Wild January Weather Didn't Hamper Good Start to 2014 Exhibition Calendar

BY DARLENE GUDEA, president: CAROL ANDREWS, editor-at-large; and HIL ANDERSON, senior editor

Oceanside, CA – The New Year roared in like a polar bear with a slew of epic blizzards, but the performance of trade shows in general during the critical first month of 2014 warmed the hearts of many a show organizer.

A large number of intrepid exhibitors and attendees left their ice scrapers at home and still made their way to the many major exhibitions held in January in cities such as Las Vegas, Orlando and Atlanta where cold weather is usually out of sight and out of mind.

"Usually" is the operative word because Old Man Winter threw some show organizers a curve ball in the form of deep-diving Arctic cold and heavy snow and ice. More than 200 million people were affected, from the Rocky Mountains to the Atlantic Ocean and from the Northeast down to Florida, the "Sunshine State." On January 7, numerous cities in the Midwest had the dubious distinction of being colder than the North Pole which was a balmy -20° F.

The polar vortex resulted in numerous flight delays and cancellations, which had a ripple effect throughout the nationwide air traffic system. During the first three weeks of January, an estimated 33,000 flights were canceled, according to mas-Flight, a data company specializing in airline operations. That's more cancellations than in January 2013 and January 2012 combined, the company said.

Come Rain, Come Snow, Come Sleet, Trade Shows Always Deliver

Even with the rough sledding, January produced some of the most robust percentage gains seen in recent months, according to the *Trade Show Executive (TSE) Monthly Dashboard of Trade Show Metrics.* The 22 shows surveyed yielded a 3.0% increase in exhibit space, a 2.8% increase in the number of exhibitors and a 1.1% boost in attendance despite the travel challenges. Anecdotal evidence from show organizers suggested attendance woulda, coulda, shoulda grown another

full percentage point had it not been for the canceled flights and tough driving conditions for local attendees.

Atlanta was virtually paralyzed for a couple of days, but the show went on at the Georgia World Congress Center for the trio of associations that staged the *International Production & Processing Expo (IPPE)*. The *IPPE* took a modest hit with a loss of some drive-in attendees; however, there were still nearly 25,000 visitors and an exhibit floor of 396,135 net square feet (nsf).

"Despite the weather, we were pleased with the number of attendees on the show floor and we received several comments about the high quality of the attendees present," said Charlie Olentine, show manager. "In general, both attendees and exhibitors understood the challenges presented by the weather."

By the Numbers

The 22 shows analyzed in this report spanned 8,857,293 nsf of exhibit space in January. There were also 21,378 exhibitors and 807,943 attendees. That translated to an average of 402,604 nsf of exhibit space per show along with 1,018 exhibitors and 36,725 attendees.

The adjusted totals excluded exhibitors for one show in January: the *Winter Fancy Food Show*, which was considered an outlier in that category due to a jump of more than 25% in exhibitors.

Six shows reported increases in all three metrics, and three others experienced declines in all three.

Sixteen of the 22 shows were 100,000 nsf or larger and were ranked on the most recent *TSE Gold 100* list of the largest U.S. trade shows. There were also three shows that were on the *TSE Fastest 50* roster of shows. Two of the *Fastest 50* shows — the *International CES* and *Surf Expo* — were proud members of both lists.

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Endless Summer. Attendees sample the latest Hawaiian-style apparel at *Surf Expo* in Orlando, where the weather forecast was "no worries." The show drew nearly 26,000 attendees.

Trade Show Executive Dashboard Snapshot - MONTHLY OVERVIEWS

January Jump. A bevy of big shows helped January 2014 exhibit space improve 3.0% over the first month of 2013. The number of exhibitors was up nearly as much, and attendance grew slightly despite weather-related travel challenges.

NET SQUARE FEET OF PAID EXHIBIT SPACE



EXHIBITING ORGANIZATIONS



TOTAL ATTENDANCE



Methodology

Survey questionnaires were

sent to January shows listed in TSE's ZOOM Trade Show Locator and Gold 100 directory. All responses were crosschecked by TSE editors for discrepancies.

The *Trade Show Executive Dashboard* was created to give show organizers and

CEOs a fast read on trade show performance at a time when up-to-date, quality information is paramount to making decisions in today's business world. We recognize that simple statistics don't tell the full story about a show, and year-over-year growth is not the key factor in a show's value to the industry it serves. The TSE Dashboard still provides

the traditional metrics of show growth but also lists other significant characteristics and accomplishments such as quality of attendees, international attendance, sales transactions and conference and sponsorship growth.

We are grateful to the organizers who shared both quantitative and qualitative data.

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CES Breaks the 2 Mil NSF Barrier

The *International CES* redefined the meaning of biggest annual trade show this year. The big and mighty show shattered its own record, set last year, by blazing past the 2,000,000 nsf mark, a growth of 7.1%. The landmark show, which was ranked No. 1 on the most recent *Gold 100*, also grew its exhibitor base by 6.4% to 3,502. A rare drop in the attendance column revealed an estimated (1.8)% dip from 152,759 in 2013 to an estimated 150,000 this year. That number was still awaiting the results of the show's official audit and stood in sharp contrast to a pop in the exhibitor-related metrics.

CES arguably generates more media coverage and social media buzz than any U.S. trade show, which makes it visible to far more people than were actually hiking the show floor. "CES was amazing, magical and inspiring," said Gary Shapiro, the CEO of the CEA.

This year's show floor was again highlighted by CEA's 25 market-specific



Sure Thing in Vegas. *International CES* once again did not disappoint. The largest show of the year was up an incredible 7.1% in exhibit space and 6.4% in exhibitor count over 2013.

TechZones plus other booths in 15 different product categories. Show staff also welcomed a bevy of VIPs, including Secretary of Commerce Penny Pritzker and members of Congress.

Other Growth Leaders

- The Florida RV SuperShow drew a record crowd of 5,835, a 3.5% increase over last year, despite a rainy opening day that discouraged outdoor browsing among the new models of recreational vehicles. Exhibits covered an area of 954,473 nsf, which was 10% above 2013. The increase came in spite of (3.0)% fewer exhibitors.
- ITEXPO reported double-digit growth in exhibit space and exhibitors and a 5.4% increase in attendance. Technology Marketing Corporation put together four days of sessions on high-profile tech topics that have picked up sales momentum, such as cloud computing, Web-based communications and machine-to-machine, which has earned the acronym m-to-m. The show at the Miami Beach Convention Center covered 72,000 nsf, a 24.1% increase over last year. A Las Vegas version of ITEXPO takes place in August.

The Great Outdoors

Outdoor sports were probably not on the minds of many snowbound Americans in January, but the trade show calendar had plenty of thriving shows catering to fresh-air recreation.

The SIA Snow Show was in its element in Denver with 329,300 nsf of the latest in skiing and snowboarding gear. The show floor was actually (3.2)% smaller than last year, but the SnowSports Industry Association (SIA) said moving the exhibits into the main hall at the Colorado Convention Center this year required a 200 square foot limit on booths.

The *Gold 100* show picked up some extra energy from the Winter Olympics. The show opened less than a week before the games and featured an official industry pep rally and sendoff for the U.S. team.

"This was an exciting moment for everyone in snow sports," said SIA President David Ingemie. "Walking the show this year, you couldn't help but appreciate the huge amount of time and talent required to forge innovation on this scale." The sporting goods sector was also represented by the *SHOT Show* in Las Vegas; the *PGA Merchandise Show* and *Surf Expo* in Orlando; and Outdoor Retailer in Salt Lake City.

The SHOT Show reported record attendance for the second consecutive year. The crowd spiked 7.9% to 67,318, with more than 100 overseas nations represented. Exhibitor count was also up 7.9% and exhibit space increased 1.2% to 636,500 nsf. "I think that really speaks to the quality of the event and the enthusiasm and passion of our industry," said Chris Dolnack, senior vice president and chief marketing officer of the National Shooting Sports Foundation.

Top Cities

The SHOT Show, CES and three other Gold 100 shows propelled Las Vegas to the top spot among host cities with a combined 3,935,440 nsf of exhibit space.

Tampa took the second spot thanks to the *Florida RV Super Show* and its 954,473 nsf. Atlanta was third with 736,765 nsf from *IPPE* and *Atlanta International Gift & Home Furnishings Market*.

Coming Up in Next Month's Dashboard

The rough Winter conditions did not let up in February. Travel and logistical challenges continued for the exhibition industry, but the freight and the attendees still seemed to get to convention halls nationwide.

The February show calendar was headed up by *MAGIC Market Week*, Advanstar Communications' massive fashion exhibition.

Tarsus staged its *OFFPRICE Show* for the non-branded clothing industry niche in Las Vegas at the same time as *MAGIC*.

Global Pet Expo, which made the latest Fastest 50, had a tough act to follow. Last year's show in Orlando grew 8% to a record 268,200 nsf.

Will these and other shows carry the momentum of January show performance? Stay tuned to *Trade Show Executive's News Ticker* and *E-Clips Breaking News* for news as it happens, and the complete report on February shows in the next *TSE Dashboard* in April.

Trade Show Executive

Dashboard Snapshot - CONSOLIDATED OVERVIEWS

CONSOLIDATED QUARTERLY OVERVIEW



Call it the Flat Fourth. The *Dashboard* metrics for the fourth and final quarter of 2013 were not much different than the performance for the month of December — modest gains across the board led by an increase in the number of exhibitors manning booths in the precious final weeks before the holidays. Exhibitor count was the brightest growth spot in the final quarter of 2013, up 2.1% compared to Q4 of 2012. Exhibit space increased 1.6% and attendance was up a barely noticeable 0.6%.

CONSOLIDATED ANNUAL OVERVIEW



Flat Year for Attendance. A nagging lack of enthusiasm in the attendance metric was evident all year long. But all three metrics were higher over the course of the year. Attendance rose only 0.7%. Exhibit space bumped up 2.2% and the number of exhibitors increased 2.0%.

2013 GROWTH RATE

| Month | NSF | Exhibitors | Attendance |
|-----------|--------|------------|------------|
| January | 2.1% | 2.4% | (1.6)% |
| February | 2.6% | 0.4% | 1.9% |
| March | 3.0% | 2.9% | (0.5)% |
| April | 3.3% | (0.6)% | 3.3 % |
| May | 3.3% | 2.9% | 5.0% |
| June | 0.9% | 2.8% | 3.2% |
| July | 3.7% | 2.0% | (2.8)% |
| August | 0.7% | 2.7% | (0.2)% |
| September | 3.0% | 1.5% | 3.5% |
| October | (0.9)% | 0.5% | (2.8)% |
| November | 4.4% | 2.8% | 2.3% |
| December | 1.0% | 2.5% | 0.5% |

2011 GROWTH RATE

| Month | NSF | Exhibitors | Attendance |
|-----------|--------|------------|------------|
| January | 5.2% | 3.6% | 3.7% |
| February | 3.1% | 0.9% | 3.7% |
| March | 1.3% | 1.7% | 3.8% |
| April | 4.2% | 6.0% | 4.3% |
| May | 3.2% | (1.8)% | (1.1)% |
| June | 4.7% | 3.7% | 3.5% |
| July | 3.1% | 0.8% | (1.3)% |
| August | 2.9% | 2.8% | 5.2% |
| September | (4.3)% | 2.9% | (4.9)% |
| October | 4.2% | 0.3% | (2.0)% |
| November | 0.1% | 3.4% | 3.5% |
| December | (4.7)% | 1.5% | 4.9% |

2012 GROWTH RATE

| Month | NSF | Exhibitors | Attendance |
|-----------|--------|------------|------------|
| January | 3.1% | (0.5)% | 3.7% |
| February | 0.6% | 3.2% | 4.7% |
| March | 5.4% | 3.9% | 4.2% |
| April | 6.6% | 2.5% | 7.1% |
| May | 1.9% | 1.8% | 4.3% |
| June | 1.8% | 2.0% | 2.0% |
| July | (0.3)% | 2.3% | 2.1% |
| August | 2.3% | 0.8% | (1.1)% |
| September | (2.2)% | (0.8)% | (2.4)% |
| October | 2.0% | 0.1% | 2.5% |
| November | 1.8% | 1.0% | (1.8)% |
| December | 3.1% | 3.3% | 0.9% |

2010 GROWTH RATE

| Month | NSF | Exhibitors | Attendance |
|-----------|---------|------------|------------|
| January | (14.9)% | (5.3)% | 4.2% |
| February | 1.9% | (5.1)% | 0.6% |
| March | (5.1)% | (1.8)% | (1.5)% |
| April | (2.5)% | (0.7)% | 5.5% |
| May | (17.9)% | 5.2% | 3.5% |
| June | 2.0% | 2.8% | 2.4% |
| July | 3.8% | (0.3)% | 9.2% |
| August | 8.5% | 4.6% | 1.7% |
| September | 5.4% | 3.6% | 5.6% |
| October | 5.7% | 3.1% | 1.7% |
| November | 8.6% | 6.0% | 2.0% |
| December | 1.0% | 1.1% | 4.7% |

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Dashboard — JANUARY TRADE SHOW METRICS

BY CAROL ANDREWS,

editor-at-large





BENCHMARKS: AVERAGE GROWTH

- NSF: 3.0%
- Exhibitors: 2.8%
- Attendance: 1.1%



- CEA
- Florida RV
- Trade Association
- National Shooting Sports Foundation



- ITEXP0
- Florida RV SuperShow
- International CES



TOP SECTORS*

- Consumer Electronics
- Outdoor Apparel Transportation/RV



- Las Vegas
- Tampa
- Atlanta

*Based on total nsf

| January 2014 | Show Site | Net SF o | f Exhibits | Exhil | bitors | Total Att | endance | Qualitative Data |
|---|---------------------------|---------------------------|------------|-----------------------|----------|-----------------------|----------|--|
| SHOW INFORMATION | 2014/ 2013 | 2014/ 2013 | VARIANCE | 2014/ 2013 | VARIANCE | 2014/ 2013 | VARIANCE | 2014 VS. 2013 |
| AHR Expo: International Air Conditioning, Heating & Refrigerating Exposition Intl. Exposition Company www.ahrexpo.com | New York Dallas | 385,022 396,664 | (2.9)% | 1,940 1,954 | (0.7)% | 61,210 51,337 | 19.2% | A powerful storm didn't affect show participation as the event enjoyed the highest registered attendance in its history. HVACR professionals from all 50 states and more than 130 countries braved the elements to see the latest air conditioning, heating and refrigeration products and technologies on display. |
| Atlanta International Gift & Home Furnishings Market AMC, Inc. www.americasmart.com | Atlanta Atlanta | 340,630 326,974 | 4.2% | 2,097 1,992 | 5.3% | 90,680 91,700 | (1.1)% | Growth was recorded in all national regions beyond the show's principal Southeast base. International attendance delivered global buying power to exhibitors across all product categories. The Market's first-time buyer total saw double-digit increases. Preliminary hotel occupancy reports indicated an increase in the average length of stay per attendee to 4.2 days, the highest recorded since 2006. Reports from exhibitors revealed strong sales. |
| Florida RV SuperShow Florida RV Trade Association www.frvta.org | Tampa Tampa | 954,473 867,934 | 10.0% | 358 369 | (3.0)% | 5,835 5,640 | 3.5% | More than 1,100 RVs were on display and open for inspection. Attendance on the first day of the show was affected by the weather, which was unusually rainy and cold. |
| Imprinted Sportswear Show Emerald Expositions www.issshows.com | Long Beach Long Beach | 96,444 est. 97,434 | (1.0)% | 356 est. 353 | 0.8% | 13,737 est. 13,161 | 4.4% | This was the largest of the five Imprinted Sportswear Shows. Exhibitors showcased apparel screenprinting equipment, multihead embroidery machines, direct-to-garment printing options, heat-applied rhinestone designs, neon inks, performance stretch inks, sublimation equipment and more. Post-show surveys have revealed the top three reasons that attendees come to the show: to find new products and services; to stay current with industry trends and learn new technologies; and to connect with current vendors. |

Trade Show Executive Dashboard — JANUARY TRADE SHOW METRICS

| January 2014 | Show Site | Net SF o | f Exhibits | Exhil | oitors | Total Attendance | | Qualitative Data |
|---|----------------------------------|----------------------------|------------|------------------------|----------|---------------------------|----------|---|
| SHOW INFORMATION | 2014/ 2013 | 2014/ 2013 | VARIANCE | 2014/ 2013 | VARIANCE | 2014/ 2013 | VARIANCE | 2014 VS. 2013 |
| International CES Consumer Electronics Assn. www.CESweb.org | Las Vegas Las Vegas | 2,060,582 1,924,650 | 7.1% | 3,502 3,290 | 6.4% | 150,000+ 152,759+ | (1.8)% | More than 3,200 exhibitors unveiled some 20,000 new products at the show, drawing more than 150,000 attendees, including 35,000 from more than 150 countries outside the United States. Major product launches occurred across all 15 product categories, making this event the world's largest hands-on showcase of emerging innovation. Eureka Park exhibits grew 50% and highlighted innovative new companies looking to gain footing in the consumer technology industry. |
| International Production & Processing Expo U.S. Poultry Association www.ippexpo.com | Atlanta Atlanta | 396,135 422,390 | (6.2)% | 1,152 1,188 | (3.0)% | 24,867 est. 26,393 | (5.8)% | The first day showed strong attendance but snow hit in the early afternoon, which created a logistical crisis in Atlanta that made national headlines. Attendance was adversely affected, but international attendance was strong as international visitors came in prior to the show's opening. The Georgia World Congress Center and the Atlanta Convention & Visitors Bureau did a great job of making the best of the situation. |
| ITEXPO TMC (Technology Marketing Corporation) www.itexpo.com | Miami Miami | 72,000 58,000 | 24.1% | 180 155 | 16.1% | 7,335 6,961 | 5.4% | Four days of programming explored the latest in business communication technology, from cloud computing and Machine-to-Machine (M2M) to small cells and Web-based Real-Time Communications (WebRTC). Keynote sessions were presented by executives from the Miami Dolphins, Rent-A-Center, Teradata, IBM and Alcatel-Lucent. |
| Marine West Emerald Expositions www.marinemilitaryexpos.com | Camp Pendleton Camp Pendleton | 17,158 est. 19,608 | (12.5)% | 149 est. 156 | (4.5)% | 1,022 est. 1,243 | (17.8)% | The event showcased the latest technology and prototypes aimed at preparing Marines for opportunities and challenges. Marine commands throughout Southern California send delegations to the show. |
| NADA/ATD Convention & Expo National Automobile Dealers Association www.nada.org | New Orleans Orlando | 327,450 312,800 | 4.7% | 566 584 | (3.1)% | 23,463 21,726 | 8.0% | Thousands of car dealers came to learn about the latest technologies and products, and to network and shop with the industry's leaders and retailers. Speakers included Steve Forbes of Forbes Media, Army hero and winner of "Dancing with the Stars" J.R. Martinez, and Hillary Rodham Clinton. |
| NAMM National Association of Music Merchants www.namm.org | Anaheim Anaheim | 547,183 520,412 | 5.1% | 1,543 1,496 | 3.1% | 96,129 93,908 | 2.4% | The show reflected renewed confidence and promising signs of growth in the music product industry. It brought together more than 5,000 brands from around the world. Expanding product categories, such as technology-driven music products, and emerging brands pushed the show to one of its largest and most diverse editions ever. |

Trade Show Executive Dashboard — JANUARY TRADE SHOW METRICS

Continued from page 25

| January 2014 | Show Site | Net SF o | Exhibits | Exhil | oitors | Total Att | endance | Qualitative Data |
|--|----------------------------------|-----------------------------|-----------|-----------------------|----------|---------------------------|----------|--|
| SHOW INFORMATION | 2014/ 2013 | 2014/ 2013 | VARIANCE | 2014/ 2013 | VARIANCE | 2014/ 2013 | VARIANCE | 2014 VS. 2013 |
| Outdoor Retailer Winter Market Emerald Expositions www.outdoorretailer.com | Salt Lake City Salt Lake City | 412,358 est. 400,689 | 2.9% | 965 est. 845 | 14.2% | 22,649 est. 22,518 | 0.6% | This was the largest show to date. The Around the World Runway Show featured clothing, footwear and accessory lines shown for the first time at the show. At the All Mountain Demo, retail buyers and media tested gear and accessories on display at more than 40 booths. All Mountain Demo utilized approximately 8,280 nsf and had 1,693 attendees. |
| PGA Merchandise Show Reed Exhibitions www.pgashow.com | Orlando Orlando | 365,000 348,000 | 4.9% | 989 968 | 2.2% | 41,500 43,000 | (3.5)% | This year, a new registration process was implemented to limit show access to industry professionals only. Also, following feedback from exhibitors and attendees, the show adopted a new Tuesday to Friday format, kicking off with the traditional Outdoor Demo Day on Tuesday. |
| The PPAI (Promotional Products Association International) Expo PPAI | Las Vegas Las Vegas | 325,300 317,600 | 2.4% | 1,414 1,344 | 5.2% | 20,100 19,265 | 4.3% | Nearly 70% of show attendees are repeat attendees. Over the last four years, the show has averaged 11,001 promotional consultants representing 4,059 distributor companies. The majority of distributors attending the show have sales volumes ranging from \$500,000 to \$10,000,000+. Special pavilions highlighted new products, green products, and express ship and Made in the USA products. |
| Rocky Mountain Dental Convention Metropolitan Denver Dental Society www.rmdconline.com | Denver Denver | 50,000 50,000 | No change | 268 272 | (1.5)% | 8,729 8,568 | 1.9% | This show, the largest continuing education event for dental professionals in the region, celebrated its 107th year. A dip in the number of exhibitors was offset by an increase in attendance. |
| SHOT Show National Shooting. Sports Foundation, Inc www.shotshow.org | Las Vegas Las Vegas | 636,500 628,675 | 1.2% | 1,663 1,541 | 7.9% | 67,318 62,371 | 7.9% | The show set a new attendance record, attracting buyers from all 50 states and more than 100 countries. The show floor featured combined firearms, ammunition, outdoor apparel, optics, and related products and services. |
| SIA Snow Show SnowSports Industries America www.snowsports.org | Denver Denver | 329,300 340,275 | (3.2)% | 518 508 | 2.0% | 18,000 est. 18,133 | (0.7)% | The new sourcing component of the show was moved to the main hall, and in order to accommodate this move, space was limited to 200 sf per sourcing company. This show category allows current exhibitors to meet with new suppliers. |
| SURFACES co-located with StonExpo/Marmomacc Americas and TileExpo Hanley Wood Exhibitions www.surfaces.com | Las Vegas Las Vegas | 348,788 341,419 | 2.2% | 694 699 | (0.7)% | 30,965 29,076 | 6.5% | The event co-located with TileExpo for the first time. The International Surface Event East was introduced at the show and the inaugural event will take place October 20-22 in Miami Beach. The 2015 International Surface Event West will take place at the same time as the International Builders Show, the Kitchen & Bath Industry Show and the Las Vegas Market. |

Trade Show Executive Dashboard — JANUARY TRADE SHOW METRICS

| January 2014 | Show Site | Net SF o | f Exhibits | Exhil | oitors | Total At | endance | Qualitative Data |
|--|--|-------------------------|------------------------|--------------------|-------------------|---------------------------|------------|---|
| SHOW INFORMATION | 2014/ 2013 | 2014/ 2013 | VARIANCE | 2014/ 2013 | VARIANCE | 2014/ 2013 | VARIANCE | 2014 VS. 2013 |
| Surf Expo GLM, LLC www.surfexpo.com | Orlando Orlando | 257,900 255,141 | 1.1% | 1,062 1,045 | 1.6% | 25,958 27,026 | (4.0)% | The show drew strong attendance from 47 U.S. states and 49 countries. There were more than 250 first-time exhibitors, an increase of 6% from the 2013 show. The show featured a packed SUP Demo Pool, SUP Yoga Mat, a Skate Park and runway fashion shows. Another show highlight was a Make-A-Wish Foundation event that granted a boy's dream of becoming a surfer. |
| Winter Fancy Food Show Specialty Food Association www.specialtyfood.com | San Francisco San Francisco | 213,000+ 205,750 | 3.5% | 1,400 1,100 | 27.3% | 19,100 18,900 | 1.1% | This was the largest show to date. Additional exhibit space was added by rearranging programs and removing aisles. More than 80,000 products were showcased, including confections, cheese, coffee, snacks, spices, and ethnic, natural and organic foods. Exhibitors presented the latest in specialty foods and beverages from across the U.S. and 35 countries and regions. |
| World of Concrete Hanley Wood Exhibitions www.world of concrete.com | Las Vegas Las Vegas | 564,270 605,681 | (6.8)% | 1,228 1,286 | (4.5)% | 48,749 54,869 | (11.2)% | The show celebrated 40 years as the industry's annual international event dedicated to the commercial concrete and masonry construction industries. It featured innovative tools, construction machinery, construction equipment, safety training courses, numerous networking opportunities and an outdoor exhibit area that included the popular Artistry in Decorative Concrete. Attendees saw and tested the latest products under real-world jobsite conditions. |
| WRLA Prairie Showcase Buying Show Western Retail Lumber Association www.wrla.org/buying-show | Saskatoon, SK, Canada Saskatoon, SK, Canada | 65,000 65,000 | No change | 270 266 | 1.5% | 2,694 2,745 | (1.9)% | This two-day show is one of the largest shows of its kind in Canada. Exhibit booths were sold out and there was a waitlist. Retailers in the lumber and home improvement industry from across Western Canada attended to place orders with national suppliers and to source new products. |
| Yankee Dental Congress Massachusetts Dental Society www.yankeedental.com | Boston Boston | 92,800 93,700 | (1.0)% | 464 483 | (3.9)% | 27,903 27,888 | 0.1% | There were 89 new exhibiting companies on the show floor. Attendees were invited to a free anniversary celebration as the Massachusetts Dental Society turned 150 this year. |
| DASHBOARD ANALYSIS | S: | Net SF o | f Exhibits | Exhil | oitors | Total Att | endance | |
| Total (Sum of all figures submitted by s | show management) | | 7,293 8,796 | , | 778 894 | 807,943 799,187 | | |
| Adjusted Total (Excludes outliers and shows in wapples-to-apples comparison is r | | | 7,293 8,796 | | 378 794 | 807,943 799,187 | | COMING UP NEXT MONTH: |
| Averages (Based on Adjusted Totals) | | | 2 ,604 0,854 | , |)18 90 | 36,725 36,327 | | A review of show held in February |
| Percentage of Growth (Based on Adjusted Totals) | | 3.0 | 0% | 2.8 | 3% | 1.1 | I % | - Tobiadi y |