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.

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

ATTENDEES BY INDUSTRY

EASTEC serves diverse Northeast industries, including:

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

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

"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 Helped Us Build Brand Awareness

exposales@sme.org | 800.733.3976 | easteconline.com/prospectus
EASTEC delivers purchase influencers with budgeted projects

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

BUDGETS
EASTEC attendees what to discuss budgeted projects —
29% of the audience have equipment budgets that exceed $200,000.

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
CoherentNufern
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
Sonax 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

ATTENDANCE BY REGION

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

1% of attendees come from countries outside the United States.

85%
2%
1%
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
Amitek 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
Ambell Induction Heating Solutions
American Systems & Equipment Corp
ANCA Inc
Aquajet Cutting Technology
Aquest Corp
Armoloy of Connecticut Inc
Arnold Supply Inc
Atlas Copco Tools/Palmar
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
Conaco 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)
Doringer Cold Saws
Dorsey Metrology International Inc
DuBois Chemicals Inc
Dynabrade Inc
Flexbar Machine Corp
Flow International Corp
Fronius USA LLC
Fryer Machine Systems 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
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
Griffo Brothers Inc
Grubet USA
GTI Spindle Technology Inc
Guhring Inc
Haas Factory Outlet - Trident Haimer USA
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)**

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

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

Eastern States Exposition
1305 Memorial Ave.
West Springfield, MA

exposales@sme.org | 800.733.3976 | easteconline.com/prospectus
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.

<table>
<thead>
<tr>
<th>Space Size in Sq. Ft.</th>
<th>Space Rate</th>
<th>Space Rate with Package</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-200</td>
<td>N/A</td>
<td>$36.00*</td>
</tr>
<tr>
<td>201-799</td>
<td>$29.00</td>
<td>$34.00+</td>
</tr>
<tr>
<td>800-2,499</td>
<td>$25.00</td>
<td>$30.00+</td>
</tr>
<tr>
<td>2,500 and over</td>
<td>$21.00</td>
<td>$26.00+</td>
</tr>
</tbody>
</table>

* 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.

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.

EXHIBIT SPACE RESERVATIONS

Companies #s – C
Will Serenko
800.733.3976
ext. 3026
wserenko@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