



FABTECH INTERNATIONAL & AWS WELDING SHOW

Including **METALFORM**

2008 POST SHOW REPORT

INSIDE:

- Exhibitor Feedback
- Audience Profile
- Buyer Behavior

COSPONSORED BY



INDUSTRY PARTNERS



North America's Largest Metal Forming, Fabricating & Welding Event
October 6 – 8, 2008 • Las Vegas Convention Center • Las Vegas, NV USA



AUDIENCE PROFILE

The FABTECH International & AWS Welding Show, including METALFORM gives you access to buyers you won't find anywhere else.

55% attend no another show

56% were first time visitors

TOP THREE REASONS AN ATTENDEE VISITS THE SHOW

1. See/evaluate new equipment
2. See new applications/techniques
3. Find new suppliers

95% of attendees said the show met or exceeded their expectations.

JOB FUNCTIONS

President, CEO, Top-Level Management, Job Shop Owner	33%
Manufacturing Production	14%
Manufacturing Engineering, Product Design/R&D	15%
Welder, Welding Operator	3%
Welding Distributor	3%
Purchasing	3%
Sales & Marketing	14%
Other Job Functions	15%

Your participation in this show is crucial in order to stay "top of mind" with your current customers, as well as introduce your company to new customers.

COMPANY SIZE

Attendees came from a variety of manufacturing and construction facility sizes – connecting you with the largest OEM's to the hard-to-reach job shops.

Number of Employees

Less than 20	33%
20 – 49	19%
50 – 99	15%
100 – 249	15%
250 – 499	7%
500 – 999	4%
1,000 – 2,499	3%
2,500 and Over	4%

COMPANY TYPE

Job Shop/ Contract Manufacturer	38%
OEM	17%
Supplier	8%
Distributor	13%
Other	24%



FINAL VERIFIED STATISTICS

Attendance: 21,446

Exhibitors: 989

Square Feet: 397,336

NET TOTAL OF LEADS COLLECTED

106,747

AVERAGE LEADS PER EXHIBITOR

127

Source for all Audience Statistics: 2008 FABTECH International & AWS Welding Show, including METALFORM, Audience Survey and Registration Data.

"The first Las Vegas

FABTECH International

& AWS Welding Show,

including METALFORM

was a BIG show for us!

We collected the largest

number of leads from

any trade show we've

participated in going

back to 2000."

– Al Julian,

MegaFab

TOP 10 INDUSTRIES ATTENDEES REPRESENT

Construction	Aerospace	Mining/Utilities/ Power Generation
Job Shop/Contract Manufacturing	Agriculture	Other Transportation
Automotive	Energy	Military/Defense
	Heavy Equipment	

TOP ATTENDING COMPANIES

Altec Industries	Impulse Manufacturing	Parker Hannifin
ASCO Power Technologies	Ingersoll Rand	Pearl Harbor Naval Shipyards
BAE Systems	Intermountain Electronics, Inc.	Phillips Corporation- Federal Division
Bechtel	Janus Elevator Products, Inc.	Polaris Industries, Inc.
Boeing	John Deere	Portsmouth Naval Shipyards
Bombardier	Johnson Controls	Pratt & Whitney
Caterpillar	Key Steel Products	Precor USA
Cole Industries	Kooima Co.	Rolls-Royce
Eaton	Landoll Corporation	Saf-T-Cab, Inc.
Fabrication Technologies	Lockheed Martin	Siemens
Frymaster	NASA	Steelcase
General Dynamics	National Oilwell Varco	Trinity Trailer Manufacturing
General Motors	National Steel Car	Valmont Industries
Harley Davidson	Northrup Grumman	
Honda R&D Americas, Inc.	Northwest Pipe Company	
Honeywell		

98% of attendees indicated attending this event was a valuable use of their time and money.

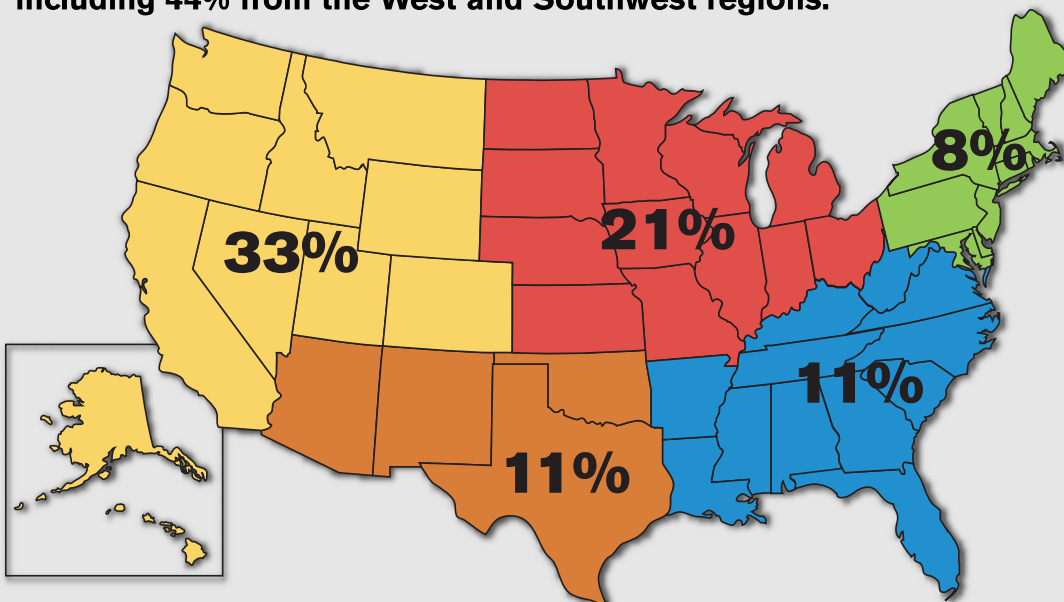


"As a first time exhibitor, I was very impressed with the serious buyers I met at the show. These were people who were well prepared and came to the show looking for solutions to specific problems."

**- Alex Laymon,
DPSS Lasers**

GEOGRAPHIC REPRESENTATION

The 2008 show attracted attendees from across the U.S. - including 44% from the West and Southwest regions.



16% from outside the U.S.

16% of attendees came from countries outside the U.S., including:

- Australia
- Brazil
- Canada
- China
- Columbia
- Japan
- Mexico
- South Korea
- Sweden

75% of attendees traveled 500 miles or more to visit the show.

BUYER BEHAVIOR

Attendees came to the show to view and purchase the complete spectrum of forming, fabricating, tube & pipe, and welding equipment. From a few thousand dollars worth of tooling, consumables, software, etc., to complete multi-million dollar flexible manufacturing systems, visitors had serious buying intentions.

78% of attendees visited the show floor 2 or more days, with **55%** spending more than 10 hours on the show floor.

ROLE IN BUYING

83% of visitors to the show are involved in some way in their company's purchasing plans.

Final Decision	34%
Specify Supplier	8%
Recommend.	41%
No Role/Not Applicable	17%

BUDGET

47% of attendees had equipment budgets of **\$200,000 or more.**

Up to \$20,000	20%
\$20,001 - \$50,000	12%
\$50,001 - \$200,000	22%
\$200,001 - \$500,000	15%
\$500,001 - \$1,000,000	12%
\$1,000,001 - \$5,000,000	11%
Over \$5,000,000	8%

51% of attendees expect equipment expenditures to increase in the next year.

ATTENDEES indicated they plan to purchase these technologies in the next 6-9 months as a result of evaluating them at the show: *(multiple responses):*

Arc Welding.	38%
Assembly	11%
Bending & Forming	26%
Cutting	37%
Fastening & Joining	11%
Finishing	11%
Gases & Gas Equipment	16%
Inspection & Testing	18%
Lasers	16%
Material Handling	20%
Press Brakes	15%
Punching	14%
Robotics	17%
Safety & Environmental	18%
Saws	17%
Sheet Metal & Plate Fabricating	14%
Stamping Presses	4%
Thermal Spraying	5%
Tooling	14%
Tube & Pipe Fabricating or Welding	19%
Welding Consumables	42%
Welding Machines	42%



Including **METALFORM**

For questions regarding this report, please contact:

Joe Krall,
AWS Exposition Sales
 jkrall@aws.org
 (800) 443-9353, ext. 297

Mark Hoper,
FMA Show Manager
 markh@fmafabtech.com
 (800) 432-2832, ext. 210

Dave Morton,
SME Show Manager
 dmorton@sme.org
 (800) 733-3976, ext. 3142

Amy Primiano
PMA Show Manager
 aprimiano@pma.org
 (216) 901-8800, ext. 102

Cosponsored by:



American Welding Society
 550 N.W. LeJeune Road
 Miami, Florida 33126
 Ph: 800.443.9353
 Fax: 305.442.7451

www.aws.org/show



Fabricators & Manufacturers Association, Intl
 833 Featherstone Road
 Rockford, Illinois 61107-6302
 Ph: 800.432.2832
 Fax: 815.484.7746

www.fmafabtech.com



Society of Manufacturing Engineers
 One SME Drive, P.O. Box 930
 Dearborn, Michigan 48121-0930
 Ph: 800.733.3976
 Fax: 313.425.3407

www.sme.org/fabtech



Precision Metalforming Association
 6368 Oak Tree Blvd
 Independence, OH 44131-2500
 Ph: 800.541.5336
 Fax: 216.901.9190

www.metalform.com