

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 2023

January 6 – 8 <u>Baltimore, MD</u> Maryland Fairgrounds Cow Palace 2200 York Road Timonium, MD 21093	January 13 – 15 <u>West Springfield, MA</u> Eastern States Exposition Young Building 1305 Memorial Avenue West Springfield, MA 01089	January 20 – 22 <u>Columbus, OH</u> Ohio Expo Voinovich Building 717 East 17 th Avenue Columbus, OH 43211	January 27 – 29 <u>Indianapolis, IN</u> Indiana State Fairgrounds Ag/Hort Building 1202 East 38 th Street Indianapolis, IN 46205
February 3 – 5 <u>Atlanta, GA</u> Gwinnett County Fair Expo Center 2405 Sugarloaf Pkwy Lawrenceville, GA 30045	February 10 – 12 <u>Edison, NJ</u> NJ Expo Center 97 Sunfield Ave Edison, NJ 08837	February 17 – 19 <u>Milwaukee, WI</u> Milwaukee County Sports Complex 6000 W Ryan Rd Franklin, WI 53132	

2023

Maryland Georgia	Massachusetts New Jersey	Ohio Wisconsin	Indiana
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Combined State & Average Local Sales Tax Rates, January 2022

