

wmts

WESTERN MANUFACTURING
TECHNOLOGY SHOW

JUNE 4 – 6, 2019

Edmonton EXPO Centre | Edmonton, Alberta

WESTERN CANADA'S MANUFACTURING MARKETPLACE

Get valuable face-time while showcasing your products and solutions to more than 2,000 manufacturing professionals looking for new suppliers and business partners.



Event Producer



Strategic Event Partners



Official Media Partners



Manufacturing ENGINEERING SMART manufacturing

CANADIAN METALWORKING

wmts.ca

WHY WMTS?

For more than 30 years, top manufacturers in Western Canada have attended WMTS looking for new ideas, solutions and suppliers to help them gain a competitive edge.

They come together to source solutions and knowledge from the global leaders in **machine tools and tooling**, **metalworking**, and **advanced manufacturing**.
Our audience is hands-on and in-person.



ALBERTA

Alberta is Canada's 3rd largest manufacturing sector, and one of Canada's major metal manufacturing hubs. The rebound in Alberta's economy surpassed 2017 expectations. Exports increased by almost **30%** on rising oil production and an expanded manufacturing base.

Number of manufacturing companies	9,129
Directly employed in manufacturing	119,200
Manufacturing contribution to GDP	\$16.5 B
Exports of manufactured goods	\$27.6 B
Total manufacturing sales	\$71.3 B

Sources

1 Statistics Canada, 2017

2 Statistics Canada's Survey of Investment Intentions

SASKATCHEWAN

Manufacturing plays a key role in Saskatchewan, making up **7%** of the provincial GDP. In 2017, the sector represented **28,000** employees and manufacturing shipments totalled **\$16 billion**.

Source: Saskatchewan Ministry of Trade and Export Development, 2018



BRITISH COLUMBIA

Over the past five years, B.C. has had the fastest-growing manufacturing sector in Canada, in terms of GDP.

Number of manufacturing companies	7,200
Directly employed in manufacturing	175,000
Manufacturing contribution to GDP	\$16 B
Exports of manufactured goods	\$26.4 B
Total manufacturing sales	\$50.2 B
3rd largest aerospace sector in Canada	

Source: B.C. Ministry of Jobs, Trade and Technology, 2018

TOP **5** REASONS TO EXHIBIT

1 MAJOR MANUFACTURING HUB

Alberta is the 3rd largest manufacturing market in Canada, hosting 9,000+ manufacturing companies and employing almost 120,000 manufacturing professionals.

2 SHOWCASE YOUR PRODUCTS – BUILD YOUR SALES PIPELINE

Demonstrate your products face-to-face with decision-makers who are ready to evaluate and purchase capital equipment – show them the benefits/features in action.

3 PURCHASING POWER

76% of WMTS attendees influence equipment purchase decisions in their companies.

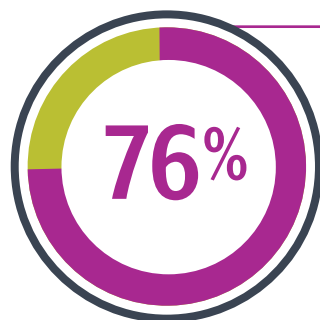
4 MARKETING EXPOSURE

The total marketing exposure for WMTS is well over 500K impressions throughout the campaign not including your time at the show.

5 EASY ACCESS TO HARD-TO-REACH MANUFACTURERS

Not only will you see the top players, small and mid-size manufacturers come to WMTS looking for solutions to stay competitive and grow their businesses.

SERIOUS BUYERS FOUND HERE



of ATTENDEES

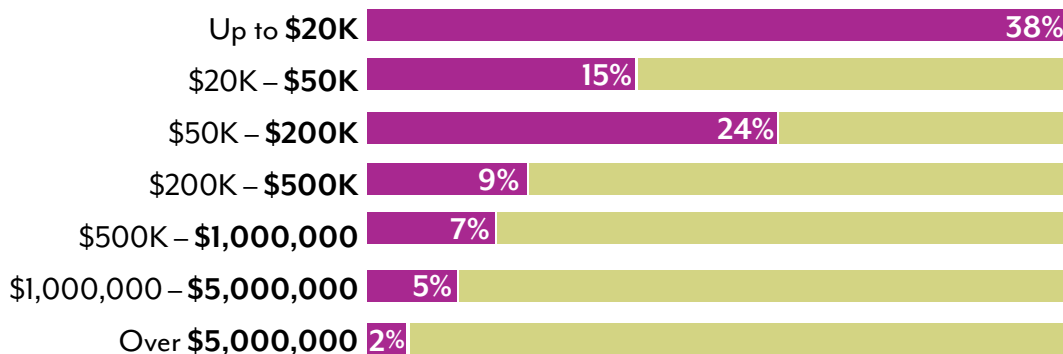
influence equipment purchase decisions in their companies.



of ATTENDEES

have equipment budgets that exceed \$20,000.

COMPANY BUDGET



REACH YOUR TARGET MARKET



of ATTENDEES

are **owners, corporate executives** and **company management**; the balance of the audience are primarily manufacturing production and engineering teams.

JOB FUNCTION

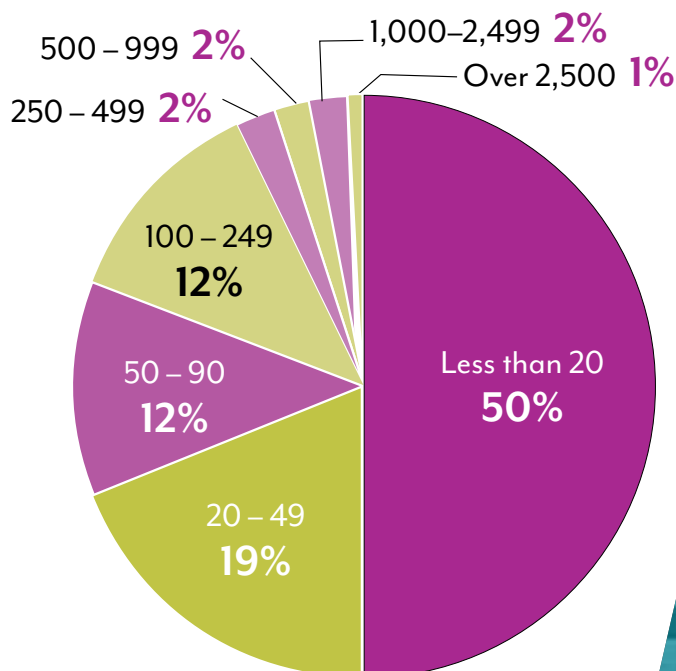
Owner/Company Management/Corporate Executive, Purchasing	31%
Manufacturing Production, Quality Assurance & Control	23%
Sales & Marketing	14%
Other Manufacturing Roles	11%
Design Engineer, Product Design, R&D	10%
Manufacturing Engineering, Control Engineering/Automation	8%
Educator/Instructor	3%

ACCESS WESTERN CANADA'S ENTIRE MANUFACTURING SUPPLY CHAIN

WMTS attracts small job shops, mid-size companies and large manufacturers.

Connect with **hard-to-reach** manufacturers and learn how you can help them achieve their goals – the key to long-term business relationships.

NUMBER OF EMPLOYEES



EXHIBITORS AT WMTS

WMTS ATTENDEES EVALUATE AND BUY THESE CORE TECHNOLOGIES

- ◆ MACHINE TOOLS
- ◆ TOOLING AND WORKHOLDING
- ◆ METALWORKING AND WELDING
- ◆ ADVANCED MANUFACTURING INCLUDING ADDITIVE MANUFACTURING & INDUSTRY 4.0
- ◆ AUTOMATION AND ROBOTICS
- ◆ DESIGN ENGINEERING

MEET QUALIFIED PROSPECTS

From these industries/sectors and many more:

- ◆ AGRICULTURE/AGRICULTURE EQUIPMENT
- ◆ AIRCRAFT/AEROSPACE
- ◆ AUTOMOTIVE
- ◆ CONSULTING/ENGINEERING
- ◆ ELECTRONICS/COMPUTERS
- ◆ FABRICATED METAL/STAMPINGS
- ◆ GOVERNMENT/MILITARY
- ◆ HARDWARE
- ◆ INDUSTRIAL & COMMERCIAL MACHINERY
- ◆ JOB SHOP/CONTRACT MANUFACTURING
- ◆ MATERIALS
- ◆ MINING
- ◆ OIL & GAS
- ◆ OTHER TRANSPORTATION
- ◆ PETROLEUM
- ◆ PLASTIC PRODUCTS
- ◆ RESEARCH & DEVELOPMENT
- ◆ UTILITIES



For more details



INCLUDED WITH YOUR INVESTMENT: MARKETING TO HELP YOU SUCCEED

Take advantage of valuable on-site services and pre-show promotion opportunities, designed to save you money and maximize your WMTS returns.

Complimentary tools and resources that are available to all exhibitors:

- ◆ CUSTOM, TRACEABLE GUEST PASSES
- ◆ EXHIBITOR EMAIL INVITATIONS AND PROMOTIONAL WEB PAGE
- ◆ ONLINE PROFILE
- ◆ ONLINE MARKETING KIT AND EXHIBITOR MANUAL
- ◆ NEW PRODUCT ANNOUNCEMENTS
- ◆ BANNER ADS
- ◆ SOCIAL MEDIA

SPONSORSHIP OPPORTUNITIES

Increase your pre-event and onsite visibility, credibility, and brand awareness among key prospects and attendees with a customized event sponsorship opportunity. Tell us your needs and your vision and we can make it happen.

visit wmts.ca



Northern Lights Chapter 370

ABOUT SME

SME has supported the manufacturing industry for more than 85 years. Working closely with manufacturing professionals, companies, educators, schools and communities, SME shares knowledge and resources that generate solutions to manufacturing industry challenges.

OUR VISION

An inspired, educated and prosperous manufacturing community

OUR MISSION

Promote manufacturing technology and develop a skilled workforce

OUR PURPOSE

Advance manufacturing and attract future generations

sme.org

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produced by
sme

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Edmonton, Alberta

**SHOWCASE YOUR SOLUTIONS AT
WESTERN CANADA'S MEETING PLACE
FOR MANUFACTURING TECHNOLOGIES,
TRENDS AND INDUSTRY CONNECTIONS.**

RESERVE YOUR PLACE NOW

EXHIBIT | SPONSOR | PRESENT

To participate in WMTS 2019, please contact:

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