

POST SHOW REPORT 2016



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

NOVEMBER 16-18, 2016 | LAS VEGAS, NEVADA | FABTECHEXPO.COM



**“Year after year, FABTECH is a great venue
to strengthen our relationships with current customers and
help us meet potential new ones as well — all while promoting
our new product lines and letting more people know
about who we are as a company.”**

**-Angus Catterson,
KAAST Machine Tools Inc.**

INSIDE:

**AUDIENCE PROFILE
EXHIBITOR FEEDBACK
BUYING POWER**



FINAL STATS

ATTENDANCE	SIZE
31,110	585,925 sq. ft.
EXHIBITORS	TOTAL LEADS COLLECTED
1,481	140,245



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

56%

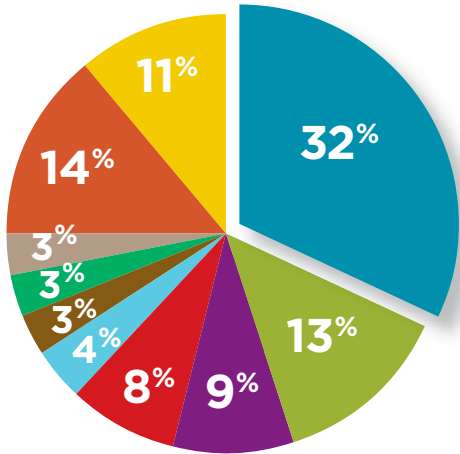
Attended FABTECH for the first time.

56%

Attend no other trade show.

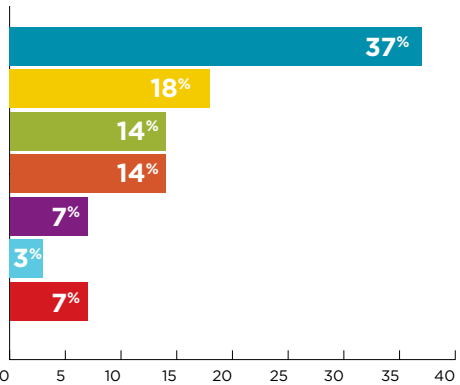


AUDIENCE PROFILE



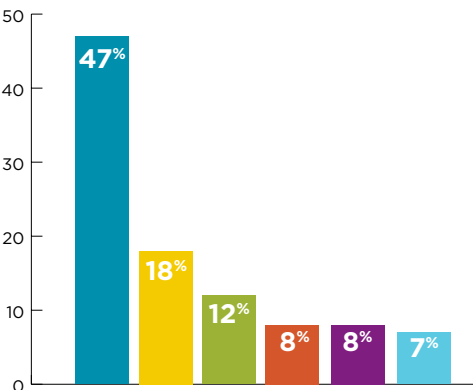
JOB FUNCTION

Owner, Company Management/Corporate Executive	32%
Manufacturing Engineering, Design Engineer	13%
Manufacturing Production	9%
Foreman/Leader/Supervisor	8%
Welder/Machine Operator	4%
Product Design and R&D	3%
Distributor	3%
Purchasing	3%
Sales & Marketing	14%
Other Job Functions	11%



COMPANY SIZE # OF EMPLOYEES

Less than 20	37%
20 - 49	18%
50 - 99	14%
100 - 249	14%
250 - 499	7%
500 - 999	3%
1,000 or more	7%



TYPE OF COMPANY

Job Shop/Contract Manufacturer	47%
OEM	18%
Supplier	12%
Dealer/Distributor	8%
Non-Manufacturer	8%
Other	7%

Source for all Audience Statistics: 2016 Audience Survey and Registration Data.

Source: 2016 FABTECH Exhibitor Survey

93%

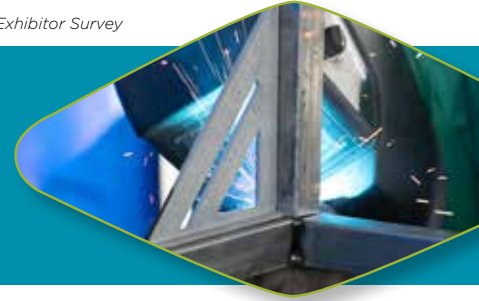
of exhibitors were satisfied or very satisfied with the FABTECH show overall.

83%

of exhibitors would recommend FABTECH to a colleague.

75%

of exhibitors expect to derive a positive ROI from FABTECH.



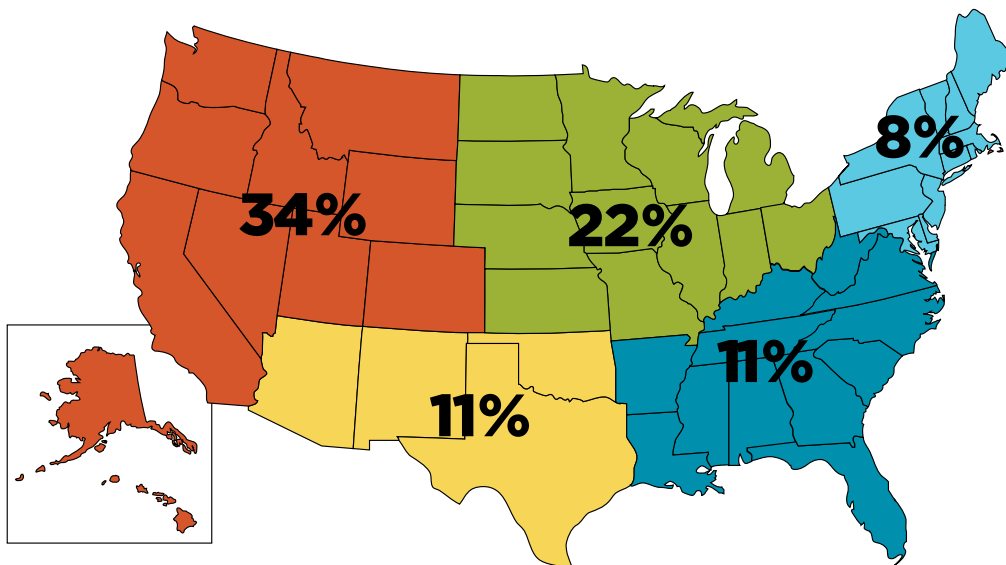
TOP ATTENDING COMPANIES

Altec Industries	General Electric	Magna International
Apple	General Motors	Newport News Shipbuilding
Autodesk	Greenheck Fan Corp.	Northrup Grumman
B&W Trailer Hitches	HCR Racing	Nucor Steel
Bell Helicopter	Herman Miller	Parker Hannefin
Boeing	Hirschfield Industries	Polaris Industries
BrassCraft	Honeywell	Procter & Gamble
Cottrell Inc.	Huntington Ingalls Industries	Siemens
Crown Equipment	Ingersoll Rand	Solar Turbine
Delphi	JAC Products	SpaceX
Delta Airlines	John Deere	Stryker
Eaton	Johnson Controls	Tesla Motors
Electrolux	Kawasaki Motors Manufacturing	The Spaceship Company
Emerson	Little Giant Ladders	Toyota
Eaton Controls	Lockheed Martin	US Air Force
Ford Motor Company		Whirlpool Corporation
General Dynamics		

TOP 10 INDUSTRIES

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

ATTENDANCE BY REGION



15%

OF ATTENDEES CAME FROM COUNTRIES OUTSIDE THE U.S. INCLUDING:

- Australia
- Canada
- China
- Germany
- India
- Italy
- Japan
- Mexico
- South Korea
- Turkey
- ...and more



“FABTECH is a great place to demo our products live, in-person. It’s helped us reach new customers we otherwise wouldn’t have.”

- Josh Sooy, RIDGID



BUYING POWER

83%

of FABTECH attendees influence or approve equipment purchase decisions in their companies.

54%

of attendees plan to make a product purchase in the next 12 months.

40%

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	38%
\$50,001 - \$200,000	22%
\$200,001 - \$500,000	13%
\$500,001 - \$1,000,000	12%
\$1,000,001 - \$5,000,000	10%
Over \$5,000,000	5%

PRODUCT INTEREST (MULTIPLE RESPONSE)

Cutting	45%	Fastening & Joining	23%
Welding Machines	45%	Saws	23%
Bending & Forming	42%	Waterjet	23%
Lasers	37%	Additive Manufacturing	22%
Arc Welding	36%	Tool & Die	22%
Press Brakes	33%	Maintenance & Repair	22%
Welding Consumables	33%	Safety & Environmental	19%
Robotics	32%	Inspection & Testing	19%
Material Handling	29%	Software, Machine Controls	18%
Punching	28%	Stamping	16%
Tube & Pipe Fabricating	28%	Finishing/Plating	15%
Assembly	27%	Gases & Gas Equipment	15%
Tooling	26%	Brazing & Soldering	14%
Finishing/Paint & Powder Coating	26%	Tube & Pipe Producing	14%
Metal Suppliers	26%	Business Services	10%
Plate & Structural Fabricating	25%	Coil Processing	10%

DON'T MISS YOUR CHANCE TO EXHIBIT IN 2017!

Contact a member of our sales team or visit fabtechexpo.com/exhibit to learn how exhibiting at a FABTECH 2017 event can benefit your business.

2017 SHOW DATES

FABTECH Mexico
May 2-4

FABTECH Chicago
November 6-9