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

(FMA) SME<sup>P</sup> PMA (



# FABTECH EXHIBITOR PROSPECTUS

fabtechcanada.com







STRATEGIC PARTNERS



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.

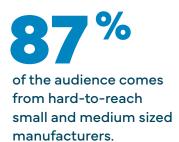
FABTECH Canada returned with a strong turnout for 2022. Attendees were there to see all the latest technology. It was a great event to connect with the fabricating and welding community from multiple industries.

– Caroline Araujo, Lincoln Electric

- 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

## BY THE NUMBERS



**72%** were satisfied or very satisfied with FABTECH Canada in 2022.

**62**<sup>%</sup>

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**

Owner, Company Management Corporate Executive	24%
Engineering	18%
Manufacturing Production	11%
Foreman/Leader/Supervisor	8%
Sales & Marketing	13%
Product Design and R&D	4%
Welder/Machine Operator	<b>4%</b>
Other Job Functions	12%

#### **COMPANY SIZE**

< 20	40%
20 – 49	20%
50 – 99	14%
100 – 249	13%
250 - 499	<b>6%</b>
500 - 999	3%
> 1,000	4%

#### KEY TECHNOLOGY INTEREST

Additive Manufacturing

Automotive	<ul> <li>Mining/Utilities/ Power Generation</li> </ul>	Other Tr
Construction	Fower Generation	
BC Alberta	Manitoba	Quebec

Energy

Heavy Equipment

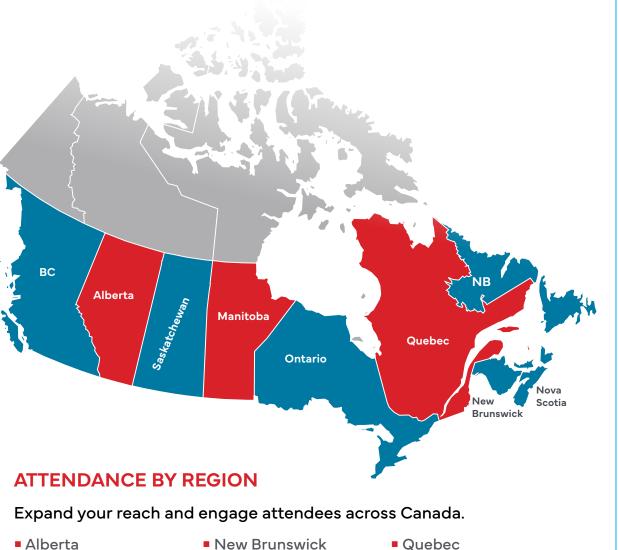
#### **Top 10** Industries

- Aerospace
- Agriculture
- Automotive

- Military/Defense
- Oil & Gas

Saskatchwan

Other Transportation



Nova Scotia

Ontario

**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** 

2% of attendees came from the United States.

British Columbia

Manitoba

#### 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 <b>\$50,000</b>	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 ABM Tool & Die **Active Exhaust Corp Agrisolutions Corp** AISIN Canada Inc. Amazing Kobotic Industries Inc ArcelorMittal Dofasco Arkbro Industries **Automobotics Blue Giant Equipment Corp Canam Group Canuck Trailers** Celestica **CEVA Logistics** CGC Inc **Cleaver-Brooks CMP** Group **Cos Shore Dass Metal Products** EcoTank Canada **Emerson Automation** Solutions **Enedym Inc FIO Automotive Canada** Flex-n-Gate Formnet Inc **GinCor Trailer Werx** 

Hammond Manufacturing Harris Stolper International Henkel Hiwin Hitachi Construction Truck Manufacturing Ltd Honda of Canada Mfg Innovative Quality Mfg Inc **Inscape Corporation** Jordan Architectural Kawartha Metalform Keilhauer **Kirchhoff Automotive** Krka Power Inc Kubota Materials Canada Liburdi Automation Magellan Aerospace Mississauga Maitland Welding & Machining **Mancor Industries** Martinrea International **Matcor Metal Fabrication Minus Forty Tech** Modern Niagara **Multimatic Inc** Nett Technologies Inc

Northern Transformer

Pacline Corp Parker Hannifin Canada **Pegasus Aeronautics** Power Bus Way **Rousseau Metal Inc** S & C Electric Canada Ltd Safety Power Inc Salford Group Inc **SLACAN Industries Spec Furniture** Steelcraft Inc Teknion Theta TTS **Tigercat Industries Tollos Manufacturing** Viking-Cives Ltd Walinga Inc Walters Inc Wecover Structures Welded Tube of Canada

**Oregon Tool Canada** 

#### Role in **Buying**







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 custome face to face and we were thrille to interact with our Canadian marketplace again.

– Brody Fanning, Bystronic Inc



fabtechcanada.com