



NORTH AMERICA'S LARGEST METAL FORMING,  
FABRICATING, WELDING AND FINISHING EVENT



# 2021 POST SHOW REPORT

Audience Profile & Exhibitor Feedback

SEPTEMBER 13-16  
McCormick Place / Chicago

2021

[fabtechexpo.com](http://fabtechexpo.com)

EVENT PARTNERS



## FINAL STATS

**ATTENDANCE:** 24,305

**EXHIBITORS:** 921

**SQ. FOOTAGE:** 510,250



## TOP 3 REASONS Visitors Attend FABTECH

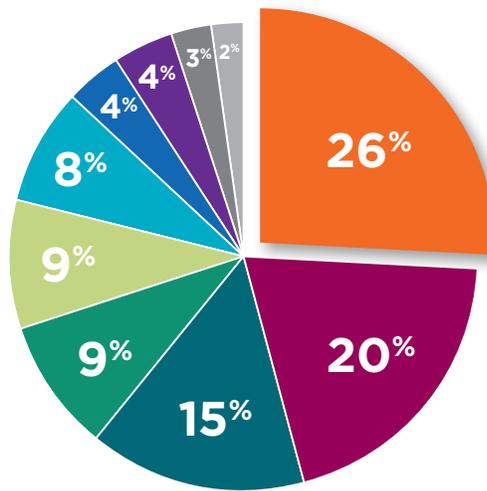
- 1 See/evaluate new products and technology
- 2 Compare products side-by-side
- 3 Keep up with industry trends

**45%** of attendees were first time visitors.

“ FABTECH 2021 was a great show and exceeded our expectations by far. Our company met with the right buyers and closed several large deals during the week. The people who came to FABTECH were here to learn and to buy. We already have our booth for next year! ”

- Michael Bell, Pemamek LLC

## AUDIENCE PROFILE

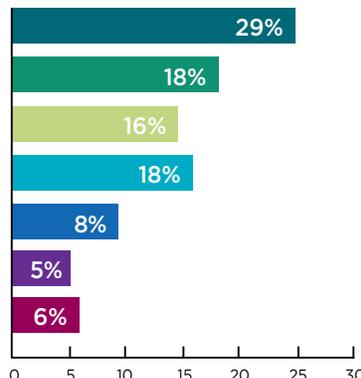


### JOB FUNCTION

- Owner, Company Management/Corporate Executive . . . . . 26%
- Manufacturing Engineering, Design Engineer . . . . . 20%
- Sales & Marketing . . . . . 15%
- Manufacturing Production . . . . . 9%
- Other Job Functions . . . . . 9%
- Foreman/Leader/Supervisor . . . . . 8%
- Product Design and R&D . . . . . 4%
- Welder/Machine Operator . . . . . 4%
- Purchasing . . . . . 3%
- Distributor . . . . . 2%

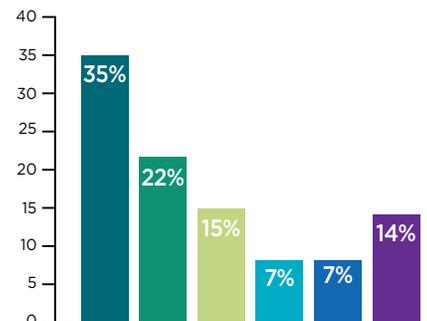
### COMPANY SIZE (# OF EMPLOYEES)

- Less than 20 . . . . . 29%
- 20 - 49 . . . . . 18%
- 50 - 99 . . . . . 16%
- 100 - 249 . . . . . 18%
- 250 - 499 . . . . . 8%
- 500 - 999 . . . . . 5%
- 1,000 or more . . . . . 6%



### TYPE OF COMPANY

- Job Shop/Contract Manufacturer . . . . . 35%
- OEM . . . . . 22%
- Supplier . . . . . 15%
- Dealer/Distributor . . . . . 7%
- Non-Manufacturer . . . . . 7%
- Other . . . . . 14%



Source for all Audience Statistics: 2021 Audience Survey and Registration Data.

## TOP ATTENDING COMPANIES

Altec Industries	Freedman Seating	LJ Fabricators	SpaceX
Amazon	GE Aviation	Magellan Aerospace	Stanley Black & Decker
Americase	GE Healthcare	Manitowoc Cranes	Steelcase Inc.
Ariens Co.	General Dynamics Electric Boat	Milwaukee Tool	Stryker
Benteler Automotive	General Motors	Newport News Shipbuilding	Tenneco
Bobcat Company	Greenheck Fan Corporation	Northrop Grumman	Tesla
Boeing	Herman Miller	Panduit Corp.	Textron Aviation
Caterpillar	John Deere	Parker Hannifin	Toyota Motor North America
Clemco Industries	Krones Inc.	Pridgeon & Clay	Whirlpool Corp.
Crown Equipment Corp.	Kuhn NA	Seats Inc.	Wilson Trailer Co
Eaton	La-Z-Boy	Shape Corp.	
Fischer Tanks LLC	Lippert Components	Siemens	
Focal Point Lighting	Littelfuse	Spacesaver	
Ford Motor Company			

## TOP 10 INDUSTRIES

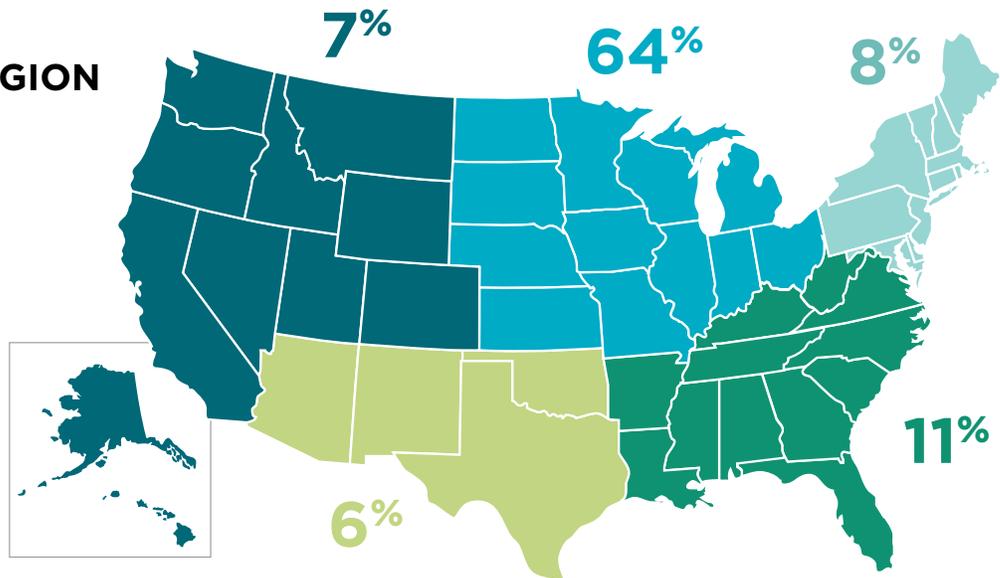
- Aerospace
- Agriculture
- Automotive
- Construction
- Energy
- Heavy Equipment
- Mining/Utilities/Power Generation
- Military/Defense
- Oil & Gas
- Other Transportation

*“ FABTECH 2021 was a resounding success for Bystronic. The quality of attendees was very high. By and large the people who visited our booth were there for a reason, and we are glad we made the decision to be there for them to demonstrate our full 14 machines and debut our exciting new technology at FABTECH! ”*

*- Brody Fanning, Bystronic*

## ATTENDANCE BY REGION

**4%** of attendees came from countries outside the U.S. including Canada and Mexico.



“ We have been exhibiting in FABTECH for years. Year after year, they have all been good, but this year the show has changed the trajectory of my business. We had an amazing experience at FABTECH 2021. ”

- Adam Bowden, Jet-Set Hydraulic Spray Systems

**89%**

of exhibitors are satisfied or very satisfied with the value received from exhibiting at FABTECH.

**89%**

of exhibitors would recommend FABTECH to a colleague.

**87%**

of exhibitors expect to derive a positive ROI from FABTECH 2021.

Source: 2021 FABTECH Exhibitor Survey

**TECHNOLOGY INTEREST (MULTIPLE RESPONSE)**

Cutting . . . . . 40%	Metal Suppliers . . . . . 20%
Bending & Forming . . . . . 40%	Additive Manufacturing . . . . . 18%
Lasers . . . . . 38%	Maintenance & Repair . . . . . 18%
Welding Machines . . . . . 36%	Tool & Die . . . . . 18%
Robotics . . . . . 36%	Plate & Structural Fabricating . . 18%
Automation . . . . . 35%	Saws . . . . . 18%
Arc Welding . . . . . 32%	Inspection & Testing . . . . . 18%
Press Brakes . . . . . 29%	Resistance Welding . . . . . 18%
Material Handling . . . . . 28%	Waterjet . . . . . 17%
Assembly . . . . . 26%	Safety & Environmental . . . . . 15%
Finishing/Paint & Powder Coating . . . . . 26%	Software, Machine Controls . . . . 15%
Tooling . . . . . 22%	Stamping . . . . . 14%
Punching . . . . . 22%	Finishing/Plating . . . . . 13%
Welding Consumables . . . . . 21%	Brazing & Soldering . . . . . 10%
Tube & Pipe Fabricating . . . . . 21%	Coil Processing . . . . . 10%
Fastening & Joining . . . . . 20%	Tube & Pipe Producing . . . . . 10%
	Gases & Gas Equipment . . . . . 7%

**BUYING POWER**

**82%**

of FABTECH attendees influence or approve equipment purchase decisions.

**44%**

of the FABTECH audience had equipment budgets that exceeded **\$200,000**. These were motivated buyers ready to invest in new technology.



**BUDGET**

Up to \$50,000 . . . . . 30%
\$50,001 - \$200,000 . . . . . 21%
\$200,001 - \$500,000 . . . . . 15%
\$500,001 - \$1,000,000 . . . . . 15%
\$1,000,001 - \$5,000,000 . . . . 13%
Over \$5,000,000 . . . . . 6%

**DON'T MISS YOUR CHANCE TO EXHIBIT IN 2022!**

Contact a member of our sales team or visit [fabtechexpo.com/exhibit](http://fabtechexpo.com/exhibit) to learn how exhibiting at a FABTECH 2022 event can benefit your business.

 **FABTECH**  
**MEXICO**  
 May 3-5, 2022

 **FABTECH**  
**CANADA**  
 June 14-16, 2022

 **FABTECH**  
**ATLANTA**  
 November 8-10, 2022