools Inc
 Shoptech
 Siemens Industry Inc
 Sir Meccanica SpA

Smith & Wesson
 Solar Atmospheres
 SolidXperts
 Somma Tool Co
 Southwestern Industries Inc
 Southwick & Meister Inc
 SpiderCool
 Spring Technologies Inc
 Star CNC Machine Tool Corp
 Starrett Company
 Stoelting Cleaning Equipment
 Strong Hand Tools
 Suhner Industrial Products Inc
 Sunnen Products Co
 SW North America Inc
 Swoosh Technologies

T

Tapeswitch Corporation
 Taylor-Winfield Technologies Inc
 TCI Precision Metals
 TE-CO
 The Charles C Lewis Co
 THINBIT
 Titan USA Enterprises Inc
 Towa USA Corporation
 Toyoda Americas Corporation
 TriMech
 Turpin Sales & Marketing Inc
 TW Metals
 TYKMA Electrox

U

Ultimaker
 Ultraflex Power Technologies Corp
 UNISIG

V-Z

United Performance Metals
 Universal Robots USA Inc
 US Shop Tools
 US Tool Group Inc
 Vekttek LLC
 Vision Engineering Inc
 Vlier Products
 Vollmer Of America
 VyTek
 Waldmann Lighting Co
 Walker Magnetics
 Wenzel America Ltd
 Werth Inc
 Winslow Engineering Inc
 Workplace Modular Systems LLC
 WTO USA
 ZEISS Industrial Metrology
 Zoller Inc

80%

of EASTEC 2017 exhibitors indicated they were extremely or very likely to exhibit in 2019 or have already reserved their space.

New England manufacturers need advanced technologies to design and produce innovative products

TECHNOLOGIES EVALUATED AT EASTEC (multiple responses)

3D Imaging/Scanning	19%	EDM	18%	Milling	32%
3D Printing	37%	Electronics Manufacturing	8%	Moldmaking	11%
Advanced Materials	16%	Energy & Environmental Efficiency	5%	Nano Technology	7%
Assembly & Joining	16%	Environmental Equipment & Protection	4%	Plant Engineering & Maintenance	8%
Automated Manufacturing & Assembly	25%	Fastening	11%	Plasma Cutting	8%
Boring	12%	Finishing & Coatings	15%	Plastics Molding & Manufacturing	12%
Casting	9%	Flexible Manufacturing Systems	10%	Quality & Testing	17%
Ceramics	8%	Forming & Fabricating	15%	Robotics	22%
Cleaning & Pretreatment, Equipment	10%	Grinding Machines	23%	Sawing & Cut Off Machines	12%
CNC Controls & Accessories	35%	Honing	9%	Screw Machining	11%
Composite Manufacturing	9%	Industrial Internet of Things (IIoT)	5%	Sensors	9%
Contract Manufacturing Services	10%	Laser & Laser Systems	18%	Software, Machine Control	14%
Controls, CAD/CAM Software	25%	Lean Manufacturing	21%	Software/Simulator	11%
Coolants & Lubricants	18%	Machine Vision	12%	Tooling	35%
Cutting Tools & Accessories	33%	Machining Centers	32%	Waterjet Cutting	16%
Cybersecurity	3%	Material Handling	15%	Welding	16%
Deburring & Edge Finishing	20%	Measurement Inspection & Test	28%	Workholding Systems & Devices	21%
Design & Simulation	13%	Metals	19%	Workplaces Safety & Ergonomics	12%
Digital Transformation	3%	Metrology Equipment	14%		
Drilling & Tapping Machines	16%	Micromanufacturing	9%		

An event designed to maximize your market exposure

EASTEC's strategic technology groupings position your company for maximum exposure to interested and qualified prospects.

Building 1 & 2 – Mallory Complex

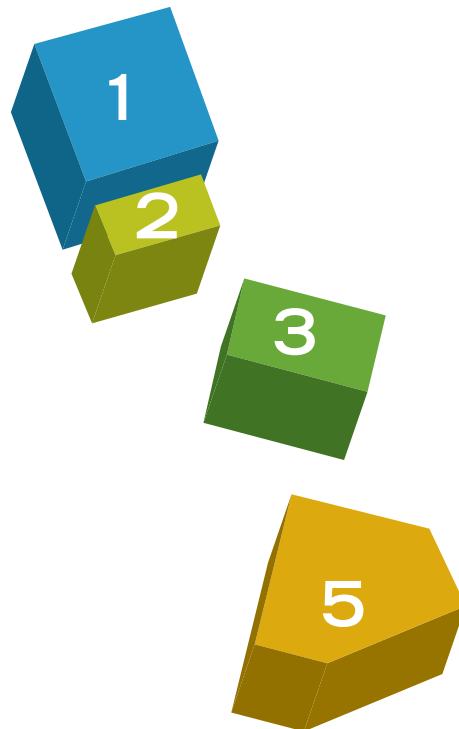
- Precision Manufacturing Equipment & Systems

Building 3 – Young

- Automation, Quality & Process Improvement
- Plant, Energy & Environmental Efficiency

Building 5 – Better Living Center

- Design, Engineering & Additive Manufacturing/3D Printing
- Tooling, Workholding & Machining Accessories



**Eastern States Exposition
1305 Memorial Ave.
West Springfield, MA**



**EASTEC is your best
Northeast opportunity to:**

- Showcase your products to East Coast companies looking to research and purchase manufacturing solutions
- Make connections, build business relationships and grow your sales pipeline
- Launch a new product, expand sales and build your brand



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Maximize your EASTEC results – put our complimentary marketing services to work for you

Your EASTEC investment includes a number of value-added marketing programs designed to help you drive traffic to your exhibit.

Complimentary

- Exhibit Referral Suite customized for you
 - Landing page
 - Email template & deployment
 - Banners
 - Lead capture
- Custom, trackable guest passes (print and digital)
- Exhibitor Marketing Kit
 - Banner ads
 - Online profile
 - Event directory listing
 - New product listing

The above marketing opportunities (including deadlines) are detailed in your EASTEC 2019 online Exhibitor Marketing Kit, available January 2019.

EASTEC Delivers Face-to-Face Contact With Our Target Market

“We decided to invest in a larger booth in 2017 to expand our coverage in the Northeast. We are a young, innovative company and are not well known in the industry, so we wanted to reach a broader audience. We connected with Presidents, Vice Presidents and Manufacturing Engineers who are the key people we wanted to target. At EASTEC, 90% of the people we met did not know of our company and we didn’t know them, so it was very worthwhile for us.”

*Terry Hopkins, President
Blast & Wash Systems*



Choose the EASTEC pricing plan that fits your needs and budget

In an effort to provide our customers with options based on individual exhibit needs, SME offers a two-tiered pricing structure. Pick the plan that works the best for your organization. Save up to \$5 per square foot depending on the plan you choose.

Space Size in Sq. Ft.	Space Rate	Space Rate with Package
0-200	N/A	\$36.00*
201-799	\$29.00	\$34.00+
800-2,499	\$25.00	\$30.00+
2,500 and over	\$21.00	\$26.00+

* Decorator Package is included for all booths up to 200 sq. feet (package includes carpet, one 6' draped table, two chairs, one wastebasket and one standard booth ID sign).

+ Space Rate with Package includes unlimited material handling. Material handling includes freight from dock to booth and return plus one-time spotting of equipment. Off-target shipments may incur additional charges.

EXHIBIT SPACE RESERVATIONS

Companies #s – C

Will Serenko
800.733.3976
ext. 3026
wsренко@sme.org

Companies D – J

Chris Long
800.733.3976
ext. 3225
clong@sme.org

Companies K – Q

Mike Matkovich
800.733.3976
ext. 3121
mmatkovich@sme.org

Companies R – Z

Karyn Burbank
800.733.3976
ext. 3139
kburbank@sme.org

Reserve your space today.

Email: exposales@sme.org | Web: easteconline.com | Fax: 313.425.3407

Maximize your EASTEC visibility with sponsorship opportunities.

Increase your pre-event and on-site visibility and brand awareness with a customized event sponsorship.

For more information, visit sme.org/sponsorship, email sponsorships@sme.org or call **800.733.3976**.



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1000 Town Center, Suite 1910
Southfield, MI 48075

ACT NOW!

**EASTEC IS
70% SOLD**

MAY 14-16, 2019

EASTERN STATES EXPOSITION

WEST SPRINGFIELD, MA

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