

# EXHIBITOR PROSPECTUS

JUNE 14 - 16, 2022 | TORONTO CONGRESS CENTRE | TORONTO, ON



# FABTECH

CANADA

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

Connect with Buyers | Generate Sales Leads | Showcase Innovation

EVENT PARTNERS



STRATEGIC PARTNERS



[fabtechcanada.com](http://fabtechcanada.com)

**“ 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

## 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

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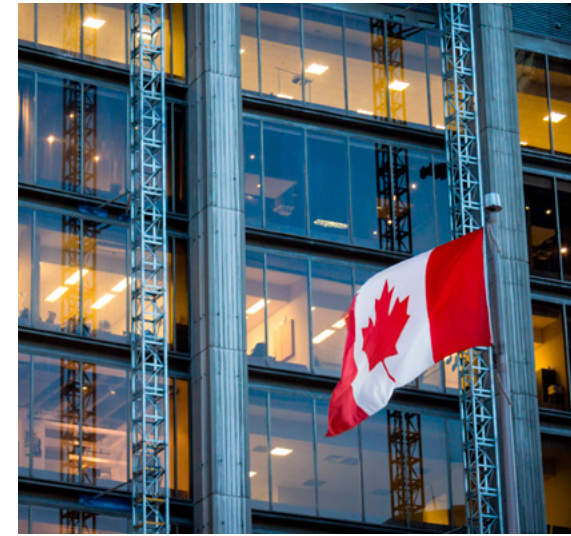
- See and evaluate new products and technology
- Compare products side-by-side
- Keep up with industry trends

# Why Ontario

**FABTECH Canada** is returning to Toronto, Ontario in 2022. The Toronto region is located in one of North America's manufacturing heartlands.

“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



- 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%

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

# 66%

were satisfied or very satisfied with FABTECH Canada in 2018.

# 43%

of attendees were first time visitors in 2018. 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	<b>25%</b>	< 20	<b>40%</b>
Engineering	<b>22%</b>	20 - 49	<b>18%</b>
Manufacturing Production	<b>10%</b>	0 - 99	<b>14%</b>
Foreman/Leader/Supervisor	<b>7%</b>	100 - 249	<b>13%</b>
Sales & Marketing	<b>16%</b>	250 - 499	<b>7%</b>
Product Design and R&D	<b>4%</b>	500 - 999	<b>4%</b>
Welder/Machine Operator	<b>3%</b>	> 1,000	<b>4%</b>
Other Job Functions	<b>13%</b>		

# 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

5% 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

# 77%

attendees influence or approve equipment purchase decisions

# 32%

have equipment budgets that exceed \$200,000

### BUDGET

Up to \$50,000	<b>48%</b>
\$50,001 - \$200,000	<b>20%</b>
\$200,001 - \$500,000	<b>12%</b>
\$500,001 - 1 million	<b>9%</b>
\$1 million - \$5 million	<b>7%</b>
Over \$5,000,000	<b>4%</b>

## Attendee **Buying Power**

FABTECH Canada brings 8,000 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	Guelph Tool Inc.	National Steel Car
ACAT Global, LLC	Hadrian Manufacturing Inc.	Nett Technologies Inc.
Active Exhaust Corp.	Hager Industries	Northern Lights Fitness
AGS Automotive Systems	Halton Indoor Climate Systems	OPG Nuclear
AISIN Canada Inc.	Hammond Manufacturing	Pacline Corp
Almac Industrial Systems	Hitachi Construction Truck Manufacturing Ltd.	Power Bus Way
Amazing Kobotic Industries Inc.	Honda of Canada Mfg.	Pratt & Whitney Canada
ArcelorMittal Dofasco	Honeywell	S & C Electric Canada Ltd.
Athena Automation	Hoover Enterprises Inc.	Siemens Canada
Bartell	INOX Industries Inc.	SLACAN Industries
Blount Canada	Jenfab Metal Fabrication	Spec Furniture
Blue Giant Equipment Corp.	J. Oskam Steel Fabricators Limited	Stanley Black & Decker
Bombardier Aerospace	Koch Glitsch Canada LP	Steelcraft Inc.
Bose Corp.	Kubota Materials Canada	Sunview Patio Doors
Celestica	Lillbacka USA	Teknion
Cooper Standard Automotive	Linamar	Theta TTS
Corptec Industries Limited	Litens Automotive Group	ThyssenKrupp Materials NA
Descon Conveyor Systems	Magellan Aerospace Mississauga	Tigercat Industries
FCA Canada	Magna International	Titan Trailers
FIO Automotive Canada	Mancor Industries	Toyota Motor Manufacturing Canada
Flex-n-Gate	Martinrea International	Viscor
Formex Metal Industries Inc.	Matcor Metal Fabrication	Walinga Inc.
Formnet Inc.	Minus Forty Tech	Walters Inc.
GM of Canada	Multimatic Inc.	Welded Tube of Canada
		Yorkville Sound

## ROLE IN BUYING

48%

Evaluate/Recommend

24%

Approve purchases

5%

Specify suppliers

Source for all Audience Statistics: 2018 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

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

# RESERVE YOUR EXHIBIT SPACE

Secure your place among more than 300 leading suppliers and 8,000 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](http://fabtechcanada.com/exhibit) today.

## FABTECH Canada 2022 Exhibit Space Rates

Booth Size	Rate/Sq. Ft.
Up to 399 sq. ft.....	\$33.00
400 - 799 sq. ft.....	\$32.00
800 - 1,199 sq. ft.....	\$31.00
1,200 - 1,999 sq. ft.....	\$30.00
2,000 sq. ft. and over.....	\$29.00

## 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

“ 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

EVENT PARTNERS

