WHERE THE WORLD’S PIPELINE INDUSTRY MEETS

POST SHOW REPORT 2018

SEPTEMBER 25 - 27, 2018
Telus Convention Centre | Calgary, Canada
8,390
Registered attendance

251
Exhibiting Companies

**EVENT HIGHLIGHTS**

- Most highly attended International Pipeline Expo to date
- Visitors from over 55 countries
- Daily networking receptions

**Top 15 Countries Represented**
- Canada
- UNITED STATES
- Algeria
- Nigeria
- India
- China
- Pakistan
- United Kingdom
- Mexico
- Germany
- Iran
- Egypt
- Uganda
- Norway
- Saudi Arabia

**81%** of International Pipeline Expo attendees had a role in buying

- Influencer/Recommending 43%
- Sole/Joint Responsibility 38%

**93%** of attendees expressed their interest in attending **IPE 2020**

**81% of International Pipeline Expo attendees had a role in buying**

**13%** have purchasing influence over $11M

- Less than $500k 47%
- $500,000 - $1M 23%
- $1M - $10M 18%
- $10M - $50M 5%
- $50M+ 6%

**Top 3 reasons attendees visited International Pipeline Expo**

- Networking 45%
- Keep current with technology/products (17% increase from 2016) 30%
- Education 15%

**Historical Attendance Totals**

<table>
<thead>
<tr>
<th>Year</th>
<th>Registered Attendance</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008</td>
<td>3,729</td>
</tr>
<tr>
<td>2010</td>
<td>5,065</td>
</tr>
<tr>
<td>2012</td>
<td>5,076</td>
</tr>
<tr>
<td>2014</td>
<td>6,160</td>
</tr>
<tr>
<td>2016</td>
<td>7,140</td>
</tr>
</tbody>
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**Sector Focus**

- Oil pipelines 44%
- Pipelines 30%
- Gas Processing and refining 13%
- Local Distribution 12%

**Job Functions**

- Technical/Engineer/Geo 28%
- Manager 27%
- Director/VP 11%
- President/CEO 9%
- Senior Manager 9%
- Early Career Professional 5%
- C-level 4%
- Purchaser/Procurement 3%
- Trades/Equipment/Skilled Labour 2%
- Chairman/Board Member 2%
Top 10 Job Focus Areas

- Consultancy .................................................. 15%
- Pipeline Services .......................................... 8%
- Service .......................................................... 8%
- Construction ................................................... 8%
- Agent/Distributor/Supplier ................................. 7%
- Manufacturer ................................................. 7%
- Pipeline Operator ............................................. 6%
- EPC/FEED ......................................................... 6%
- Exploration & Production ................................. 5%
- Owner/Operator ................................................. 4%
- Instrumentation/Automation ............................. 4%


Top 20 Technologies/Services Evaluated

- Pipeline services ........................................... 23%
- Pipeline construction ..................................... 9%
- Integrity Services ............................................ 5%
- Pigging equipment .......................................... 5%
- Facility construction ...................................... 4%
- Inspection and testing .................................... 4%
- Management and operation ............................ 4%
- Leak Detection ............................................... 3%
- Inspection services ........................................ 3%
- Tanks and storage .......................................... 3%
- Coating and corrosion materials ...................... 3%
- Fabrication ..................................................... 2%
- Valves and fittings ......................................... 2%
- Regulatory and industry ................................. 2%
- Pressure vessels and technology ..................... 2%
- Transmission and distribution ......................... 2%
- Measurement equipment and technology .......... 2%
- Horizontal Directional drilling contractor .......... 2%
- Material and supplies ..................................... 2%
- SCADA and automation .................................. 2%

Top Attending Companies

- TransCanada
- ROSEN
- ATCO
- Enbridge
- TransCanada Pipelines
- DNV GL
- Wood
- Husky Energy
- BHGE
- Stantec
- Onstream Pipeline Inspection Services Inc.
- Schlumberger
- Plains Midstream Canada
- T.D. Williamson
- Stantec Consulting
- Grey Owl Engineering
- University of Calgary
- SUNCOR ENERGY
- In-Line Pigging Solutions
- Dynamic Risk
- SAIT
- Baker Hughes, a GE company
- Shawcor
- Maxx North America Services Ltd.
- PureHM - The Pipeline Professionals
- Suncor
- PureChem Services
- C-FER Technologies (1999) Inc
- Consultant
- SITE Resource Group Inc.
- Gentherm Global Power Technologies
- Applus+
- Inter Pipeline
- Golder
- Pembina Pipeline Corporation
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Join us at the next

INTERNATIONAL PIPELINE expo

September 29 - October 1, 2020
Calgary TELUS Convention Centre, Calgary, AB

To inquire about participating, contact:
Stephen Furze
Commercial Sales Manager
dmg events
Ph: 403 444-6529
stephenfurze@dmgevents.com

internationalpipelineexposition.com