

## EXHIBITOR ALERTS

Beware of non-authorized companies that prey on exhibitors at all trade shows.

The following are examples of what to be aware of.

- The first, most dangerous, company is sometimes called ExpoGuide, FairGuide or anything similar to these names. They will send you a form by mail asking you to complete the form for your “free” product listing information and lists our show, misleading the exhibitor to believe that The Landscape Expo is requesting this information. In the small print, Mexico, Germany, Australia or some other foreign country is listed. Please throw this away immediately! If you sign up, they will charge you \$1700 for three years. It is a long process to get out of this contract.
- There are multiple companies that will call and tell you our official hotels are “almost sold out” and you need to book right away with them in order to secure hotel rooms. Other companies will call only to solicit your hotel business and mislead you to believe that you will receive lower rates if you book through them. Don’t be fooled! These companies are not official and we cannot guarantee your room if booked through one of these companies. The Landscape Expo Management worked hard to negotiate the best rates possible for EXPO attendees. The more hotel rooms we book within our block, the better room rate we can negotiate for you! The only person that may contact you is Marcia Owyang from The Landscape Expo.
- Exhibitors are beginning to receive calls from companies about renting your booth carpeting through their company and that it is cheaper than renting through our Official Service Contractor. The price of the actual carpeting may be cheaper, but you must factor in the delivery and set up charges that are applied through an outside vendor. You are not charged these fees through our designated contractor. Be sure to get all information with “final delivered/set up fees: when making a decision to go to an outside vender.
- There are “Lead Retrieval” companies that will try to sell you one of the units claiming you can use it at ALL shows. This is incorrect. Our attendee demographic information is programmed and will only work on the Lead Retrieval units provided by our exclusive Lead Retrieval provider, ExpoBadge.