



2020

March 16-19, 2020 | Exhibits: March 17-18
Fort Worth (TX) Convention Center

EXHIBITOR PROSPECTUS



“One of the biggest things that comes out of attending an event like AeroDef is making that decision to engage with a new company or identifying that new company and starting that conversation.”

— Mariely Brooks, Manager of Manufacturing Technology and Advanced Automation, St. Augustine Aircraft Integration Center of Excellence, Northrop Grumman Aerospace Systems



ACCESS. OPPORTUNITY. SUCCESS.

AeroDef Manufacturing is the one event that can take your business to the next level. Qualified buyers from aerospace and defense are looking for solutions to their challenges. They're hungry for technology and applications that will increase capacity, capability and affordability. AeroDef is your opportunity in an industry where innovation and producibility pays.

LEADERSHIP YOU CAN TRUST

AeroDef Manufacturing's Executive Committee
— made up of the U.S.'s leading OEMs and
government agencies — drives the development
of this industry-defining event to ensure it is
focused on the technologies and challenges
most important to manufacturers like yourself.





Dean Bartles, PhD, FSME, FASME
President and CEO
National Center for Defense Manufacturing
and Machining



Jason Bither
Manager, Advanced Manufacturing &
Technology
Northrop Grumman Corporation



Avner Ben-Bassett
President and CEO
Plataine Technologies



Dianne Chong, PhD, FSME
VP of Assembly, Factory and Support
Technologies, Engineering, Operations and
Technology (retired)
The Boeing Co.



Leslie Cohen, PhD
Senior Vice President, Marketing (retired)
HITCO Carbon Composites



Matthew Clark
Industrial Engineer
Airbus Helicopters Corp.



Kelly Dodds
Advanced Manufacturing Tech Director,
Advanced Manufacturing, Modernization
and Technology
Raytheon Space and Airborne Systems



Dean Hilgenberg
Director, Manufacturing Engineering and
Tooling Operations
Northrop Grumman Aerospace Systems



Michael Maher
President
Maher and Associates



Andrew Mallow
Executive Director, National Center for
Advanced Manufacturing
Louisiana State University



Nicholas Melillo
Technical Director, Composites
Manufacturing Technology Center
Advanced Technology International



Jeffrey Miller
Senior Technical Fellow, Production
Engineering Commercial Airplanes
The Boeing Co.



Ryan Nagle
Integration Manager, Supply Chain
Operations
SpaceX



Jose Nogueira-Cabo
Senior Manager, Strategy Department
Airbus Group



Paul Oldroyd
Technical Fellow, Manufacturing and
Engineering Process Development
Bell Helicopter/Textron Inc.



Ralph Resnick, FSME
Founding Director, America Makes
Fellow, National Center for Defense
Manufacturing and Machining



John Russell, DSc
Chief Engineer, Manufacturing and
Industrial Technologies Division
Air Force Research Laboratory



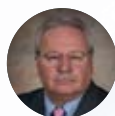
Bill Saathoff
Director, Advanced Manufacturing
Technology and Development
Lockheed Martin Aeronautics



Mike Spears
Vice President, Industry and FAL
Airbus Helicopters Inc.



Todd Szallay
Director, Advanced Manufacturing and
Technology
Northrop Grumman Aerospace Systems



John Vickers
Principal Technologist, Space Technology
Mission Directorate
National Aeronautics and Space
Administration



WHY EXHIBIT AT AERODEF

Meet aerospace and defense manufacturing professionals who have purchasing power.

Move your organization to the next level at AeroDef 2020. You'll have personal, face-to-face access to the most influential people in aerospace and defense manufacturing, who attend the industry's leading exposition and technical conference to make technology decisions and find solutions to manufacturing challenges. Plus, you'll enjoy an intimate environment you don't get at any other aerospace and defense event. AeroDef is your best platform to meet the strategic needs of government and commercial buyers.



73%

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

41%

of attendees are at the engineering level or higher

37%

of attendees have equipment and services budgets that exceed \$200,000

9%

of attendees have equipment and services budgets that exceed \$5,000,000



MANUFACTURING 2020?

“AeroDef brings together the top leaders from government and industry.”

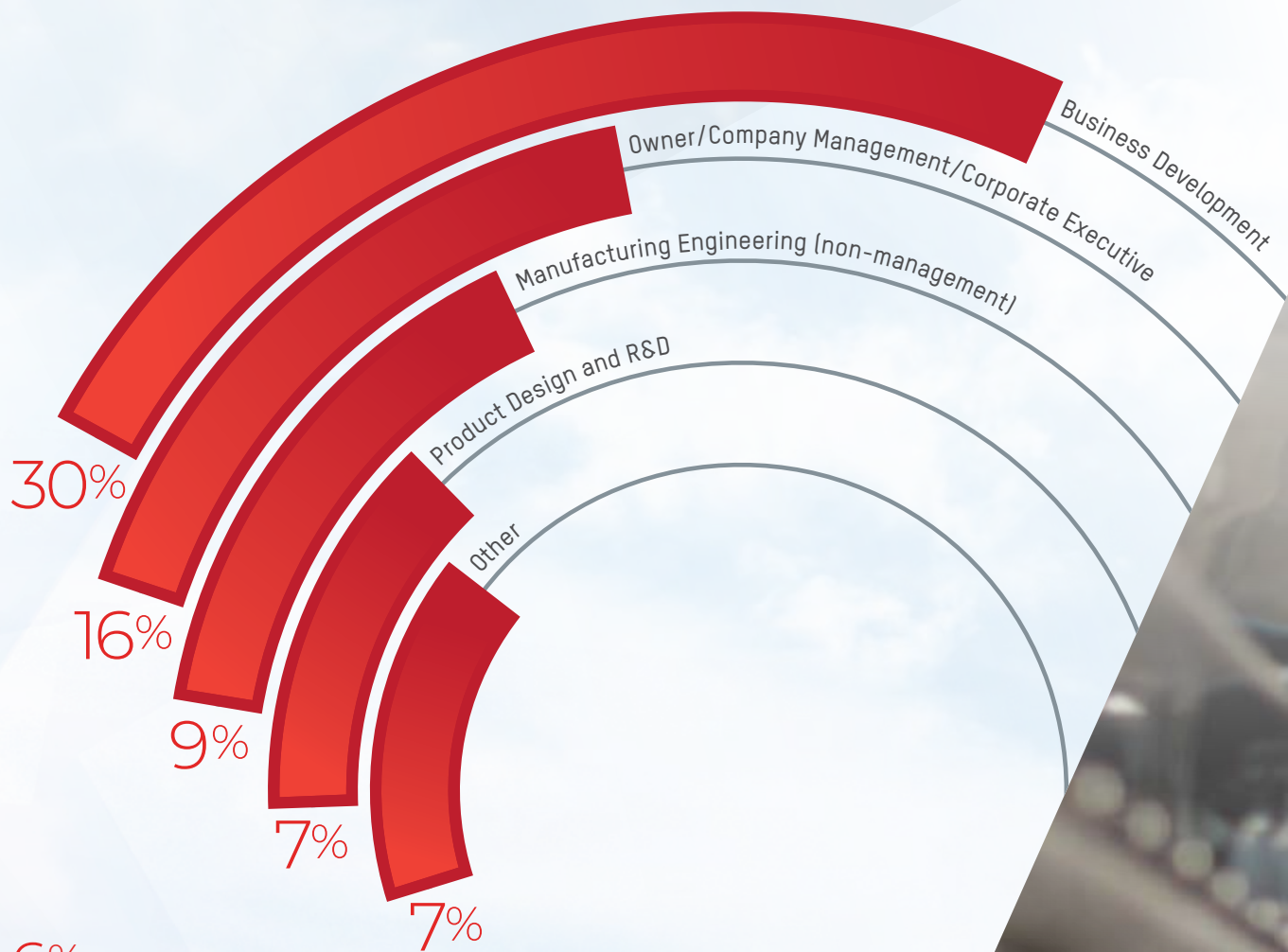
— John Vickers, Principal Technologist,
Space Technology Mission Directorate,
NASA

Top Technologies Evaluated at AeroDef:

3D Printing/Additive Manufacturing	47%	Drilling & Tapping	14%	Micromanufacturing	9%
3D Scanning	22%	EDM	9%	Milling	18%
Advanced Materials	33%	Electronics Manufacturing	12%	Nanotechnology	9%
Artificial Intelligence	14%	Energy & Environmental Efficiency	6%	PLM	4%
Assembly & Joining	20%	Environmental Equipment & Protection	5%	Quality	12%
Assembly Equipment & Systems	19%	Fastening	14%	RFID	7%
Automation	30%	Finishing & Coatings	17%	Robotics	24%
Boring	8%	Flexible Manufacturing Systems	12%	Sensors	14%
Casting	11%	Forming & Fabrication	16%	Software Machine Control	8%
Ceramics	10%	Grinding	13%	Software/Simulation	10%
Cleaning & Pretreatment Equipment	7%	IIoT	8%	Thermoplastics	14%
CNC Controls & Accessories	20%	Industry 4.0	12%	Tooling	25%
Composites Manufacturing	28%	Lasers & Laser Systems	16%	Turning	12%
Contract Manufacturing Services	13%	Machine Vision	11%	Virtual Reality/ Augmented Reality	8%
Controls CAD/CAM Software	12%	Machining	33%	Water Jet Cutting	13%
Coolants & Lubricants	7%	Material Handling	13%	Welding	12%
Cybersecurity	6%	Measurement Inspection & Testing	18%	Workholding Systems & Devices	9%
Design & Simulation	14%	Metals	18%	Workplace Safety & Ergonomics	7%
Digital Manufacturing	15%	Metrology	12%		

Source for all statistics: AeroDef Manufacturing 2019 Registration Data

GET VALUABLE FACE TIME WITH HIGH-LEVEL DECISION MAKERS



6% Design Engineering

6% Manufacturing Engineering Management

4% Manufacturing Production Management

3% Control Engineering/Automation

3% Purchasing

2% Manufacturing Production (non-management)

2% Quality Assurance & Control

2% Educator/Instructor

2% Government Representative

1% Information/IT Systems

Source for all statistics: AeroDef Manufacturing 2019 Registration Data



PRIMARY INDUSTRIES OF AERODEF ATTENDEES:

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



The AeroDef exhibit floor is designed to foster 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 thought leader and solutions provider.

ONE ON ONE
SUPPLIER MEETINGS

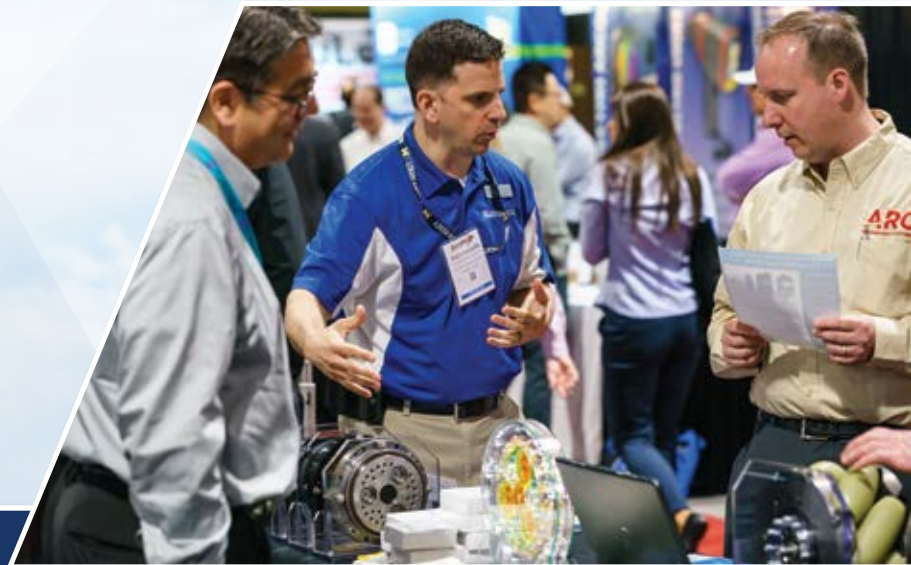
PRE-QUALIFIED LEADS FOR PRE-QUALIFIED SUPPLIERS

The Aerofied Preferred Provider Pavilion at AeroDef provides suppliers with a unique exhibiting experience you won't find anywhere else. All potential Pavilion exhibitors are reviewed by Aerofied to identify their capabilities and customer targets. Exhibitors who are selected to participate in the Pavilion are pre-qualified as matching the needs of the AeroDef audience.

Attendees who visit the Pavilion are greeted by Aerofied representatives who create customized itineraries based on the attendee's specific interests, needs and requirements. Not only does this help the attendee maximize their time at AeroDef, but it provides you – our exhibitors – with pre-qualified introductions to decision makers from large and medium manufacturers who are looking to make both short- and long-term investments.

To learn how your company can be approved as an Aerofied Preferred Provider Pavilion exhibitor, please contact:

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



JOIN THE INDUSTRY ELITE



Past AeroDef exhibitors include:

3A Composites – Baltek
3D Infotech & Twin
Coast Metrology
3D Metalprinting
3D Systems
3rd Dimension Industrial
3D Printing
4D Technology Corp.
5ME LLC
A. Handtmann Elteka & Co. KG
Abaris Training Resources Inc.
ABC Sheet Metal
Able Electropolishing Inc.
ABW Technologies Inc.
Acorn Product Development
Adapt Laser Systems LLC
Adaptive Corp.
Additive Engineering
Solutions LLC
Additive Industries
AddUp Inc.
ADLINK Technology
Advanced Engineering &
EDM Inc.
Advanced Graphics Systems
Advanced Machine Works
Advanced Manufacturing
Partnership for
Southern California
Advanced Structural
Technologies
Advanced Test
Equipment Rentals

Advanced Tubular
Technologies Inc.
Advantage Manufacturing
Advatech Pacific Inc.
Aegis Software
Aero Precision Engineering Inc.
Aerofied
Aerospace Manufacturing
AIP Precision Machining
Air Cleaning Technology
Airmods LLC
Airwolf 3D
AIT
Aligned Vision
Alliance for
American Manufacturing
Allied Scientific Pro
Allied Telesis Inc.
Alpha Form Technologies Inc.
Altair Engineering Inc.
AMAMCO Tool
Amatrol Inc.
Ambrell Induction
Heating Solutions
American Additive
Manufacturing LLC
AMS Automation
Andrews Tool Co.
API Services
(Automated Precision)
Applied Aerospace
Structures Corp.
Applied Composites Engineering

Applied Manufacturing
Technologies
ARC Technology Solutions
Ascent Aerospace
ASM International
Assembly Guidance Systems Inc.
Assembly Tool Specialists Inc.
Association of Women in the
Metal Industries (AWMI)
ATD Precision
Automated Precision Inc.
Baker Industries
Barnes Engineered Components
Bazz Houston International
Belden Universal
Bielomatik Inc.
BLM Group USA Corp.
Bluco Corp.
Boedeker Plastics Inc.
The Boeing Co.
Boride Engineered Abrasives
BSI Group
BUWW Coverings California
CAMWorks/HCL Technologies
Capture 3D Inc.
Carlsbad Department
of Development
Carr Lane Manufacturing Co.
Catalyst Design & Development
CemeCon Inc.
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.
Continental Industries
Contraves Advanced Devices Sdn Bhd
Controx Inc.
Controx-Neuhauser
Corehog Cutting Tools
CoreTechnologie
Craig Tools Inc.
Creaform
Creative Pathways Inc.
Crystallume
Cubic Designs
CVD Mesoscribe Technologies Corp.
Da/Pro Rubber Inc.
Darex LLC
DCM Tech Inc.
Dedeco International Inc.
Delafield Corp.
Delta Sigma Co.
Delttek
Del-Tron Precision Inc.
DERO – Ultra-Precision Centering Vises
Design 2 Part Magazine
Design Storage & Handling Inc.
Design Systems Inc.
Desoutter Industrial Tools
Digicom Electronics
Dimar USA



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

Dimensional Eye
DiPaolo Machine Tools
Diversified Machine Systems
DMP Corp.
Diversified Manufacturing of
California Inc (DMOC)
DMS - Diversified Machine Systems
DSH Aerospace
Duke Robotics Inc.
Duna USA Inc.
Duotech Services
Duroair Technologies Inc.
Dustcontrol Inc.
Dynamism
DXC Technology
Eagle Certification Group
ECi-M1
Economic Development
Partnership of North Carolina
Ecoroll Tool Technology Corp.
Edison Welding Institute (EWI)
Eight Tool America
Eldec LLC
Electroimpact Inc.
Electron Energy Corporation (EEC)
EMAG LLC
Emco Mecof
Empirical - A Family of Companies
Employment Training Panel
Enercon Industries Corporation
EnvisionTEC Inc.
EOS North America
Epilog Laser Corp.

ErectaStep LLC
Ergo Advantage
ESPRIT/DP Technology Corp.
Essentium Materials
EWAB Engineering
Exactaform USA Inc.
ExOne Co.
Extrude Hone
Falcon Tool Co.
FANUC America Corp.
FANUC Robotics
FARO Technologies Inc.
Fastems LLC
FCS North America
Fiber Dynamics Inc.
Fischer USA Inc.
Fives Cincinnati
Fives Machining Systems
FJR Pacific
Industrial Refrigeration
FlackTek Inc.
Flagship Facility Services Inc.
FlexSim Software Products Inc.
Florida Institute of Technology
Flow International Corp.
Fluidic Systems
Fontijne Grotnes Inc.
Forecast 3D
Fori Automation Inc.
Formlabs
FRIBOSA - Ultra-Precision Tool
Room Vises
Fujitsu Glovia Inc.

Fullerton Tool Co.
Fusion3
Galaxy Technologies
Geisler Co. / Sequoia
Applied Solutions
Genesis Systems - IPG Photonics Co.
GER
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
Hangsterfer's Laboratories Inc.
Harbin Lulong Trade AG Swiss
Hardware Specialty Co. Inc.
HEATCON Composite Systems
Hedson Technologies
North America
Heller Machine Tools
Hennig Inc.
Heraeus Noblelight LLC
Herding Filtration LLC
HK Technologies
Hydraulics International Inc.

iBASEt
IFS
Impro International Ltd.
Industrial Machinery Digest
IndustryControlling LLC
Ingersoll Machine Tools Inc.
Ingersoll Rand
Innerspec Technologies
Integral Aerospace
Interface Welding
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
Juaristi
Judson Smith Co.
Jungjin Aerospace
Kanfit Ltd.
Keller USA Inc.
Kent Industrial
Keyence Corp. of America
Kitagawa-NorthTech Inc.
Kittyhawk Products
Kiwa Machinery Co. Ltd.
Kovatch Castings Inc.
KRC Machine Tool Solutions
Kronos
Kubotek USA Inc.
Kurt Industrial Products Division

LAI International
 Laserline Inc.
 Laserod Technologies LLC
 Level 3 Associates LLC
 LEWCO Inc.
 LillyWorks Inc.
 LMT Onsrud
 LPI Inc.
 Lynn Welding
 M.Torres Diseños
 Industriales SAU
 Magnet Applications
 Magnus Precision
 Manufacturing Inc.
 Mahr Metering Systems Corp.
 Makino Inc.
 Makita USA Inc.
 Manufacturing News
 Manufacturing Technology Inc.
 MAPAL Inc.
 Markforged 3D Printers
 Matterhackers
 Mazak Corp.
 MB Superabrasives
 McKenna Boiler Works Inc.
 Memex Inc.
 Merrifield Machinery Solutions
 Metalphoto of Cincinnati Inc.
 Methods Machine Tools Inc.
 Metrologic Group Services
 Micor Industries
 Micro Instrument Corp.
 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
 MWI Laboratories
 Nabtesco Motion Control Inc.
 Nakamura-Tome
 National Manufacturing Co. Inc.
 Nationwide Plastics Inc.
 NCSIMUL | Hexagon
 Manufacturing Intelligence
 Nederman National Conveyors
 Niigata
 Nixsys Inc.
 NN Inc.
 Noren Thermal Solutions
 North Star Imaging Inc.

Nova-Tech Engineering LLC
 Ocean Technologies
 Octopuz Inc.
 Oerlikon AM US Inc.
 O'Keefe Ceramics
 OMAX Corp.
 ONA EDM USA
 OpenAdditive (Universal Tech Co.)
 Open Mind Technologies AG
 Opticolor Inc.
 Origin Technologies Corp.
 Orion Registrar
 OSG USA Inc.
 Owens Machine & Tool Co.
 Oxford Performance Materials
 Pacific Technical Products
 Perfect Point EDM Corp.
 Petra Concrete Floor Coatings
 Phoenix LLC
 PI (Physik Instrumente) LP
 Plateaine
 Polytec Inc.
 Power Pusher Division of
 Nu-Star Inc.
 Precision Manufacturing
 Insurance Services
 Precision Saws Inc.
 PriceWalgren - a division of
 George Koch Sons
 Prima Power Laserdyne LLC
 Pro Ultrasonics
 Prolim
 Pryor Technology
 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
 Rand 3D
 Rapid Scan 3D
 Razorleaf Corp.
 Renishaw
 RePliForm Inc.
 Rigidized Metals Corp.
 RobbJack
 Robotmaster/Hypertherm Inc.
 Roncelli Plastics Inc.
 Royal 4 Systems
 RPM Innovations
 SAMPE
 SAT Plating
 Schaller Corp.
 SCHUNK
 Scotia Engineering Inc.
 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.
 SolidProfessor
 Solutionsx LLC
 Southwestern Industries Inc.
 Space Tech Expo
 Spartan Felt Co. Inc.
 SPECTRO Analytical Instruments
 Spintech LLC - Smart
 Tooling Division
 Spring Technologies Inc.
 Starline
 Starrag
 Steelhead Composites
 Stiles Machinery Inc.
 Strand Products Inc.
 Stresstech
 Strong Hand Tools
 Suhner Industrial Products Inc.
 Switzer
 Swoosh Technologies &
 Solutions LLC
 Systems Integrators LLC
 Talsco Manufacturing
 TAVADEC - Ultra-Precision
 Micro Parts
 TDM Systems Inc.
 Tebis America Inc.
 TechSolve Inc.
 Thermal Wave Imaging Inc.
 Thermwood Corp.
 Thompson Precision
 Tiodize Co. Inc.
 TMAC
 ToolLodge Custom Organizers
 Toyoda Americas Corp.
 TRAK Machine Tools
 Triatic Inc.
 Tripp Communications Systems
 True Cut EDM Inc.
 Tulip Interfaces Inc.
 University of San Diego
 US Precision Sheet Metal
 Vacutech LLC
 Vektek Inc.
 Velo3D
 Verisurf Software Inc.
 VIA Information Tools Inc.
 Vinyl Technology Inc.
 ViscoTec America Inc.
 Vision Engineering Inc.
 VisionGauge
 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.
 Yasda
 YG-1 Tool Co.
 Xactform
 Xometry
 YG-1 Tool Co.
 Zayer
 ZEISS Industrial Metrology and
 ZEISS Microscopy
 Zepher Inc.
 Zimmermann Inc.
 ZTECH Precision
 Zygo Corp.



“Great way to meet new potential customers.”

“Although not always a high lead-generation event in terms of quantity, the quality of leads is typically very high as well as the opportunity to network with key decision makers in the aerospace/defense industry.”

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?



- ① Prospects visit AeroDefEvent.com. More than 40,000 unique aerospace and defense professionals visit the AeroDef website each year.



- 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.



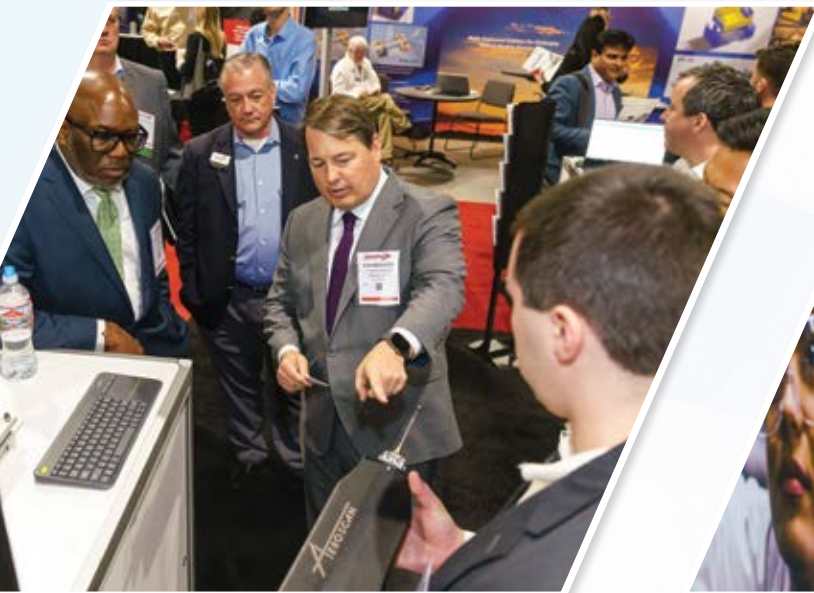
- ② Prospects will see your banner ad on various sites they visit. You provide your desired banner ad (we recommend it includes your booth number and the AeroDef logo to boost credibility).



- 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.*





Boost your on-site exposure at AeroDef with sponsorship.

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
- Virtual attendee bag (online promotion with analytics vs. physical bag insert at the event)
- Networking receptions
- Customizable programs available



BIG SAVINGS.

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

Simply sign and show up.

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.

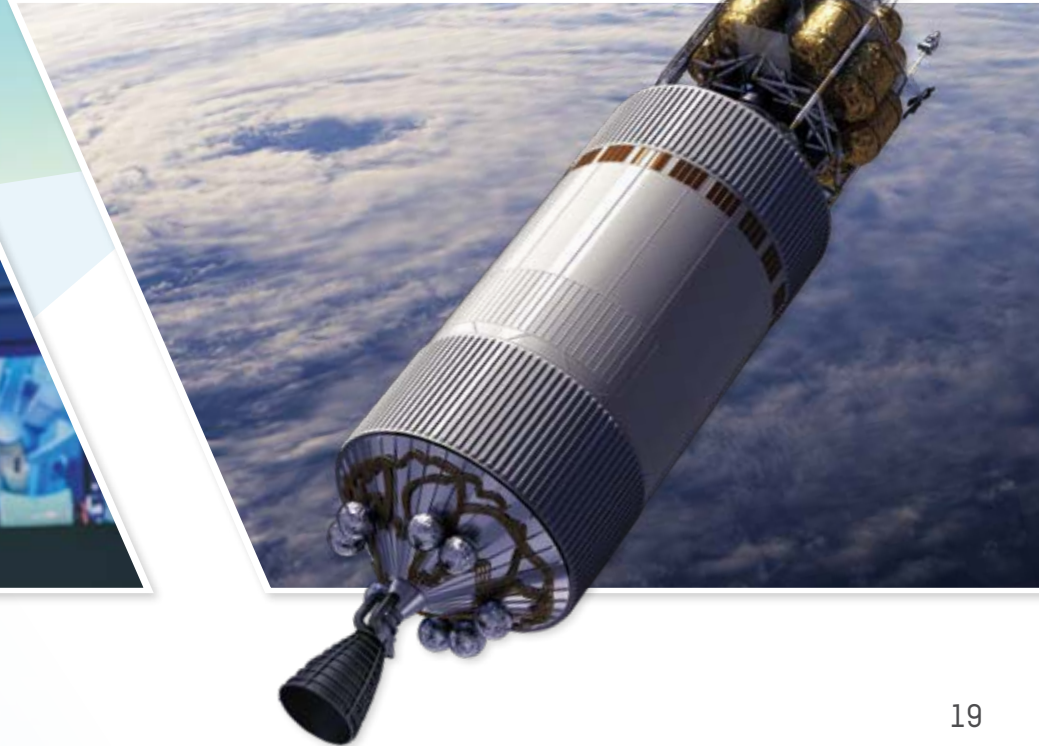
The 100 Plan and 200 Plan Value Packages include:

- (1) 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:

- (2) Full-conference passes (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)

BIGGER IMPACT.





2020

March 16-19, 2020 | Exhibits: March 17-18
Fort Worth (TX) Convention Center

RESERVE YOUR
EXHIBIT SPACE
TODAY!

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**COMPOSITES
MANUFACTURING**

AERO FIED

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