



CANADA'S LARGEST METAL FORMING,
FABRICATING, WELDING AND
FINISHING EVENT

2018 POST SHOW REPORT

June 12-14, 2018
Toronto Congress Centre

fabtechcanada.com

Co-sponsors



Official Media Partner



Strategic Partners



INSIDE:

- Audience Profile
- Exhibitor Feedback
- 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

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

TOTAL LEADS COLLECTED: **17,902**

TOP 3 REASONS VISITORS ATTENDED FABTECH



1. See and evaluate new products and technology



2. Compare products side-by-side

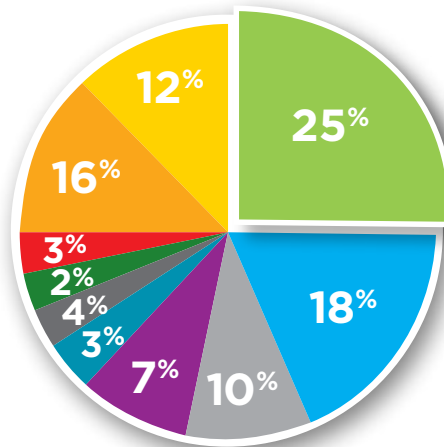


3. Keep up with industry trends

AUDIENCE PROFILE

43%
of attendees were first time visitors.

66%
were satisfied or very satisfied with FABTECH Canada.



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%

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.

“ 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

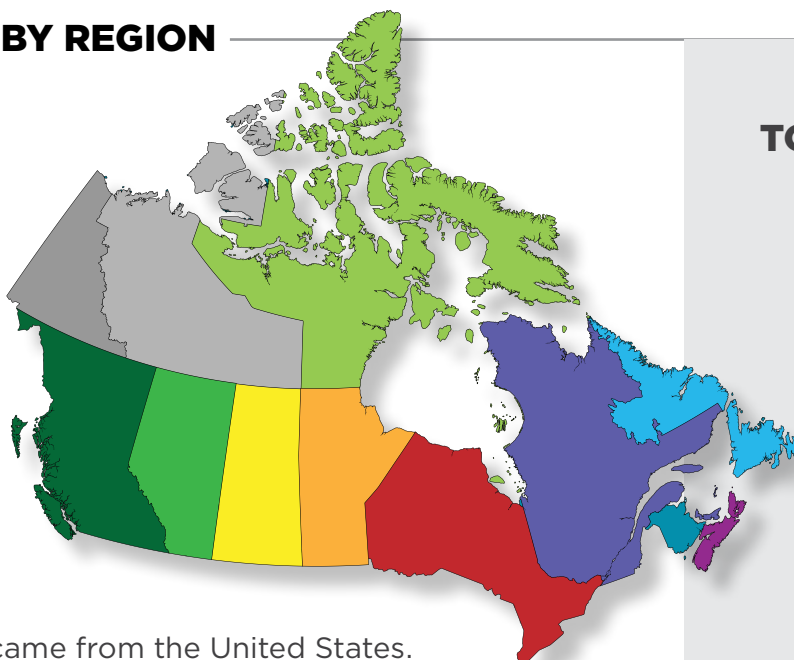
TOP ATTENDING COMPANIES

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

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%

“ESAB chose to participate in FABTECH Canada because we really wanted to showcase our innovative welding products to the industry. We had a great turnout and overall excellent experience. We were very pleased and will be back again.”

- Dave Peters, ESAB Welding & Cutting Products

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%	24%	5%
Evaluate/ Recommend	Approve Purchases	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