

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 Into The Show

Shipments: The earliest freight will be accepted is on the Thursday prior to show opening.

Move In/Setup

Move-in: Booth location determined by show management and provided upon arrival. Move in occurs Thursday prior to the show opening. The hall will be open from 8:00am to 6:00pm. Be prepared to move your booth and displays to your designated area.

Move Out/Teardown

Move-out: Move out can begin at the end of show day Sunday at 3:00pm. Booth and displays must be removed before final load out unless other arrangements have been approved by show management in conjunction with the hall.

Locations 2020

January 3 – 5 <u>Baltimore, MD</u> Maryland Fairgrounds Cow Palace 2200 York Road Timonium, MD 21093	January 10 – 12 <u>West Springfield, MA</u> Eastern States Exposition Young Building 1305 Memorial Avenue West Springfield, MA 01089	January 17 – 19 <u>Kansas City, MO</u> KCI Expo Center 11728 NW Ambassador Dr. Kansas City, MO 64153	January 24 – 26 <u>Tampa, FL</u> Florida State Fair Entertainment Hall 4800 US Hwy 301 N Tampa, FL 33610
Jan 31 – Feb 2 <u>Indianapolis, IN</u> Indiana State Fairgrounds Champions Pavilion 1202 East 38 th Street Indianapolis, IN 46205	February 7 – 9 <u>St. Louis, MO</u> Gateway Center One Gateway Drive Collinsville, IL 62234	February 14 – 16 <u>Break/Charlotte, NC</u>	February 21 – 23 <u>Milwaukee, WI</u> Milwaukee Sports Complex 6000 W. Ryan Road Franklin, WI 53132
Feb 28 – March 1 <u>Chantilly, VA</u> Dulles Expo North Hall 4320 Chantilly Shopping Chantilly, VA 20151	March 6 – 8 <u>Secaucus, NJ</u> Meadowlands Expo Center 355 Plaza Drive Secaucus, NJ 07094	March 13 – 15 <u>Columbus, OH</u> Ohio Expo 717 East 17 th Avenue Columbus, OH 43211	March 20 – 22 <u>Syracuse, NY</u> New York State Fair Horticulture Building 581 State Fair Blvd Syracuse, NY 13209

Sales & Use Tax Information By States Visited

Maryland	Indiana	Massachusetts	Ohio
Virginia	Illinois	New Jersey	New York
N. Carolina	Wisconsin	Florida	Georgia
Missouri			

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

