FABTECH
North America’s Largest Metal Forming, Fabricating, Welding and Finishing Event

SEPT 11-14, 2023
McCormick Place | Chicago, IL | USA
fabtechexpo.com

2023 Post Event Report

Audience Profile & Exhibitor Feedback

Event Partners

Platinum Sponsors
**TOP 3 REASONS VISITORS ATTEND**

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

52% of attendees were first time visitors.

61% attend no other trade show.

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**FABTECH 2023 in Chicago was truly outstanding for Wilson Tool International. It’s one of the best shows we’ve attended in over a decade. The high level of attendee traffic and the overwhelmingly positive reception of our new products by customers have left us absolutely thrilled.**

- Ann Beaupre, Wilson Tool International

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**AUDIENCE PROFILE**

**COMPANY SIZE**

<table>
<thead>
<tr>
<th>(# of Employees)</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Less than 20</td>
<td>25%</td>
</tr>
<tr>
<td>20 – 49</td>
<td>17%</td>
</tr>
<tr>
<td>50 – 99</td>
<td>16%</td>
</tr>
<tr>
<td>100 – 249</td>
<td>19%</td>
</tr>
<tr>
<td>250 – 499</td>
<td>9%</td>
</tr>
<tr>
<td>500 – 999</td>
<td>5%</td>
</tr>
<tr>
<td>1,000 or more</td>
<td>9%</td>
</tr>
</tbody>
</table>

**TYPE OF COMPANY**

<table>
<thead>
<tr>
<th></th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Job Shop/Contract Manufacturer</td>
<td>42%</td>
</tr>
<tr>
<td>OEM</td>
<td>19%</td>
</tr>
<tr>
<td>Other</td>
<td>12%</td>
</tr>
<tr>
<td>Supplier</td>
<td>13%</td>
</tr>
<tr>
<td>Non-Manufacturer</td>
<td>7%</td>
</tr>
<tr>
<td>Dealer/Distributor</td>
<td>7%</td>
</tr>
</tbody>
</table>

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**FINAL STATS**

- Attendance: 40,505
- Exhibitors: 1,585
- Speakers: 500+
- Sq. Footage: 825,325
- Record # of Leads: 195,680

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Source for all Audience Statistics: 2023 Audience Survey and Registration Data.
TOP ATTENDING COMPANIES

AGCO Corp.
Agri-Fab
Altec
Alro Steel
Amazon
Arctic Cat
Ariens Co.
B & W Trailer Hitches
BAE Systems
Boeing
Bunn-O-Matic
Caterpillar
Cottrell Trailers
Crown Equipment
Daimler Truck Company
Daktronics
Delta Airlines
Doosan Bobcat
Draper Inc.
Eaton
Elgin Sweeper
Federal Signal
Fischer Tanks
Ford Motor Company
Freedman Seating
GE Aerospace
General Dynamics Electric Boat
General Motors
Greenheck Fan Corp.
Harley Davidson
Hoshizaki America
Howmet Aerospace
Huntington Ingalls
John Deere
Kawasaki Motors Manufacturing
Kohler
Lear Corporation
Lippert Components
Lockheed Martin
Magna
Mercury Marine
Micro Matic USA
Newport News Shipbuilding
Norfolk Naval Shipyard
Northrop Grumman
Nucor
Ottenweller
Panduit
Parker Hannifin
Pella Corp.
Rivian
Shape Corp.
Siemens
Stanley Black and Decker
Steelcase
Stryker Medical
Sub-Zero
Tesla
Textron Aviation
Toyota Motor North America
Vermeer Corp.
Viewrail
Walinga Inc.
Whirlpool

TOP 10 INDUSTRIES

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

FABTECH 2023 in Chicago was the most productive FABTECH we’ve exhibited at in 6+ years. Not only the volume of traffic, but I was impressed with the quality of leads that exceeded my expectations. The people who visited our booth were there for a reason. The show was great, and we were happy with the turnout.

– Tracy Carter, Kaeser Compressors, Inc.

ATTENDANCE BY REGION

10% of attendees came from countries outside the U.S. including:

- Australia
- Brazil
- Canada
- China
- Germany
- Japan
- Italy
- Mexico
- Spain
- Turkey
- United Kingdom
...and more
Overall, the experience at FABTECH 2023 was excellent. The show was incredibly busy, and we had some truly meaningful customer conversations. It felt like we were back to pre-COVID levels of attendance and interaction, which was fantastic!

- Vince Iozzo, TRUMPF North America

89% of exhibitors are satisfied or very satisfied with the value received from exhibiting at FABTECH.

77% of exhibitors would recommend FABTECH to a colleague.

88% of exhibitors are satisfied or very satisfied with the quality of leads from FABTECH.

Source: 2023 FABTECH Exhibitor Survey

TECHNOLOGY INTEREST (Multiple Response)

<table>
<thead>
<tr>
<th>Technology</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cutting</td>
<td>40%</td>
</tr>
<tr>
<td>Automation</td>
<td>40%</td>
</tr>
<tr>
<td>Bending &amp; Forming</td>
<td>39%</td>
</tr>
<tr>
<td>Lasers</td>
<td>38%</td>
</tr>
<tr>
<td>Welding Machines</td>
<td>37%</td>
</tr>
<tr>
<td>Robotics</td>
<td>35%</td>
</tr>
<tr>
<td>Arc Welding</td>
<td>34%</td>
</tr>
<tr>
<td>Press Brakes</td>
<td>27%</td>
</tr>
<tr>
<td>Material Handling</td>
<td>26%</td>
</tr>
<tr>
<td>Assembly</td>
<td>24%</td>
</tr>
<tr>
<td>Finishing/Paint &amp; Powder</td>
<td>23%</td>
</tr>
<tr>
<td>Coating</td>
<td></td>
</tr>
<tr>
<td>Welding Consumables</td>
<td>22%</td>
</tr>
<tr>
<td>Tube &amp; Pipe Fabricating</td>
<td>20%</td>
</tr>
<tr>
<td>Punching</td>
<td>19%</td>
</tr>
<tr>
<td>Tooling</td>
<td>19%</td>
</tr>
<tr>
<td>Fastening &amp; Joining</td>
<td>18%</td>
</tr>
<tr>
<td>Maintenance &amp; Repair</td>
<td>18%</td>
</tr>
<tr>
<td>Metal Suppliers</td>
<td>17%</td>
</tr>
<tr>
<td>Plate &amp; Structural Fabricating</td>
<td>17%</td>
</tr>
<tr>
<td>Tool &amp; Die</td>
<td>17%</td>
</tr>
<tr>
<td>Saws</td>
<td>16%</td>
</tr>
<tr>
<td>Inspection &amp; Testing</td>
<td>16%</td>
</tr>
<tr>
<td>Resistance Welding</td>
<td>16%</td>
</tr>
<tr>
<td>Additive Manufacturing</td>
<td>15%</td>
</tr>
<tr>
<td>Safety &amp; Environmental</td>
<td>14%</td>
</tr>
<tr>
<td>Software, Machine Controls</td>
<td>14%</td>
</tr>
<tr>
<td>Waterjet</td>
<td>14%</td>
</tr>
<tr>
<td>Finishing/Plating</td>
<td>12%</td>
</tr>
<tr>
<td>Stamping</td>
<td>12%</td>
</tr>
<tr>
<td>Coil Processing</td>
<td>10%</td>
</tr>
<tr>
<td>Brazing &amp; Soldering</td>
<td>9%</td>
</tr>
<tr>
<td>Tube &amp; Pipe Producing</td>
<td>9%</td>
</tr>
<tr>
<td>Gases &amp; Gas Equipment</td>
<td>7%</td>
</tr>
</tbody>
</table>

Maintenance & Repair ........ 18%
Metal Suppliers ............... 17%
Plate & Structural Fabricating ... 17%
Tool & Die ...................... 17%
Saws .......................... 16%
Inspection & Testing ........ 16%
Resistance Welding .......... 16%
Additive Manufacturing .... 15%
Safety & Environmental .... 14%
Software, Machine Controls 14%
Waterjet ...................... 14%
Finishing/Plating ........... 12%
Stamping ...................... 12%
Coil Processing ............. 10%
Brazing & Soldering .......... 9%
Tube & Pipe Producing ....... 9%
Gases & Gas Equipment ....... 7%

83% of FABTECH attendees influence or approve equipment purchase decisions.

52% of the FABTECH audience had equipment budgets that exceeded $200,000. These were motivated buyers ready to invest in new technology.

Buying Power

<table>
<thead>
<tr>
<th>Budget Range</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to $50,000</td>
<td>29%</td>
</tr>
<tr>
<td>$50,001 - $200,000</td>
<td>19%</td>
</tr>
<tr>
<td>$200,001 - $500,000</td>
<td>14%</td>
</tr>
<tr>
<td>$500,001 - $1,000,000</td>
<td>16%</td>
</tr>
<tr>
<td>$1,000,001 - $5,000,000</td>
<td>15%</td>
</tr>
<tr>
<td>Over $5,000,000</td>
<td>7%</td>
</tr>
</tbody>
</table>

DON’T MISS YOUR CHANCE TO EXHIBIT IN 2024!

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

FABTECH

Monterrey, Mexico
May 7-9, 2024

Toronto, Canada
June 11-13, 2024

Orlando, Florida USA
October 15-17, 2024