

KBIS + IBS 2027 China Pavilion - Finding Source Factories

February 2-4, 2027, Las Vegas. KBIS and IBS run co-located (Design & Construction Week). We have booked a 300 sqm pavilion, split into 8-12 mini-booths, and we are looking for source factories (you manufacture the products yourself) as co-exhibitors. This document is the introduction for source factories. Check the fit before you talk to us.

What this document covers

1. What IBS is and who attends
2. How this pavilion is organized
3. What your factory gets
4. Who should apply, who should not
5. Costs and timeline
6. How to apply

1. What IBS is and who attends

This is a two-show opportunity: KBIS (Kitchen & Bath Industry Show, run by NKBA) and IBS (International Builders' Show, run by NAHB). Both are part of Design & Construction Week: February 2-4, 2027, same venue (Las Vegas Convention Center), with attendee traffic flowing between the two halls.

KBIS buyers: kitchen and bath designers, dealers, showroom buyers. IBS buyers: home builders, general contractors, multifamily developers. If you make cabinetry, kitchens, baths, or tile, your buyers walk KBIS; if you make flooring, lighting, windows/doors, hardware, or tools, your buyers walk IBS. Our pavilion sits in the IBS hall and KBIS buyers walk over the same day - one booth, both audiences.

The 2027 dates are officially confirmed: February 2-4, 2027. Co-located with KBIS and Design & Construction Week.

Attendees are mainly:

- Home builders
- General contractors
- Multifamily developers
- Remodelers
- Building-products buyers and designers

Roughly 70-80 thousand attendees from 100+ countries. They come to place orders, not to browse.

IBS is not a fit for discount / liquidation channels. If your factory sells furniture, soft home, or general consumer goods to dollar stores, off-price, or closeout buyers, this document is not for you.

2. How the China pavilion is organized

We booked a 300 sqm space at IBS 2027 inside the main hall. How it works:

- Split into 8-12 mini-booths, 20-30 sqm each
- Shared back wall, carpet, and lighting
- Each factory gets its own fascia, sign, counter, and lockable cabinet
- 2-3 NAHB exhibitor badges per booth
- We staff the pavilion with bilingual (Chinese + English) personnel

Your factory brings: samples, and 1 sales person.

We handle: NAHB paperwork, build-out, sample consolidation to Las Vegas, on-site operations, post-show buyer lead consolidation.

This is not subletting booth space. Under the NAHB contract your factory registers as a co-exhibitor under our pavilion, individually filed with NAHB, individually paying NAHB's co-exhibitor fee. The paperwork is clean.

3. What your factory gets (before costs)

For a standard 20-30 sqm mini-booth, your factory gets:

- Full booth space (carpet, back wall, lighting, power drop)
- 1 individual fascia sign (your English company name + logo)
- 1 counter + 1 lockable storage cabinet
- 2-3 NAHB exhibitor badges (hall access + buyer matchmaking system)

Pavilion-level marketing (NAHB website, official IBS app, pavilion email)
On-site bilingual staff (Chinese + English)
Sample consolidation coordination to Las Vegas (no service fee; you pay actual freight)
Post-show buyer lead list (one consolidated list; each factory follows up its own)

Not included; your factory pays directly:

Travel (airfare, hotel)
Sample freight from China to Las Vegas (we coordinate consolidation; you pay cost)
Your own brochures, business cards, price lists
Deep follow-up of individual buyers after the show (we hand you the list)

4. Who should apply

Apply if you are:

A source factory: an actual manufacturer that makes the products itself (not a trading company)
Making products IBS buyers actually buy: cabinetry, kitchen, bath, flooring, tile, lighting, smart home, windows/doors, building hardware, remodeling tools
Already exporting to the US, or ready to start
Willing to send 1 English-speaking sales person to Las Vegas for 5 days
Able to commit by November 2026 and have samples in Las Vegas by mid-January 2027

Do not apply if you are:

A trading company, sourcing agent, or brand operator (NAHB requires manufacturers)
Making furniture, soft home, textiles, general consumer goods (IBS buyers do not buy these; your money would be wasted)
New to US export and expecting big volume from a first show
Unable to send an English-speaking sales person on the floor
Confirming after November 2026 (too late)

5. Approximate costs

Exact numbers pending the NAHB invoice and our build-out contract. The structure we can tell you now:

Item	Who pays	Approximate amount
Primary 300 sqm booth rental (NAHB)	Us	[pending NAHB invoice]
Build-out (carpet, walls, lighting, counters)	Us, recouped from factories	Estimated \$80-150 per sqm
NAHB co-exhibitor fee	You (we submit on your behalf)	Typically \$1,500-3,000 per factory
Our recruitment + on-site coordination fee	You	\$3,000-5,000 per factory (see Coordination fee)
Sample freight China to Las Vegas	You (actual cost)	We coordinate consolidation; you pay the freight
Your travel (airfare, hotel)	You	You book directly

No hidden fees.

Before you pay anything, we send a line-item quote and a short participation agreement.

Where your money goes:

Co-exhibitor fee: paid in full to NAHB
Build-out share: paid in full to the build-out contractor
Coordination fee: covers our staff travel + on-site operations + post-show lead list

If it is not in this document, you do not pay it. No mandatory marketing packages, no must-buy extras.

Coordination fee

Coordination fee: our coordination + on-site operations + post-show follow-up, \$3,000 - \$5,000 per factory (subject to final scope confirmation).

6. Timeline

When	What
Now (October 2026)	Read this document. Reply 'IBS Booth' on WeChat or use the online form.
October	5-minute qualification call; we confirm your factory fits
Late October - November	Line-item quote + participation agreement; you confirm, pay deposit
November - December	You prepare samples, marketing materials, sales person
Mid-January 2027	Samples arrive in Las Vegas
February 1-2, 2027	Pavilion set-up
February 2-4, 2027	IBS show days
After February 4	Post-show lead list consolidation; you follow up

About 3.5 months until the show. The clock is tight. The earlier you confirm, the calmer NAHB filing and sample shipping will be.

7. How to apply

Reply 'IBS Booth' on WeChat, or use the form on our page.

We then send:

- A 5-question qualification checklist

- After qualification: a 15-minute call on fit, costs, and next steps

- If you proceed: a formal participation agreement and quote

Free of charge:

The WeChat reply, this PDF, the 15-minute call, and the formal quote are all free. Specific participation costs are discussed after we put together the marketing plan with you.

And we do not push.

Decide after reading. We will not ask daily whether you are in.

Contact

WeChat: scan the code on our recruitment poster / official account, reply 'IBS Booth'

Online form: <https://factory-partner-pitch.pages.dev/shows/ibs-pavilion>

Email: liquidator@technical-stop.com (subject: IBS China Pavilion 2027)

We reply within 24 hours on China business days.