

ATTENDEE PROFILE



35
ALLIED BUILDING
INDUSTRY
ORGANIZATIONS

95%
ATTENDEES FROM
NEW ENGLAND

50
UNIQUE
PRODUCT
CATEGORIES

300+
EXHIBITING
COMPANIES

45,000
SQ. FT. EXHIBIT FLOOR

GENDER

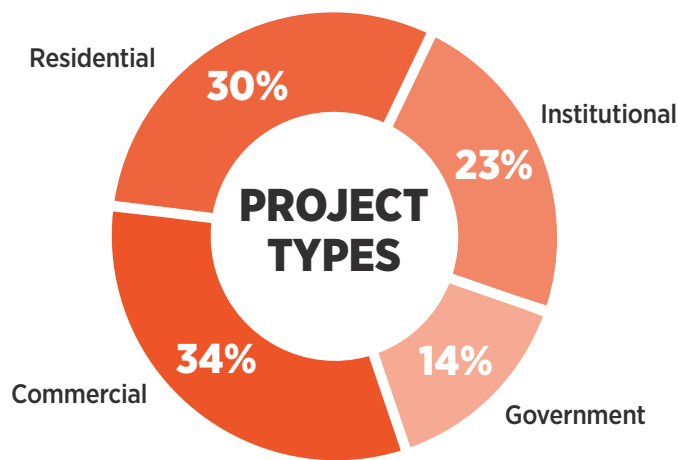
MALE 65%
FEMALE 36%



PURCHASING AUTHORITY



70% of attendees make or influence buying decisions



CONTACT:

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COMPANY SIZE

1-10 **38%**

50+ **36%**

11-25 **12%**

26-50 **14%**

AGE RANGE

2%

Age 18-21

8%

Age 21-25

18%

Age 35-44

19%

Age 26-34

22%

Age 45-54

32%

Age 55+

WHO ATTENDS:

Below is a sampling of companies from New England's building and design community who attended ABX 2018.

Acentech
 AECOM Tishman
 Aegis Engineering
 Albert Righter & Tittmann
 Andreozzi Architecture
 Anmahian Winton Associates
 Ann Beha Architects
 Apex Construction Services
 ARC/Architectural Resources Cambridge
 Architectural Team, The
 Architecture + Planning
 Arrowstreet
 Baker | Wohl Architects
 Bannon Custom Builders
 Bargmann, Hendrie + Archetype
 Beacon Architectural Associates
 Behnisch Architekten
 Bergmeyer Associates
 Boston Architectural College
 Boston Red Sox
 Bruner/Cott Architects
 C Squared Design
 C.E. Floyd Company, Inc.
 Cambridge Seven Associates
 Campbell McCabe
 Cannon Design
 Carol R. Johnson Associates
 Carpenter & MacNeille Architects
 Catalano Architects & Design
 CBA Landscape Architects
 CBI Consulting, LLC, a Vidaris Co.
 CBT Architects
 City of Boston Public Facilities Dept.
 Commodore Builders
 Cornell University
 CUBE 3 | Architecture, Interiors, Planning
 Cutler Design, Inc.
 D.W. Arthur Associates Architecture

Dacon Corp.
 David King Architects
 Delphi Construction
 Derby Square Architects
 DeStefano Architects
 DHK Architects
 DiMella Shaffer
 Dimeo Construction Co.
 DSK Architects + Planners
 Dyer Brown Architects
 EGA Architects
 Elkus Manfredi Architects
 Ellenzweig
 Endicott College
 EYP Architecture & Engineering
 Finegold Alexander Architects
 Forte Architecture + Design
 Frank Shirley Architects
 Gensler
 Goody Clancy
 Group One Partners
 Gund Partnership
 Hacin + Associates Inc.
 Harvard Business School
 HDR Architecture
 Hill Engineers Architects
 HMFH Architects
 Hutker Architects
 ICON Architecture
 Integrated Design Group
 Isgenuity
 Johnson Roberts Associates
 Jones Payne Group, The
 Kleinfelder
 LDa Architecture & Interiors
 Leers Weinzapfel Associates
 Lewis + Malm Architecture
 Margulies Perruzzi Architects

Mount Vernon Group Architects
 Nashawtuc Architects
 Nitsch Engineering, Inc.
 North Bennet Street School
 Olson Lewis + Architects
 Payette
 PCA | Prellwitz/Chilinski Assoc.
 Peter Quinn Architects LLC
 PRM Engineering
 RDK Architects
 Saam Architecture
 Safdie Architects
 Schwartz Silver
 Sea Dar Construction
 SGA ARCHITECTS
 Shawmut Design & Construction
 Shepley Bulfinch
 Silverman Trykowski Associates
 S/L/A/M Collaborative, The
 SmithGroup
 SMMA/Symmes Main & McKee Assoc.
 Spagnolo Gisness & Associates
 STANTEC
 Steffian Bradley Architects
 STIMSON
 Suffolk Construction
 Tappe Architects
 Tsoi/Kobus Design
 Turner Construction
 U.S. General Services
 Administration
 University of Massachusetts
 Utile
 Vanderweil Engineers
 William Rawn Associates
 Wilson Butler Architects
 and hundreds more!

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ATTENDEE PRODUCT/SERVICE INTEREST BREAKDOWN

| | |
|--|---|
| 54% Building Materials/Systems | 21% Concrete/Cement |
| 39% Windows/Skylights | 20% Interior Design Services |
| 36% Lighting/Daylighting/Fans | 20% Home Automation/Technology |
| 35% Millwork/Casework/Specialty Wood Products | 20% Pre-Engineered Structures |
| 35% Flooring/Floor Systems | 19% Adhesive/Coatings/Sealants/Fasteners |
| 35% Lumber/Wood Products | 19% Outdoor/Structures |
| 34% Exterior Finishes | 19% Furnishings/Fabrics |
| 34% Kitchen/Bath/Appliances/Restroom | 19% Fireplaces |
| 34% Masonry/Stone/Tiles | 17% Engineering Services |
| 33% Doors/Accessories | 17% Software/Hardware |
| 32% Insulation/House Wrap/Moisture Control | 16% Electrical |
| 32% Renewable Energy | 16% Business/Professional Services |
| 31% Acoustical Systems | 16% Consulting Services |
| 30% Glass Products | 16% Plumbing/Water Systems/Treatment |
| 30% Waterproofing/Weatherproofing | 14% Closet Systems |
| 28% Metals | 14% Fencing/Gates |
| 27% Fixtures | 14% Signage |
| 27% Paint/Stains/Coatings | 12% Fire Safety/Home Protection |
| 27% Roofing | 11% Safety Products |
| 26% Heating/Ventilation/Air Conditioning | 11% Associations/Foundations |
| 25% Walls/Wallcovering/Ceilings | 10% Real Estate Services |
| 23% Landscape Products/Services | 9% Facility Management Services |
| 23% Construction Services | 9% Commissioning/Testing |
| 22% Decks/Patios | 9% Publications/Media |
| 22% Building Automation/Controls | 4% Reprographic Supplies |
| 21% Stairs | |

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