

ABX20

NOVEMBER 4-5, 2020
Boston Convention & Exhibition Center

EXHIBITOR PROSPECTUS



ABX will partner with IWBC in 2020, bringing two unique but closely related communities together to offer new products, services and opportunities.



informa
markets

Founder &
Presenter:

BSA

Official
Publication:

AB



EXPLORE. EXHIBIT. ENGAGE.

Explore the benefits of exhibiting at ABX 2020 — the leading design and construction industry event in the Northeast — to maximize your reach and expand your customer base.

Exhibit your newest, most innovative products and services to set yourself up for success by boosting your visibility, strengthening your brand recognition and increasing your sales.

Engage with 8,000+ qualified architects, builders, contractors, engineers, interior designers, landscape architects and other design professionals of all levels.



ATTENDEE PRODUCT/SERVICE INTEREST BREAKDOWN

35% Windows/Skylights	16% Adhesive/Coatings/Sealants/Fasteners
30% Exterior Finishes	16% Business/Professional Services
30% Flooring/Floor Systems	16% Furnishings/Fabrics
30% Lighting/Daylighting/Fans	16% Fireplaces
28% Insulation/House Wrap/Moisture Control	15% Building Automation/Controls
28% Millwork/Casework	15% Outdoor Products/Structures
27% Masonry/Stone/Tiles	15% Pre-Engineered Structures
27% Kitchen/Bath/Appliances/Restroom Fixtures	13% Consulting Services
27% Renewable Energy	13% Fire Safety/Protection
27% Doors/Accessories	13% Electrical
26% Glass Products	13% Engineering Services
26% Lumber/Wood Products	13% Plumbing/Water Systems/Treatment
25% Waterproofing/Weatherproofing	13% Software/Hardware
24% Acoustical Systems	12% Fencing/Gates
22% Heating/Ventilation/Air Conditioning	12% Signage
22% Metals	11% Closet Systems
21% Paint/Stains/Coatings	10% Safety Products
20% Construction Services	9% Associations/Foundations
20% Decks/Patios	8% Facility Management Services
20% Stairs	8% Real Estate Services
18% Concrete/Cement	7% Commissioning/Testing
18% Home Automation/Technology	7% Publications/Media
18% Interior Design Services	3% Reprographic Supplies
18% Landscape Products/Services	

CONTACT:

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2019 ATTENDEE DEMOGRAPHICS

YOUR CONNECTION TO THE NORTHEAST MARKET

ATTENDEE PROFILE



GENDER

MALE 65%
FEMALE 35%



PURCHASING AUTHORITY



70% of attendees make or influence buying decisions

35

ALLIED BUILDING
INDUSTRY
ORGANIZATIONS

95%

ATTENDEES FROM
NEW ENGLAND

50

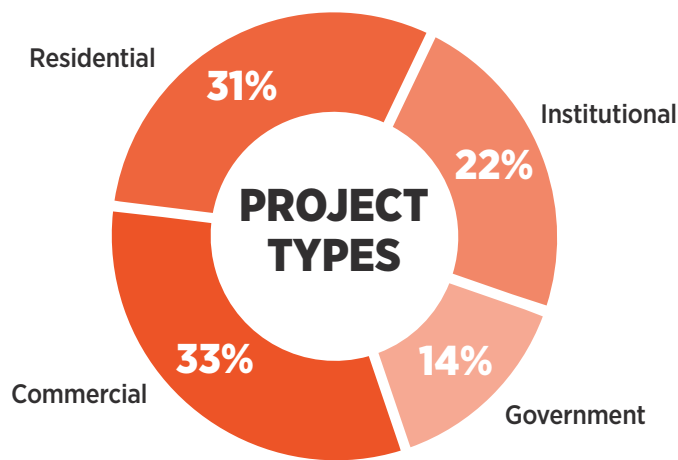
UNIQUE
PRODUCT
CATEGORIES

300+

EXHIBITING
COMPANIES

45,000

SQ. FT. EXHIBIT FLOOR



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COMPANY SIZE



1-10 **41%**

11-25 **15%**

26-50 **13%**

51+ **31%**

AGE RANGE

2%

Age 18-21

8%

Age 21-25

17%

Age 26-34

18%

Age 35-44

20%

Age 45-54

35%

Age 55+

WHO ATTENDS:

Below is a sampling of companies from New England's architecture, building and design community who attended ABX 2019.

Acentech
Albert Righter & Tittmann
Ann Beha Architects
ARC/Architectural Resources
Cambridge
Arrowstreet
Bannon Custom Builders
Bargmann Hendrie + Archetype
Beacon Architectural Associates
Beals and Thomas, Inc.
Bergmeyer
Boston Architectural College
Bruner/Cott Architects
C Squared Design
C.E. Floyd Company, Inc.
Cambridge Seven Associates
Carpenter & MacNeille Architects
CBA Landscape Architects
CBI Consulting LLC
City of Boston Public Facilities
Dept
Colburn Guyette
Commodore Builders
Cornell University
CUBE3 Studio
D. Bruce Greenwald, Architect
D.W. Arthur Associates Architecture
Davis Square Architects
Derby Square Architects
Derek Rubinoff, Architect
Design Build Boston
DHK Architects
DiMella Shaffer
DiNisco Design
Drummey Rosane Anderson
DSK Dewing Schmid Kearns
Dyer Brown Architects
Elkus Manfredi Architects
Ellenzweig Associates, Inc.

Elton Hampton Architects
Endicott College
EYP, Inc
Fennick McCredie Architecture
Finegold Alexander Architects
Flavin Architects
Frank Shirley Architects
General Dynamics
Gensler
Goody Clancy
Group One Partners Inc
Gund Partnership
Hacin + Associates
HMFH Architects
Holly Gagne Interior Design
Hutker Architects
ICON Architecture
Isgenuity LLC
Jill Neubauer Architects
Johnson Roberts Associates
Jones Architecture
Kleinfelder
Klopfer Martin Design Group
LDa Architecture & Interiors
Leers Weinzapfel Associates
Light Hill Property Management
Margulies Perruzzi Architects
Massachusetts Institute of
Technology
Massachusetts Port Authority
Massasoit Community College
Maugel Architects
Miller Dyer Spears
Monte French Design Studio
Mount Vernon Group Architects
Nitsch Engineering
North Bennet Street School
Northeastern University
Odeh Engineers, Inc.

OJB Landscape Architecture
Olsen Lewis + Architects
O'Sullivan Architects
Paul Lukez Architecture
Payette
PCA | Prellwitz Chilinski Associates
Peter Quinn Architects LLC
Peter Rose + Partners
Platt Anderson Freeman
PRM ENGINEERING, LLC
R.G. Vanderweil Engineers, LLP
Rob Bramhall Architects
Rode Architects
Saam Architecture
Schwartz/ Silver Architects
SGA ARCHITECTS
Shawmut Design and Construction
Shepley Bulfinch
Silverman Trykowski Associates
SmithGroup
SMMA | Symmes Maini & McKee
SMRT Architects and Engineers
Stantec Architecture
Sterling Associates, Inc.
Suffolk Construction
Tappe Architects
The Architectural Team
The SLAM Collaborative
Torrey Architecture
Tsoi/Kobus Design
Utile
Vanderweil Engineers
Weston & Sampson Engineers Inc.
William Rawn Associates
Wilson Butler Architects
Winter Holben Architecture +
Design
Wolf Architects
and hundreds more!

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ABX20 EXHIBIT BOOTH RATES

Reserve your booth at the leading architecture, building and design event in the Northeast.

Booth Rate (per sq. ft.)	Through April 16	After April 16
Standard Booth	\$40.00	\$42.00
Corner Booth (per corner)	\$150.00	\$150.00
BPG Online Profile	\$150.00	\$150.00

All booths are 10x10 unless otherwise indicated. Exhibitors are responsible for all additional costs, including but not limited to: carpet, furniture, material handling, electric, etc. Booth spaces **MUST** be carpeted.

Deposit Payment Schedule:

25% of total balance due by January 16, 2020
 75% of total balance due by April 16, 2020
 100% of total balance due by July 16, 2020

BUILDING PRODUCT GALLERY

Connecting the global building and design industry

All ABX exhibitors will also receive an account on **buildingproductgallery.com**, an online product directory featuring your company profile, a marketing and trends dashboard, and unlimited leads.

CONTRACT SUBMISSION

Submit your contract online at abexpo.com. Full payment can be made by credit card online or mailed to:

ABX 2020

222 W. Las Colinas Blvd., Suite 450E | Irving, TX 75039

FOR MORE INFORMATION:

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EXHIBITOR BENEFITS:

- Five booth staff badges per 100 sq. ft.
- One free educational workshop per exhibiting registrant
- One free Welcome Party ticket per exhibiting registrant
- One listing on BuildingProductGallery.com
- One listing in the Attendee Brochure
- One listing in the On-Site Event Guide
- Complimentary Marketing Toolkit
 - Free Expo Pass PDF
 - Discount registration link/code
 - Web banners in various sizes
 - Sample email copy
 - Social media post samples
 - Registered press list
 - Press release template
- 8' high back drape for in-line booths
- 3' high side drape for in-line booths
- One 7" x 44" booth identification sign

BSA MEMBER VALUED-ADDED BENEFITS:

- BSA member logo next to your listing in the On-Site Event Guide
- BSA member logo next to your online exhibitor listing
- Company name listing in the attendee brochure
- Logo and URL link on the Allied Members webpage
- Logo and URL link in one attendee prospect email

BOOK YOUR SPACE EARLY to secure the best booth location and to be among the 300+ suppliers of building products and services at ABX 2020.

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