

COLLABORATIVE INTELLIGENCE

Gain access to the smart technologies and intelligent people propelling aerospace and defense manufacturing.

EXHIBITS: APRIL 30-MAY 1, 2019 CONFERENCE: APRIL 29-MAY 2 LONG BEACH (CA) CONVENTION CENTER



aerodefevent.com





WHY EXHIBIT AT AERODEF MANUFACTURING 2019?

Meet aerospace and defense manufacturing professionals who have purchasing power.

You can't afford not to be at AeroDef Manufacturing® 2019. Advanced programming and a unique level of intimacy attract decision makers to the AeroDef conference and expo, the premier event in aerospace and defense manufacturing.

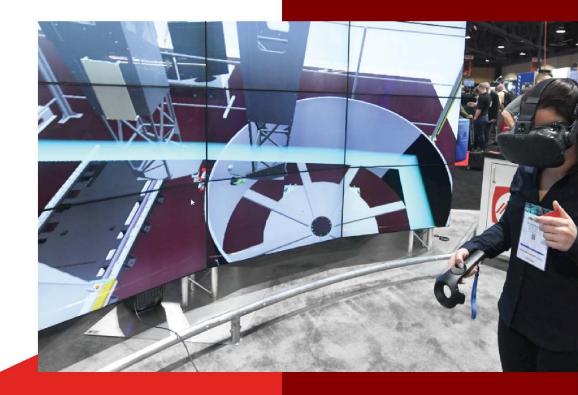
Take advantage of four networking receptions that put you face-to-face with hundreds of attendees who are in-the-trenches engineers and above, including hard-to-reach owners and managers of small- to mid-size companies all the way up to C-level and senior executives of top-tier manufacturing companies. Plan ahead to utilize the conference pass included with your exhibit space to expand your networking opportunities in sessions developed by topic area and experience level.

AERODEF'S VALUE TO EXHIBITORS IS PROVEN

OF ATTENDEES INFLUENCE PURCHASING DECISIONS¹

HAVE BUDGETS EXCEEDING \$500,0001

AeroDef 2019 is your forum to form relationships that will define the future of your company as well as the future of the aerospace and defense manufacturing industry.



Capture the attention and budgets of companies with aggressive goals.

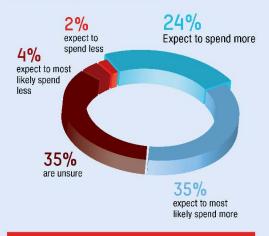
Every company has goals and expectations. The AeroDef Manufacturing target audience needs your expertise, solutions and guidance to achieve their goals, as evidenced by their responses to the following questions from AeroDef 2018:

Their No.1 business goal²

- · Acquire metal printing technology
- Advance additive manufacturing capabilities
- · Build a lean process improvement plan
- Control operation's flow, processes and waste
- · Create sustainable growth
- Deploy new technology for competitive advantage
- Develop new, low-cost technologies for airframe manufacturing
- Develop technology roadmap and bring new technology to the facility
- Eliminate production gaps
- Exceed customers' expectations in quality and on-time delivery
- Execute automation initiatives
- Expand in-house capabilities to produce specialty, low-volume items
- Expand market share and reduce costs by using smarter manufacturing
- Expand technology capabilities by exploring new equipment and software
- Explore disruptive technologies to positively impact business

- Find improved solutions for coating automation in aircraft manufacturing
- Implement automated inspection
- Implement virtual reality for aerospace product development
- Improve productivity by integrating automation and new technologies
- Increase machining efficiency
- Increase manufacturing capability
- Increase production efficiency
- Increase quality
- Streamline current plant manufacturing processes and create stable continuous line flow
- Test and validate new manufacturing techniques
- Update CNC equipment and robots

Technology and services investment expetations²



Significant factors that influence their investment decisions²

- Ability of investment to integrate new features and be used for something new
- Ability to ease manufacturing
- Ability to get new business and match competitors
- Ability to provide access to profitable new market segments
- Ability to use the technology properly without further investment
- Application and feasibility of off-the-shelf use
- Best technology for current and future needs
- Build of machinery

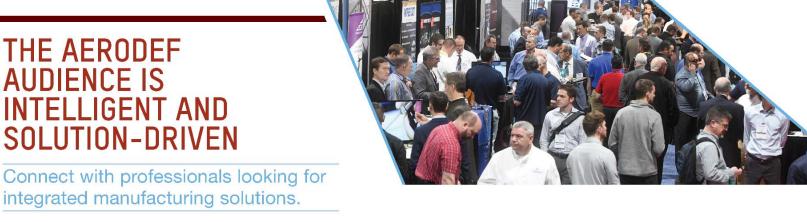
Can the AeroDef audience count on you to be on-site to help them reach their goals?

AeroDef is important to me because it is unique. Not only does it bring the top government and industry leaders, [AeroDef is] focused on a unique set of materials and manufacturing technologies so when I'm there I get great insight into the very latest advancements."

John Vickers, Principal Technologist, Space Technology Mission Directorate, NASA

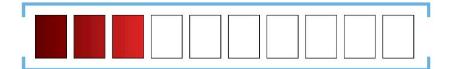


integrated manufacturing solutions.



Eighty-nine percent of AeroDef exhibitors state that the audience profile of the event influences their decision to exhibit. Not only does AeroDef attract attendees who influence purchases and have significant budgets to spend, but the AeroDef audience is interested in key technologies propelling the aerospace and defense manufacturing sector.

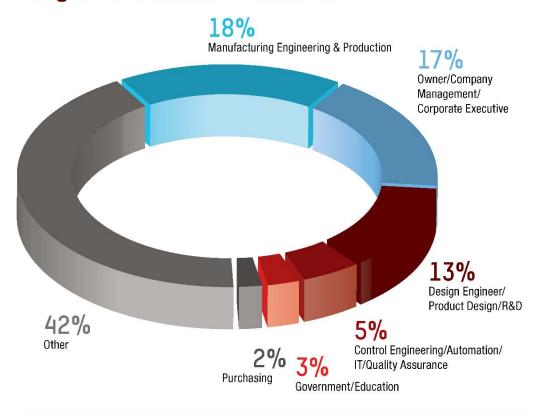
of AeroDef attendees are also conference dele looking for in-depth also conference delegates technical expertise²



Top Technologies Evaluated at AeroDef (multiple selections permitted)

Additive Manufacturing	50%	Forming & Fabrication	19%	Waterjet Cutting	13%	Software Machine Control	9%
Machining	34%	Lasers & Laser Systems	18%	Electronics Manufacturing	13%	EDM	9%
Advanced Materials	34%	Fastening	16%	Machine Vision	13%	Workplace Safety & Ergonomics	9%
Composites Manufacturing	33%	Design & Simulation	16%	Controls CAD/CAM Software	13%	Coolants & Lubricants	8%
Automation	29%	Drilling & Tapping	16%	Artificial intelligence	13%	Virtual Reality/ Augmented Reality	8%
Robotics	28%	Sensors	16%	Casting	13%	RFID	8%
Tooling	25%	Digital Manufacturing	15%	Turning	12%	Cleaning & Pretreatment Equipment	8%
3D Scanning	24%	Thermoplastics	14%	Ceramics	12%	Cybersecurity	6%
Metals	23%	Material Handling	14%	Software/Simulation	11%	Energy & Environmental Efficiency	4%
CNC Controls & Accessories	20%	Quality	14%	Nanotechnology	11%	Environmental Equipment	
Measurement Inspection & Testing	20%	Flexible Manufacturing Systems	14%	Micromanufacturing	11%	& Protection	4%
Assembly & Joining	20%	Welding	13%	Industrial Internet of Things (IIoT)	11%	PLM	4%
Assembly Equipment & Systems	19%	Grinding	13%	Boring	10%		
Milling	19%	Metrology	13%	Industry 4.0	10%		
Finishing & Coatings	19%	Contract Manufacturing Services	13%	Workholding Systems & Devices	10%		

Get valuable face time with high-level decision makers.²



Breaking it down

of AeroDef 2018 attendees plan to visit AeroDef 2019³

of attendees say that AeroDef is the BEST place to see new products and trends³

of attendees say AeroDef lets them see products/technologies/exhibitors they can't see anywhere else³



HERE'S WHAT AERODEF 2018 ATTENDEES SAY ABOUT THE EVENT⁴

"A true window into the aerospace industry.

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AeroDef provides an opportunity to hear OEMs' and manufacturers' future needs and technology strategies. This is very helpful for planning."

"My first visit and it was impressive!

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The company and information exchanged is top-notch."

"The event is very focused!

"

All the right people come together at the same place."

Source: AeroDef 2018 Exhibitor Post-Show Survey 2 Source: AeroDef 2018 Registration Data 2 Source: AeroDef 2018 Attendee Post-Show Survey 4 Source: AeroDef 2018 Purchase Intentions Survey and AeroDef 2018 Attendee Post-Show Survey

LEADERSHIP YOU CAN TRUST

AeroDef Manufacturing has an Executive Committee—made up of the leading OEMs—to drive the development of this industry-defining event.





EXHIBIT AS A PRE-QUALIFIED SUPPLIER

AeroDef provides contract suppliers and aerospace and defense decision-makers with a place to meet face-to-face at the Aerofied Preferred Supplier Pavilion.

The Pavilion offers an enhanced networking experience that connects attendees, pre-qualified contract suppliers and decision-makers from aerospace and defense companies. It gives attendees and exhibitors a chance to engage directly with large- and medium-sized manufacturers who are looking to make both short- and long-term investments.

All Pavilion exhibitors are hand-selected by Aerofied. Prior to selection, Aerofied reviews their interests and capabilities to make sure they match our attendees' needs. If selected, exhibitors enjoy direct access to motivated attendees, executive committee members, conference advisors, speakers and event programming, including all conferences.

For additional information, please contact:

Collin Jager Aerofied President 310.483.5281 collin.jager@aerofied.com



REA

REACH YOUR TARGETS

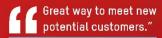
The AeroDef exhibit floor fosters face-to-face interaction, hands-on experiences, networking and education. Showcase your manufacturing products and services to an exclusive audience and position your company as a knowledge and solutions provider.

HERE'S WHAT AERODEF 2018 EXHIBITORS SAY ABOUT THE EVENT¹

It's a great opportunity to be exposed to many other companies in the technical and aerospace arena, and for making connections."

"AeroDef was a good opportunity to introduce our company to the industry.





"For folks in A&D—this is a good show and well run. When our peers, competitors, prospects and customers are here—you know it's the place we need to be.

VIRTUAL CAREER FAIR									
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ENJOY BIG MARKET IMPACT, SIMPLIFIED

More value. Stronger presence. All-in-one price.

Our Sign & Show Value Packages make exhibiting—and saving—simple. We've created three package options for easy and comprehensive event participation.

PARTICIPATION INVESTMENT	100 PLAN	200 PLAN	400 PLAN
Investment Price	\$5,000	\$10,000	\$18,000
Square Footage	100 SQ. FT.	200 SQ. FT.	400 SQ. FT.

Custom sizes available.

Your Value Package also provides you with marketing and lead generation opportunities that extend your presence beyond the booth.

The 100 Plan and 200 Plan Value Packages include:

- Full-conference pass (3 days of technical sessions)
- Inclusive decorator package (6-ft. skirted table, 5-amp outlet, carpet, chairs)
- (1) Lead retrieval app or device
- Enhanced listing (online and print)
- Display ad inclusion in attendee promotion email (limited placements available)
- Exhibitor Referral Suite with custom web banner, landing page, email template and tracking capabilities
- Participation in Virtual Career Fair (submit open positions to recruit candidates)
- (4) All-inclusive receptions (including 2 off-site receptions)

The 400 Plan Value Package includes:

- Full conference pass (3 days of technical sessions)
- Audience development concierge service (includes development of a custom audience marketing program)
- (2) Lead retrieval apps or devices
- Enhanced listing (online and print)
- Display ad inclusion in attendee promotion email (limited placements available)
- Exhibitor Referral Suite with custom web banner, landing page, email template and tracking capabilities
- Participation in Virtual Career Fair (submit open positions to recruit candidates)
- (4) All-inclusive receptions (including 2 off-site receptions)

Simply sign and show up.

See the back cover for account representatives and contact information.

EXPAND YOUR BRAND REACH THROUGH REMARKETING AND SPONSORSHIP

Drive traffic to your booth with remarketing.

Remarketing is a digital advertising program that allows you to target visitors to the AeroDef website with your branded banner ad, and direct them to your branded landing page for registration and lead tracking.

How does it work?

- Prospects visit AeroDefEvent.com.
 More than 40,000 unique aerospace
 and defense professionals visit the
 AeroDef website each year.
- Prospects will see your banner ad on various sites they visit. You provide your desired banner ad (we recommend it includes your booth number and the AeroDef logo to boost credibility).
- 3. When prospects click on your banner, they will be directed to your custom AeroDef landing page to register. Prospects who do not register will continue to see your banner on the various sites they visit throughout the duration of your campaign.
- 4. You'll receive leads from all prospects who register through your landing page (whether they attend the event or not). You can continue to market to them using the Exhibitor Referral Suite, or download your leads and communicate with them directly using your preferred marketing tools.



Post-event remarketing campaigns are also available to allow you to expand your reach beyond your booth at the event.



AeroDef Manufacturing sponsorships give you the opportunity to reach a broad cross-section of decision makers with your marketing message. With an AeroDef sponsorship, you will build brand awareness, increase industry exposure, and drive traffic to your exhibit and website.

Sponsorship opportunities include:

- Keynotes and Panel Discussions
- Conference Tracks
- Networking Receptions
- Attendee eBag (online vs. traditional physical bag at the event)
- Custom Programs Available



BUILD CONNECTIONS BEYOND THE BOOTH AT AERODEF'S OFF-SITE NETWORKING RECEPTION

Tuesday Evening, April 30, 2019

Enjoy a night at the Porsche Experience Center Los Angeles, a truly unique backdrop for networking and fun!

Adrenaline-inducing driving simulators put you in the driver's seat-choose new and classic Porsche vehicles with highly authentic physics and performance characteristics to racing circuits around the world, including Le Mans and Daytona.

Go behind-the-scenes of the Porsche Motorsport Workshop with guided tours of the 3,000-square-foot warehouse. You'll learn about the engine and transmission rebuilds that occur at Porsche Motorsport North America.

Enjoy complimentary food and drink as you network with conference speakers and attendees.

All exhibitors are encouraged to be our guest at this exciting reception. Registration is included with your exhibit space and all of your booth staff are welcome. This is your opportunity to build connections beyond the booth—and have a great time doing so!

As if that wasn't enough: Attending this reception gives you a chance to win one of five (5) four-hour drive experiences - get coached by a Porsche instructor and take your place behind the wheel on the Porsche track!

JOIN THE INDUSTRY ELITE

Don't miss your chance to showcase your products and services alongside industry leaders and competitors.

Past AeroDef exhibitors include:

3D Infotech & Twin Coast Metrology

3D Metalprinting

3D Systems

3rd Dimension Industrial 3D Printing

4D Technology Corp.

5ME LLC

Abaris Training Resources Inc.

ABC Sheet Metal

Acorn Product Development

Adapt Laser Systems LLC

Additive Engineering Solutions LLC

Advanced Engineering & EDM Inc.

Advanced Graphics Systems

Advanced Manufacturing Partnership

for Southern California

Advanced Test Equipment Rentals

Advanced Tubular Technologies Inc.

Advantage Mfg.

Aero Precision Engineering Inc.

Aerofied

Aerospace Manufacturing

AIT

Aligned Vision

Alliance for American Manufacturing

Allied Scientific Pro

Allied Telesis Inc.

Alpha Form Technologies Inc.

Altair Engineering Inc.

AMAMCO Tool

Ambrell Induction Heating Solutions

American Additive Manufacturing LLC

AMS Automation

API Services (Automated Precision)

Applied Aerospace Structures Corp.

Applied Composites Engineering

Applied Manufacturing Technologies

Ascent Aerospace

Assembly Guidance Systems Inc.

Assembly Tool Specialists Inc. Association of Women in the

Metal Industries

ATD Precision AuroraTek

Automated Precision Inc.

Barnes Engineered Components

Bazz Houston International

Bielomatik Inc.

BLM Group USA Corp.

Bluco Corp.

Boedeker Plastics Inc.

The Boeing Co.

BSI Group

BUWW Coverings California

Capture 3D Inc.

Carlsbad Department of Development Carr Lane Manufacturing Co.

Catalyst Design & Development

CGTech

Chameleon Innovations

Clark Fixture Technologies

Classic Coil Co. Inc.

CMS North America Inc.

CNC Systems Inc.

Coldwater Machine Co.

Composites One

Concept Laser Inc.

Controx Inc.

Controx-Neuhauser

Corehog Cutting Tools

CoreTechnologie

Craig Tools Inc.

Creaform

Creative Pathways Inc.

Cubic Designs

CVD Mesoscribe Technologies Corp.

Da/Pro Rubber Inc.

DCM Tech Inc.

Dedeco International Inc.

Delafield Corp. Delta Sigma Co.

Deltek

Del-Tron Precision Inc.

Design 2 Part Magazine

Design Storage & Handling Inc.

Design Systems Inc.

Desoutter Industrial Tools

Digicom Electronics

Dimar USA

Dimensional Eye

Diversified Machine Systems

DMP Corp.

DMS - Diversified Machine Systems

DSH Aerospace

Duke Robotics Inc.

Duna USA Inc.

Duotech Services

Duroair Technologies Inc.

Dustcontrol Inc.

Dynamism

EAGLE Certification Group

ECi-M1

Economic Development Partnership

of North Carolina

Ecoroll Tool Technology Corp.

Edison Welding Institute (EWI)

EIGHT TOOL America

Electroimpact Inc.

Electron Energy Corporation (EEC)

EMAG LLC

Emco Mecof

Employment Training Panel Enercon Industries Corporation

EnvisionTEC Inc.

EOS North America

Epilog Laser Corp. ErectaStep LLC

ESPRIT/DP Technology Corp.

Essentium Materials **EWAB** Engineering

Exactaform USA Inc.

FANUC America Corp.

FARO Technologies Inc. Fastems LLC

FCS North America

Fives Cincinnati

Fives Machining Systems

FlackTek Inc.

Flagship Facility Services Inc.

Florida Institute of Technology

Flow International Corp.

Fontijne Grotnes Inc.

Forecast 3D

Fori Automation Inc.

Formlabs

Fujitsu Glovia Inc.

Fullerton Tool Co. Fusion3

Galaxy Technologies

Geisler Co. / Sequoia Applied

Solutions

Genesis Systems Group GF Machining Solutions

GoEngineer

GoProto Inc.

Gosiger GPI Prototype & Manufacturing

Services Inc.

Gradient Lens Corp.

Gravotech Inc.

Gray Manufacturing Technologies Greene Rubber Company

Gretna Machine Shop Inc. Gromax Enterprises Corp.

Gudel Inc.

HAINBUCH America

Handtmann Elteka & Co. KG

Hangsterfer's Laboratories Inc. Harbin Lulong Trade AG Swiss

Hardware Specialty Co. Inc.

HEATCON Composite Systems Heller Machine Tools

Hennig Inc.

Hydraulics International Inc. **iBASEt**

IFS

Industrial Machinery Digest Ingersoll Machine Tools Inc.



Ingersoll Rand Innerspec Technologies The ISO 9001 Group J.M. Rodgers Co. Inc. Jack Engle Co. Janicki Industries Inc. Jesse Garant Metrology Center Jet Propulsion Laboratory -Small Business Programs Office JR Automation Technologies Judson Smith Co.

Kanfit Ltd. Keller USA Inc. Kent Industrial

Keyence Corp. of America Kitagawa-NorthTech Inc. Kittyhawk Products Kovatch Castings Inc. **KRC Machine Tool Services**

Kronos

Kubotek USA Inc. LAI International Laserod Technologies LLC

LMT Onsrud LPI Inc. Lynn Welding

M.Torres Diseños Industriales SAU Magnet Applications

Mahr Metering Systems Corp.

Makino Inc. Manufacturing News

MAPAL Inc. Markforged 3D Printers

Matterhackers Mazak Corp. MB Superabrasives

Memex Inc.

Metrologic Group Services Micor Industries

Midwest Precision Mikron Corp. Monroe Mikron Valve & Manufacturer Inc.

Mission Critical Composites MISTRAS Group Inc. Mitsubishi Materials USA MJC Engineering & Technology Inc.

MLC CAD Systems Monster Tool Co. Inc. Motion Dynamics Corp.

Mountz Inc. MTorres America Multiax America Inc.

MW Industries Aerospace Solutions Nationwide Plastics Inc.

Nederman National Conveyors

NN Inc.

Nova-Tech Engineering LLC Octopuz Inc.

Oerlikon AM US Inc. O'Keefe Ceramics OMAX Corp.

OPEN MIND Technologies AG

Opticolor Inc.

Origin Technologies Corp.

OSG USA Inc.

Owens Machine & Tool Co. Oxford Performance Materials Perfect Point EDM Corp. Petra Concrete Floor Coatings

PI (Physik Instrumente) LP

Plataine Polytec Inc.

Power Pusher Division of Nu-Star Inc. Precision Saws Inc.

PriceWalgren, a division of George Koch Sons

Prolim

PT Products & Services Inc.

QC Group LLC Q-PLUS Labs Quality Tech Tool Corp. Quartus Engineering Inc. QuesTek Innovations LLC Quintus Technologies LLC Radian Laser Systems Radius Engineering Inc. Raise3D

Rapid Scan 3D RePliForm Inc. Robotmaster

Roncelli Plastics Inc. Royal 4 Systems **RPM Innovations**

SAMPE Los Angeles Chapter

SAT Plating SCHUNK

SEAL Systems Inc. Serapid Inc.

Servometer SGS North America Inc.

Shoptech SIC Marking USA Inc.

Siemens

Sierra Assembly Technology

Sigma Labs Inc.

SigmaTEK Systems LLC

Sintavia LLC

SLM Solutions NA Inc. Southwestern Industries Inc.

Space Tech Expo Spartan Felt Co. Inc.

SPECTRO Analytical Instruments Spintech LLC - Smart Tooling

Division

Spring Technologies Inc. Steelhead Composites Stiles Machinery Inc. Strand Products Inc. Strong Hand Tools

Suhner Industrial Products Inc. Switzer

Swoosh Technologies & Solutions LLC

Systems Integrators LLC Tebis America Inc. TechSolve Inc.

Thermal Wave Imaging Inc.

Thermwood Corp. Tiodize Co. Inc.

TMAC

TRAK Machine Tools True Cut EDM Inc. Tulip Interfaces Inc.

US Precision Sheet Metal

Vacutech LLC Vektek Inc.

Verisurf Software Inc.

VIA Information Tools Inc.

Vinyl Technology Inc.

ViscoTec America Inc. Vision Engineering Inc.

Visser Precision

VKS - Visual Knowledge Share

Vollmer of America

WFL Millturn Technologies GmbH & Co. KG

Whitney Tool Co. Inc.

Wickert Hydraulic Press USA

Wire Cut Co. Inc. Wisconsin Oven Corp.

Xactform **Xometry**

YG-1 Tool Co.

ZEISS Industrial Metrology and ZEISS Microscopy

Zepher Inc. Zimmermann Inc. Zygo Corp.



RESERVE YOUR EXHIBIT SPACE TODAY!

TO RESERVE YOUR EXHIBIT SPACE & FOR ADDITIONAL DETAILS, CONTACT: 800.733.3976 OR EXPOSALES@SME.ORG

Chris Long

Companies #s-J Ext 3225 clong@sme.org

Mike Matkovich

Companies K–Z Ext 3121 mmatkovich@sme.org

Dave Morton

Event Manager Ext 3142 dmorton@sme.org

