



Be a part of Canada's most
reputable & comprehensive
metal forming, fabricating,
welding and finishing event

JUNE 11-13, 2024

Toronto Congress Centre | Toronto, ON

- CONNECT WITH BUYERS
- GENERATE SALES LEADS
- SHOWCASE INNOVATION



FABTECH

EXHIBITOR PROSPECTUS

fabtechcanada.com

EVENT PARTNERS



STRATEGIC PARTNERS



CANADIAN
TOOLING &
MACHINING
ASSOCIATION



cwbgroup

“ There was a lot of excitement and interest to see what was new at our booth. Overall, we were very pleased with the amount of activity this year at FABTECH Canada! ”

Matt Walter
Westway Machinery



Where Solution Providers and Buyers Meet **Face-To-Face**

FABTECH is Canada’s largest metal forming, fabricating, welding and finishing event held in Toronto. No other event offers a better opportunity to interact face-to-face with influential buyers and decision makers.

FABTECH Canada serves the smallest job shops to the largest manufacturers seeking a competitive edge. As an exhibitor, these purchase influencers are only a handshake away. Showcase and demonstrate how your technology and solutions can help them diversify their business and grow.

Top 3 Reasons Visitors Attend

- See and evaluate new products and technology
- Compare products side-by-side
- Keep up with industry trends

Why Ontario

FABTECH Canada is returning to Toronto, Ontario in 2024. The Toronto region is located in one of North America's manufacturing heartlands.



- Ontario is the largest sub-national automotive assembly jurisdiction in North America
- **700+** automotive parts manufacturers and 500+ tool, die and mould makers operate in Ontario
- **200+** companies supply components to all major aerospace programs
- Seven of the **10** largest tech companies in the world conduct R&D in Ontario
- Every day, over **\$766** million in trade takes place between Ontario and the U.S.
- Ontario has the most manufacturing employees of any jurisdiction in Canada and the U.S. after California and Texas

Source: Invest Ontario

“ FABTECH Canada returned with a strong turnout for 2022. Attendees were there to see all the latest technology. It was a great event to connect with the fabricating and welding community from multiple industries. ”

– Caroline Araujo, Lincoln Electric

BY THE NUMBERS

87%

of the audience comes from hard-to-reach small and medium sized manufacturers.

72%

were satisfied or very satisfied with FABTECH Canada in 2022.

62%

of attendees were first time visitors in 2022. These are new leads for you.

Who Will You Meet?

When you exhibit at FABTECH Canada, your products and services are exposed to thousands of influential manufacturers seeking the latest technology innovations.



JOB FUNCTION

COMPANY SIZE

Owner, Company Management Corporate Executive	24%	< 20	40%
Engineering	18%	20 – 49	20%
Manufacturing Production	11%	50 – 99	14%
Foreman/Leader/Supervisor	8%	100 – 249	13%
Sales & Marketing	13%	250 – 499	6%
Product Design and R&D	4%	500 – 999	3%
Welder/Machine Operator	4%	> 1,000	4%
Other Job Functions	12%		

KEY TECHNOLOGY INTEREST

Top 10 Industries

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



ATTENDANCE BY REGION

Expand your reach and engage attendees across Canada.

- Alberta
- British Columbia
- Manitoba
- New Brunswick
- Nova Scotia
- Ontario
- Quebec
- Saskatchewan

2% of attendees came from the United States.

Additive Manufacturing

Arc Welding

Assembly

Bending & Forming

Brazing & Soldering

Coil Processing

Cutting

Fastening & Joining

Finishing/Paint & Powder Coating

Finishing/Plating

Gases & Gas Equipment

Inspection & Testing

Lasers

Maintenance & Repair

Material Handling

Metal Suppliers

Plate & Structural Fabricating

Press Brakes

Punching

Resistance Welding

Robotics

Roll Forming

Safety & Environmental

Saws

Software, Machine Controls

Stamping

Tool & Die

Tooling

Tube & Pipe Fabricating

Tube & Pipe Producing

Waterjet

Welding Consumables

Welding Machines

ACCESS EXCLUSIVE BUYERS WITH SUBSTANTIAL BUDGETS

79%

attendees influence
or approve equipment
purchase decisions

36%

have equipment
budgets that exceed
\$200,000

BUDGET

Up to \$50,000	42%
\$50,001 - \$200,000	22%
\$200,001 - \$500,000	12%
\$500,001 - 1 million	11%
\$1 million - \$5 million	9%
Over \$5,000,000	4%

Attendee **Buying Power**

FABTECH Canada brings 5,000+ buyers and sellers together in an interactive environment to conduct business, make connections, share ideas, and learn from one another.

TOP ATTENDING COMPANIES

A Raymond Tinnerman	Hammond Manufacturing	Oregon Tool Canada
ABM Tool & Die	Harris Stolper International	Pacline Corp
Active Exhaust Corp	Henkel	Parker Hannifin Canada
Agrisolutions Corp	Hiwin	Pegasus Aeronautics
AISIN Canada Inc.	Hitachi Construction Truck	Power Bus Way
Amazing K robotic Industries Inc	Manufacturing Ltd	Rousseau Metal Inc
ArcelorMittal Dofasco	Honda of Canada Mfg	S & C Electric Canada Ltd
Arkbro Industries	Innovative Quality Mfg Inc	Safety Power Inc
Automobotics	Inscape Corporation	Salford Group Inc
Blue Giant Equipment Corp	Jordan Architectural	SLACAN Industries
Canam Group	Kawartha Metalform	Spec Furniture
Canuck Trailers	Keilhauer	Steelcraft Inc
Celestica	Kirchhoff Automotive	Teknion
CEVA Logistics	Krka Power Inc	Theta TTS
CGC Inc	Kubota Materials Canada	Tigercat Industries
Cleaver-Brooks	Liburdi Automation	Tollos Manufacturing
CMP Group	Magellan Aerospace	Viking-Cives Ltd
Cos Shore	Mississauga	Walinga Inc
Dass Metal Products	Maitland Welding & Machining	Walters Inc
EcoTank Canada	Mancor Industries	Wecover Structures
Emerson Automation	Martinrea International	Welded Tube of Canada
Solutions	Matcor Metal Fabrication	
Enedym Inc	Minus Forty Tech	
FIO Automotive Canada	Modern Niagara	
Flex-n-Gate	Multimatic Inc	
Formnet Inc	Nett Technologies Inc	
GinCor Trailer Werx	Northern Transformer	

Role in **Buying**

48%

Evaluate/Recommend

26%

Approve purchases

5%

Specify suppliers

Source for all Audience Statistics: 2022 FABTECH Canada Audience Survey and Registration Data.



Opportunities to **Connect**

FABTECH Canada isn't just about the exhibits. It's power-packed with education and networking activities that build knowledge and relationships. Maximize your face-to-face opportunities to connect with attendees, industry leaders and other exhibitors.

EVENT FEATURES

- Leadership Exchange Panels
- Conference Sessions
- Workshops
- Exhibitor Demos
- Opening Night Reception
- New Product Launches
- Keynotes
- Student Program
- And more!

RESERVE YOUR EXHIBIT SPACE

Secure your place among more than 200 leading suppliers and 5,000+ manufacturing professionals at Canada's largest metal forming, fabricating, welding and finishing event.

To participate, please contact an experienced member of our sales team at fabtechcanada.com/exhibit today.



FABTECH Canada 2024 Exhibit Space Rates

Booth Size	Rate/Sq. Ft.
Up to 399 sq. ft.	\$37.00
400 - 799 sq. ft.	\$36.00
800 - 1,199 sq. ft.	\$35.00
1,200 - 1,999 sq. ft.	\$33.00
2,000 sq. ft. and over.....	\$31.00

Exhibit Rates Include:

- Drape backwall and sidewall
- Booth sign with company name and booth number
- Online Exhibitor Manual and Marketing Kit
- Monthly Exhibitor E-Newsletter with important show developments and reminders
- An experienced Show Management team dedicated to your success
- On-site assistance with exhibit hall management and service providers
- Extensive pre-show promotion

/// Bystronic was excited to come back to FABTECH Canada. It gave us the opportunity to get back in touch with our customer face to face and we were thrilled to interact with our Canadian marketplace again. ///

– Brody Fanning, Bystronic Inc

