

The top 50 fabricators serving the U.S. event and exhibit industry



Look around.

From Bud Light's House of Whatever at the Super Bowl to SAP's SAPPHIRE NOW, Intel's booth at CES to Activision's XP, your experiences are getting bigger and bolder. The physical structures, the actual architecture of event and exhibit campaigns, are getting upgraded by fabricators that themselves are evolving their capabilities as you evolve your experiential strategies.

A few years ago, we recognized both an increasing need for fabrication and a cluttered pool filled with thousands of exhibit partners—fact was, it was just so damn hard to know if you were hiring the right fabricator.

And so we pounced. In an effort to clarify things for you and your procurement departments, we created the only editorial listing of top exhibit builders. It has proved to be a useful tool, with more than 50,000 event marketers and procurement managers searching the Fab 50 on eventmarketer.com.

This year, the list has returned. Fabrication partners serving the U.S. applied in January by providing us information on their companies, their people, their culture and their offerings. They gave us direct access to their clients, case studies and raw numbers on capabilities, capacities and competencies. In many cases we dialed up clients for off-the-record comments. In other cases the chats were on the record. Our editors and the analysts at our Event Marketing Institute went over the applications to whittle them down to what we feel are the top 50 fabricators.

As always, the list is presented in alpha order, to provide a spotlight on the best builders this industry has to offer. Congratulations to this year's Fab 50.



2020 Exhibits

OPENED: 1987 **WEBSITE:** 2020exhibits.com **HQ:** Houston **U.S. WORK:** 88% **PORTFOLIO:** 20x20s and smaller: 45%; 20x20s to 50x50s: 43%; Bigger than 50x50s: 12% **FABRICATION SPACE:** n/a **STORAGE SPACE:** 250K **RENTAL:** Yes **CLIENTS:** Omnicare, National Oilwell Varco, Westinghouse, EXPRO, Weir **RFP CONTACT:** Mike Skaff, mike.skaff@2020exhibits.com

A fully integrated event marketing firm that also offers large-scale rental exhibits, full-service in-house A/V, an internal graphics lab and an award-winning interactive marketing team. Its cloud-based management technology makes projects and programs, including mobile apps, lead retrieval and engagement solutions, available 24/7. Digital offerings include ultra-slim bezel, seamless stacking video walls and a fleet of LCD and touch screen monitors.



3D Exhibits

OPENED: 1995 **WEBSITE:** 3dexhibits.com **HQ:** Schaumburg, IL **U.S. WORK:** 93% **PORTFOLIO:** 20x20s and smaller: 30%; 20x20s to 50x50s: 60%; Bigger than 50x50s: 10% **FABRICATION SPACE:** 65K **STORAGE SPACE:** 225K **RENTAL:** Yes **CLIENTS:** Yamaha, Dell, Nintendo, EZ GO, Mitsubishi **RFP CONTACT:** Nicole Genarella, ngenarella@3DExhibits.com

Has enjoyed steady growth from a loyal base of accounts tapping into the company's evolving design, fabrication and strategy services. One client called 3D "focused and friendly." Another referred to the Chicago partner as "our secret weapon." Used the move to a sweet new 250,000-square-foot facility to streamline operations but also to create a true, collaborative work environment. "Literally, we asked our team what an ideal environment would look like—and then we built it."



Access TCA

OPENED: 1985 **WEBSITE:** accesstca.com **HQ:** Whitinsville, MA **U.S. WORK:** 93% **PORTFOLIO:** 20x20s and smaller: 30%; 20x20s to 50x50s: 50%; Bigger than 50x50s: 20% **FABRICATION SPACE:** 115K **STORAGE SPACE:** 180K **RENTAL:** Yes **CLIENTS:** Amgen, Seattle Genetics, Nationwide, Merck Animal Health, Onyx **RFP CONTACT:** Scott Williams, swilliams@accesstca.com

With clients in automotive, technology and consumer goods, health care and more, Access TCA is expanding into animal health and veterinary medicine. New offerings for 2014 included survey options to measure effectiveness of client programs. Ongoing partnerships with digital developers deliver sophisticated, cutting-edge work, but it would be hard to beat the "Swimming with the Pigs" green-screen photo op for Merck at the International Pig Veterinary Society meeting.



Acer

OPENED: 2003 **WEBSITE:** acerexhibits.com **HQ:** Havre de Grace, MD **U.S. WORK:** 95% **PORTFOLIO:** 20x20s and smaller: 50%; 20x20s to 50x50s: 40%; Bigger than 50x50s: 10% **FABRICATION SPACE:** 16.6K **STORAGE SPACE:** 137.4K **RENTAL:** Yes **CLIENTS:** Plano Synergy, Johnson & Johnson, Under Armour, The Original Muck Boot Company **RFP CONTACT:** Michael Dunne, mdunne@acerexhibits.com

With new digs on 25 acres, this veteran-owned company plans to keep growing, and a recent investment in an exhibit industry-specific software system is one way to do that. Also invested in a hybrid printer for its busy graphics department. An exhibit for outdoor company Plano Synergy combined a dozen brands into one cohesive environment and featured faux trees and a moveable hunting blind. And, we hear that Acer's annual crab feasts can't be beat.



Astound Group

OPENED: 2001 **WEBSITE:** astoundgroup.com **HQ:** Las Vegas **U.S. WORK:** 70% **PORTFOLIO:** 20x20s and smaller: 10%; 20x20s to 50x50s: 40%; Bigger than 50x50s: 50% **FABRICATION SPACE:** 50K **STORAGE SPACE:** 50K **RENTAL:** Yes **CLIENTS:** NVIDIA, BBC America, MasterCard, Porsche AG, CBS Interactive (CNET) **RFP CONTACT:** Jennifer Chia, info@astoundgroup.com

Has owned facilities in North America, Europe and Asia that have, collectively, powered exhibit programs for clients in 26 countries (and counting). Just launched a new Special Projects Division dedicated to the planning and delivery of large-scale, temporary architectural experiences. Also invested \$300,000 in a cloud-based infrastructure and currently exploring 3D printing/prototyping. Opened an office in San Francisco to provide additional support and expanded its Las Vegas facility.



ASV

OPENED: 1988 **WEBSITE:** asv1.com **HQ:** Torrance, CA **U.S. WORK:** 100% **PORTFOLIO:** 20x20s and smaller: 10%; 20x20s to 50x50s: 75%; Bigger than 50x50s: 15% **FABRICATION SPACE:** 15K **STORAGE SPACE:** 25K **RENTAL:** Yes **CLIENTS:** Lexus, Team One, Advantage Marketing, IMG Live, Saatchi & Saatchi **RFP CONTACT:** Shawn Andry, sandry@asv1.com

Having previously focused on car prep for the film industry, ASV has morphed into a design and fabrication company that integrates experiential marketing, technology, social media, trade show exhibits, promotional tours and displays around the globe. Technologies it deploys have included Oculus Rift virtual reality, augmented reality, RFID and photo and video capturing. But it was the high-end Lexus Performance Drive Pavilion at the U.S. Open that really captured us—and a lot of golfers.



Atlantic

OPENED: 1988 **WEBSITE:** atlanticexhibits.com **HQ:** Chantilly, VA **U.S. WORK:** 88% **PORTFOLIO:** 20x20s and smaller: 42%; 20x20s to 50x50s: 46%; Bigger than 50x50s: 12% **FABRICATION SPACE:** 19K **STORAGE SPACE:** 101.195K **RENTAL:** Yes **CLIENTS:** Exxon-Mobil, GEICO, Comcast Business, Northrup Grumman, API (The American Petroleum Institute) **RFP CONTACT:** Greg Beach, gbeach@atlanticexhibits.com

Though it operates like a larger exhibit house, its size keeps it nimble... It's just big enough, but not so big that clients feel lost in the shuffle. It prides itself on its quirky and pugnacious attitude, "It's what makes us different from our competition," and is willing to advise clients to skip a show when necessary. Has invested in interactive software for large touch screens, expanded custom rental offerings and opened in PA and MD.



Aura XM

OPENED: 1991 **WEBSITE:** auraxm.com **HQ:** Toronto, Las Vegas **U.S. WORK:** 65% **PORTFOLIO:** 20x20s and smaller: 15%; 20x20s to 50x50s: 60%; Bigger than 50x50s: 25% **FABRICATION SPACE:** 55K **STORAGE SPACE:** 23K **RENTAL:** Yes **CLIENTS:** Paramount Farms, Sony PlayStation, GE Honda Aero, LG Electronics, Bell **RFP CONTACT:** Jared Pollacco, jared.pollacco@auraxm.com

Aura's experiences pack a punch wherever its clients need them—on the trade show floor, at sales events, on the street or at a mall—and often adds sensory appeal with scents, sounds and tastes that communicate a brand message. Has added to client services teams in Raleigh, NC, and Chicago, and expanded its presence in North Las Vegas where the ops team, client services and event management personnel are humming... and we like that tune.



Catalyst Exhibits

OPENED: 1998 **WEBSITE:** catalystexhibit.com **HQ:** Pleasant Prairie, WI **U.S. WORK:** 90% **PORTFOLIO:** 20x20s and smaller: 40%; 20x20s to 50x50s: 50%; Bigger than 50x50s: 10% **FABRICATION SPACE:** 65K **STORAGE SPACE:** 60K **RENTAL:** Yes **CLIENTS:** Siemens, Dell, Roche Diagnostics, Mitsubishi, Carestream Health **RFP CONTACT:** Scott Diffley, sdifley@catalystexhibit.com

The partner behind Siemens' 23,000-square-foot exhibit at RSNA, which featured clean lines and ample areas for attendee interactions. LED walls and a unique "video tree" accented the overall experience. Grew 30 percent in 2014, and that expansion is fueling new and improved functions across fabrication, systems and people. Biggest investment? Some \$200,000 into Catalyst's metal shop. If plasma cutting tables, roller benders and coping sanders get you excited... then, well, go get excited.



CEP Exhibit Productions

OPENED: 1985 **WEBSITE:** cepexhibits.com **HQ:** Bolingbrook, IL **U.S. WORK:** 90% **PORTFOLIO:** 20x20s and smaller: 40%; 20x20s to 50x50s: 40%; Bigger than 50x50s: 20% **FABRICATION SPACE:** 27K **STORAGE SPACE:** 244K **RENTAL:** Yes **CLIENTS:** Caterpillar, Cobra Puma, Medline, Sage, Sumitomo **RFP CONTACT:** Michael Ebert, mebert@cepinc.net

CEP is moving from a 30-year-old small company to a mid-sized one that is more progressive, youthful and fun, as its work for clients like Whitmor and Kone attests. The owners recruited an industry vet to implement strategic initiatives and practices both regionally and globally, and expand market segments, operating procedures and client service, so look for even more good work from them. Its SMART program for clients (Show Management and Resource Technology), is pretty smart, too.



Classic Exhibits

OPENED: 1993 **WEBSITE:** classicexhibits.com; exhibitsonw; classicmodul.com **HQ:** Portland, OR **U.S. WORK:** 95% **PORTFOLIO:** 20x20s and smaller: 90%; 20x20s to 50x50s: 5%; Bigger than 50x50s: 5% **FABRICATION SPACE:** 110K **STORAGE SPACE:** 20K **RENTAL:** Yes **CLIENTS:** Atlantic Exhibits, Innovation Exhibits, The Exhibit Source, ExhibitEase, Communication One Exhibits **RFP CONTACT:** Kevin Carty, kevin@classicexhibits.com

Classic may be the biggest exhibit manufacturer you've never heard of, and that's by design. Since its products are sold only through distributors, it prefers to fly under the radar, reinforcing their brands, not its own, in the marketplace. But you'll find its portable, modular and hybrid products at trade shows, events, retail and museums. Among its capabilities—a unique ability to bend metal and its proprietary Swivel Stop iPad stands.



Creatacor

OPENED: 1987 **WEBSITE:** creatacor.com **HQ:** Albany, NY **U.S. WORK:** 98% **PORTFOLIO:** 20x20s and smaller: 62%; 20x20s to 50x50s: 31%; Bigger than 50x50s: 7% **FABRICATION SPACE:** 90K **STORAGE SPACE:** 75K **RENTAL:** Yes **CLIENTS:** LEGO, DSM, Osram Sylvania, Central Garden & Pet, Otis Technology **RFP CONTACT:** Will Farmer, wfarmer@creatacor.com

Creatacor's specialty is working with corporate trade show managers who participate in as many as 25 major trade shows annually, with exhibit spaces ranging from 400 to 8,000 square feet. It has expanded its Clifton Park, NY, facility by 30 percent and created 40,000 square feet of space for logistics, pre-show setups and previews. Also has a new server battery backup system to eliminate downtime, a new website and an expanded in-house graphic production area.



Czarowski

OPENED: 1947 **WEBSITE:** czarnowski.com **HQ:** Chicago **U.S. WORK:** 90% **PORTFOLIO:** 20x20s and smaller: 40%; 20x20s to 50x50s: 30%; Bigger than 50x50s: 30% **FABRICATION SPACE:** 1,500K **STORAGE SPACE:** 1,564K **RENTAL:** Yes **CLIENTS:** General Motors, BMW, MINI, Philips, Sandvik **RFP CONTACT:** Nick Simonette, nsimonette@czarnowski.com

Few exhibit partners get the supersized kits Czar does—a tribute to the massive growth, the marquee clients (especially in health care, auto and tech) and an aggressive pricing model that wrings massive economies of scale out of combining fabrication, services and I&D. In 2014, the company delivered 8,000 projects for 1,500 clients—along the way it found time to expand offices, formalize its rental program, upgrade to a paperless account management system and relaunch its website.



Derse

OPENED: 1948 **WEBSITE:** derse.com **HQ:** Milwaukee **U.S. WORK:** 96% **PORTFOLIO:** 20x20s and smaller: 56%; 20x20s to 50x50s: 36%; Bigger than 50x50s: 8% **FABRICATION SPACE:** 225K **STORAGE SPACE:** 380K **RENTAL:** Yes **CLIENTS:** Mazda N.Am., Amerisource-Bergen, Questcor, Parker Hannifin, Moen **RFP CONTACT:** Susan Riese, sriesse@derse.com

Biggest changes and investments? Created and instituted additional resources to its existing Strategic Services Department, “a suite of integrated, in-house services designed to ensure we are doing the right things with your marketing dollars, engaging your audience through purposeful creative and advancing your buyers along the purchasing path... Derse will also continue to develop its international presence to better service our clients’ face-to-face marketing needs anywhere in the world.”



Dynamic Displays

OPENED: 1962 **WEBSITE:** airbrands.com **HQ:** Dearborn, MI **U.S. WORK:** 60% **PORTFOLIO:** 20x20s and smaller: 30%; 20x20s to 50x50s: 60%; Bigger than 50x50s: 10% **FABRICATION SPACE:** 15K **STORAGE SPACE:** 800K **RENTAL:** Yes **CLIENTS:** Dreamworks, Sesame Workshop, Lindt Chocolates, Honest Tea, US Bank **RFP CONTACT:** Stephen Thomson, steve@airbrandsmarketing.com

When Lindt Chocolates wanted a lightweight, internally lit display to hang above product at retail that could be shipped cheaply, who did it call? Dynamic Displays, which specializes in creating professional exhibits with rapid setup and takedown that generate a lot of buzz. And speaking of buzz, DD created an interactive walk-through “Light Cave” installation that exploded with color and lights outside the Standard Hotel in NYC for a month. That really got the hipsters talking.



EDE

OPENED: 1879 **WEBSITE:** edecorp.com **HQ:** Chicago **U.S. WORK:** 90% **PORTFOLIO:** 20x20s and smaller: 15%; 20x20s to 50x50s: 50%; Bigger than 50x50s: 35% **FABRICATION SPACE:** 100K **STORAGE SPACE:** 50K **RENTAL:** Yes **CLIENTS:** Toshiba Machine, Intelrad, Mohawk, Interface, NACCO Material Handling **RFP CONTACT:** Greg Tivadar, tivadarg@edecorp.com

Uses collaborations with architects and designers across the interior and museum industries as the backbone of its creative offering. In 2014, rolled out a new client-management software platform offering easy ordering/management/tracking capes, updated existing infrastructure in the front and back of its operation and purchased a 3D printer for modeling. Yet it's not all business all the time: The production team has weekly barbecues on Fridays and the staff is enjoying the juice bar.



EEI Global

OPENED: 1981 **WEBSITE:** eeglobal.com **HQ:** Rochester Hills, MI
U.S. WORK: 92% **PORTFOLIO:** 20x20s and smaller: 14%; 20x20s to 50x50s: 66%; Bigger than 50x50s: 20% **FABRICATION SPACE:** 110K
STORAGE SPACE: 115K **RENTAL:** Yes **CLIENTS:** General Motors, ABB, BMW AG, Amway, Ram **RFP CONTACT:** Dave Smith, dsmith@eeglobal.com

The Detroit-based partner has been busy with sexy new work for an expanding client roster. And investing in three key areas: equipment to improve capabilities and production efficiencies, design and production team expansion and enhanced rental inventory product lines. Our fave? That 20,000-square-foot experience for BMW at the North American International Auto Show. We were also digging that kit for Dana at IAA in Germany (oh, and Denso's auto show display looked hot as well).



EWI Worldwide

OPENED: 1979 **WEBSITE:** ewiworldwide.com **HQ:** Livonia, MI **U.S. WORK:** 90% **PORTFOLIO:** 20x20s and smaller: 20%; 20x20s to 50x50s: 30%; Bigger than 50x50s: 50% **FABRICATION SPACE:** 160K
STORAGE SPACE: 300K **RENTAL:** Yes **CLIENTS:** Audi, AT&T, Pep Boys, Henry Schein, Ford **RFP CONTACT:** Angela Heiple, aheiple@ewiworldwide.com

Probably best known for the longtime work on that massive, multi-acre Ford auto show exhibit. But just as impressive on that AT&T flagship store in Chicago and those HTC pop-ups in 10 markets. Expanding both its strategy and creative teams; continuing to invest in the new facility in Winston-Salem, NC. The "Design by Rental" offering serves up a rental program with a custom approach—and the X-Trax system lets clients mix and match amid the bar-coded inventory.



Excalibur Exhibits

OPENED: 1997 **WEBSITE:** excaliburexhibits.com **HQ:** Houston
U.S. WORK: 64% **PORTFOLIO:** 20x20s and smaller: 35%; 20x20s to 50x50s: 50%; Bigger than 50x50s: 15% **FABRICATION SPACE:** 18.440K **STORAGE SPACE:** 46.883K **RENTAL:** Yes **CLIENTS:** Oil States Industries, Superior Energy Services, Eppendorf, Teledyne Oil & Gas, St. Arnold's Brewery **RFP CONTACT:** Peggy Swords, pswords@excaliburexhibits.com

Peggy Swords' full-service exhibit house meets clients' needs globally, via an international network of industry professionals from the U.S. to Abu Dhabi and beyond. With deep experience in the oil and gas industry, Excalibur handles more than 20 exhibits annually for the industry's largest event. Its Large Program Management Services manages programs for clients who want to outsource trade show events.



Exhibit Concepts

OPENED: 1978 **WEBSITE:** exhibitconcepts.com **HQ:** Vandalia, OH
U.S. WORK: 90% **PORTFOLIO:** 20x20s and smaller: 20%; 20x20s to 50x50s: 60%; Bigger than 50x50s: 20% **FABRICATION SPACE:** 51.6K
STORAGE SPACE: 131.225K **RENTAL:** Yes **CLIENTS:** Abbott, Emerson, Kellogg's, Reed-Elsevier, UTC Aerospace Systems **RFP CONTACT:** Jeff Korchinski, jkorchinski@exhibitconcepts.com

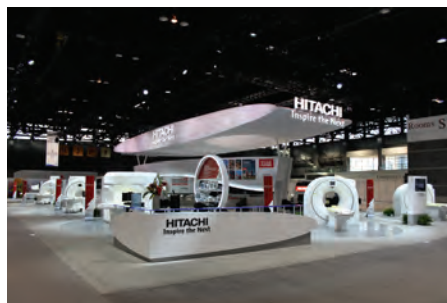
Diversification is key to this woman-owned design house, where a wide range of products and services, industries and client size has proven to be financially prudent and results in increased knowledge and ideas. "Your team transformed our dated hard panel booth into a contemporary, open look with an energetic vibe—while still meeting our strict budget," sings one satisfied client. Recently added a full-time staffer to handle experiential projects—gamification, interactives, surveys and more. We likey.



Exhibitus

OPENED: 1994 **WEBSITE:** exhibitus.com **HQ:** Atlanta **U.S. WORK:** 80% **PORTFOLIO:** 20x20s and smaller: 30%; 20x20s to 50x50s: 50%; Bigger than 50x50s: 20% **FABRICATION SPACE:** 45K **STORAGE SPACE:** 70K **RENTAL:** Yes **CLIENTS:** Kawneer, Yamaha Motor Corp., Purina, Toshiba Global Commerce Solutions, United Therapeutics **RFP CONTACT:** Heidi Leon, heidi.leon@exhibitus.com

Design-heavy exhibit partner based in the Hotlanta metro. Increased warehouse space by 20 percent in 2014, adding equipment, workstations, computers and software programs to support increased personnel growth. The creative process has four pillars—discover, define, design, implement—and the tech tools go beyond management to include CRM elements and estimating. Is aggressive about offering hybrid programs that blend custom and rental inventory. Metrics reporting gauges exhibit efficiency, effectiveness and quality of attendee interaction.



Freeman

OPENED: 1927 **WEBSITE:** freemanco.com **HQ:** Dallas **U.S. WORK:** 95% **PORTFOLIO:** 20x20s and smaller: 15%; 20x20s to 50x50s: 35%; Bigger than 50x50s: 50% **FABRICATION SPACE:** 375K **STORAGE SPACE:** 1,101K **RENTAL:** Yes **CLIENTS:** AstraZeneca, Autodesk, Microsoft, Qualcomm, Hitachi Medical Systems America **RFP CONTACT:** Julie Shank, julie.shank@freemanco.com

One of the world's largest "single-source" partners, is well-known for providing everything from general contracting to pipe-and-drape to exhibits and environmental assets of all shapes and sizes. Launched a new Freeman Online to further enhance the exhibit ordering experience. Opened a new EMEA headquarters in Germany. Made significant investment in digital graphic equipment and rental modular systems. During Freedom Fridays, employees refrain from (internal) meetings, con calls and emails so they can instead focus on other tasks.



George P. Johnson

OPENED: 1914 **WEBSITE:** gpj.com **HQ:** Auburn Hills, MI **U.S. WORK:** 75% **PORTFOLIO:** 20x20s and smaller: 10%; 20x20s to 50x50s: 20%; Bigger than 50x50s: 70% **FABRICATION SPACE:** 700K **STORAGE SPACE:** 475K **RENTAL:** Yes **CLIENTS:** IBM, Toyota, salesforce.com, Under Armour, Pepsi **RFP CONTACT:** Scott Kellner, scott.kellner@gpj.com

The company that pretty much invented the Tier 1, super-premium, "blow them away" big-budget exhibit experience. And sure, George P. Johnson has spent more than a decade evolving itself into a strategic, 360-degree global experiential marketing agency. But take one look at the 2015 auto show kits that debuted in Detroit last month (see pg. 46) and it's clear that when GPJ flexes its muscles, other exhibit companies still shiver (and some just start to cry a little).



Global Experience Specialists

OPENED: 1939 **WEBSITE:** ges.com **HQ:** Las Vegas **U.S. WORK:** 70% **PORTFOLIO:** 20x20s and smaller: 15%; 20x20s to 50x50s: 35%; Bigger than 50x50s: 50% **FABRICATION SPACE:** 302,185K **STORAGE SPACE:** 3,787,857K **RENTAL:** Yes **CLIENTS:** Bell, Dell, Fresenius Medical, Novartis, Philips Lighting **RFP CONTACT:** Jeff Quade, jquade@ges.com

The heavyweight champion of the exhibit industry, the global partner with the most offices, the most wholly owned fabrication portals, the most people. If you need to exhibit in Boise, Boston, Barcelona, Berlin and Beijing on the same day, keep GES' digits on speed dial. Continues to grow globally via organic channels as well as acquisitions—the company recently picked up event housing partners onPeak and Travel Planners, A/V provider Blitz and reg company N200.



Godfrey Group

OPENED: 1970 **WEBSITE:** godfreygroup.com **HQ:** Durham, NC
U.S. WORK: 95% **PORTFOLIO:** 20x20s and smaller: 60%; 20x20s to 50x50s: 30%; Bigger than 50x50s: 10% **FABRICATION SPACE:** 116K **STORAGE SPACE:** 15K **RENTAL:** Yes **CLIENTS:** Daiwa, Life-works, Cisco, Kodak, Nutramax **RFP CONTACT:** Will Godfrey, will@godfreygroup.com

When it comes to in-house design, production and fulfillment, Will Godfrey and his group have it nailed, having learned 40 years ago that removing the middle man will save his customers money. And Godfrey's proprietary portable displays satisfy their needs to stand out from the crowd. It is developing a rental program and designing a library of modular designs for customization that won't break the bank. Sounds like the sky really is the limit here.



Group Delphi

OPENED: 1989 **WEBSITE:** groupdelphi.com **HQ:** Alameda **U.S. WORK:** 90% **PORTFOLIO:** 20x20s and smaller: 25%; 20x20s to 50x50s: 50%; Bigger than 50x50s: 25% **FABRICATION SPACE:** 120K **STORAGE SPACE:** 240K **RENTAL:** Yes **CLIENTS:** Medtronic, Apple, VMware, Pixar, Jelly Belly **RFP CONTACT:** Kyle Wood, sales@group-delphi.com

The independent broke ground on a new 200,000-square-foot facility that will double its existing Midwest fabrication assets. The \$4 million facility will increase production, storage and overall capabilities "with the most modern technology, machines and equipment." Hired John McKibben for a new vp-operations role. Offers a GroupLink online management tool which allows account execs and clients to manage all exhibit properties and the related documentation.



Hamilton Exhibits

OPENED: 1947 **WEBSITE:** hamilton-exhibits.com **HQ:** Indianapolis
U.S. WORK: 95% **PORTFOLIO:** 20x20s and smaller: 20%; 20x20s to 50x50s: 70%; Bigger than 50x50s: 10% **FABRICATION SPACE:** 70K **STORAGE SPACE:** 130K **RENTAL:** Yes **CLIENTS:** Baxter Healthcare, Biomet, Cummins, Dow AgroSciences, Tyco **RFP CONTACT:** Mindy Baxter, mbaxter@hamilton-exhibits.com

The 110x120 kit for Biomet showed off the extra-large capabilities. Maintains a New Materials Task Force focused on uncovering and exploring new and innovative materials (and fabrication techniques) for exhibits. And the entire design leadership headed to EuroShop to ensure they were tapped into emerging creative trends. Purchased new printing equipment to facilitate increased volume, maintains a rental inventory (includes towers, decks and wall units) and offers two online tools.



Hargrove

OPENED: 1946 **WEBSITE:** hargroveinc.com **HQ:** Lanham, MD **U.S. WORK:** 90% **PORTFOLIO:** 20x20s and smaller: 20%; 20x20s to 50x50s: 70%; Bigger than 50x50s: 10% **FABRICATION SPACE:** 84K **STORAGE SPACE:** 135K **RENTAL:** Yes **CLIENTS:** Destination DC, PSI CRO, Iron Mountain, Trump Hotels, United Arab Emirates Presidential Guard **RFP CONTACT:** Dan Cole, dancole@hargroveinc.com

Created an adaptable exhibit kit for Trump Hotels that was as slick as it was flexible. Is "undertaking a range of analysis to accommodate ongoing expansion." Now has fresh blood at the top of the roster these days after hiring an executive director of procurement and product development, a new coo and a senior vp-sales, vp-events and vp-creative. Revamped project-management, purchased a new VUTEK HS100 press and maintains a rental offering and online sponsorship tool.



Holman

OPENED: 1964 **WEBSITE:** holmanexhibits.com **HQ:** Toronto **U.S. WORK:** 30% **PORTFOLIO:** 20x20s and smaller: 25%; 20x20s to 50x50s: 60%; Bigger than 50x50s: 15% **FABRICATION SPACE:** None in U.S. **STORAGE SPACE:** None in U.S. **RENTAL:** Yes **CLIENTS:** Samsung Electronics Canada, First Capital Realty, RioCan, Delta Hotels, Porsche Design Canada **RFP CONTACT:** Victoria Lobatch, lobatch@holmanexhibits.com

"For over 50 years, Holman has been working with brands to build environments that engage audiences." Offering up structures that span trade shows, retail and museums, the company's 100 "skilled exhibit specialists" charge on with bold plans for their next half-century. Wassup? A new video solution makes exhibit media an even more def, high-def experience; continued evolution of the online Fusion management portal; and a Connected Solutions tech team focused on adding digital layers to exhibits.



Hood

OPENED: 1991 **WEBSITE:** hoodbe.com **HQ:** Richmond, CA **U.S. WORK:** 80% **PORTFOLIO:** 20x20s and smaller: 20%; 20x20s to 50x50s: 20%; Bigger than 50x50s: 60% **FABRICATION SPACE:** 25K **STORAGE SPACE:** 60K **RENTAL:** Yes **CLIENTS:** Walt Disney Museum, 49ers, Fetzer Winery, NRG Energy, SimpleHuman **RFP CONTACT:** Carissa Stugard, cstugard@hoodbe.com

With more than 20 shipping container build-outs last year and more planned for 2015, primarily for sports and entertainment, Hood is right in step with the trends. A container for Fetzer Wines at Shoreline Amphitheater was inviting and classy, with panoramic views from the branded tasting room. In-house design/engineering departments, with added depth this year, streamline the front-end creative process. Has alliances with shops around the world; parts and products are manufactured in 10 countries.



Image 4

OPENED: 1987 **WEBSITE:** image4.com **HQ:** Manchester, NH **U.S. WORK:** 95% **PORTFOLIO:** 20x20s and smaller: 80%; 20x20s to 50x50s: 20% **FABRICATION SPACE:** 24K **STORAGE SPACE:** 40K **RENTAL:** Yes **CLIENTS:** VXI, Cylon, Cucina Aurora, SolidScape, Akumina **RFP CONTACT:** Jeff Baker, j.baker@image4.com

People, take a look at this independent boutique and you'll fall in love with owner Jeff Baker's high-touch, customer-centric Image 4. Few exhibit companies can go from idea to build faster, few offer as much design handholding and few are as adept in the red-hot pop-up and shipping container segments as these peeps. Oh, and being headquartered in the great state of New Hampshire? Lower taxes equal lower prices.



Imagicorps

OPENED: 1989 **WEBSITE:** imagicorps.com **HQ:** Redmond, WA **U.S. WORK:** 95% **PORTFOLIO:** 20x20s and smaller: 5%; 20x20s to 50x50s: 40%; Bigger than 50x50s: 55% **FABRICATION SPACE:** 51K **STORAGE SPACE:** 51K **RENTAL:** Yes **CLIENTS:** Microsoft, Best Buy, Toys R Us/FAO Schwarz, HTC,

Chef **RFP CONTACT:** Thomas W. Hutchinson, thomas.hutchinson@imagicorps.com

This family-run enterprise doesn't mess around when it comes to learning and training, a major focus in 2014. Every job description was re-written, every position scrutinized and every team member, from delivery drivers to the President, asked to attend classes, seminars and trade shows every 90 days. The result? Current, informed, quick-thinking professionals who achieve clients' goals. And the work shows it. Go visit the Video Game department at FAO Schwarz to see for yourself.



Impact Unlimited

OPENED: 1973 **WEBSITE:** impactunlimited.com **HQ:** Dayton, NJ
U.S. WORK: 80% **PORTFOLIO:** 20x20s and smaller: 40%; 20x20s to 50x50s: 35%; Bigger than 50x50s: 25% **FABRICATION SPACE:** 65K **STORAGE SPACE:** 200K **RENTAL:** Yes **CLIENTS:** BASF, Bayer HealthCare, Ricoh **RFP CONTACT:** Sandra Stransky,sstransky@impactunlimited.com

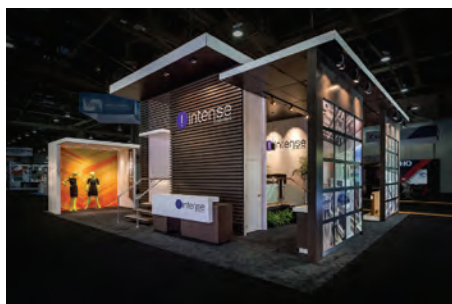
Fully committed across live, digital, social, mobile and virtual environments, IU has assembled a team of strategists, creatives and technologists for even more integrated campaigns. Also relaunched its website to provide original content with blogs, whitepapers and more. Holds an annual customer event and tech fair, Rethink, to share innovations with clients. Its fictional downtown that showcased Ricoh products and technology at Graph Expo exemplifies creativity and know-how.



Jack Morton Exhibits

OPENED: 1939 **WEBSITE:** exhibits.jackmorton.com **HQ:** Robbinsville, NJ **U.S. WORK:** 80% **PORTFOLIO:** 20x20s and smaller: 30%; 20x20s to 50x50s: 40%; Bigger than 50x50s: 30% **FABRICATION SPACE:** 40K **STORAGE SPACE:** 92K **RENTAL:** Yes **CLIENTS:** IBM, 2(X)IST, TD Ameritrade Institutional, Schneider Electric, eBay Motors **RFP CONTACT:** Jim Cavanaugh, jim_cavanaugh@jackmorton.com

The exhibit division of the event agency of the same name operates a 150,000-square-foot facility in the Garden State. Is busy investing in new offices, new people and new equipment including a hot sexy new Seiko M64s printer that uses seven colors of eco solvent ink and can print 535 square feet an hour. Interesting recent work? The 2(X)IST store-in-store in Macy's Herald Square and environments designed for TD Ameritrade.



K2

OPENED: 2002 **WEBSITE:** k2fabrication.com **HQ:** Corona, CA **U.S. WORK:** 95% **PORTFOLIO:** 20x20s and smaller: 20%; 20x20s to 50x50s: 70%; Bigger than 50x50s: 10% **FABRICATION SPACE:** 30K **STORAGE SPACE:** 50K **RENTAL:** Yes **CLIENTS:** Northrop Grumman, James Hardie, Yokohama, Mercedes-Benz, Toro **RFP CONTACT:** Claudia King, cking@k2fabrication.com

With a new graphics department headed by two industry vets, a new website, Facebook presence and equipment upgrades, K2 is more than prepared to meet client needs and budgets. It even offers full exhibit set up and formal viewing as standard procedure prior to shipment, to ensure proper fit, finish and client satisfaction. Its exhibit for Intense Lighting at Lightfair International 2014 was not only beautiful, it met the budget.



Kubik

OPENED: 1983 **WEBSITE:** thinkkubik.com **HQ:** Baltimore, MD **U.S. WORK:** 60% **PORTFOLIO:** 20x20s and smaller: 20%; 20x20s to 50x50s: 45%; Bigger than 50x50s: 35% **FABRICATION SPACE:** 65K **STORAGE SPACE:** 145K **RENTAL:** Yes **CLIENTS:** Samsung, Embraer Executive Jets, Bendix-King by Honeywell, Mars, Hyundai **RFP CONTACT:** Elliot Kohn, elliotk@thinkkubik.com

Solid, secure, global. One of the industry's most bankable partners, with 30 years in the biz, 200 employees and continued wins and acquisitions driving growth. Staff count is up 15 percent and infrastructure keeps getting upgraded. Gets credit for suggesting that clients use rentals and refurbs to extend the life of existing exhibits. As slick at designing and building outdoor experiences as it is creating traditional trade show exhibits.



Matrex Exhibits

OPENED: 1987 **WEBSITE:** matrexexhibits.com **HQ:** Addison, IL
U.S. WORK: 95% **PORTFOLIO:** 20x20s and smaller: 25%; 20x20s to 50x50s: 35%; Bigger than 50x50s: 40% **FABRICATION SPACE:** 100K
STORAGE SPACE: 100K **RENTAL:** Yes **CLIENTS:** Astellas Pharmaceutical, Bosch Power Tools, Joy Global, Smith & Nephew, Novartis Pharmaceutical **RFP CONTACT:** Jeff Foulk, jeff@matrexexhibits.com

The numbers say it all for this woman-owned exhibit house, from its Fortune 1000 accounts to the qualified leads (300 percent), reduction in cost per lead (30 percent) and increase in in-booth engagement (eight to nine minutes) generated by its interactive programs. Then there's the 30 to 40 percent reduction in programming costs generated by its in-house programming and technology chops.



MC²

OPENED: 1999 **WEBSITE:** mc-2.com **HQ:** Chestnut Ridge, NY **U.S. WORK:** 90% **PORTFOLIO:** 20x20s and smaller: 25%; 20x20s to 50x50s: 25%; Bigger than 50x50s: 50% **FABRICATION SPACE:** 200K
STORAGE SPACE: 533K **RENTAL:** Yes **CLIENTS:** GE Transportation, 4Moms, Otterbox, Liftmaster, Michelin **RFP CONTACT:** Jenna Bodenmann, jbodenmann@mc-2.com

New for 2015, a rental system dubbed Thunder features an aluminum post and beam structure for large-scale exhibits. Vertical spans of up to 30 feet and horizontal runs of 150 or more can be accomplished with minimum rigging. Samsung, Levi's and AARP are already using it. Hired Neal Ford away from TiVo as its new senior-vp experience design, a move the company will use to broaden an emphasis on the creative side of the business.



MG Design

OPENED: 1959 **WEBSITE:** mgdesign.com **HQ:** Pleasant Prairie, WI
U.S. WORK: 80% **PORTFOLIO:** 20x20s and smaller: 30%; 20x20s to 50x50s: 50%; Bigger than 50x50s: 20% **FABRICATION SPACE:** 29K
STORAGE SPACE: 192K **RENTAL:** Yes **CLIENTS:** Kraft Foods, Gilead Sciences, Ply Gem, Scholastic, Motorola **RFP CONTACT:** Nancy Johnson, njohnson@mgdesign.com

MG's proprietary engagement marketing agency, magnify, is embedded in projects from the start and is behind the strategic, experiential plans that drive the design of its exhibits; a defined creative process adds dimension and accountability into the mix, resulting in compelling storytelling through interactive brand environments. Case in point: A stunning tunnel design for healthcare information company Alere at HIMSS 14 that told its story and generated buzz on the show floor.



Mirror Show Management

OPENED: 1993 **WEBSITE:** mirrorshow.com **HQ:** Webster, NY **U.S. WORK:** 75% **PORTFOLIO:** 20x20s and smaller: 19%; 20x20s to 50x50s: 49%; Bigger than 50x50s: 32% **FABRICATION SPACE:** 42K
STORAGE SPACE: 84K **RENTAL:** Yes **CLIENTS:** Cisco, Johnson & Johnson, PepsiCo, Carestream Dental, Pentair **RFP CONTACT:** Donna Shultz, donna.shultz@mirrorshow.com

Fortune 1000 companies such as Cisco, Kodak and PepsiCo have consolidated their business with this agency because they know it is up to the task. Another reason why its retention rate is so high—a staff of program managers who serve as internal exhibit managers for some of its clients. Woman-owned MSM experienced explosive growth in 2014, a nearly 60 percent increase in client revenue. Every department has added staff, increasing overall by nearly a third.



Morasi

OPENED: 1986 **WEBSITE:** morasicustomerexhibits.com **HQ:** Cerritos, CA **U.S. WORK:** 80% **PORTFOLIO:** 20x20s and smaller: 20%; 20x20s to 50x50s: 50%; Bigger than 50x50s: 30% **FABRICATION SPACE:** 50K **STORAGE SPACE:** 45K **RENTAL:** Yes **CLIENTS:** STAAR Surgical, SoCal Gas, AMAG Technology, Magellan GPS, Sephora **RFP CONTACT:** Kendra Vivirito, kendra@morasi.com

A new account manager with international experience, along with a new office manager, are generating ideas and creating efficiencies that are helping to propel this full-service exhibit house, which has been in the biz for 20 years, to the next level. Its work for STAAR Surgical exemplifies Morasi's ability to make an older exhibit feel new. It doubled in size and changed it up for a modern look while maintaining the brand's personal style.



Pinnacle Exhibits

OPENED: 1998 **WEBSITE:** pinnacle-exhibits.com **HQ:** Hillsboro, OR **U.S. WORK:** 80% **PORTFOLIO:** 20x20s and smaller: 5%; 20x20s to 50x50s: 40%; Bigger than 50x50s: 55% **FABRICATION SPACE:** 90K **STORAGE SPACE:** 115K **RENTAL:** Yes **CLIENTS:** Microsoft, Sony PlayStation, Specialized Bicycles, Toyo Tires, Verizon **RFP CONTACT:** Brad Hogan, bradh@pinnacle-exhibits.com

Having recently purchased the assets of a San Jose exhibit company, Pinnacle boasts three full-service buildings and new staffers. With an expanded SoCal footprint, and a growing Design Studio in Portland, its exhibit and event chops are growing, too. Want proof? Consider the 400,000-square-foot experience for PlayStation's first consumer event. We also hear Pinnacles like to "nerd out" on the PlayStation in their break room.



ProExhibits

OPENED: 1987 **WEBSITE:** proexhibits.com **HQ:** San Jose, CA **U.S. WORK:** 85% **PORTFOLIO:** 20x20s and smaller: 40%; 20x20s to 50x50s: 50%; Bigger than 50x50s: 10% **FABRICATION SPACE:** 30K **STORAGE SPACE:** 100K **RENTAL:** Yes **CLIENTS:** California Milk Advisory Board, F5, Quick Mount PV, Enphase Energy, Reliance **RFP CONTACT:** Dick Wheeler, dwheeler@proexhibits.com

We've said it before and we'll say it again—ProExhibits' \$3 million rental inventory can shave up to 50 percent off freight, drayage and I&D costs, helping the company achieve 99.7 percent or greater client satisfaction. One impressed CEO, after his booth dominated the conversation on the 2014 show floor, praised "best results ever," generated by wall-to-wall traffic, visual dominance, an inviting atmosphere plus clever educational and entertainment components. Heck, we'd praise that, too.



RES Exhibit Services

OPENED: 1995 **WEBSITE:** res-exhibits.com **HQ:** Rochester, NY **U.S. WORK:** 79% **PORTFOLIO:** 20x20s and smaller: 19%; 20x20s to 50x50s: 43%; Bigger than 50x50s: 38% **FABRICATION SPACE:** 50K **STORAGE SPACE:** 230K **RENTAL:** Yes **CLIENTS:** BBA Aviation, Bushnell, Rockwell Collins, Northrup Grumman, Textron Defense Systems **RFP CONTACT:** Chris Kappes, ckappes@res-exhibits.com

A new brand platform, RES Commands The Floor, launched in January 2015 and serves as one part directive, one part challenge and one part rallying cry. To kick it off, RES University provided training and retraining for sales and ops staffs. Also notable: an expanded Las Vegas facility and West Coast team; 12 new clients and business up by 25 percent year-to-year. Also expanded into new markets—gaming, cosmetology, industrial and animal nutrition. A command performance.



Sacks Exhibits

OPENED: 1978 **WEBSITE:** sacksexhibits.com **HQ:** Wilmington, MA **U.S. WORK:** 90% **PORTFOLIO:** 20x20s and smaller: 25%; 20x20s to 50x50s: 50%; Bigger than 50x50s: 25% **FABRICATION SPACE:** 75K **STORAGE SPACE:** 100K **RENTAL:** Yes **CLIENTS:** Hologic, Sig Sauer, Bostik, iRobot, NESN **RFP CONTACT:** Bob Mitchell, bobm@sacksexhibits.com

With a new 150,000-square-foot HQ and 15 new employees, this former middleweight—lean, fast and agile—now bangs with the heavyweights—bigger, faster and more agile. Recently added a department that designs and builds TV studios and movie sets. Created a pretty smart “genius” look for Hologic’s exhibit at RSNA 2014, and its on-air environment for NESN, the nation’s second largest TV network with 10 million viewers daily, took home an Emmy. Could an Oscar be next?



Sparks

OPENED: 1919 **WEBSITE:** sparksonline.com **HQ:** Philadelphia **U.S. WORK:** 70% **PORTFOLIO:** 20x20s and smaller: 15%; 20x20s to 50x50s: 50%; Bigger than 50x50s: 35% **FABRICATION SPACE:** 150K **STORAGE SPACE:** 284K **RENTAL:** Yes **CLIENTS:** Google, CSC, New Relic, Motorola, Verizon **RFP CONTACT:** Jane Hawley, jhawley@sparksonline.com

One of the industry’s most diversified fabrication companies—creating exhibits for trade shows, environments for events, destinations for retailers... and pretty much everything in between. “They’re likeable, they’re accountable and they do what they say they’re going to do,” reported one client reference. The flagship offerings are backed by a bench of legit capabilities spanning strategy, social media, technology and a new EventScore measurement system that clients are already buzzin’ about.



Spoon

OPENED: 1999 **WEBSITE:** spoonevents.com **HQ:** Macedon, NY **U.S. WORK:** 80% **PORTFOLIO:** 20x20s and smaller: 25%; 20x20s to 50x50s: 50%; Bigger than 50x50s: 25% **FABRICATION SPACE:** 150K **STORAGE SPACE:** 180K **RENTAL:** Yes **CLIENTS:** American Chemical Society, American Axle Manufacturing, Cisco, Dematic, Kyocera **RFP CONTACT:** Herb Besaw, hbesaw@spoonevents.com

Happy employees create great programs for clients, which is why Spoon continues to expand its internal staff programs—lunch ping pong tournaments, coffee tech talks, bragging rights boards and more. Opened a new sales office in Detroit to better serve and support the Midwest. Also investing in technology including a secure instant messaging “virtual whiteboard” system. Carries rental inventories in all three of its facilities spanning walls and decks to conference rooms and counters.



Tangram

OPENED: 1986 **WEBSITE:** tangramint.com **HQ:** Pleasantville, NY **U.S. WORK:** 70% **PORTFOLIO:** 20x20s and smaller: 20%; 20x20s to 50x50s: 40%; Bigger than 50x50s: 40% **FABRICATION SPACE:** 15K **STORAGE SPACE:** 10K **RENTAL:** No **CLIENTS:** American Express, Dealer.com, Nike, LG, Dreamworks Animation **RFP CONTACT:** Aidan Corish, acorish@tangramint.com

The sole exhibit house on the Fab 50 that does not offer rentals, Tangram is a bespoke resource for everything from 30-inch roll-ups to 20,000-square-foot multi-level structures. The strategy works, necessitating recent hires in design and business development and a brand spankin’ new location in Portland, OR. Its designers are accomplished freehand sketchers and many initial concepts are delivered as hand sketches. The process is fast, furious, open, creative and conversational. A recipe for success.



The Taylor Group

OPENED: 1931 **WEBSITE:** taylorinc.com **HQ:** Boston **U.S. WORK:** 65% **PORTFOLIO:** 20x20s and smaller: 20%; 20x20s to 50x50s: 35%; Bigger than 50x50s: 45% **FABRICATION SPACE:** 55K **STORAGE SPACE:** 100K **RENTAL:** Yes **CLIENTS:** Intel, Lexus, Microsoft Xbox, San Francisco 49ers, AstraZeneca **RFP CONTACT:** Alph Leydon, alph@taylorinc.com

Those all-new kits for Intel and LG at this year's CES said it all: Taylor's got it going on. At a time when many of the industry's exhibit partners are still experiencing upswings and downswings due to account churn, this family-owned fan fave continues to retain clients, enhance its design offers and remain consistent. Gets points for continued efforts to moderate pricing. "The best value partner in the industry," one client reference cooed.



Visual Communications

OPENED: 1959 **WEBSITE:** visitvisual.com **HQ:** Aston, PA **U.S. WORK:** 95% **PORTFOLIO:** 20x20s and smaller: 35%; 20x20s to 50x50s: 40%; Bigger than 50x50s: 25% **FABRICATION SPACE:** 40K **STORAGE SPACE:** 92K **RENTAL:** Yes **CLIENTS:** Samsung, Shire Pharmaceuticals, CSL Behring, Thales, Neumann University **RFP CONTACT:** Tracey Daniels, traceyd@visitvisual.com

Visual's Exhibit Exchange program, allowing clients of non-competing industries to share custom exhibits and components, is one of a kind. It's greener, and affords maximum impact to those with minimal budgets. Also has a healthy inventory of rental components. A new exhibit for Bormioli Rocco, an Italian manufacturer of glass products for the home, was sleek and sophisticated.



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