

# International Exhibiting Opportunities

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





# Transform. Build. Innovate.

Boost your business with face to face contact and grow your client base through:

- Increased market share
- Engaging and interactive exhibits
- Designated networking spaces & meeting lounges
- New product showcases
- Thought leadership opportunities

**400,000+**  
Total sq. ft. of exhibits & conversations

**1,000+**  
Exhibiting companies

**25,000+**  
Attendees

**250+**  
Roundtables, seminars & demonstrations

**\$290B**  
Total 2019 Canadian construction volume

**\$2.8B**  
Projected spending on Canadian Smart City initiatives by 2022

**90%**  
Visitors attended the Show to source new products

**95%**  
Visitors plan to attend the Show in 2020

**375**  
New leads acquired per exhibitor

**43**  
Countries represented

## Exhibiting Opportunities

### Why Your Company Should Exhibit

- North America's largest exposition and conference for design, construction and real estate.
- Make face-to-face contact with builders, developers, contractors, engineers, architects, specifiers, building owners and property managers.
- Generate highly-targeted leads with qualified and serious buyers and decision-makers to help increase sales.
- Build a more established and qualified brand.
- Discover your next new partnership or business opportunity.
- Launch new products and unveil new marketing strategies through engaging exhibits, in-booth demonstrations and expert-led seminars.
- Renew personal contact with existing and former clients.

### Your Industry is Here to Support

Over 100 strong partnerships with industry associations and media including:



## Your Audience is Here

**33%** Commercial    **32%** Residential    **18%** Institutional    **17%** Industrial

### 22%

- Construction Management
- Project Management
- Contractor (commercial)
- Renovator (commercial)

### 17%

- Architectural
- Designer
- Interior Designer

### 17%

- Asset Manager
- Building Owner/Developer
- Property Manager
- Real Estate Broker and Financing

### 13%

- Consultant
- Engineering
- HVAC/Building Engineer
- Specification Writer
- Urban Planner

### 12%

- Contractor (residential)
- Renovator (residential)
- Homebuilder

### 6%

- Building Operations
- Facility Management
- Plant Management

### 6%

- Concrete Industry
- Manufacturer
- Distributor
- Supplier, Retail

# Meet Your Buyers Here



**Building • Design • Engineering**

## Exhibitor Categories

- Adhesives
- Advanced Construction Technologies
- Architectural Design
- Building Automation Controls & Systems
- Building Exteriors, Thermal & Moisture Protection
- Building Supply
- Ceramic & Tile Products
- Commercial Interiors
- Concrete Products & Materials
- Construction, Property & Asset Management Services
- Decks, Decking, Landscaping & Parking
- Design & Construction Technology
- Educational Services / Industry Association & Government
- Equipment & Tools
- Flooring and Floorcoverings
- IT Solutions & Processing Technology
- IT Solutions for Asset, Facilities & Property Management
- IT Solutions for Design, Engineering & Construction
- Lighting
- Pre-engineered Building Systems
- Restoration Products and Services
- Roofing
- Security & Life Safety
- Specialties
- Steel & Metal Products
- Stone & Quartz Products
- Tools, Equipment & Hardware
- Wood Products

## Attendees

- Architect
- Engineer
- Contractor - Non Residential
- Government
- Specification Writer
- Consultant
- Renovator
- Interior Designer
- Construction Management
- Project Management
- Retailer
- Industry Personnel



**Maintenance • Operation • Retrofit**

## Exhibitor Categories

- Building Automation Controls & Systems
- Building Exteriors, Thermal & Moisture Protection
- Building Supply
- Communication Systems
- Concrete Products & Materials
- Construction, Property & Asset Management Services
- Decks, Decking, Landscaping & Parking
- Design & Construction Technology
- Design Products & Finishes
- Educational Services / Industry Association & Government
- Energy Management & Power
- Environmental Services
- Equipment & Tools
- Flooring and Floorcoverings
- HVAC & Mechanical Systems
- IT Solutions for Asset, Facilities & Property Management
- Kitchen, Bath & Plumbing Systems
- Lighting
- Maintenance Services & Products
- Property Technology (Proptech)
- Restoration Products and Services
- Roofing
- Security & Life Safety
- Smart Technology
- Specialties
- Steel & Metal Products
- Tools, Equipment & Hardware
- Waste Management
- Windows & Doors / Solariums & Skylights

## Attendees

- Property Management
- Building Owner/Developer
- Facility Management
- Building Operations
- Industry Personnel
- HVAC / Building Engineer
- PM Government
- Plant Management
- Asset Management
- Real Estate Broker
- Real Estate Financing
- Real Estate Government
- Municipal / Economic Development Official
- Lawyer
- Interior Design



**Multi-Residential • Single-Family • Renovation**

## Exhibitor Categories

- Adhesives
- Advanced Construction Technologies
- Architectural Design
- Building Exteriors, Thermal & Moisture Protection
- Building Supply
- Communication Systems
- Concrete Products & Materials
- Construction, Property & Asset Management Services
- Decks, Decking, Landscaping & Parking
- Design & Construction Technology
- Design Products & Finishes
- Educational Services / Industry Association & Government
- Energy Management & Power
- Equipment & Tools
- Floorcoverings
- Flooring and Floorcoverings
- Housing Products & Systems
- HVAC & Mechanical Systems
- IT Solutions / Processing Technology
- IT Solutions for Design, Engineering & Construction
- Kitchen, Bath & Plumbing Systems
- Landscaping
- Lighting
- Pre-engineered Building Systems
- Roofing
- Smart Technology
- Specialties
- Steel & Metal Products
- Tools, Equipment & Hardware
- Windows & Doors / Solariums & Skylights
- Wood Products

## Attendees

- Homebuilders
- Renovator - Residential
- Industry Personnel
- Interior Design
- Urban Planner
- Government, Housing
- Building Supplier
- Kitchen Planner / Designer
- Cabinet Maker / Manufacturer
- Plumbing Retailer
- Kitchen & Bath Manufacturer & Distributor
- Kitchen & Bath Retailer
- Contractor - Residential



**Concrete • Masonry • Infrastructure**

## Exhibitor Categories

- Adhesives
- Advanced Construction Technologies
- Architectural Design
- Building Exteriors, Thermal & Moisture Protection
- Building Supply
- Concrete Products & Materials
- Construction, Property & Asset Management Services
- Decks, Decking, Landscaping & Parking
- Educational Services / Industry Association & Government
- Equipment & Tools
- IT Solutions for Design, Engineering & Construction
- Masonry Products & Materials
- Restoration Products and Services
- Steel & Metal Products
- Tools, Equipment & Hardware

## Attendees

- Ready Mix Concrete Producer
- Precast Concrete Producer
- Specialty Concrete / Repair Contractor
- Masonry / Repair Contractor
- Concrete Block Producer
- Architect
- Engineer
- Renovator – Commercial & Residential
- Contractor – Commercial & Residential
- Homebuilder
- Municipal / Economic Development Officer

## Act now

**Reserve your premium booth location today!**

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

# Booth Fees & Information

## Booth Fees

- Exhibit space in increments of 100 sq.ft.
- \$36 / sq.ft.
- 10% premium corners
- 20% additional charge for island booths
- \$225 promotional listing mandatory fee
- \$225 exhibitor insurance fee mandatory fee (refundable upon receipt of proof of valid insurance)

## Included in Your Booth Rental

- Detailed corporate listing on the Show website linking to your website and Buildings Canada portal with a link to your corporate website
- Corporate listing in the Official Show Guide
- Unlimited digital invitations for your clients
- Unlimited exhibitor badges for your booth staff
- Exhibitor Orientation
- Exhibitor Checklist and Exhibiting Tips to help you prepare
- Online exhibitor information available 24/7
- 24 hour perimeter security

## Mandatory Exhibit Requirements

- Carpet or approved alternate floor covering is mandatory. Exhibitors are responsible for carpeting their full floor space
- Adherence to booth guidelines. Exhibitors must supply their own exhibit display that has a completely finished back drop as there is no draping provided
- \$5,000,000 commercial general liability insurance coverage is required
- Adherence to the Occupational Health & Safety Act

## Supplier Services Costs (if required)

*\*Prices are approximate and subject to change according to individual suppliers and order date.*

• Tables: 4' - 8' skirted	\$116 - \$172 ea.
• Chairs & Stools	\$110 - \$135 ea.
• Counters	\$306
• Electrical - Basic Outlet - 1500W / 120V	\$185
• Lead Retrieval Scanners	\$400 +
• Carpets - 10' x 10'	\$281
• - 10' x 20'	\$478
• Booth Cleaning (per sq.ft.)	\$0.20
• Internet - Wifi	\$395 +
• Parking Pass: 1 - 5 days	\$19 - \$85
• Shell Scheme Exhibit Display (10' x 10')	\$952

*Shell Scheme includes: walls, carpet and header signage*

## Bulk Discounts

- 10% discount when booking space in both the North & South buildings. Discount will apply to the new or smaller space only
- Contact us for special bulk space rate on (800 sq.ft. +) Only applicable for heavy equipment in World of Concrete Pavilion

# Connect With



Commercial Construction  
(Office, Industrial & Retail)

### Frank Scalisi

Director of Sales  
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Residential Construction  
(Single & Multi-Family)



Commercial &  
Residential Construction



Commercial & Residential  
(Retrofit & Maintenance)

### Jeff Ingram

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## International Exhibitors

### Glen Reynolds

Sales Manager  
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# Marketing Tools

Maximize your Company's exposure to top decision makers through our various marketing sponsorship programs and digital packages including a number of new opportunities, VIP programs, meeting lounges, demonstration areas and more. Talk to us about your goals and budget and we'll customize a plan for great ROI.

## Sponsorship Program

Boost your company's profile through diverse and targeted sponsorships including customized lounges, product showcases, networking receptions, educational presentations and roundtable discussions.

## Show Guide Advertising

The Show Guide is a valuable tool used by attendees to source products, services and suppliers. Advertise to increase traffic to your booth and gain additional exposure throughout the year.

## Client Referral Program

The Show has a comprehensive referral program that provides exhibitors with several no-cost ways of inviting clients and prospects to the Show.

## International Business Program

Learn about various international markets, speak to Canadian embassy representatives from the building sector, and meet international buyers from over 25 countries.

## Expert-led Seminars & Hands-on Product Demonstrations

Be a thought-leader by hosting a featured product demonstration on the Show Floor or by participating in the seminar program.

## Online Display Banner Ads

Increase your online profile and drive traffic to your website through a BuildingsCanada.com featured home page and/or newsletter banner ad.

## Live & On Demand Webinars

Host a live webinar presented by a speaker of your choice, on a topic of your choice as a teaser leading up to the Show.

## Discovery District Product Display

Submit your new and innovative product for inclusion in our Discovery District. Selected products will be featured on the Show Floor in a prime location, across our location and across our communication channels.

## Buildings Canada Portal

Connect with clients and prospects year round through educational webinars and videos; latest news and market trends; conferences, exhibitions and workshops; and innovative products and services showcases.



# Shell Scheme

## Exhibiting Made Simple with Shell Schemes

International companies can select The Building Show shell scheme to make your participation quick and simple once you arrive.

### Package A

9.29m <sup>2</sup> (10' x 10') Space	\$3,600
Shell Scheme	\$ 820
<ul style="list-style-type: none"> <li>• Hard walls (full height side walls and back wall - 2.4m)</li> <li>• Company name header (black letters) with country flag</li> <li>• Carpet</li> <li>• One (1) star-base table</li> <li>• Two (2) side chairs</li> <li>• One (1) wastebasket</li> </ul>	
Exhibitor Insurance	\$ 225
Promotional Listing	\$ 225
Security Deposit (Refundable)	\$ 500
<b>Total</b>	<b>\$5,370</b>
For additional 9.29m <sup>2</sup> (10' x 10')	\$4,420

*Includes space and shell scheme*

### Package B

9.29m <sup>2</sup> (10' x 10') Space	\$3,600
Shell Scheme	\$ 820
<ul style="list-style-type: none"> <li>• Hard walls (full height side walls and back wall - 2.4m)</li> <li>• Company name header (black letters) with country flag</li> <li>• Carpet</li> <li>• One (1) star-base table</li> <li>• Two (2) side chairs</li> <li>• One (1) wastebasket</li> </ul>	
Exhibitor Insurance	\$ 225
Promotional Listing	\$ 225
Security Deposit	\$ 500
One (1) Electrical Outlet & Two (2) Arm Lights	\$ 415
Material Handling	\$ 250
<b>Total</b>	<b>\$6,035</b>
For additional 9.29m <sup>2</sup> (10' x 10')	\$5,085

*Includes space, shell scheme, electrical and lights.*

## Example: 10' x 10' Inline Booth



## Example: 10' x 10' Corner Booth



# Contact

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