

6. 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)	41			Uzbekistan	10		
British Columbia (BC)	76			Vietnam	9		
Manitoba (MB)	48			<b>ASIA</b>	<b>178</b>	<b>9.7%</b>	<b>1.0%</b>
New Brunswick (NB)	10			Australia	13		
Nova Scotia (NS)	6			Indonesia	3		
Ontario (ON)	299			New Zealand	5		
Prince Edward Island	2			Philippines	3		
Quebec (QC)	233			<b>PACIFIC</b>	<b>24</b>	<b>1.3%</b>	<b>0.1%</b>
Saskatchewan (SK)	12			Aruba	1		
<b>CANADA</b>	<b>727</b>	<b>39.6%</b>	<b>4.2%</b>	Bahamas	7		
<b>Country</b>				Barbados	6		
Austria	14			Bermuda	7		
Belgium	1			British Virgin Islands	1		
Czech Republic	4			Jamaica	11		
Denmark	1			St. Kitts and Nevis	2		
Estonia	2			St. Vincent/Grenadine	3		
Finland	2			Trinidad & Tobago	25		
France	4			<b>CARIBBEAN</b>	<b>63</b>	<b>3.4%</b>	<b>0.4%</b>
Germany	61			Belize	4		
Ireland	2			Costa Rica	20		
Italy	41			Dominican Republic	25		
Latvia	4			El Salvador	6		
Netherlands	2			Guatemala	43		
Norway	1			Haiti	4		
Poland	8			Honduras	6		
Portugal	8			Nicaragua	4		
Russian Federation	10			Panama	5		
San Marino	1			<b>CENT. AMERICA</b>	<b>117</b>	<b>6.4%</b>	<b>0.7%</b>
Slovenia	4			Argentina	11		
Spain	6			Bolivia	1		
Sweden	5			Brazil	41		
Switzerland	3			Chile	34		
Turkey	15			Colombia	30		
Ukraine	43			Ecuador	16		
United Kingdom	17			Guyana	7		
<b>EUROPE</b>	<b>259</b>	<b>14.1%</b>	<b>1.5%</b>	Peru	20		
Egypt	2			Venezuela	11		
Ghana	2			<b>SOUTH AMERICA</b>	<b>171</b>	<b>9.3%</b>	<b>1.1%</b>
Nigeria	13			<b>MEXICO</b>	<b>218</b>	<b>11.9%</b>	<b>1.3%</b>
South Africa	4			<b>TOTAL INTERNATIONAL</b>	<b>1,837</b>	<b>100%</b>	<b>10.7%</b>
<b>AFRICA</b>	<b>21</b>	<b>1.1%</b>	<b>0.1%</b>	<b>Summary of Total Verified Attendee / Buyers</b>			
Iraq	6			USA:	15,235		
Israel	3			US Territories:	53		
Jordan	2			International:	1,837		
Pakistan	44			Total:	17,125		
Qatar	1						
Saudi Arabia	1						
United Arab Emirates	2						
<b>MIDDLE EAST</b>	<b>59</b>	<b>3.2%</b>	<b>0.3%</b>				
Armenia	2						
Bangladesh	2						
China	69						
Hong Kong	6						
India	24						
Japan	18						
Korea	8						
Malaysia	1						
Singapore	3						
Sri Lanka	1						
Taiwan	25						

**STATEMENT OF ATTENDANCE**  
**INTERNATIONAL WOODWORKING FAIR, LLC®**  
**August 23-27, 2016**  
**Georgia World Congress Center**  
**Atlanta, Georgia USA**



**Sponsored by:**  
Wood Machinery Manufacturers of America (WMMA)  
Woodworking Machinery Industry Association (WMIA)

**IWF Headquarters:**  
International Woodworking Fair, LLC  
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Atlanta, GA 30305 USA  
Phone: 404-693-8333; Fax: 404-693-8350

**Industries Served:**  
The International Woodworking Fair, LLC® 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.....3,213  
Verified: On-site Registered (includes press, speakers, students).....3,912  
**Total Verified Buyers.....17,125**

**Exhibiting Personnel.....10,135**  
**Total At-Show Attendance.....27,260**

## 2. Business and Job Title Breakdown

Company Business	Total number of Verified Buyers	Percent of Total	Owner/CEO/ CFO/President/ VP/General Manager	Sales/ Marketing/ Purchasing	Factory or Shop Position: Production/Engineering/ Technical/QC/Maintenance	Designer/ Consultant/ Educator	Logistics/ Material Handling/Physical Plant/Transportation	Information Technology/ Accounting	Unspecified
3D Imaging and Processing	35	0.2%	14	10	5	4	1	-	1
Accessories/Gifts/Toys/Specialty Items	261	1.5%	166	30	40	16	3	4	2
Advanced and Non-Wood Materials: Processing, Fabrication and Installation	70	0.4%	35	15	12	4	1	-	3
Architect, Engineer, Designer, Interior Designer and Related	170	1.0%	87	14	23	40	-	4	2
Architectural Woodwork: Custom Manufacturing Design to Specs	1,051	6.1%	607	83	269	41	14	23	14
Builders, Remodelers: Commercial or Residential Construction	342	2.0%	229	25	44	11	17	8	8
Business / Institutional Furnishings	510	3.0%	224	73	173	20	6	7	7
Cabinetry: Commercial and Institutional	1,061	6.2%	572	108	247	63	16	20	35
Cabinetry: Kitchen & Bath, Drawer and or Cabinetry Doors	2,712	15.8%	1,553	249	635	129	40	53	53
Closets / Organization Systems	239	1.4%	152	27	28	13	3	5	11
Composites Manufacturing or Fabrication	241	1.4%	106	55	61	7	2	5	5
Countertops	183	1.1%	107	32	30	3	1	4	6
Covering and Panels: Materials and Processing	131	0.8%	59	45	22	2	-	2	1
Custom Woodworking - Residential (Libraries, Home Theatres, Built-ins and etc.)	1,392	8.1%	918	86	268	67	11	19	23
Distributor	1,462	8.5%	682	645	48	23	30	8	26
Doors and Windows: Manufacturing and Design	368	2.1%	195	40	107	14	3	4	5
Engineered Products	273	1.6%	101	100	50	13	2	3	4
Flooring	402	2.3%	160	65	140	18	5	7	7
Forest Products / Harvesting / Saw Mills / Certification	340	2.0%	173	106	38	8	6	5	4
Green Sustainable Products	92	0.5%	44	24	14	8	2	-	-
Hobbyist	369	2.2%	232	28	28	40	5	8	28
Home Furnishings	1,095	6.4%	628	119	227	47	12	17	45
Machinery, Tooling, Metals	660	3.9%	309	231	61	32	7	5	15
Outdoor Living, Design, Decking, Hardscaping	60	0.4%	34	9	13	3	-	1	-
Plastics Fabrication	103	0.6%	55	25	18	2	1	-	2
Retail Environments Store Fixtures / Partitions	214	1.3%	106	27	56	13	1	5	6
Software, Education Materials, Publications and Associations	133	0.8%	55	37	2	27	2	7	3
Stock Millwork and Moulding	335	2.0%	184	40	92	3	6	2	8
Veneers and Laminates, Wood and Non-Wood	453	2.6%	181	175	67	7	5	16	2
Unspecified	2,368	13.8%	86	23	16	9	-	-	2,235
<b>Total</b>	<b>17,125</b>	<b>100%</b>	<b>8,054</b>	<b>2,546</b>	<b>2,834</b>	<b>687</b>	<b>202</b>	<b>242</b>	<b>2,560</b>

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

	Number of Verified Buyers	Percent of Total
01-09	5,361	31.3%
10-19	1,829	10.7%
20-39	1,948	11.4%
40-99	1,853	10.8%
100-249	1,373	8.0%
250 or more	2,284	13.3%
Not specified	2,477	14.5%
<b>Total</b>	<b>17,125</b>	<b>100.0%</b>

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

	Number of Verified Buyers	Percent of Total
Less than \$250,000	2,518	14.7%
\$250,000 to \$500,000	1,029	6.0%
\$500,000 to \$1,000,000	1,877	11.0%
\$1,000,001 to \$5,000,000	3,256	19.0%
\$5,000,001 to \$10,000,000	1,450	8.5%
\$10,000,001 to \$50,000,000	2,763	16.1%
\$50,000,001 or more	1,341	7.8%
Not specified	2,891	16.9%
<b>Total</b>	<b>17,125</b>	<b>100.0%</b>

## 5. Geographical Breakdown of Verified Buyers - US

State	Number of Buyers	% of US Buyers	% of Total Buyers	State	Number of Buyers	% of US Buyers	% of Total Buyers
Connecticut	86			Virginia	308		
Maine	27			West Virginia	66		
Massachusetts	184			<b>South Atlantic</b>	<b>6,466</b>	<b>42.3%</b>	<b>37.8%</b>
New Hampshire	51			Alabama	777		
Rhode Island	29			Kentucky	277		
Vermont	31			Mississippi	160		
<b>New England</b>	<b>408</b>	<b>2.7%</b>	<b>2.4%</b>	Tennessee	600		
New Jersey	219			<b>East South Central</b>	<b>1,814</b>	<b>11.9%</b>	<b>10.6%</b>
New York	442			Arkansas	113		
Pennsylvania	514			Louisiana	172		
<b>Middle Atlantic</b>	<b>1,175</b>	<b>7.7%</b>	<b>6.9%</b>	Oklahoma	79		
Illinois	466			Texas	618		
Indiana	640			<b>West South Central</b>	<b>982</b>	<b>6.4%</b>	<b>5.7%</b>
Michigan	332			Arizona	84		
Ohio	639			Colorado	101		
Wisconsin	388			Idaho	24		
<b>East North Central</b>	<b>2,465</b>	<b>16.1%</b>	<b>14.4%</b>	Montana	23		
Iowa	99			Nevada	21		
Kansas	91			New Mexico	13		
Minnesota	353			Utah	92		
Missouri	234			Wyoming	4		
Nebraska	43			<b>Mountain</b>	<b>362</b>	<b>2.4%</b>	<b>2.1%</b>
North Dakota	24			Alaska	1		
South Dakota	28			California	425		
<b>West North Central</b>	<b>872</b>	<b>5.7%</b>	<b>5.1%</b>	Hawaii	11		
Delaware	13			Oregon	114		
District of Columbia	29			Washington	140		
Florida	1,234			<b>Pacific</b>	<b>691</b>	<b>4.5%</b>	<b>4.0%</b>
Georgia	2,970			<b>United States</b>	<b>15,235</b>	<b>99.7%</b>	
Maryland	92			<b>U.S. Territories</b>	<b>53</b>	<b>0.3%</b>	<b>0.3%</b>
North Carolina	1,133			<b>Total - All US</b>	<b>15,288</b>	<b>100.0%</b>	<b>89.3%</b>
South Carolina	621						