2018 POST SHOW REPORT

June 12–14, 2018
Toronto Congress Centre
fabtechcanada.com

INSIDE:
- Audience Profile
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- Buying Power

EVENT HIGHLIGHTS:
- 7,500+ Visitors
- 100+ New Products on Display
- 20+ Breakout Sessions & Workshops
- Industry Keynotes & Panel Discussions
- Two Networking Receptions
2018 POST SHOW REPORT

FINAL STATS

TOP 3 REASONS VISITORS ATTENDED FABTECH

ATTENDANCE: 7,611
EXHIBITORS: 311
SIZE: 95,990 sq. ft.

TOTAL LEADS COLLECTED: 17,902

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

JOB FUNCTION
- Owner, Company Management/Corporate Executive ............... 25%
- Manufacturing Engineering, Design Engineer .................. 18%
- Manufacturing Production .................................. 10%
- Foreman/Leader/Supervisor .................................. 7%
- Welder/Machine Operator ..................................... 3%
- Product Design and R&D ................................ ..... 4%
- Distributor ......................................................... 2%
- Purchasing .......................................................... 3%
- Sales & Marketing ............................................... 16%
- Other Job Functions .............................................. 12%

AUDIENCE PROFILE

43% of attendees were first time visitors.
66% were satisfied or very satisfied with FABTECH Canada.

COMPANY SIZE
(# OF EMPLOYEES)
- Less than 20 ........................................ 40%
- 20 – 49 ............................................. 18%
- 50 – 99 ............................................ 14%
- 100 – 249 ..................................... 13%
- 250 – 499 .................................... 7%
- 500 – 999 ..................................... 4%
- 1,000 or more .................................. 4%

72% of the audience comes from the hard-to-reach small and medium-sized manufacturers.

Source for all Audience Statistics: 2018 FABTECH Canada Audience Survey and Registration Data.
"TRUMPF had a great experience at FABTECH Canada. It was a great show with interesting discussions, very good feedback, and we were happy to be here. We will be back next time for sure."

- Tobias Kuehnle, TRUMPF Canada

**TOP ATTENDING COMPANIES**

- A Raymond Tinnerman
- ACAT Global, LLC
- Active Exhaust Corp.
- AGS Automotive Systems
- AISIN Canada Inc.
- Almac Industrial Systems
- Amazing Kobotic Industries Inc.
- ArcelorMittal Dofasco
- Athena Automation
- Bartell
- Blount Canada
- Blue Giant Equipment Corp.
- Bombardier Aerospace
- Bose Corp.
- Celestica
- Cooper Standard Automotive
- Corptec Industries Limited
- Descon Conveyor Systems
- FCA Canada
- FIO Automotive Canada
- Flex-n-Gate
- Formex Metal Industries Inc.
- Formnet Inc.
- GM of Canada
- Guelph Tool Inc.
- Hadrian Manufacturing Inc.
- Hager Industries
- Halton Indoor Climate Systems
- Hammond Manufacturing
- Hitachi Construction Truck Manufacturing Ltd.
- Honda of Canada Mfg.
- Honeywell
- Hoover Enterprises Inc.
- INOX Industries Inc.
- Jenfab Metal Fabrication
- J. Oskam Steel Fabricators Limited
- Koch Glitsch Canada LP
- Kubota Materials Canada
- Lillbacka USA
- Linamar
- Litens Automotive Group
- Magellan Aerospace
- Mississauga
- Magna International
- Mancor Industries
- Martinrea International
- Matcor Metal Fabrication
- Minus Forty Tech
- Multimatic Inc.
- National Steel Car
- Nett Technologies Inc.
- Northern Lights Fitness
- OPG Nuclear
- Pacline Corp
- Power Bus Way
- Pratt & Whitney Canada
- S & C Electric Canada Ltd.
- Siemens Canada
- SLACAN Industries
- Spec Furniture
- Stanley Black & Decker
- Steelcraft Inc.
- Sunview Patio Doors
- Teknion
- Theta TTS
- ThyssenKrupp Materials NA
- Tigercat Industries
- Titan Trailers
- Toyota Motor Manufacturing Canada
- Viscor
- Walinga Inc.
- Walters Inc.
- Welded Tube of Canada
- Yorkville Sound

**ATTENDANCE BY REGION**

**ATTENDEES CAME FROM ACROSS CANADA INCLUDING:**

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

5% of attendees came from the United States.

**TOP 10 INDUSTRIES**

- Aerospace
- Agriculture
- Automotive
- Construction
- Energy
- Heavy Equipment
- Mining/Utilities/Power Generation
- Military/Defense
- Oil & Gas
- Other Transportation
TECHNOLOGY INTEREST
(MULTIPLE RESPONSE)
Bending & Forming ............. 36%
Cutting .......................... 36%
Robotics ......................... 34%
Lasers ............................ 32%
Assembly .......................... 31%
Arc Welding ...................... 30%
Material Handling ............... 29%
Welding Machines .............. 29%
Additive Manufacturing ........ 27%
Maintenance & Repair ........... 24%
Metal Suppliers .................. 23%
Tooling ............................. 23%
Fastening & Joining ............. 22%
Press Brakes ..................... 22%
Welding Consumables .......... 22%
Finishing/Paint & Powder Coating ................. 21%
Punching .......................... 20%
Tool & Die ......................... 20%
Waterjet ........................... 19%
Inspection & Testing ........... 18%
Tube & Pipe Fabricating ....... 18%
Software, Machine Controls ... 17%
Plate & Structural Fabricating 16%
Safety & Environmental ........ 16%
Saws ............................... 15%
Stamping .......................... 15%
Finishing/Plating ................. 13%
Resistance Welding ............. 13%
Brazing & Soldering ............ 12%
Gases & Gas Equipment ....... 10%
Tube & Pipe Producing ......... 10%
Coil Processing .................. 9%

BUYING POWER
77% of FABTECH Canada attendees influence or approve equipment purchase decisions. This means you’re having quality conversations with evaluators, recommenders, specifiers and final decision makers.

ROLE IN BUYING
48% Evaluate/Recommend
24% Approve Purchases
5% Specify Suppliers

BUDGET
Up to $50,000 .......................... 48%
$50,001 - $200,000 .................. 20%
$200,001 - $500,000 ................. 12%
$500,001 - $1,000,000 ............... 9%
$1,000,001 - $5,000,000 .......... 7%
Over $5,000,000 .................... 4%

"FABTECH Canada affords us an opportunity to re-engage with the industry and our customers and prospects, and understand where the trends are going and where we need to be in the future."

– Lisa Kennedy, KUKA Robotics Canada