JOIN US AT AERODEF 2020
March 16-19 | Exhibits: March 17-18
Fort Worth (TX) Convention Center

“Very good show and a good place to make quality connections.”
**AERODEF ATTRACTS BUYERS READY TO INVEST IN TECHNOLOGY**

37% of the AeroDef audience had equipment and services budgets exceeding $200,000.

**NEW PROSPECTS FOR YOUR BUSINESS**

62% of the AeroDef audience were first-time attendees to the event.

**AERODEF CONNECTS YOU WITH FINAL DECISION MAKERS AND PURCHASE INFLUENCERS**

73% of attendees influence the equipment and services purchase decisions for their companies.

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**AUDIENCE PROFILE**

Verified Attendance*

<table>
<thead>
<tr>
<th>Category</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Event Attendance</td>
<td>2,647</td>
</tr>
<tr>
<td>Total Exhibit Attendees</td>
<td>1,242</td>
</tr>
<tr>
<td>(excluding conference delegates)</td>
<td></td>
</tr>
<tr>
<td>Total Conference Delegates</td>
<td>533</td>
</tr>
<tr>
<td>Total Exhibiting Companies</td>
<td>199</td>
</tr>
<tr>
<td>Total Square Footage</td>
<td>22,151</td>
</tr>
</tbody>
</table>

*Does not include students or media

**COMPANY SIZE**

Representatives from hard-to-reach job shops to major OEMs sought new products and technologies at AeroDef Manufacturing.

**JOB FUNCTIONS**

<table>
<thead>
<tr>
<th>Function</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Development</td>
<td>30%</td>
</tr>
<tr>
<td>Owner/Company Management/Corporate Executive</td>
<td>16%</td>
</tr>
<tr>
<td>Manufacturing Engineering (non-management)</td>
<td>9%</td>
</tr>
<tr>
<td>Product Design and R&amp;D</td>
<td>7%</td>
</tr>
<tr>
<td>Other</td>
<td>7%</td>
</tr>
<tr>
<td>Design Engineering</td>
<td>6%</td>
</tr>
<tr>
<td>Manufacturing Engineering Management</td>
<td>6%</td>
</tr>
<tr>
<td>Manufacturing Production Management</td>
<td>4%</td>
</tr>
<tr>
<td>Control Engineering/Automation</td>
<td>3%</td>
</tr>
<tr>
<td>Purchasing</td>
<td>3%</td>
</tr>
<tr>
<td>Quality Assurance &amp; Control</td>
<td>2%</td>
</tr>
<tr>
<td>Educator/Instructor</td>
<td>2%</td>
</tr>
<tr>
<td>Manufacturing Production (non-management)</td>
<td>2%</td>
</tr>
<tr>
<td>Government Representative</td>
<td>2%</td>
</tr>
<tr>
<td>Information/IT Systems</td>
<td>1%</td>
</tr>
</tbody>
</table>

34% of attendees influence the equipment and services purchase decisions for their companies.
78% of AeroDef attendees indicated they are likely to attend the event again in the future.

TOP ATTENDING COMPANIES

AeroDef Manufacturing® 2019 delivered high-quality attendees from the top companies in aerospace and defense manufacturing.

- 3D Infotech
- 3M
- ACE Clearwater Enterprises
- Additive Rocket Corp.
- Advanced Composite Products and Technology
- Advanced Integration Technology
- Aerojet Rocketdyne
- Aerospace Corporation
- Airbus
- Applied Aerospace Structures Corp.
- Applied Aviation
- Arconic Engines
- ArmorStruxx LLC
- ArmorWorks
- Army Research Laboratory
- Bell Flight
- Blue Origin
- Bosch Rexroth Corp.
- Collins Aerospace & UTC Co.
- Dassault Falcon Jet
- Department of Defense
- Department of the Navy
- Elite Aerospace Corp.
- Fleet Readiness Center Southwest
- Flightware
- General Atomics Aeronautical Systems
- General Atomics
- Electromagnetic Systems
- General Dynamics Mission Systems
- GKN Aerospace
- Global Aerostructures
- Honeywell Aerospace
- Jet Propulsion Lab NASA
- L3 Technologies
- LISI Aerospace
- Lockheed Martin - Sikorsky Aircraft
- Lockheed Martin Aeronautics Co.
- Meggitt Engine Systems
- Milacron
- Millennium Aerospace and Defense
- Mitsubishi Chemical Carbon Fiber & Composites
- Mitsubishi Electric Corp.
- Mitsubishi Heavy Industries
- NASA
- National Aerospace Supply Co.
- NAVAIR
- NCDMM
- Northrop Grumman Aerospace Systems
- Northrop Grumman Innovation Systems
- Northrop Grumman Space Systems
- Parker Hannifin
- Phase Four Inc.
- Platina
- PPG Aerospace
- Pratt & Whitney
- Pratt & Whitney Canada
- Raytheon Co.
- Rocket Lab
- Safran Aerosystems
- Safran Electronics & Defense Avionics
- SGL Carbon
- Sikorsky Helicopters
- Solar Atmospheres
- Solar Turbines Inc.
- Southern California Edison
- SpaceX
- Systems and Materials Research Corp.
- Textron Systems
- Textron Systems Unmanned Systems
- The Aerospace Corp.
- The Boeing Co.
- The Spaceship Company
- ThyssenKrupp Aerospace
- Tinker AFB
- Triumph Aerospace Structures
- U.S. General Services Administration
- U.S. Small Business Administration
- USAF
- USAS 448 Supply Chain Management Wing
- Varation Reduction Solutions Inc.
- Vector Launch
- Virgin Hyperloop One
- Virgin Orbit
- Visioneering Inc.
- Visual Components
- W.L. Gore & Associates Inc.
- WL Gore
- 78%
### BUDGET

<table>
<thead>
<tr>
<th>Budget Range</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to $20,000</td>
<td>37%</td>
</tr>
<tr>
<td>$20,001–$50,000</td>
<td>11%</td>
</tr>
<tr>
<td>$50,001–$200,000</td>
<td>15%</td>
</tr>
<tr>
<td>$200,001–$500,000</td>
<td>11%</td>
</tr>
<tr>
<td>$500,001–$1,000,000</td>
<td>8%</td>
</tr>
<tr>
<td>$1,000,001–$5,000,000</td>
<td>9%</td>
</tr>
<tr>
<td>Over $5,000,000</td>
<td>9%</td>
</tr>
</tbody>
</table>

### ATTENDANCE BY REGION

- **CA, OR, WA**: 70%
- **KS, MN, MO, NE, SD**: 1%
- **CT, MA, ME, NH, NJ, NY, PA, RI, VT**: 4%
- **IL, IN, MI, OH, WI**: 7%
- **AL, DE, FL, GA, KY, MD, NC, SC, TN, VA, WV**: 4%
- **AZ, CO, ID, NV, NM, UT, WY**: 3%
- **AK, LA, OK, TX**: 5%
- **INTERNATIONAL**: 6%

### PRIMARY INDUSTRIES ATTENDEES REPRESENTED

- Aircraft/Aerospace
- Other Manufacturing
- Consulting/Engineering
- Services (Financial and Other)
- Defense
- Industrial and Commercial Machinery
- Automotive
- Electronics/Computers
- Academic Institution
- Research & Development
- Government/Military
- Plastic Products

### FOR QUESTIONS ABOUT THIS REPORT CONTACT:

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800.733.3976 Ext. 3142 | dmorton@sme.org

Source for all statistics: AeroDef Manufacturing 2019 Registration and Survey Data