

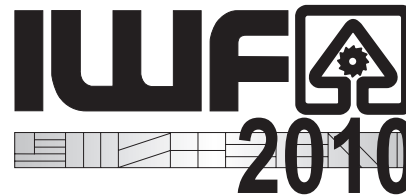
# STATEMENT OF ATTENDANCE

## INTERNATIONAL WOODWORKING MACHINERY & FURNITURE SUPPLY FAIR - USA®

August 25-28, 2010

Georgia World Congress Center

Atlanta, Georgia USA



### Sponsored by:

American Home Furnishings Alliance (AHFA)  
Wood Machinery Manufacturers of America (WMMA)  
Woodworking Machinery Industry Association (WMIA)

### IWF Headquarters:

International Woodworking Fair  
3520 Piedmont Road; Suite 350  
Atlanta, GA 30305 USA  
Phone: 404-693-8333; Fax: 404-693-8350

### Industries Served:

The International Woodworking Machinery & Furniture Supply Fair - USA® is a biennial trade show, held in even numbered years in Atlanta, serving buyers from large production companies to small professional shops in the wood residential and contract furniture; cabinetry; upholstery; architectural woodwork; stock millwork; store fixtures; solid surface; plastics fabricating; metalworking applications for furniture manufacturing and general and specialty woodworking industries. Exhibiting companies from around the world introduce advanced industry technology to all the above categories with new machinery, raw materials, supplies, tooling, hardware, specialized computer software, and services.

### Definition of Verified Buyers:

Verified buyers are non-exhibiting participants who registered in advance and were verified by turning in a portion of their pre-registration badge at the Fair or used their lead generation card to request additional information from exhibitors during IWF. Verified buyers also are those who registered on-site during IWF. They include professionals in corporate, operating and support management, including owner, CEO, CFO, president, vice president, general manager; sales, marketing, purchasing, accounting, design; factory or shop positions: production, engineering, technical, quality control, maintenance; consultant, educator; trade, business or consumer press; speakers; students. Exhibiting Personnel are participants who registered as exhibitors; exhibiting attendance is not verified.

## 1. Registration Category Breakdown

### Buyers:

Verified: Advance-Registered .....7,986  
Verified: On-site Registered (includes press, speakers, students) .....3,439  
**Total Verified Buyers ..... 11,425**

**Exhibiting Personnel.....9,272**

**Total At-Show Attendance .....20,697**

## 2. Daily At-Show Verified Registration Breakdown\*

	Number of Verified Buyers	Percent of Total
Wednesday, August 25.....	4,536	39.7%
Thursday, August 26.....	3,530	30.9%
Friday, August 27.....	2,461	21.5%
Saturday, August 28.....	898	7.9%
<b>Four-Day Total .....</b>	<b>11,425</b>	<b>100%</b>

\*Based on percentages derived from daily on-site reports generated by registration vendor. Figures are of new at-show verified buyers for each day and do not include buyers who may have returned to the exhibit floor on days subsequent to their registration.

### 3. Business and Job Title Breakdown

Company Business	Total number of Verified Buyers	Percent of Total	Owner, CEO, CFO President, VP, General Mgr	Sales, Marketing, Purchasing, Accounting, Design	Factory or Shop Position: Production, Engineering, Technical, QC, Maintenance	Consultant Educator	Not Specified
Residential Furniture: Wood/Manufacturer/Designer	1,350	11.8%	772	156	254	60	108
Residential Furniture: Plastic/Metal/Mfg/Designer	65	0.6%	29	17	9	6	4
Residential Furniture: Upholstered or Upholstery Products/Mfg/Designer	127	1.1%	53	26	42	2	4
Business or Institutional Furniture: Wood/Manufacturer/Designer	455	4.0%	180	85	162	12	16
Business or Institutional Furniture: plastic/metal Plastic/Metal/Manufacturer/Designer	71	0.6%	29	25	15	2	0
Business or Institutional Furniture: Upholstered/Upholstery Products/Manufacturer/Designer	50	0.4%	19	16	14	0	1
Cabinetry, Countertops, Drawer and/or Cabinetry Doors	3,419	29.9%	2,012	397	770	109	131
Architectural Woodwork: Custom manufacturing to design specs	611	5.4%	309	111	146	18	27
Stock Millwork and Moulding	222	1.9%	124	42	46	4	6
Store Fixtures, Office Partitions	150	1.3%	60	45	39	3	3
Veneers, Plywood	320	2.8%	156	115	25	12	12
Remodeling/Building/Organization: Products and Materials for Commercial or Residential Construction	756	6.6%	307	171	162	32	21
Engineered Wood Products, Wood Composites, Panels or Dimensions	341	3.0%	102	113	95	18	13
Forest Products/Harvesting/Wood Processing	318	2.8%	160	89	42	16	11
Solid Surfaces Fabricators or Laminated Panels: Papers, Plastic or Vinyl	186	1.6%	77	64	33	5	7
Plastics Fabrication	94	0.8%	43	26	17	2	6
Machinery, Tooling, Hardware, Metals	664	5.8%	284	259	69	29	23
Software, Educational Materials	125	1.1%	55	25	6	38	1
Renewable Energy Co-Generation, Biomass, Alternative energy resources	26	0.2%	12	6	5	3	0
Accessories, Gifts, Toys, Specialty Items	282	2.5%	182	34	42	19	5
Distributor: Machinery	376	3.3%	174	166	15	12	9
Distributor: Supply	894	7.8%	378	414	45	39	18
Unspecified	523	4.6%	23	11	1	1	487
<b>Total</b>	<b>11,425</b>	<b>100%</b>	<b>5,603</b>	<b>2,413</b>	<b>2,054</b>	<b>442</b>	<b>913</b>

#### 4. Verified Buyers by Number of Employees in Company

	Number of Verified Buyers	Percent of Total
01-09 .....	4,872	42.6%
10-19 .....	1,190	10.4%
20-39 .....	1,069	9.4%
40-99 .....	1,131	9.9%
100-249 .....	868	7.6%
250 or more .....	1,554	13.6%
Not specified.....	741	6.5%
<b>Total .....</b>	<b>11,425</b>	<b>100.0%</b>

#### 5. Verified Buyers by Company's Annual Sales Volume

	Number of Verified Buyers	Percent of Total
Less than \$250,000 .....	2,697	23.6%
\$250,000 to \$500,000 .....	1,094	9.6%
\$500,000 to \$1,000,000 .....	1,222	10.7%
\$1,000,001 to \$5,000,000 .....	1,919	16.8%
\$5,000,001 to \$10,000,000 .....	995	8.7%
\$10,000,001 to \$50,000,000 .....	1,232	10.8%
\$50,000,001 or more .....	1,389	12.1%
Not specified.....	877	7.7%
<b>Total .....</b>	<b>11,425</b>	<b>100.0%</b>

#### 6. Geographical Breakdown of Verified Buyers - US

State	Number of Buyers	% of Total Buyers	State	Number of Buyers	% of Total Buyers
Maine	12		Georgia	2,682	
New Hampshire	11		Florida	759	
Vermont	11		<b>South Atlantic</b>	<b>5,054</b>	<b>44.2%</b>
Massachusetts	84		Kentucky	176	
Rhode Island	13		Tennessee	548	
Connecticut	51		Alabama	668	
<b>New England</b>	<b>182</b>	<b>1.6%</b>	Mississippi	171	
New York	219		<b>East South Central</b>	<b>1,563</b>	<b>13.7%</b>
New Jersey	87		Arkansas	91	
Pennsylvania	296		Louisiana	127	
<b>Middle Atlantic</b>	<b>602</b>	<b>5.3%</b>	Oklahoma	23	
Ohio	361		Texas	283	
Indiana	326		<b>West South Central</b>	<b>524</b>	<b>4.6%</b>
Illinois	287		Montana	6	
Michigan	156		Idaho	7	
Wisconsin	190		Wyoming	2	
<b>East North Central</b>	<b>1,320</b>	<b>11.6%</b>	Colorado	38	
Minnesota	135		New Mexico	3	
Iowa	49		Arizona	32	
Missouri	118		Utah	22	
North Dakota	17		Nevada	4	
South Dakota	9		<b>Mountain</b>	<b>114</b>	<b>1.0%</b>
Nebraska	23		Alaska	0	
Kansas	49		Washington	46	
<b>West North Central</b>	<b>400</b>	<b>3.5%</b>	Oregon	43	
Delaware	7		California	174	
Maryland	55		Hawaii	2	
District of Columbia	15		<b>Pacific</b>	<b>265</b>	<b>2.3%</b>
Virginia	213		<b>United States</b>	<b>10,024</b>	<b>87.8%</b>
West Virginia	35		<b>U.S. Territories</b>	<b>71</b>	<b>0.6%</b>
North Carolina	826		<b>Total - All US</b>	<b>10,095</b>	<b>88.4%</b>
South Carolina	462				

## 7. Geographical Breakdown of Verified Buyers - International

Province	Number of Buyers	% of Int'l Buyers	% of Total Buyers	Country	Number of Buyers	% of Int'l Buyers	% of Total Buyers
Alberta (AB)	34			Australia	14		
British Columbia (BC)	36			Indonesia	1		
Manitoba (MB)	37			New Zealand	6		
New Brunswick (NB)	4			Philippines	2		
Newfoundland (NF)	3			<b>PACIFIC</b>	<b>23</b>	<b>1.7%</b>	<b>0.2%</b>
Nova Scotia (NS)	3			Antigua	1		
Ontario (ON)	162			Aruba	1		
Quebec (QC)	149			Bahamas	5		
Saskatchewan (SK)	6			Barbados	12		
<b>CANADA</b>	<b>434</b>	<b>32.6%</b>	<b>3.8%</b>	Bermuda	17		
<b>Country</b>				Cayman Islands	2		
Austria	3			Haiti	1		
Belarus	1			Jamaica	6		
Belgium	2			Trinidad & Tobago	24		
Czech Republic	3			St. Maarten	2		
Denmark	1			St. Vincent	1		
Estonia	2			West Indies	1		
Finland	1			<b>CARIBBEAN</b>	<b>73</b>	<b>5.5%</b>	<b>0.6%</b>
France	4			Belize	11		
Germany	33			Costa Rica	16		
Greece	2			Dominican Republic	14		
Ireland	2			El Salvador	9		
Italy	12			Guatemala	69		
Latvia	3			Honduras	6		
Lithuania	2			Nicaragua	2		
Netherlands	4			Panama	2		
Norway	3			St. Lucia	3		
Poland	9			<b>CENT. AMERICA</b>	<b>132</b>	<b>9.9%</b>	<b>1.2%</b>
Portugal	1			Argentina	6		
Russia	12			Bolivia	1		
Slovakia	2			Brazil	31		
Spain	3			Chile	15		
Sweden	4			Colombia	94		
Switzerland	4			Ecuador	22		
Turkey	4			Guyana	3		
Ukraine	14			Peru	27		
United Kingdom	23			Venezuela	8		
<b>EUROPE</b>	<b>154</b>	<b>11.6%</b>	<b>1.3%</b>	<b>SOUTH AMERICA</b>	<b>207</b>	<b>15.6%</b>	<b>1.8%</b>
Gambia	1			<b>MEXICO</b>	<b>162</b>	<b>12.2%</b>	<b>1.4%</b>
Ghana	1			<b>TOTAL INTERNATIONAL</b>	<b>1,330</b>	<b>100%</b>	<b>11.6%</b>
Egypt	3			<b>Summary of Total Verified Attendee / Buyers</b>			
Morocco	1			USA:	10,024		
Nigeria	6			US Territories:	71		
Zambia	1			International:	1,330		
<b>AFRICA</b>	<b>13</b>	<b>1.0%</b>	<b>0.1%</b>	Total:	11,425		
Iraq	25						
Israel	9						
Jordan	4						
Kuwait	1						
Lebanon	2						
Saudi Arabia	1						
United Arab Emirates	1						
<b>MIDDLE EAST</b>	<b>43</b>	<b>3.2%</b>	<b>0.4%</b>				
China	23						
Hong Kong	1						
India	22						
Japan	5						
Mongolia	19						
South Korea	5						
Taiwan	13						
Vietnam	1						
<b>ASIA</b>	<b>89</b>	<b>6.7%</b>	<b>0.8%</b>				