



FABTECH

North America's Largest Metal Forming,
Fabricating, Welding and Finishing Event

SEPT 11-14, 2023

McCormick Place | Chicago, IL | USA

fabtechexpo.com

2023 Post Event Report

Audience Profile & Exhibitor Feedback

Event Partners



FMA™



PMA



Platinum Sponsors



MITSUBISHI LASER



FINAL STATS

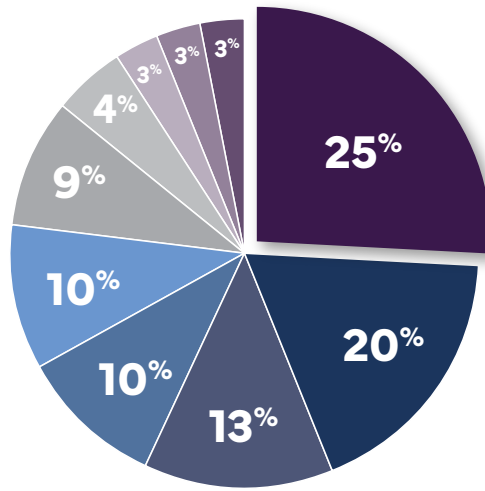
Attendance 40,505
Exhibitors 1,585
Speakers..... 500+
Sq. Footage 825,325
Record # of Leads..... 195,680



“ FABTECH 2023 in Chicago was truly outstanding for Wilson Tool International. It’s one of the best shows we’ve attended in over a decade. The high level of attendee traffic and the overwhelmingly positive reception of our new products by customers have left us absolutely thrilled. ”

- Ann Beaupre, Wilson Tool International

AUDIENCE PROFILE



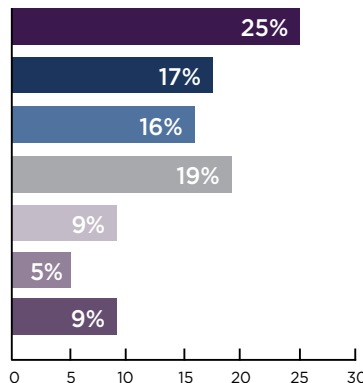
JOB FUNCTION

- Owner, Company Management/ Corporate Executive 25%
- Manufacturing Engineering, Design Engineer 20%
- Sales & Marketing 13%
- Manufacturing Production 10%
- Other Job Functions 10%
- Foreman/Leader/Supervisor 9%
- Welder/Machine Operator 4%
- Distributor 3%
- Product Design and R&D 3%
- Purchasing 3%

COMPANY SIZE

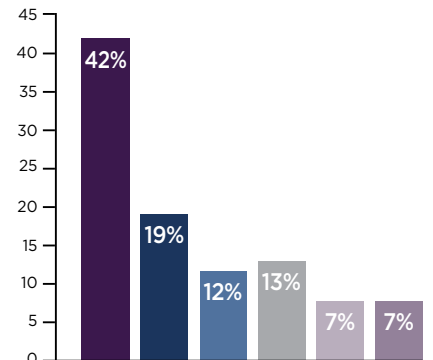
(# of Employees)

- Less than 20 25%
- 20 - 49 17%
- 50 - 99 16%
- 100 - 249 19%
- 250 - 499 9%
- 500 - 999 5%
- 1,000 or more 9%



TYPE OF COMPANY

- Job Shop/Contract Manufacturer 42%
- OEM 19%
- Other 12%
- Supplier 13%
- Non-Manufacturer 7%
- Dealer/Distributor 7%



TOP 3 REASONS VISITORS ATTEND

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

52% of attendees were first time visitors.

61% attend no other trade show.

Source for all Audience Statistics: 2023 Audience Survey and Registration Data.

TOP ATTENDING COMPANIES

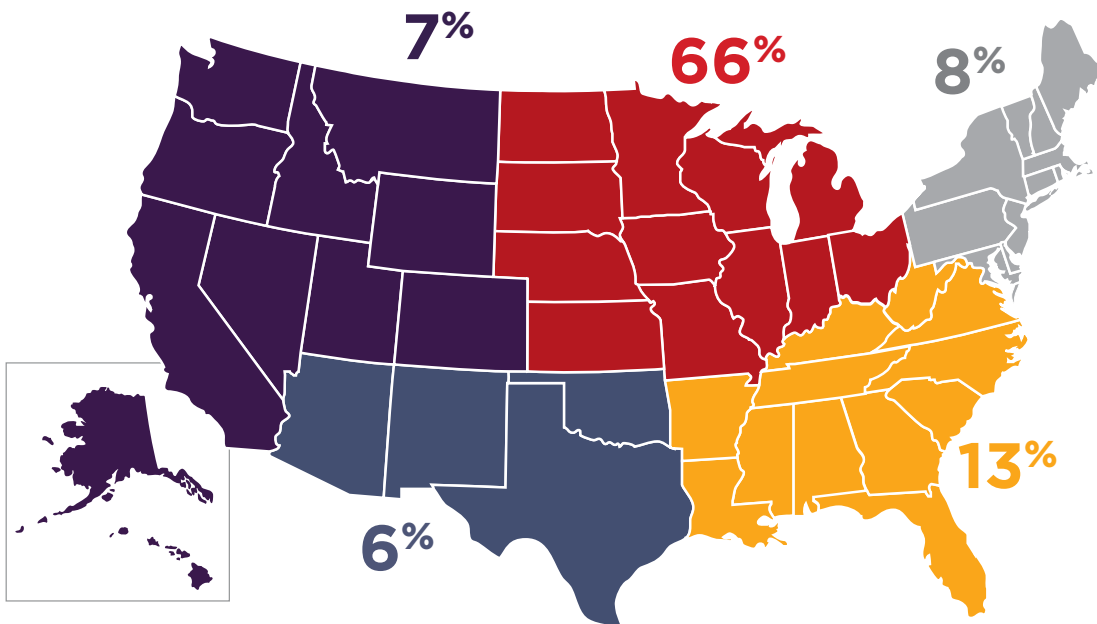
AGCO Corp.	Delta Airlines	Huntington Ingalls	Parker Hannifin
Agri-Fab	Doosan Bobcat	John Deere	Pella Corp.
Altec	Draper Inc.	Kawasaki Motors	Rivian
Alro Steel	Eaton	Manufacturing	Shape Corp.
Amazon	Elgin Sweeper	Kohler	Siemens
Arctic Cat	Federal Signal	Lear Corporation	Stanley Black and Decker
Ariens Co.	Fischer Tanks	Lippert Components	Steelcase
B & W Trailer Hitches	Ford Motor Company	Lockheed Martin	Stryker Medical
BAE Systems	Freedman Seating	Magna	Sub-Zero
Blue Origin	GE Aerospace	Mercury Marine	Tesla
Boeing	General Dynamics Electric Boat	Micro Matic USA	Textron Aviation
Bunn-O-Matic	General Motors	Newport News Shipbuilding	Toyota Motor North America
Caterpillar	Greenheck Fan Corp.	Norfolk Naval Shipyard	Vermeer Corp.
Cottrell Trailers	Harley Davidson	Northrop Grumman	Viewrail
Crown Equipment	Hoshizaki America	Nucor	Walinga Inc.
Daimler Truck Company	Howmet Aerospace	Ottenweller	Whirlpool
Daktronics		Panduit	

TOP 10 INDUSTRIES

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

“ FABTECH 2023 in Chicago was the most productive FABTECH we’ve exhibited at in 6+ years. Not only the volume of traffic, but I was impressed with the quality of leads that exceeded my expectations. The people who visited our booth were there for a reason. The show was great, and we were happy with the turnout. ”

- Tracy Carter, Kaeser Compressors, Inc.



ATTENDANCE BY REGION

10% of attendees came from countries outside the U.S. including:

- Australia
- Brazil
- Canada
- China
- Germany
- Japan
- Italy
- Mexico
- Spain
- Turkey
- United Kingdom
- ...and more

“Overall, the experience at FABTECH 2023 was excellent. The show was incredibly busy, and we had some truly meaningful customer conversations. It felt like we were back to pre-COVID levels of attendance and interaction, which was fantastic!”

- Vince Iozzo, TRUMPF North America

89%

of exhibitors are satisfied or very satisfied with the value received from exhibiting at FABTECH.

77%

of exhibitors would recommend FABTECH to a colleague.

88%

of exhibitors are satisfied or very satisfied with the quality of leads from FABTECH.

Source: 2023 FABTECH Exhibitor Survey

TECHNOLOGY INTEREST (Multiple Response)

Cutting 40%	Maintenance & Repair 18%
Automation 40%	Metal Suppliers 17%
Bending & Forming 39%	Plate & Structural Fabricating . . . 17%
Lasers 38%	Tool & Die 17%
Welding Machines 37%	Saws 16%
Robotics 35%	Inspection & Testing 16%
Arc Welding 34%	Resistance Welding 16%
Press Brakes 27%	Additive Manufacturing 15%
Material Handling 26%	Safety & Environmental 14%
Assembly 24%	Software, Machine Controls 14%
Finishing/Paint & Powder Coating 23%	Waterjet 14%
Welding Consumables 22%	Finishing/Plating 12%
Tube & Pipe Fabricating 20%	Stamping 12%
Punching 19%	Coil Processing 10%
Tooling 19%	Brazing & Soldering 9%
Fastening & Joining 18%	Tube & Pipe Producing 9%
	Gases & Gas Equipment 7%

BUYING POWER

83%

of FABTECH attendees influence or approve equipment purchase decisions.

52%

of the FABTECH audience had equipment budgets that exceeded \$200,000. These were motivated buyers ready to invest in new technology.



BUDGET

Up to \$50,000	29%
\$50,001 - \$200,000	19%
\$200,001 - \$500,000	14%
\$500,001 - \$1,000,000	16%
\$1,000,001 - \$5,000,000	15%
Over \$5,000,000	7%

DON'T MISS YOUR CHANCE TO EXHIBIT IN 2024!

Contact a member of our sales team or visit fabtechexpo.com/exhibit to learn how exhibiting at a FABTECH event can benefit your business.



Monterrey, Mexico
May 7-9, 2024



Toronto, Canada
June 11-13, 2024



Orlando, Florida USA
October 15-17, 2024