

March 22 - 24, 2016
Toronto Congress Centre
fabtechcanada.com



POST SHOW REPORT



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

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Canadian
Manufacturers &
Exporters



Audience Profile

Exhibitor Feedback

Buying Power



event HIGHLIGHTS

- Visitors from across Canada and bordering states in the U.S.
- More than 150 new products on display
- Keynote from Ret. Major-General David Fraser, COO, INKAS Armored Vehicle Manufacturing
- Additive Manufacturing / 3D Printing expert industry panel
- 25+ thought-provoking educational programs
- Opening Night and Job Shop Appreciation receptions

audience PROFILE

63% attended FABTECH Canada for the first time

46% attend no other show

88% were satisfied or very satisfied with FABTECH Canada

77% influence or approve purchase decisions in their companies

final verified STATISTICS

Total Attendance	7,414*
Buyer Attendance	5,076
Square Feet	85,750

*Does not include student or media.

top 3 REASONS attendees visited FABTECH Canada

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

FABTECH Canada attendees have a ROLE IN BUYING

Evaluate/Recommend	48%
Approve Purchases	24%
Specify Suppliers	5%

company SIZE

Reach small to medium-sized job shops!

Less Than 20	40%
20-49	19%
50-99	14%
100-249	13%
250-499	7%
500-999	3%
1,000 or more	4%

top job FUNCTIONS

Owner/Company Management/ Corporate Executive	29%
Manufacturing Engineering, Design Engineer	13%
Manufacturing Production	17%
Product Design and R&D	5%
Purchasing	3%



exhibitors HAD THIS TO SAY:

top industries REPRESENTED

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

attendees came from across CANADA INCLUDING:

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



“FABTECH Canada has proven to deliver positive results from the leads that we get at this show. We have seen an increase in sales from exhibiting at FABTECH Canada.”

Peter Burrell, Amada Canada, Ltd.

“FABTECH Canada is the most important show for sheet metal manufacturers in Canada. We have the opportunity to show our Canadian customers our equipment in Canada and get new leads.”

Stefan Fickenscher, TRUMPF Canada

“This was our first time exhibiting at FABTECH Canada and it has been a tremendous success. There is no better way to introduce a new product to the market than at FABTECH.”

Patrick Simon, MC Machinery Systems, Inc., / Mitsubishi Laser

attendees HAD THIS TO SAY:

More than 1 in 4 attendees had equipment BUDGETS of over \$200,000

Up to \$20,000	36%
\$20,001–\$50,000	14%
\$50,001–\$200,000	21%
\$200,001–\$500,000	10%
\$500,001–\$1,000,000	8%
\$1,000,001–\$5,000,000	7%
Over \$5,000,000	3%

Source for all Audience Statistics: FABTECH Canada 2016 Audience Survey and Registration Data

“FABTECH Canada is a good learning experience for what’s new in the market. It’s very informative — a lot of new machines, new technologies and ways to make things faster and better. There is more here than I anticipated.”

Pedro Kroeker, Weberlane

“We have a lot of older equipment in our shop that we are looking to replace and attending FABTECH Canada gives us a chance to see what’s available in the marketplace now and compare different vendors and technologies.”

Christopher Weilenner, JMG Metal Inc.



product INTEREST (multiple responses)

Bending & Forming	37%
Cutting	34%
Welding Machines	31%
Lasers	30%
Robotics	30%
Assembly	29%
Arc Welding	28%
Additive Manufacturing	27%
Metal Suppliers	26%
Material Handling	26%
Tooling	23%
Press Brakes	22%
Finishing/Paint & Powder Coating	21%
Welding Consumables	21%
Punching	21%
Tool & Die	21%
Maintenance & Repair	21%
Fastening & Joining	21%
Waterjet	18%
Tube & Pipe Fabricating	18%
Plate & Structural Fabricating	17%
Inspection & Testing	17%
Stamping	17%
Software, Machine Controls	16%
Saws	16%
Safety & Environmental	15%
Finishing/Plating	14%
Tube & Pipe Producing	11%
Brazing & Soldering	11%
Gases & Gas Equipment	10%
Coil Processing	9%

top attending COMPANIES

A Raymond Tinnerman	Corptec Industries Limited	Honeywell	Parker Hannifin Canada
ACAT Global, LLC	DBG Canada Limited	Hoover Enterprises Inc.	Polar Racking
Accurate Machine and Tool Ltd.	Descon Conveyor Systems	INOX Industries Inc.	Power Bus Way
Active Exhaust Corp.	Eurovac	International Knife & Saw	Pratt & Whitney Canada
AGS Automotive Systems	Fastenal Canada	Jenfab Metal Fabrication	S & C Electric Canada Ltd.
AISIN Canada Inc.	FIO Automotive Canada	J. Oskam Steel Fabricators Limited	Siemens Canada
Almac Industrial Systems	Flex-n-Gate	Koch Glitsch Canada LP	Stamptek
Amazing Kobotic Industries Inc.	Formex Metal Industries Inc.	Kubota Materials Canada	Steelcraft Inc.
ArcelorMittal Dofasco	Formnet Inc.	Lillbacka USA	Teknion
Artitalia Group	GE Canada	Linamar	Terradyne Armored Vehicles
Athena Automation	GM of Canada	Litens Automotive Group	Theta TTS
Bartell	Guelph Tool Inc.	Maco Enterprises Inc.	ThyssenKrupp Materials NA
Bauman Mfg Ltd.	Hadrian Manufacturing Inc.	Magellan Aerospace Mississauga	Tigercat Industries
Blount Canada	Halton Indoor Climate Systems	Magna International	Toyota Motor Manufacturing Canada
Blue Giant Equipment Corp.	Hammond Manufacturing	Mancor Industries	Tracan Electronics Corp.
Bose Corp.	Henkel	Martinrea International	Trade-Mark Industrial Inc.
Camfil APC	Hitachi Construction Truck Manufacturing Ltd.	Matcor Metal Fabrication	Viking Cives Ltd
Caterpillar	Hoerbig FineStamping	Minus Forty Tech	Viscor
Celestica	Honda of Canada Mfg.	Multimatic Inc.	Walinga Inc.
Cooper Standard Automotive		OPG Nuclear	Welded Tube of Canada
		Pacline Corp	Yorkville Sound

For questions regarding this report, please contact: SME Canada | 888.322.7333 | fabcan@sme.org

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