

SMART MANUFACTURING

Introduced in Spring 2016, *Smart Manufacturing* is the leading business-to-business magazine that focuses on advanced manufacturing technologies and tools that are driven or enhanced by integrated information technology.

In launching our new magazine, we surveyed more than 800 manufacturing professionals representing a wide range of company sizes, industries and job titles about their attitudes, current practices and plans for this new digital revolution in manufacturing.

We asked them when they believed manufacturing would see significant changes because of this merger of the physical and cyber worlds. Of those surveyed, 87% believe smart manufacturing technologies will result in significant changes within the next five years.

Of those surveyed who have begun to implement smart manufacturing technologies, more than half reported an array of benefits, such as greater access to data, increased productivity, increased competitiveness and improved operational efficiencies.

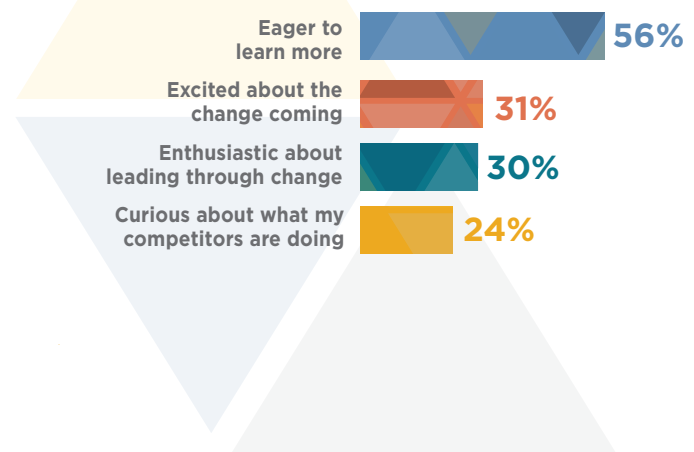
Circulation

Technical Interest	Total
Automated Manufacturing & Assembly (Robotics, Assembly, Sensors)	51,175
Design Software (CAD/CAM, Product Design)	18,160
Process Software (ERP/MRP, CIM)	13,206
TOTAL	82,541

Job Function Code	Total
Company Mgmt/Owners	19,810
Control Engineering	1,651
Information/IT Systems	13,207
Mfg Engineering - Dept	12,380
Mfg Engineering - Mgmt	9,080
Mfg Production - Dept	3,302
Mfg Production - Mgmt	14,857
Product Design/R&D	5,778
Quality Mgmt	2,476
TOTAL	82,541

NAICS - 3 digit	Total
331 - Primary Metal Products	3,302
332 - Fabricated Metal Products	24,762
333 - Machinery Mfg	19,810
334 - Computer & Electronic Products	8,254
335 - Electrical Equipment Mfg.	4,127
336 - Transportation	10,730
337 - Furniture Products	829
339 - Misc. Mfg	7,429
541 - Professional/Technical Services	2,476
3272 - Glass Product Mfg	822
TOTAL	82,541

How do you feel about digital technology changes coming to manufacturing?
(Check all that apply)



2017 SM EDITORIAL CALENDAR

	March	May	September	November
EDITORIAL LEAD	Automation Technology	Additive Manufacturing	Digital Factory	PLM Software and The Internet of Things
	Robotics	Additive Manufacturing is Complementary to Conventional Machining	Process Optimization	Advanced Composites for Aerospace
	Smart Measurement and Inspection	Smart Machining	Smart Measurement & Inspection	Design for Manufacturing Software
	Motion-Control Sensors	Automated Cells	Shop-Floor Data Management	New Materials
	Cybersecurity Software		Linking IT and OT	Strategies in Lightweighting
SHOWS	AUTOMATE, HOUSTEX, AERODEF, [MC]² CONFERENCE	RAPID, EASTEC	WESTEC, CMTS	SOUTHTEC, FABTECH
SPECIALS		Additive Manufacturing Special Section		
BONUS DISTRIBUTION	HOUSTEX 2/28-3/2 Houston, TX AERODEF 3/6-9 Fort Worth, TX AUTOMATE 4/3-6 Chicago, IL [MC]² Conference 5/2-4 Nashville, TN	RAPID + TCT 5/8-11 Pittsburgh, PA EASTEC 5/16-18 West Springfield, MA SpaceTech Expo 5/23-25 Pasadena, CA WMTS 6/6-8 Edmonton, AB	WESTEC 9/12-14 Los Angeles, CA CMTS 9/25-28 Mississauga, ON	SOUTHTEC 10/24-26 Greenville, SC FABTECH 11/6-9 Chicago, IL
ADVERTISER BONUS	Podcasts Promo	Tech Sheets	Video Package	Supplier Showcase
AD CLOSING DATES				
RESERVATIONS	January 24	March 7	Jun 20	Aug 22
MATERIALS	January 26	March 9	Jun 22	Aug 24



Respondents feel the most powerful benefits that digital technology/smart manufacturing delivers to their industry are **increased productivity** (60%) and **improved operations efficiencies** (60%).

The **27%** who are currently using **digital technology/smart manufacturing solutions** feel the greatest success has been in the areas of **increased ability to attract younger talent** (60%), **greater access to data** (59%) and **increased productivity** (58%).

Over half of respondents say **manufacturing process improvement** is the priority area targeted for smart manufacturing in their company (54%), with an approximate average spend for digital solutions of **\$397,711**.

Two in five respondents (43%) anticipate their company will be **investing or re-investing in digital technology solutions** within the next 24 months. **One in four** cite investments are expected in three or more years and **a third** do not know.