

IWF IS BUSINESS



2018 POST SHOW REPORT

IWF ATLANTA HAS HAD FOUR CONSECUTIVE SHOWS WITH GROWTH IN EXHIBITS AND ATTENDANCE.

The IWF Atlanta 2018 show had one of the best years in attendance and exhibitors with 1,081 exhibitors and 30,395 visitors.

- 81% of attendees view tradeshows as the most influential source for finding new products.
- 45% of the audience are first-time attendees.
- Nearly 8,000 companies sent their key decision-makers to IWF.
- 36% of the audience have attended the last three IWF's.
- 95% of the audience has a buying influence.
- 66% of the audience planned to buy one or more products based upon attending the Fair.
- 87% of the audience connected and made plans to purchase from companies that they had not done business with prior to attending IWF 2020.
- 41% of audience purchased or plan to purchase products that they had little interest in prior to attending IWF.
- Over 1,000 exhibitors.
- 79% of attendees indicated that they plan to attend in 2020.

About IWF- International Woodworking Fair

The largest woodworking technology trade show in North America is held every other year at the Georgia World Congress Center in Atlanta, Ga., and is ranked among the largest trade shows in the world. Recognized around the world as the pre-eminent event for introducing and selling manufacturing equipment, supplies and innovative new technology, IWF attracts visitors from every level of the industry and over eighty countries and all 50 states.

For more information about the International Woodworking Fair, go online to www.iwfatlanta.com, or call (404)693-8333.

Over 100,000 sales leads generated at IWF 2018

BUYERS INDICATED INTEREST IN THESE PRODUCTS IN 2020

(PARTIAL LIST)

Assembly/Optimization/Routers/CNC/Testing/Measuring	5,415
Cutting/Sawing/Sharpening/ Machinery and Cutting Tools	4,524
Dust Collection/Air Handling Systems/Pumps/Compressors	3,250
Machinery Parts, Accessories and Services	2,326
Material Handling/Robotics/Logistics/Storage Systems	2,455
Moulder/Planer/Shaper/Lathes/Boring/Laminate Machinery	2,803
Power Tools, Fastening Tools	3,374
Pressing/Clamping/Forming/Bending/Joining/Veneers	1,829
Sanding/Finishing/Polishing/Curing/Drying Machinery	3,512
Wood Waste-Recycling/Recovery/Grinding/Pelletizing	1,206
Abrasives, Adhesives and Fasteners	1,940
Cabinetry Components, Drawers and Fronts, Countertops.....	2,803
Computer Software/Hardware and Equipment	2,870
Finishing Materials, Supplies and Equipment	3,928
Furniture Components and Parts.....	1,730
Hardware.....	2,309
Hand Tools, Metering Equipment, Safety Products	1,527
Moulding and Trim, Laminate, Metal, Plastic and Wood.....	2,062
Panel Products: Beadboard, Plywood, MDF, Particleboard, Hardboard, Veneers	2,486
Contract Manufacturing/Custom Finishing/Digital Imaging	1,201
Economic Development.....	472
Equipment Lease and Financing.....	692
Forest Certification	318
Industry Promotion/Consulting	273
Insurance, Business and Commercial.....	230
Plant Layout/Engineering	891
Product Testing	490