

Trade Show Executive®

News, Views and Tools for Trade Show and Event Executives

May 2008

WHO'S WHO

among

General & Specialty Service Contractors



THE WHAT AND WHY OF

WHOS WHO

By Nicole Burnes,
assistant editor

Trade Show Executive magazine's 6th Annual Directory of Who's Who Among General & Specialty Service Contractors is packed with facts and figures on 215 of the most active service contractors in the U.S., including 67 general service contractors and 148 specialty contractors. This year, the directory reflects 72 additional listings. Most of the additional listings are general and specialty contractors from the membership rolls of ESCA, the Exhibition Services & Contractors Association, which were not listed in prior years. We are grateful to ESCA's Executive Director Larry Arnaudet and his staff for providing this data to *TSE*. In addition, we added a new category, "Social Networking & Community-Based Software," and expanded the category, "Virtual Trade Show Producers," reflecting the tremendous growth in these sub-sectors.

The editors of *TSE's Who's Who* directory go above and beyond accepting the typical response rate of 15%. With our thorough and relentless fact-checking process, every single listing has been verified or updated to reflect changes in personnel, address or other key data. Whether you are looking for new service providers or contact information for any of 26 categories, you'll find it here: phone, fax, e-mail and web address. A total of 28 companies provided expanded listings with key information about their business. How many employees and offices do they have? Who are their key clients? How many shows do they

expect to service this year? Who is their top officer? These facts and figures will give you a good overview of the information you need to make better business decisions.

Trade Show Executive's Who's Who Among General & Specialty Service Contractors was rated as one of the most useful reference sources, getting a "very useful" or "useful" rating by a high 80% of our subscribers, according to independent research conducted by Simmons Market Research Bureau in March 2007. Our goal is to continue to expand the directory to help you make informed decisions about the partners that are critical to the success of your shows.

Who's That?

Featured on the cover are 30 industry leaders from the service side of the business who are making a strong impact on the exposition industry. They are (L to R):

Top Row: Donald S. Freeman, Jr., Kevin Rabbitt, Mark Epstein, Tim McGill, Aaron Blutworth, Larry Arnaudet.

Row 2: Ray Pekowski, William Casey III, David D. Houston, Mary Liz Davis, Glenn J. Hansen, Richard A. Simon.

Row 3: Arnie Roberts, Clark Williams, Lew Hoff, John Spargo, Douglas Levinson, Dieter Ungerboeck.

Row 4: Cherif Moujabber, Jacqueline Russo, Steve Sind, Tom Baur, Robert Dallmeyer, Steve Barry.

Row 5: Jack M. Buttine, Charles W. Allen, Judy Venn, Paul L. Ashley, Sue Trizila, Rajiv Jain.

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Who's Who

BY CATEGORY



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E-mail address:
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Top officer: Arnie Roberts,
President & CEO

**Number of full-time employees in
the U.S.:** 12

Est. number of seasonal/temporary employees: 25

Est. number of shows in 2008: 110

Number of offices with at least five employees: 1

Description: SMART-reg International provides multi-currency e-commerce; Web-based booth sales; Banquet seating; Registration; Session Certificate generation; Housing; Hotel/attendee verification; Express badge pickup and lead retrieval using MagStrip or RFID. We have the experience and passion to make your event a complete success.

Three major clients: ASME International Gas Turbine Institute, Randall-Reilly Events, Society of Plastics Engineers

**COMPU SYSTEMS INC.**

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Top officer: Clark Williams,
President

**Number of full-time employees in
the U.S.:** 210

Est. number of shows in 2008: 180

Number of offices with at least five employees: 1

Description: CompuSystems has been the leading registration and lead retrieval provider to the exposition industry for over 30 years, offering show organizers complete service packages. Experience our high level of service, leading-edge technology and outstanding production capabilities and learn why the smartest business decision you can make is to choose CompuSystems.

