

BIOFACH AMERICA

into organic

ALL THINGS ORGANIC

Baltimore, USA

The Baltimore Convention Center

Education & Events: September 13 - 16, 2017

Trade Show: September 14 - 16, 2017

biofach-america.com

International patron:



Co-located with:



Co-organizer:



Reach more than 28,000 Industry Members



A Qualified Market

Located at Natural Products Expo East, BIOFACH AMERICA – ALL THINGS ORGANIC delivers the largest organic buying audience in the United States.

With a qualified audience of more than 28,000 industry members, your organic products will be seen, tasted, and experienced by this large audience of potential customers.

BIOFACH AMERICA – ALL THINGS ORGANIC delivers cutting-edge organic finished products, raw materials, market intelligence and education that tradeshow and conference attendees won't find anywhere else in North America.

Why Exhibit at Expo East and BIOFACH AMERICA – ALL THINGS ORGANIC?

Buyers from across channels and categories flock to Expo East and BIOFACH AMERICA – ALL THINGS ORGANIC. More than 85 % of Natural Products Expo buyers attend only one of the two events (Expo East and Expo West). So the unique audience on each coast is worth traveling to meet.

The East Coast accounted for 47 % of natural products sales in 2015*. Showcase your product in front of the buyers where consumer demand is the highest in the country.

**According to the Natural Foods Merchandiser Market Overview 2016.*

Learn more about why you should exhibit at biofach-america.com.

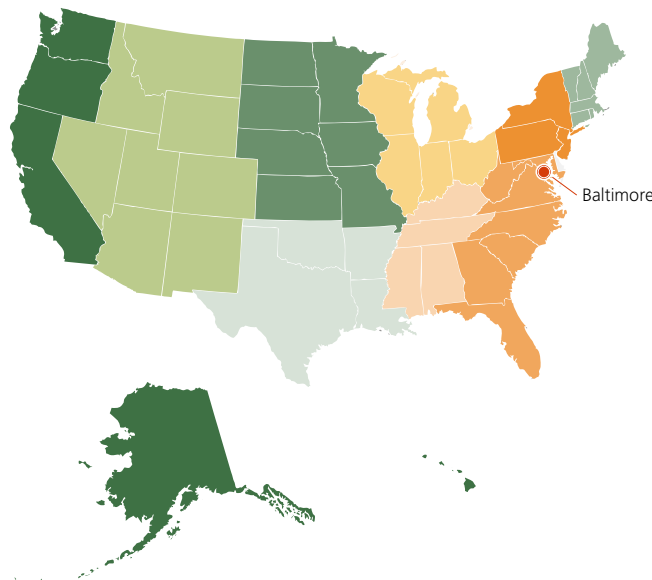
The Buyer Power of the East Coast is Unmatched

The East Coast represents 47 % of the Natural Products industry and saw 5 % growth in 2015. This buying power is unmatched by any other region.* Exhibiting at Natural Products Expo East and BIOFACH AMERICA – ALL THINGS ORGANIC will allow you access to this rich and diverse market.

**According to 2016 NFM Market Overview (Natural Products Industry: 2015 Regional Sales and Growth)*

Regional Breakdown of Visitors:

- East North Central – 7 %
- East South Central – 1 %
- Middle Atlantic – 23 %
- Mountain – 5 %
- New England – 6 %
- Pacific – 20 %
- South Atlantic – 21 %
- West North Central – 3 %
- West South Central – 3 %
- Canada – 3 %
- International – 8 %





North America's largest all-organic show, co-located with Natural Products Expo East

PRODUCED BY:

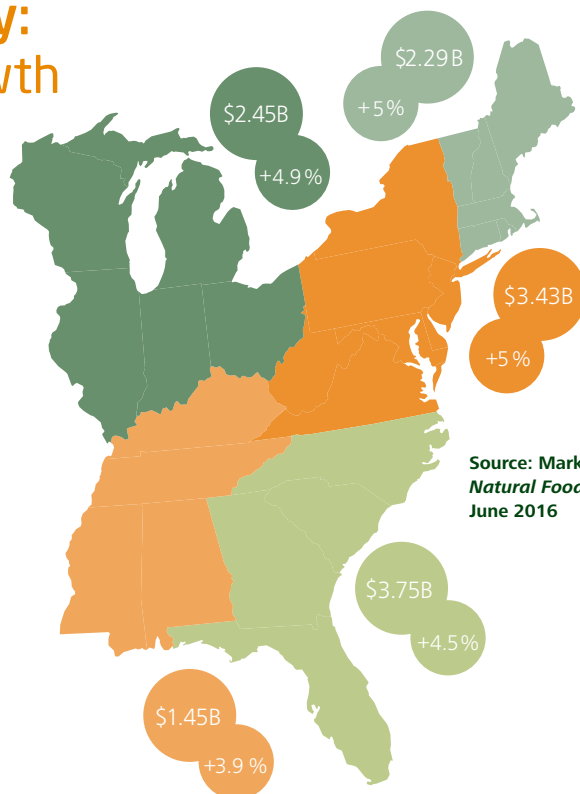
- **New Hope Network** – producers of North America's largest natural, organic, and healthy products trade shows
- **NürnbergMesse** – producers of Europe's largest organic exhibition

United States Organic Facts 2015*

- U.S. consumer sales of all organic products reached \$43.3 billion in 2015 on 11% growth.
- Sales of organic food and beverage increased 11% in 2015 to reach \$39.7 billion. Growth was stronger for organic food than the total food market, which grew 3% in 2015.
- Sales of non-food organic products, at almost \$3.6 billion, up 13% from the previous year.
- Organic fruits and vegetables continued to be the biggest-selling organic category in 2015 with \$14.4 billion in sales, up 10.5% from the previous year.
- The organic dairy category reached \$6 billion in 2015, accounting for 15% of total organic food sales and vegetables.

*According to the *Natural Foods Merchandiser Market Overview 2016* and the *Organic Trade Association U.S. Organic Industry Survey 2016*.

Natural Products Industry: 2015 Total Sales and Growth



Source: *Market Overview 2016, Natural Foods Merchandiser, June 2016*

Let Buyers Discover Your Certified Organic Products

BIOFACH AMERICA – ALL THINGS ORGANIC features thousands of new and unique certified organic products, timely and informative education sessions and exceptional networking events.

BIOFACH AMERICA – ALL THINGS ORGANIC is co-located with Natural Products Expo East. This means you will also find:

Organic Conference Program

As partner, the Organic Trade Association provides information about the latest strategies, trends and regulatory information for the North American and international markets.

ALL THINGS ORGANIC

ALL THINGS ORGANIC is the primary, annual gathering place for the Organic Trade Association membership; dedicated to growing the organic industry and bringing buyers and sellers together to focus on the business of organic.

Organic Standards Statement

All exhibitors at BIOFACH AMERICA – ALL THINGS ORGANIC will have to meet the strict products criteria set by the organizers. US companies can only display products which are certified organic by a recognized certification body and contain at least 70 % organic ingredients. International companies which have already exhibited at BIOFACH in Nuremberg can take advantage of a streamlined admission process as long as they meet BIOFACH criteria. Others have to fill in the admission forms which are available from NürnbergMesse GmbH. Please have a look at biofach-america.com.

Book your space today!

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All events are subject to change. Visit biofach-america.com for up-to-date information.

BIOFACH

into organic

Join the world's leading trade show network for organic products!



BIOFACH 2018

Nürnberg, Germany
World's Leading Trade Fair for Organic Food
February 14 – 17, 2018
biofach.com

BIOFACH CHINA

Shanghai, China
May 25 – 27, 2017
biofach-china.com

BIOFACH AMERICA LATINA

– BIO BRAZIL FAIR
São Paulo, Brazil
June 7 – 10, 2017
biofach-americalatina.com

BIOFACH AMERICA

– ALL THINGS ORGANIC
Baltimore, USA
September 14 – 16, 2017
biofach-america.com

BIOFACH INDIA

together with INDIA ORGANIC
Delhi, India
November 9 – 11, 2017
biofach-india.com

ORGANIC EXPO

together with **BIOFACH JAPAN**
Yokohama (Tokyo Metropolitan Area)
August 24 – 26, 2017
organic-expo.jp/en