FABTECH MEXICO

Weldmex | METALFORM AND MACHINING MEXICO | COATech

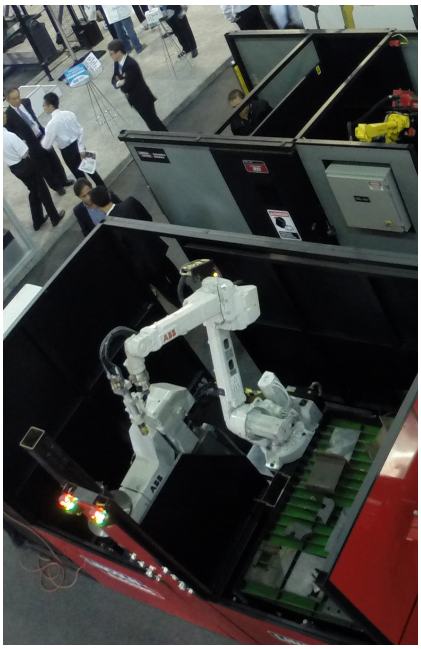
2016 POST SHOW REPORT

THE LEADING METAL FORMING, FABRICATING, WELDING AND FINISHING EVENT IN MEXICO

INSIDE

- AUDIENCE PROFILE
- EXHIBITOR TESTIMONIALS
- BUYER BEHAVIOR







AWS | FMA | sme | PMA | CI

MAY 4 – 6, 2016

CENTRO BANAMEX | MEXICO CITY

fabtechmexico.com



AUDIENCE PROFILE

MEXICO CITY ATTENDANCE
12,211

EXHIBITORS
546

SIZE
146,040 sq. ft.

TOTAL LEADS COLLECTED
39,864

AVERAGE LEADS PER EXHIBITOR
173

"In 2015, MC Machinery, a subsidiary of Mitsubishi, opened an independent office in Queretaro, MX, to handle existing growth, as well as the huge potential Mexican manufacturing has to offer. **FABTECH Mexico**, has played a key role in helping **MC Machinery** promote its business and products throughout Mexico. **FABTECH Mexico**, this past week in Mexico City, was a tremendous success. We sold multiple pieces of equipment off the show floor, with many high quality leads yet to follow up on."

–Shane Herendeen,
North American Sales Manager,
Fabrication Division

FIRST TIME ATTENDEES

65% attended **FABTECH Mexico** for the first time

TOP THREE REASONS AN ATTENDEE VISITS THE SHOW

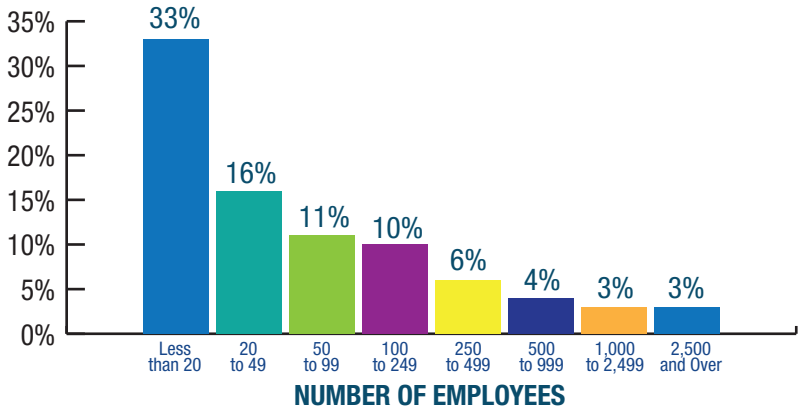
1. Looking for new suppliers
2. Looking to purchase products
3. Interested in joint ventures

JOB FUNCTION



- Owner/Corp. Executive 29%
- Mfg.– Production 16%
- Mfg.– Engineering 7%
- Product Design – R&D 10%
- Quality Assurance 3%
- Factory Automation 2%
- Welders/Safety/Inspectors 3%
- Other Operations 9%
- Distributor/Sales 7%
- Other 14%

COMPANY SIZE



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

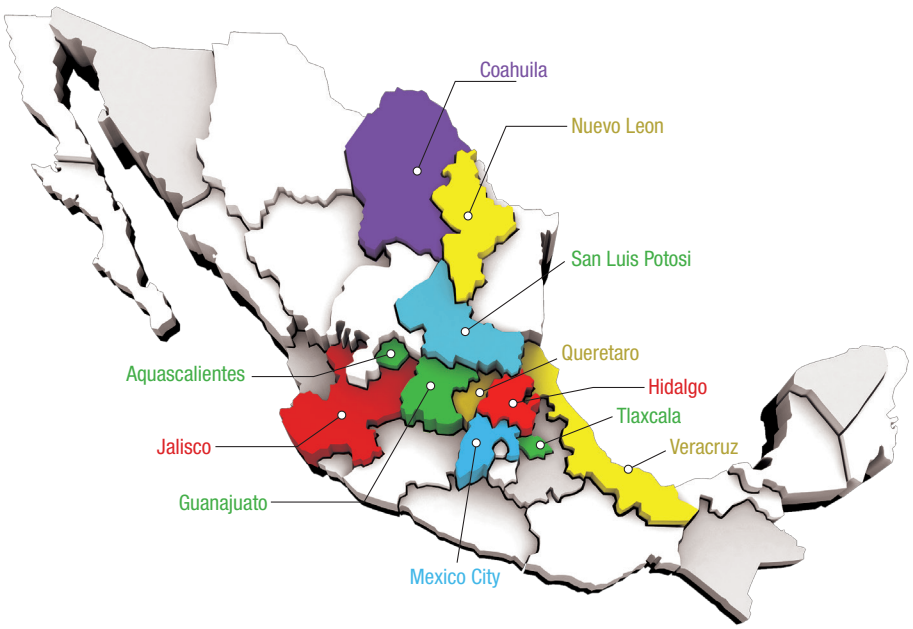
PRIMARY TYPE OF BUSINESS

- Aerospace
- Agriculture
- Appliance
- Automotive
- Construction
- Contract Mfg.
- Energy
- Infrastructure
- Heavy Equipment
- Military
- Transportation

TOP ATTENDING COMPANIES

- ACEROMEX
- AIRBUS HELICOPTERS
- ALKA USA INC.
- ALKON PRODUCTS
- ANDAMIOS ATLAS
- APPLETON ELECTRIC
- ASSA ABLOY MEXICO
- AUDI MÉXICO
- AUTOTEK MÉXICO
- B.F. STEEL DE MÉXICO
- BANCO DE MÉXICO/FÁBRICA DE BILLETES
- BENTELER AUTOMOTIVE
- BIC NO SABE FALLAR
- BOCAR GROUP
- BOMBARDIER
- CALOREX
- CARRIER MÉXICO
- CATERPILLAR
- CHRYSLER
- CLAVOS NACIONALES DE MÉXICO
- CLEVELAND DIE QUERÉTARO
- CNH DE MÉXICO
- COCA COLA FEMSA
- COMAU MÉXICO
- COMETAL
- CONTINENTAL TIRE MÉXICO
- CROWN ENVASES MÉXICO
- CUMMINS
- CUPRUM
- DAIMLER
- DINA CAMIONES
- EATON CORPORATION
- EMERSON
- FEDERAL MOGUL
- FLEX & GATE
- FORD MOTOR COMPANY
- FRITEC
- GREEENBRIER INDUSTRIES
- GENERAL MOTORS
- GESTAMP
- GRUPO JUMEX
- GRUPO VASCONIA
- GUNDERSON GIMSA
- HAMSA
- HELLA AUTOMOTIVE
- HELVEX
- HYUNDAI
- INDUSTRIA MILITAR
- INDUSTRIAS ACROS WHIRLPOOL
- INSTITUTO MEXICANO DEL PETROLEO
- JAGUAR DE MÉXICO
- JOHN DEERE
- KENWORTH MEXICANA
- KOBLENZ ELÉCTRICA
- KOSTAL MEXICANA
- MABE
- MAGNA
- MARTIN SPROCKET & GEAR
- MAXION WHEELS
- MAZDA
- METALFORTE
- PANASONIC
- PARKER HANNIFIN DE MÉXICO
- PEPSICO
- PRINSEL
- PROCTER & GAMBLE
- PWO DE MÉXICO
- RAMCO STAMPING DE MÉXICO
- RASSINI FRENOS
- ROBERT BOSCH MÉXICO
- SANDVIK DE MÉXICO
- SCHNEIDER ELECTRIC
- SIEMENS
- SUMICORP DE MÉXICO
- TALLERES NAVALES DEL GOLFO
- TEMPEL DE MÉXICO
- TERNIUM
- TF VICTOR
- THYSSENKRUPP MÉXICO
- TOSHIBA
- TRINITY INDUSTRIES DE MÉXICO
- TRUPER HERRAMIENTAS
- TUBACERO
- UNICAR MEXICANA
- VITRO
- VOLKSWAGEN DE MÉXICO
- VOLVO
- WEG MÉXICO
- YAMAHA MOTORS
- YOROZU MEXICANA

ATTENDANCE BY REGION



Mexico City.....62%

San Luis Potosi, Queretaro, Guanajuato, Aguascalientes 13%

Nuevo Leon, Coahuila 9%

Jalisco 3%

Hidalgo.....3%

Veracruz-Tlaxcala.....2%

Other/Intl. 2%

"As usual, the FMA and its show partners put on another flawless event in Mexico City. The attendance was up from prior years and the enthusiasm for new fabrication technology was incredible."

–Burke Doar,
Senior Vice President,
TRUMPF

"**FABTECH Mexico 2016** in Mexico City gave **AIDA-America** the opportunity to show our advanced Servo Press technology to the expanding and increasingly important metalforming market in Mexico. Taking machinery to a tradeshow provides a unique opportunity to showcase, in-person, our solutions to industry professionals who may otherwise only have exposure to our products through websites, brochures, etc. We look forward to exhibiting again in Monterrey in 2017"

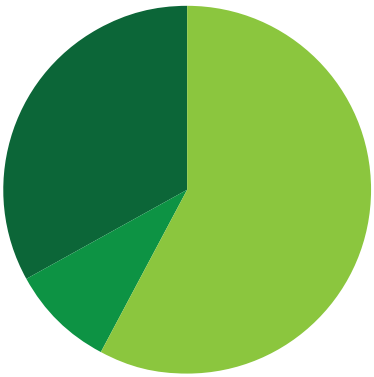
–Matt Shetler,
Marketing Manager,
AIDA-America

"Exhibiting in FABTECH Mexico has allowed Amada de Mexico to increase brand awareness, expand market share and connect our industry-leading laser and bending technologies with more customers."

–Mike Webber,
COO
Amada de Mexico



BUYING POWER



ROLE IN BUYING

88% Influence or approve purchase decisions in their companies.

- Evaluate 51%
- Specify 8%
- Approve..... 29%

TECHNOLOGIES EVALUATED

Machine Tools/CNC	32%
Automation	31%
Bending & Forming	30%
Tool & Die	28%
Welding Machines	27%
Arc Welding	24%
Abrasives	23%
Robotics	21%
Lasers	20%
Press Brakes	20%
Resistance Welding	20%
Tooling	20%
Tube & Pipe Fabricating	20%
Finishing/Paint & Powder Coating	19%
Finishing/Plating	19%
Maintenance & Repair	19%
Tube & Pipe Producing	19%
Safety & Environmental	17%
Punching	15%
Welding Consumables	14%
Inspection & Testing	13%
Plate & Structural Fabricating	13%
Software, Machine Controls	13%
Thermal Spray	12%
Contract Mfg./Job Shops	11%
Material Handling	11%
Assembly	10%
Fastening & Joining	10%
Gases & Gas Equipment	10%
Saws	10%
Stamping	10%

For questions regarding this report or to book exhibit space, please contact:

EXHIBIT SPACE SALES – U.S.

FABTECH MEXICO
(Exhibitors A-L),
Phil Arndt (FMA)
(800) 432-2832 ext. 267
phila@thefabricator.com

(Exhibitors M-Z),
Cara Collins (SME)
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ccollins@sme.org

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

METALFORM MÉXICO
Doug Trout (PMA)
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dtrout@pma.org

COATECH
Andy Goyer (CCAI)
(941) 373-1830
andy@goyermgt.com

EXHIBIT SPACE SALES – MEXICO

FABTECH, WELDMEX Y METALFORM
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FUTURE SHOW DATES

FABTECH Las Vegas
November 16 – 18, 2016

FABTECH Mexico
Monterrey, Mexico
May 2 – 4, 2017

FABTECH Chicago
November 6 – 9, 2017

FABTECH Canada
March 20 – 22, 2018