

### Statistical Overview

35,278	Verified Visitor Attendance
12,756	Verified Exhibitor Attendance
48,034	Total Verified Attendance
6,652	International Visitors
154	Countries Represented
14,086 (40%)	First-time Visitors

527,520	Net Sq. Ft. of Exhibit Space
1,875	Exhibiting Companies
547	International Exhibitors
39	Countries Represented
31	Sponsors & Endorsing Associations

## Visitor Attendee Geographic Breakdown

#### **UNITED STATES**

North Central	12,464
South Atlantic	4,245
Mid Atlantic	4,040
South Central	3,306
West Coast	2,108
New England	1,192
Mountain	1,102
Puerto Rico & US Territories	169

#### **INTERNATIONAL**

Canada	2,240
Asia/Pacific Rim/Australia	1,665
South/Central America/Caribbean	884
Europe	813
Mexico	629
Middle East	391
Africa/All other regions	30

# Type of Business

Distribution	10,641
Contractors/Dealers	9,156
Manufacturers of HVACR and	
Allied Equipment & Components	<b>7,376</b>
Allied to the Field/Other	3,418
Engineering, Design & Construction	2,783
Facility/Building/Plant Mgt. & Operations	843
Education	611
Public Utilities	360
Publishing/Press	90

### Job Function

Senior Management	12,913
Marketing/Sales	9,507
Engineer/Architect	5,098
Technician	2,014
Not Given/Other	1,387
Purchasing	1,087
Operations/Maintenance	1,025
Consultant/Allied to the Field	931
Research/Product Design & Dev	856
Publishing/Education	460

40% residential; 70% commercial; 47% industrial; 28% institutional

(Note: attendees can choose multiple categories)

64% have a role in purchasing