



8,000+

architects, builders,  
contractors, engineers,  
designers and more  
attend ABX

70%  
of ABX attendees make or  
influence buying decisions

## Expand Your Customer Base

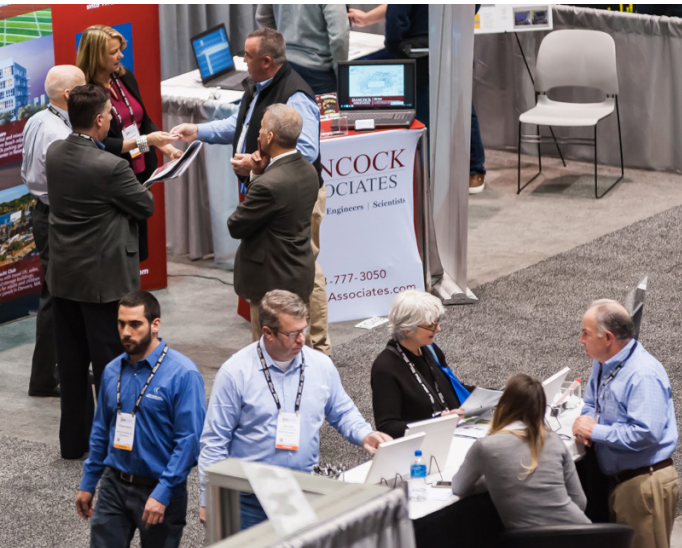
### EXHIBITOR PROSPECTUS

# EXPLORE. EXHIBIT. ENGAGE.

**Explore** the benefits of exhibiting at ABX 2019 — 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

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

### CONTACT:

BRIAN KEEFE, Sales Director  
617.391.4029 | bkeefe@architects.org

KELLY GUTERMUTH, Sales Manager  
972.536.6455 | kelly.gutermuth@informa.com

### 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

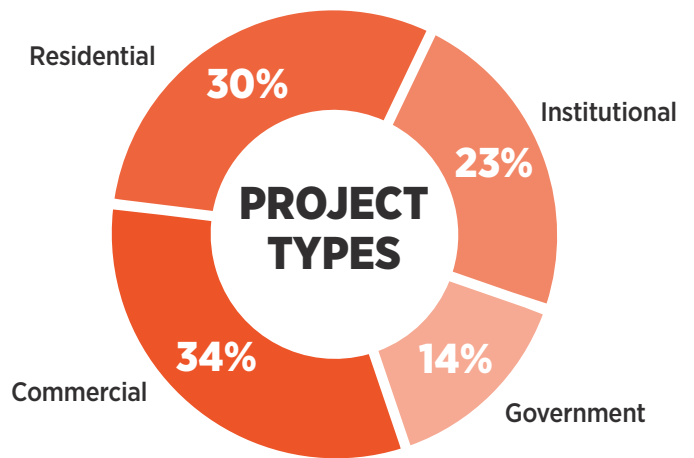
**MALE 65%**  
**FEMALE 35%**



### PURCHASING AUTHORITY



**70%** of attendees make or influence buying decisions



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[abexpo.com](http://abexpo.com)





### COMPANY SIZE

1-10 **38%**

11-25 **12%**

26-50 **14%**

50+ **36%**

### 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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# EXHIBIT BOOTH RATES

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

Booth Rate (per sq. ft.)	After March 4
Standard Booth	\$40.00
Corner	\$43.00
Peninsula	\$44.50
Island	\$46.50

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:

75% of total balance ..... due on or before April 18, 2019  
100% of total balance ..... due beginning July 18, 2019

## BUILDING PRODUCT GALLERY

Connecting the global building and design industry

All ABX exhibitors will also receive a complimentary account on [buildingproductgallery.com](http://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](http://abexpo.com). Full payment can be made by credit card online or mailed to:

**ABX 2019**  
6191 N. Highway 161, Suite 500 | Irving, TX 75038

**FOR MORE INFORMATION:**  
617.391.4029 | [bkeefe@architects.org](mailto:bkeefe@architects.org) | [abexpo.com](http://abexpo.com)

### 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 2019.

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