

# IPC Midwest Conference & Exhibition

## Get Interconnected™

IPC has launched a new Midwest trade show covering all aspects of the electronics industry — board design and manufacture and electronics assembly, manufacture and test. This event is the **ONLY** industry-driven event in the Midwest that is focused on delivering you the most qualified attendees in the market. Get right to the audience most likely to buy from you. This event is produced by and for suppliers like you who are interested in seeing the right buyers at the right event.

The support and commitment from key industry leaders promises a successful tradeshow backed by an unparalleled technical conference and workshops. In addition to the exhibition, an outstanding technical conference in the long tradition of the IPC will be held, featuring papers and presentations on the latest technological developments. Also, IPC Works®, the fall IPC event encompassing industry standards development meetings, will become part of the IPC Midwest Conference and Exhibition.

If the Midwest market is important to you, secure your exhibit space today! Don't miss your only chance to connect with knowledgeable industry buyers, your customers and prospects.

## Here's what Attendees are Looking to Buy at this Show —

Equipment, systems and supplies in all major product categories for printed circuit board manufacturing and electronics assembly and test

- Adhesives, Coatings, Chemicals, and Materials
- Assembly Systems, Tools, and Fixtures — Automatic, Semi-Automatic, Manual
- Cleaning Equipment and Supplies — Aqueous, Ultrasonic
- Components — Active, Passive, SMT and Flip Chip
- Connectors, Sockets & Backplanes
- Drilling, Routing & Tooling
- EOS/ESD Packaging and Supplies
- Electronic Manufacturing Services (EMS)/Contract Manufacturing
- Enclosures/Cabinets
- Material Handling Systems and Conveyors
- Pick and Place Equipment — Automatic, Semi-Automatic
- Printed Circuit Boards — Boards, Chemicals, Materials
- Production Hand Tools and Supplies
- Rework and Repair Tools and Kits
- Semiconductor Packaging Equipment
- Screen and Stencil Printing
- Services — Consulting and Training
- Solder Cream/Paste/Powder and Fluxes
- Soldering Equipment — Reflow, Wave, Infrared Tape and Reel Equipment and Supplies
- Test, Inspection and Measurement Equipment and Services

## **Count on seeing qualified attendees — engineers and management at IPC Midwest.**

### **Who attends?\***

- 25% are in senior management
- 42% are involved in production, manufacturing or engineering
- 40% are OEM customers

### **Why do they go?\***

- 42% are looking for new suppliers
- Two-thirds (69%) to see new products/developments
- 31% to build relationships with suppliers
- 32% want to “be better at what I do”

### **What’s their purchasing power?\***

- 45% make final decisions or recommend suppliers and products

### **When are they planning to buy?\***

- 47% are planning to buy immediately or within the next 12 months

\*Based on other IPC events