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Industrial Automation & MDA NORTH AMERICA 2014
Key Facts & Figures

The co-located events of Industrial Automation North America, the inaugural MDA North America, and IMTS, the 30st edition of the premier manufacturing technology show in North America, took place in Chicago, Illinois, USA, from September 8-13, 2014.

Industrial Automation and MDA North America gathered:

- 194 exhibitors (IMTS total: 2,035)
- 4,650 sqm (IMTS total: 120,000 sqm)
- 12,000 visitors (IMTS total: 114,147)
- 112 countries represented at the events
CO-LOCATED EVENTS

The best in industrial automation solutions were featured at Industrial Automation North America, a show that made its North American debut in 2012 co-located with IMTS. Featuring factory, process, and building automation, this event distinguished itself as the place to see the automation industry’s most innovative solutions and technologies.

Motion, Drive & Automation North America offered the latest technologies and solutions in power transmission, motion control and fluid technology. This inaugural event brought industry experts and the latest innovations from all over the world to the North American market and solidified the Chicago events as the most comprehensive manufacturing show in this hemisphere.

Manufacturing industry professionals from all over the world attended IMTS to see more than 15,000 new machine tools, controls, computers, software, components, systems and processes that can improve their efficiency. They gained valuable ideas and insights from over 2,000 exhibitors from the metalworking industry.
The Global Automation & Manufacturing Summit 2014

Organized by CFE Media, Plant Engineering and Control Engineering, the Global Automation & Manufacturing Summit presented plant improvement strategies and allowed visitors to learn from industry experts.

Program:

Manufacturing Monitor Report
McGladrey
Karen Kurek, Partner

How to Get the Most Out of Your System Integrator
DMC
Tim Jager, Project Director

The Role of Industrial Networks in Energy Usage
Molex
Eric Scott, Advanced Technology Specialist

The Building Blocks of Manufacturing Excellence
Sur-Seal Corporation
Mick Wilz, Director of Enterprise Excellence

Mobility and Productivity
DMC
Matt Puskala, Project Director

Advanced Manufacturing in Chicago
Digital Manufacturing and Design Innovation Institute (DMDII)
Dr. Bill King, Chief Technology Officer
MDA Conference 2014

Organized by GIE Media and the Aerospace Manufacturing and Design, the MDA Conference dealt with issues that are vital to US manufacturers.

Program:

**Trends in Industrial Communications for the Factory of the Future**
Sercos International e.V., Sussen, Germany
Peter Lutz, Managing Director

**Practical Application of 3D Machine Vision in Robotic Guidance, Motion and Inspection**
Fanuc America Corp.
David L. Dechow, Staff Engineer

**Best Practices for Specifying Linear Actuators**
Rollon Corp.
Bob Ward, Product Manager

**Integrated Robotic Control into Machine Controllers**
Beckhoff Automation LLC
Matt Lecheler, Motion Specialist

**“Function Integration” – How It Saves Time While Increasing Productivity**
Festo Corp.
Sean O’Grady, Product Manager

**Inertially Optimized Motion Control System Drives New 3D Printer**
Bell-Everman
Mike Everman, Founder and CEO
Special Display Areas

**The IFPE Fluid Power Zone**

Hosted by the National Fluid Power Association (NFPA), this area showcased the latest hydraulics and pneumatics products, technology and services.

**German Pavilion**

Supported by the German Federal Ministry for Economic Affairs and Energy (BMWi), the Association of the German Trade Fair Industry (AUMA), and the German Engineering Federation (VDMA), nineteen German companies presented their innovative products and services at the 2014 events.

**Italian Pavilion**

Fourteen Italian companies demonstrated their latest products and solutions, and why Italian engineering is world-renowned for reliability, aesthetics, and cutting-edge technologies. Supported by the Italian Association of Manufacturing and Trading Companies in Fluid Power Equipment and Components ASSOFLUID.

**Taiwan Pavilion**

The Taiwan Pavilion brought together nine companies – demonstrating the latest and best solutions coming from the important Asian region.
VIP Program

This special program brought buyers, key companies and international visitor delegations to our exhibitors.

Exhibiting companies were asked to provide the company names and titles of their top prospects. If no contact information was provided, we researched the companies and identified the target contacts. We then sent out invitations and special offer to the VIPs including free registration, free conference passes, guided tour of the Industrial Automation and MDA North America exhibits, and access to the VIP Lounge, which includes light refreshments, beverages, lunch, and a quiet place to meet, work and rest.

Participating companies were included to the VIP tour and they were able to set up meetings with their target customers.
IMTS Attendance Growth

1. 13.9% growth compared to previous event in 2012

2. The 30th edition of IMTS was the fourth largest IMTS in history and the largest six-day show ever with registration of 114,147 attendees from 112 countries.
Industrial Automation & MDA NORTH AMERICA 2014 Visitors

User Industries represented at the 2014 events:

- Aviation & Aerospace
- Building Industry
- Construction
- Consumer Goods
- Electrical Engineering
- Energy
- Food, Beverage, Tobacco
- Government, Public Authorities, Institutions
- Investors, Financing, Funding
- Logistics Equipment
- Machine Tool Manufacturing
- Machinery And Plant Construction
- Medical Technology
- Metal Industry
- Plastic & Rubber
- Research Institutes/Industry Research
- Service Industries
- Skilled Trades
- System Integrators
- Technical Planning/Architecture Offices
- Telecommunications
- Trade
Industrial Automation & MDA NORTH AMERICA 2014 Visitors

- 12,000 attendees visited Industrial Automation and MDA North America in the East Hall.
- 86% of the attendees at Industrial Automation and MDA North America exhibitors are from the US.
- 14% (1,680) of attendees who stopped by our exhibitors are from outside the US.
- Of the international attendees, 44% are from Canada & Mexico.
The 2014 audience represents manufacturing companies from SME’s to large enterprises.

Almost every aspect of manufacturing attend the events from corporate management, purchasing to manufacturing/production management and engineers.

*Includes IMTS 2014 attendees
Industrial Automation & MDA NORTH AMERICA 2014 Visitors*

✓ A high proportion of visitors are involved in purchasing decisions
✓ 35,385 (31%) visitors are decision-makers

*Includes IMTS 2014 attendees
Industrial Automation & MDA NORTH AMERICA 2014 Visitors*

- 71% came to see new products
- 86% found solutions to specific manufacturing problems they came to solve
- 64% reported making new business contacts during their show visit
- 93% found new products and ideas to use

*Includes IMTS 2014 attendees
Industrial Automation & MDA NORTH AMERICA 2014 Visitors*

- An estimated $2.7 billion in future sales results from the show
- 85% plan on making a purchase before IMTS 2016, half of the visitors in the six months to follow IMTS

*Includes IMTS 2014 attendees
Industrial Automation & MDA NORTH AMERICA 2014 Visitors

Reasons for Attending (multiple answers possible):

- Explore/research new & emerging technology - 100%
- Business opportunities/contracts – 43%
- Learning Opportunity – 29%
- Searching for new machinery to increase productivity/efficiency – 14%

RESPONSES
Industrial Automation NORTH AMERICA 2014 Exhibitors

AMTUSA Inc.
Appliance Design
AS Aston Seals Spa
Association of Hessian Chambers of Commerce and Industry
Auspicious Electrical Engineering Co., Ltd.
Automation World
Automation.com
Aventics
Banner Engineering Corporation
Bartec US-Varnost
Berarma Srl
Bihl+Wiedemann
Bihler of America, Inc.
BLOCK Transformatoren-Elektronik GmbH
Bosch Rexroth
Cannon-Automata
Code Corporation
Comex Srl
Compressed Air Best Practices
Concept Systems Inc.
Continental Hydraulics, Inc.
Control Engineering
CPM Spa
DataRealm Solutions
DEHN, Inc.
Deutschmann Automation GmbH & Co. KG
Elettrotec Srl
Enederord GmbH
ERMAFA Sondermaschinen - und Anlagenbau GmbH
Feller Engineering GmbH
Festo Corporation
Finmotor
Foerster Instruments Inc.
Folding Guard / L & P Guarding, LLC
FORCAM, Inc.
Force Robots LLC
Germany Trade & Invest
GPI Prototype & Manufacturing Services Inc.
Grid Connect Inc.
Halstrup-Walcher/IMS
HARTING Inc. of North America
HEMA Maschinen- und Apparateschutz GmbH
HEMA North America
Hessen Trade & Invest GmbH
HMS Industrial Networks, Inc.
I.L.M.E. S.p.A.
iBASE Technology (USA), Inc.
ICB Greenline, L.L.C.
icotek GmbH
Industrial Andons, LLC
Industrial Automation and MDA North America Media
Industrial Indexing Systems, Inc.
infoBoard USA LLC
Innovalia Metrology
Integ Process Group, Inc.
Italnord Flex Srl
ixmation NORTH AMERICA
JetEazy System Co., Ltd.
JMP Engineering Inc.
Kaefer Messuhrenfabrik GmbH & Co. KG
KORDT GmbH & Co. KG
Lang Technovin Inc.
Lapp USA
LQ Mechatronik-Systeme GmbH
Mec Vel Srl
Mencom Corporation
Meter Spa
MGM Motori Elettrici Spa
Ministry of Economics, State of Hessen
Molex
MPDV USA, Inc.
Nachy Robotic Systems Inc.
Nanotec Electronic US Inc.
NEXCOM
Nike Machinery, Co. Ltd.
Omlat S.r.l.
Paramount Industries
Patlite (USA) Corporation
Phoenix Contact USA Headquarters
Plant Engineering
Predator Software Inc.
profichip GmbH
Radwell International, Inc.
Rasco Industries, Inc.
Red Lion Controls
Rethink Robotics Inc.
Rice Lake Weighing Systems
Rittal Corporation
Schneider Electric
SEGIBIZ Co., LTD.
Sercos International e.V.
SGE Terminals & Wiring Accessories Inc.
Sheng Kwei Enterprise Co., Ltd
Sin Yu Technology, Inc.
Site Location Partnership (SLP)
Small & Medium Business
Sprinter Marking
Strongarm Designs Inc.
Suenn Liang Electric Co., Ltd.
System Insights
System Logistics Corp.
Tosei America, Inc.
TR Electronic - North America
Universal Robots USA, Inc.
VFV Vereinigte Fachverlage GmbH
Volume Graphics, Inc.
Weidmuller
Wes-Tech Automation Solutions
Robocorp Conveyors
ABTech Inc.
ARGO - HYTOS Inc.
B&R Industrial Automation
Beckhoff Automation
Bimba Manufacturing Company
Chieftek Precision Co., Ltd. USA
Delta Products Corporation
Delta Products Corporation
Diamont
DMM Technology Corp.
Elmo Motion Control, Inc.
Enerdorc, Inc.
EZO SPB-USA, LLC
Festo Corporation
G H Binroth Co.
Gain Den Precision Co., Ltd.
Helukabel USA, Inc.
Hynmark
IC Flow Controls, Inc.
Meridian Laboratory
Ming Cheng Precision Co., Ltd.
Nidec-Shimpo America Corp.
Panasonic
PanelShop.com
Pelican Industrial Inc.
RedViking
Repair Zone
Rockwell Automation
ROLLON Corporation
SCHMIDT Technology
Sesame Motor Corp.
SHAYANG YE INDUSTRIAL CO., LTD.
Sommer Automatic, Inc.
Superior Controls
Tox Pressotechnik L.L.C.
VIC - Vecoplan Integrated Controls
WITTENSTEIN
MDA NORTH AMERICA 2014 Exhibitors

Aerospace Manufacturing and Design
Aidro Srl
Assofluid - Italian Fluid Power Association
Belt Technologies Inc.
BOLENZ & SCHAEFER GmbH
C & M Technologies Group
Calmotion LLC
Cast Steel Solutions USA LLC
Cheng Dai Co. Ltd.
Continental Hydraulics Inc.
DESCH Canada Ltd.
EMI Solutions Pvt Ltd.
FMC HYDRAULIC
G. W. Schultz Tool, Inc.
Geami
Gear Technology
GMT Global Inc. Changhua Branch
GRW High Precision Bearings LP
GTEN Ball Screw Technology Co., Ltd.
Harbin Bearing Manufacturing Co., Ltd.
HAWE Hydraulics
HPB Motion Control Co., Ltd.
IFPE Fluid Power Zone
ISUTAMI USA Inc.
Italian Trade Agency
Jiang Su Krius Machine Tool Accessories Co., Ltd.
Jinn Woei-Tsay Co., Ltd.
Kashima Bearings Corporation
Kuebler Inc.
Leadshine America, Inc.
LinMot USA, Inc.
Lynch Fluid Controls Inc.
Mach Motion
MFP Seals (A Division of Martin Fluid Power)
Modular Assembly Technology Co., Ltd.
NEUGART USA
Nippon Pulse America
Omative North America
Omlat USA, LLC
Omnitrack Ltd.
Power Transmission
QingDao QianShao Precision Instrument Co., Ltd.
Rodriguez GmbH
Sekwang Hi-Tech
SolidCAM, Inc.
Spectronics Corporation
Super Unique Enterprise Co., Ltd.
TBK INDUSTRIES INC.
Thermal Transfer Products
THK America Inc.
TiMOTION
Tobul Accumulator, Inc.
Today's Energy Solutions
Today's Medical Developments
Today's Motor Vehicles
Turkish Machinery Group
Wandfluh of America, Inc.
Wepon Bearing, Inc.
Yarbrough Precision Screws
ZF Friedrichshafen AG
Industrial Automation & MDA NORTH AMERICA 2014 Exhibitors

Did you reach at least one of your target audience groups at the events?

- 80% of exhibitors reached at least one of their target audience
- 32,500 sq ft (3,019 sqm) of exhibit space is already booked for 2016
TESTIMONIALS

Gregory R. Pelster, Exhibit Manager, THK America

“The registration numbers for Industrial Automation North America and Motion, Drive & Automation North America were impressive. This was clearly an outstanding place for THK America to reach North American industry leaders and to strengthen our relationship with current and potential customers.”

Rena Sath, Marketing Specialist, DESCH

“Exhibiting at Motion, Drive & Automation North America gave us the ability to meet with end-users, engineers and the press to demonstrate our gear couplings. Since this was our first time at the show, we utilized the exhibitor marketing kit provided by the organizer to invite potential clients to the booth and were pleased that Hannover Fairs USA answered all of our questions about exhibiting at the show in a timely fashion.”

Kerry Ferrazza, Marketing Specialist, Nachi Robotic Systems

“Fantastic show with flawless execution and support from the show organizers. We appreciate the opportunity to be part of the show and showcase our products to an impressive audience.”
SPONSORS
MEDIA & ASSOCIATION PARTNERS

Media Partners:

Association Partners:

Official Freight Forwarder Marketing/Advertising Partner:
PHOTO GALLERY
Reasons to exhibit

In 2016, Chicago will host the largest and the most comprehensive manufacturing technology event in the Western Hemisphere!

Here are other reasons why 2016 is must-participate event:

- The North American Free Trade Area (NAFTA) has a market value of $19 trillion and 470 million consumers in 2014.
- The US continues to be the largest consumer market in the world, with an estimated value of $419.4 billion in 2014.
- The resurgence of domestic manufacturing continues to fuel the economic growth of the US.
- Competitive labor and energy costs, and the desire to be closer to their customers, many US companies are reshoring the production in the US.
- US manufacturers continue to invest in automation and other efficient technology/solutions in order to gain/maintain competitive advantage over foreign production.
- According to the Association of Manufacturing Technology (AMT), the US manufacturing technology orders totaled $5,079.05 million in 2014, which was up 3.1% from 2013.
2016 Preview: Three new co-located Events

More HANNOVER MESSE segments are coming to Chicago in 2016. In addition to Industrial Automation and MDA North America co-locating with IMTS once again, ComVac, Industrial Supply and Surface Technology North America will be added to the trade event line up.

ComVac will showcase compressed air and vacuum technology and cross-over technologies that are energy-efficient and sustainable, with a key role to play in the future of industrial production processes.

Industrial Supply North American covers supply solution across the entire industrial value chain. Meet potential North American buyers from every area of industrial application.

Surface Technology North America will feature products and solutions in industrial surface treatment and finishing – from cleaning and pre-treatment to coatings, paint finishes and electroplating.
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SEE YOU IN CHICAGO IN 2016!