



## **FABTECH 2016 Exhibitor Remarks**

“The fabrication industry is a rugged and demanding environment. The people who visit FABTECH understand this and need solutions that address their challenges. That’s why we’re here, to help people take on difficult conditions and succeed.”

- Brad Barkhent, Strong Hold

“What we do at Form Alloy is bring different disciplines together by applying additive and cladding to welding. People at this show know manufacturing and processing metals, so FABTECH is a good place for us to be.”

- Jeff Riemann, Form Alloy

“We have gone to all of the FABTECHs. For years, we’ve been to Mexico and Canada and so on. It’s a very important networking tool for us. Every visit we build new relationships and direct business.”

- Dave Fischer, Roemheld

“FABTECH gives us the opportunity to introduce new products and reach a wide range of customers in a short period of time.”

- Sharon Clor, Alro Metals

“This FABTECH there has been a noticeable increase in high-quality projects. The leads we generate this week will help our business.”

- Dave Sweet, Mecco

“We always have the most awesome support at FABTECH. We only exhibit at this show and have been doing so for years. Every year we get new customers.”

- Ron Boggs, Haegar

“We have been coming to FABTECH since the ‘70s. Each year you see the show continue to grow and grow and that growth helps us succeed as well.”

- Greg Hoesly, Boshert Precision Machinery

“FABTECH helps us get in touch with customers outside our core market and show them what we can offer.”

- Elumatec

“Since we operate in the manual fabrication and maintenance space, it’s important that we participate at FABTECH. It allows us to meet end-users and get their feedback.”

- Peggy McGann, JET

“Being at FABTECH is like being a kid in a candy store. We have been looking forward to it for months. It helps us expand our network and meet new customers.”

- Christopher Platt, Elcometer

“Personally, this is my first time at FABTECH and I’m impressed. It creates great visibility for us which will lead to future success.”

- Steve Arshop, Kaesser Compressors

“FABTECH is about strengthening relationships. This week, we get to meet with current and new customers and showcase who we are as a company.”

- Devin Sundquist, Mate Precision Tooling

“At FABTECH, we see people looking for new equipment and technology. There’s a great interest to learn about new options and alternatives. That gives us, and everyone here, a lot of value.”

- Claudio Schutz, Richardson Electronics

“Everyone we have met at FABTECH has been open to learning and exploring. This show has a great quality of attendees that come seeking new technology.”

- Kory Kollman, Packsize

“The great thing about FABTECH is that it houses the whole manufacturing process under one roof. It’s a gathering place for new technology and gives us the chance to see different parts of the process.”

- Tower Oil and Technology Co.

“Being at FABTECH is a great place to demo our products live, in-person. It’s helped us reach new customers we otherwise wouldn’t have.”

- Josh Sooy, Ridgid

“FABTECH is an opportunity for us to meet prospective customers and strengthen current relationships while we show our leading technology.”

- Rob House, Octopus

“We get great exposure at FABTECH. A lot of people have come through and, overall, we have been impressed by the turnout.”

- Dane Anderson, Forney Industries

“Different parts of the country produces different kinds of business. Being at FABTECH, bringing everyone together, is an adventure and a great way to learn about what’s out there.”

- Jared Cornell, Buffalo Shrink Wrap

“This has been our best year ever at FABTECH. There’s been lots of foot traffic, which has helped us generate some real quality leads.

- Kate Reilly, Rex-Cut Abrasives

“FABTECH helps us get face-to-face with customers. We learn a lot from speaking with them and hopefully they learn from us, too. It’s an awesome way to connect with people.”

- Eryn Leedy, DAKE

“Networking is huge for us and FABTECH helps us do that. While we’re here, we get to promote our product lines and create awareness about what we can do.”

- Scott Ball, KAAST