

The Woodworking Shows are the exclusive consumer trade shows serving woodworkers and woodworking hobbyists across the United States. With over 33 years of experience The Woodworking Shows are the best place for your business, small or large, to get in front of your customers. We offer this by having an established and dedicated following of woodworking enthusiasts that count on The Woodworking Shows to bring them tools and supplies needed for any project.

By providing free education and a truly unique hands on experience through exhibits and demonstration The Woodworking Shows continue to attract new audience members yearly. We pride ourselves on having an audience of woodworkers that span all skill levels and share the same enthusiasm for the trade. Here are the top woodworking specialties a Woodworking Show exhibitor will cater to.

- Cabinetmaking
- Design
- Joinery
- Carving
- Finishing
- Turning
- Chairmaking
- Hand Skills
- Veneering

Exhibiting at a Woodworking Show should be a positive and profitable experience. The woodworking specialties above are only examples and there are no real limitations to what you can bring to the show. Overall exhibitors who sell a product or service that is useful and valuable to woodworkers and general hands on consumers will succeed in the Woodworking Show sales environment.

Preparing for the show is easy as long as you follow these guidelines.

- ✓ Signage and booth equipment should fit in a 10' x 10' area
  - Make sure signage is visible at eye line
- ✓ Displays should be inviting and professional
- ✓ Demonstrations should be well practiced
- ✓ Product/s should be on hand
  - If you are selling product/s have enough inventory or make sure to have drop ship program in place
- ✓ Marketing collateral and signups should be legible and easily followed
  - Your message needs to be impactful
  - Signup sheets should only include information you want and include an opt-out option
- ✓ Engage your customer

Here is the information you will need to help you better prepare for exhibiting at The Woodworking Shows.

### Shipping

Please remember to have YOUR BUSINESS NAME and The Woodworking Shows on printed legibly the shipping label. If any shipments are sent earlier than Thursday pre-show, it may be returned. **Shipments:** The earliest freight will be accepted is on the Thursday prior to show opening. **Move-in:** Thursday prior to the show is the earliest move in day. The hall will open at 8:00 am for large exhibitors, 10:00 am for remaining exhibitors and will close at 6:00 pm. Be prepared to move your products and displays to your designated booth. Show staff is available to assist with drayage at no charge on an as needed basis. **Move-out:** Move out can begin at the end of show day Sunday promptly at 3:00pm

## Locations

<b>January 4 – 6</b> <u>Baltimore, MD</u> Maryland Fairgrounds Cow Palace 2200 York Road Timonium, MD 21093	<b>January 11 – 13</b> <u>West Springfield, MA</u> Eastern States Exposition Young Building 1305 Memorial Avenue West Springfield, MA 01089	<b>January 18 – 20</b> <u>Kansas City, MO</u> KCI Expo Center 11728 NW Ambassador Dr. Kansas City, MO 64153	<b>January 25 – 27</b> <u>Tampa, FL</u> Florida State Fair Entertainment Hall 4800 US Hwy 301 N Tampa, FL 33610
<b>February 1 – 3</b> <u>Indianapolis, IN</u> Indiana State Fairgrounds Champions Pavilion 1202 East 38 <sup>th</sup> Street Indianapolis, IN 46205	<b>February 8 – 10</b> <u>St. Louis, MO</u> Gateway Center One Gateway Drive Collinsville, IL 62234	<b>February 15 – 17</b> <u>Detroit, MI</u> Suburban Collection Showplace 46100 Grand River Ave Novi, MI 48374	<b>February 22 – 24</b> <u>Milwaukee, WI</u> Milwaukee Sports Complex 6000 W. Ryan Road Franklin, WI 53132
<b>March 1 – 3</b> <u>Secaucus, NJ</u> Meadowlands Expo Center 355 Plaza Drive Secaucus, NJ 07094	<b>March 8 – 10</b> <u>Columbus, OH</u> Ohio Expo Celeste Building 717 East 17 <sup>th</sup> Avenue Columbus, OH 43211	<b>March 15 – 17</b> <u>Atlanta, GA</u> Cobb Galleria 2 Galleria Pkwy SE Atlanta, GA 30339	<b>March 22 – 24</b> <u>Chantilly, VA</u> Dulles Expo North Hall 4320 Chantilly Shopping Ctr Chantilly, VA 20151
<b>March 29 – 31</b> <u>Charlotte, NC</u> The Park Expo Freedom Hall 800 Briar Creek Rd Charlotte, NC 28205			

## Sales & Use Tax Information By States Visited

<a href="#">Maryland</a>	<a href="#">Indiana</a>	<a href="#">Massachusetts</a>	<a href="#">Ohio</a>
<a href="#">Virginia</a>	<a href="#">Illinois</a>	<a href="#">New Jersey</a>	<a href="#">Michigan</a>
<a href="#">N. Carolina</a>	<a href="#">Wisconsin</a>	<a href="#">Florida</a>	<a href="#">Georgia</a>
<a href="#">Missouri</a>			

Combined State & Average Local Sales Tax Rates, Jan. 1 2018

