

As we are constantly improving and adding to our product line, we reserve the right to change product specifications and prices without notice.

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introduction & new products



Portable tubular contour exhibits



Panoramic h-line modular exhibits / panoLED LED video walls



Panoramic c-line custom exhibits / panoLED LED video walls



Hanging signs / lighting / brochure holders & display cases

tips & tricks

summary

Our purpose: create, design and build exhibits that meet your needs

Are you looking for unique, high-impact exhibit solutions?

All of our solutions are created to put the spotlight on your message.

The structures, textiles and printing techniques have been developed conjointly. The results: high quality and exceptional impact that helps showcase your image.

The endless combinations possible between panels and accessories ensure that your exhibit is unique.



Are you an agile company looking for solutions tailored to your own pace?

A company exhibits 5 times a year* on average. This is why we design changeable, modular and reconfigurable exhibits with endless possibilities. A range of optional accessories are also available to make them even more functional.

* Source: French study by Unimev - "Salons et Foires: un puissant outil de développement pour les entreprises"







Viscom Paris

Viscom Frankfurt

EDPA Orlando

ExhibitorLive Las Vegas

Our environmental approach guarantees you the most ecofriendly products

Throughout the entire life cycle of our products, we implement concrete actions with our network to minimize environmental impact.

Our eco-responsible approach takes the form of five commitments that are carried out throughout the entire life cycle of our products:

- I Opt to use recyclable, recycled, biodegradable or reparable raw materials and finished products whenever possible. Ensure that only the essential elements for desired features are used, i.e. no unnecessary parts.
- 2 Minimize the impact of manufacturing on the environment by using more eco-friendly machinery and optimizing the production process. Notably, our 1158 solar panels (2252 square meters) installed on the rooftop of our factory in France allow us produce 313 MW per year (for lower consumption: 301).
- **3** Reduce environmental impact with local production and distribution centers. We produce and store in strategic, centralized locations (3 production facilities worldwide: Canada France Germany; and logistics centers close to major cities)
- 4 Encourage the reuse of our solutions. All of our frames can be used for several events.
- 5 Oversee the recycling of raw materials and final products, or the transformation of non-recycled graphics into objects. For example, aluminum is systematically recycled, and we have created partnerships with local charitable associations to reuse graphics as textiles.







Reuse of an exhibit graphic as a decorative wall frame



Production takes place locally, in Canada and across Europe, to limit the environmental impact of transport. Overall, we strive to integrate eco-friendly actions into our day-to-day activities and at every level.

Our turnkey offering

Services included for each exhibit.

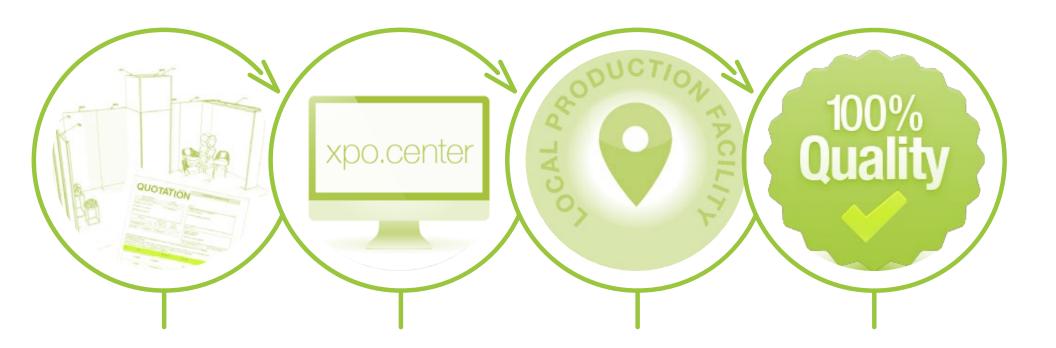


EXHIBIT DESIGN

Your personalized solution, designed and quoted in 5 days and a viewer link that gives you a 360-degree visualization of your exhibit online.

FILE MANAGEMENT

An online portal for real time tracking of your order.

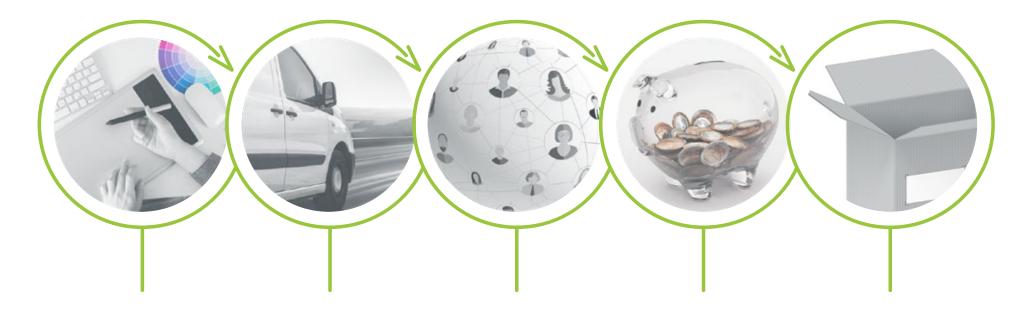
MADE LOCALLY

Manufactured and finished by our production facilities, located in Canada, France and Germany.

QUALITY CONTROL

100% of exhibits are inspected by our experts.

Our additional services



GRAPHIC CREATION

that boosts your image.

OPTIMIZED LOGISTICS SERVICES

to provide you with the best experience.

EXHIBIT INTERNATIONALLY

thanks to an international network of assemblers available for set-up and dismantle.

EXHIBIT RENTALS

a smart economical solution for your occasional needs. A solution tailored to multimedia and LED video walls.

STORAGE SERVICES

for your exhibits.

Our tools to assist you



PS₃D

Your 3D booth design software that allows you to make renderings and estimates for all our products in just a few clicks.

With the 3D Viewer extension, see your project online and share it with all collaborators thanks to a unique web link.

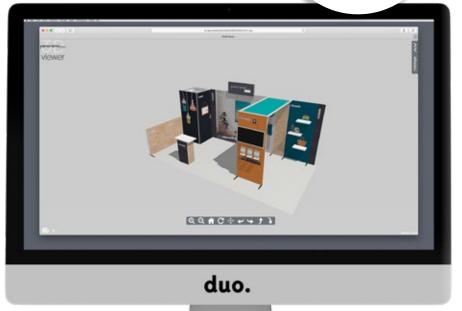


XPO.CENTER

Your personalized and secure file management portal, accessible 24/7. It allows you to access your current or past orders, as well as a summary view of your order status.

With xpo.center, upload your files, then generate and approve your e-proofs in just a few clicks.









Our expertise in dye-sublimation printing on fabric to enhance your communication

• Why choose fabric graphics?

Fabric graphics are very well-suited for use in the exhibit and events industries. They are easy to transport, handle and set up; they are scratch-resistant and wrinkle resistant.

They offer unrivaled aesthetic rendering with the best color execution that won't fade over time.



Sublimation is a physical phenomenon by which matter passes directly from a solid to a gas. The fabric's fibers are dyed directly, which improves color resistance over time.

- · Benefits of this technology
- Unrivaled quality: dye-sub printing offers exceptional contrast, intensity and depth. Colors are vibrant and available in a wide range, including at high density.
- Anti-reflective: dye-sublimated fabric absorbs light and prevents glare from appearing on your image.
- More eco-friendly process: the inks used are aqueous solutions that are solvent-free and odorless.



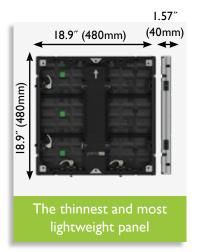




Innovation



Create custom video walls using panoLED LED panels









- panoLED lets you create modular video walls by quickly assembling 18.9"x18.9" (480 x 480 mm) panels.
- panoLED lets you innovate and bring your exhibits to life: reveal the beauty of your content with vibrant colors, spectacular images and a totally new visual experience.
- panoLED offers easy and ultra-secure attachment through the use of preinstalled h-line connectors.
- panoLED is designed to integrate with Panoramic h-line and c-line modular systems, and with conventional exhibits.
- A silicone edge graphic can be fitted to the reverse side of the panel thanks to a patented innovation (patent pending).
- panoLED allows for applications that go beyond exhibits: whether hanging, standing or integrated into a design, the applications are endless.



Innovation

pano

panoLED: explore the field of endless possibilities

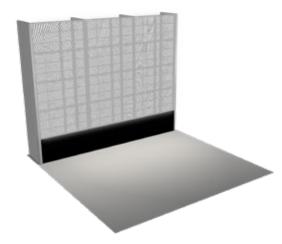
Exhibits



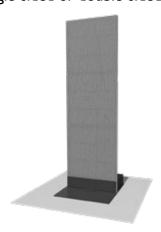




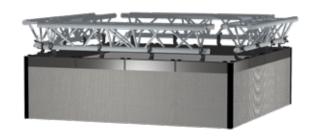
Video wall



Single-sided or double-sided totem



Hanging sign





Innovations

Panoramic h-line Lightbox 1.57" (40 mm)

Thinner, more modular for even more creative possibilities!



New panoramic h-line transparent modules

Combine 4 transparent partition models to allow light to pass through while remaining hygenic.



Signature spotlight

A more design-focused and higher-performance lighting solution. (see page 72)



contour

Stand out from the crowd with new contour inclined, curved and wave formats. (see page 18)



Innovations

Panoramic lightbox

Accessories, profile colors and new printed reverse side options for a 100% customized lightbox.





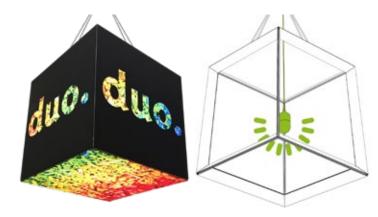
New h-line TV mount for TVs up to 65"

Broadcast your message on bigger screens.



Backlit hanging signs

Communicate with height and light. (see page 7I)



Choose an exhibit solution to meet your needs!





portable

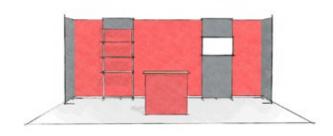


self set-up



The high-impact adjustable and portable exhibit.

- Ideal for spaces from 10'x10' to 10'x30'
- · Packaged in wheeled transport bags
- Can be assembled by yourself
- Purchase from \$ 600





modular

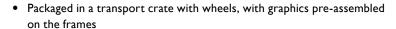


rental



Modular solution, endlessly reconfigurable. Available for purchase or rental.





- To be assembled by yourself or by professionals
- Purchase from \$8,500 / rental from \$4,000 for a 10'x10' exhibit









Design solution, ideal for custom exhibits.

- Suitable for all spaces.
- Reusable.
- To be assembled by professionals.



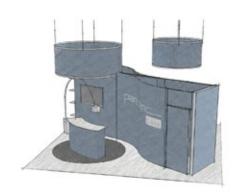








custom





portable tubular exhibits

contour, the tubular fabric exhibit solution

















- A portable exhibit solution featuring a tubular structure covered in stretch single-sided or double-sided graphic
- Lightweight and compact: 25 lbs for contour 10'x8'. Transported in a wheeled bag
- Intuitive setup: no tools needed. The connectors snap into the tubes with easy-to-follow guides on each frame
- Dye-sublimation printing for graphic impact: glare-free images, intense and deep colors

contour: standard frames



contour.3'x8'

Structure + graphic* + I wheeled transport bag

Dimensions 36"x 94.5"



contour.20'x8'

Structure + graphic* + 2 wheeled transport bags**

Dimensions 228"x 94.5"



contour.5'x8'

Structure + graphic* + I wheeled transport bag

Dimensions 57"x 94.5"



contour.3'x10'

Structure + graphic* + I wheeled transport bag

Dimensions 36"x 128.5"



contour.8'x8'

Structure + graphic* + I wheeled transport bag

Dimensions 94.5" × 94.5"



contour.10'x8'

Structure + graphic* + I wheeled transport bag

Dimensions



contour.5'x4'

Structure + graphic* + I wheeled transport bag

Dimensions 57" x 48.5"



contour.10'x4'

Structure + graphic* + I wheeled transport bag

Dimensions

contour: standard frames



contour. inclined tilted 5'x8'

Structure + graphic* + I wheeled transport bag

Dimensions 78" x 94.5"



contour.inclined tilted 8'x8'

Structure + graphic* + I wheeled transport bag

Dimensions III" x 94.5"



contour.inclined angled 3'x10'

Structure + graphic* + I wheeled transport bag

Dimensions 36" x 128.5"



contour.inclined angled 5'x10'

Structure + graphic* + I wheeled transport bag

Dimensions 94.5" x 128.5"



Structure + graphic*

+ I wheeled transport bag



contour.curved 10'x8'

Structure + graphic* + I wheeled transport bag

Dimensions en C 117" x 22" x 94.5"



contour.wave 8'x8'

Structure + graphic** + I wheeled transport bag

Dimensions 94.5"x 22" x 94.5"



contour.wave 10'x8'

Structure + graphic** + I wheeled transport bag

Dimensions 114" x 12" x 94.5"

Dimensions en **C** 94" x 22" x 94.5" en \$ 96" x 37" x 94.5"

contour: options

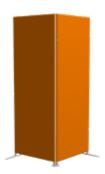


contour.tv

Structure** + graphic* + I wheeled transport bag

Dimensions

36" x 12" x 94.5"



contour.storage

corner kit 3'x8'

Structure + graphic* + I wheeled transport bag

Dimensions

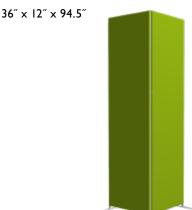
36" x 36" x 94.5"



contour.shelves

Structure + graphic* + I wheeled transport bag

Dimensions



contour.storage corner kit 3'x10'

Structure + graphic* + I wheeled transport bag

Dimensions

36" x 36" x 128.5"



contour.arch

Structure + graphic* + I wheeled transport bag

Dimensions

36" x 94.5" x 94.5"



contour.ty arch

Structure + graphic* + I wheeled transport bag

Dimensions

36" x 94.5" x 94.5"



contour.

Custom frame

Contact us for more information



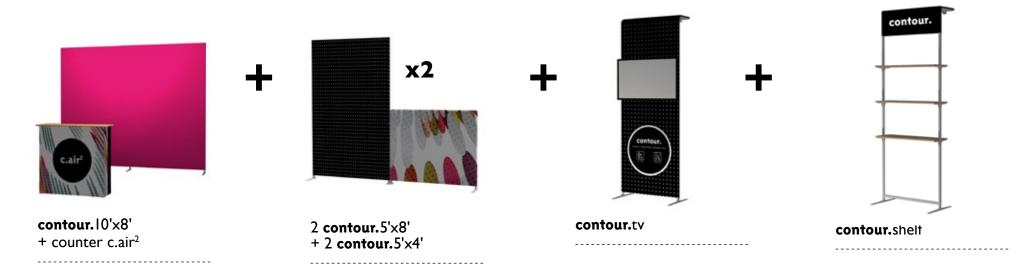
spot.LED

LED light with connector

*Graphics printed with black or white back or printed on both sides ** Curved corner option available

contour is adjustable

Start with a single frame and add more as needed







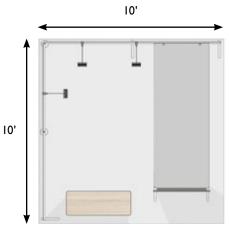


C.air² portable pop-up counter



TV arch to play your videos

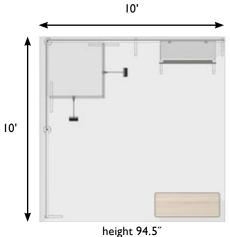
Contact us to request an estimate



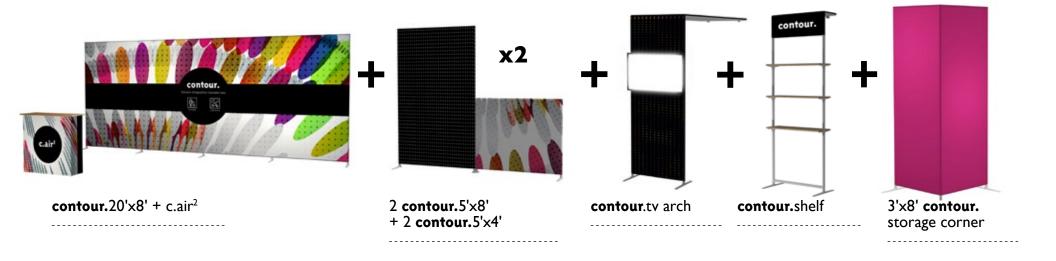
height 94.5"

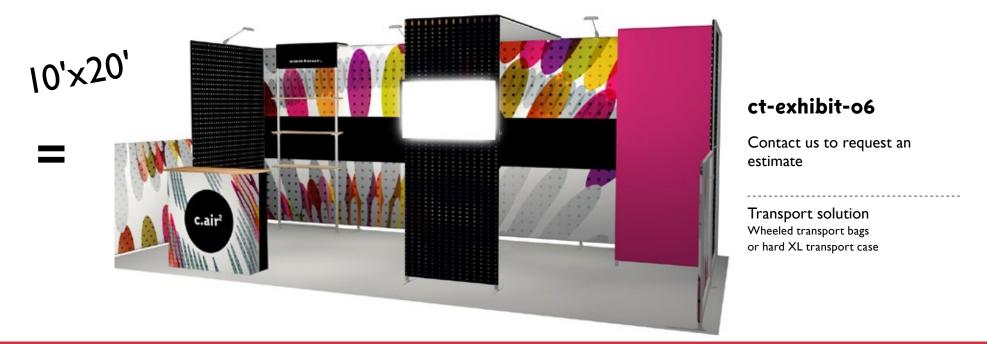


Contact us to request an estimate



contour: create your custom 10' x 20' tubular exhibit







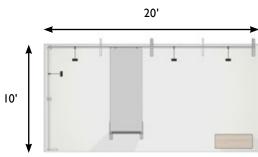
Contact us to request an estimate



Emphasize your message on the TV arch



Interior shelf for c.air² counter



height 94.5"



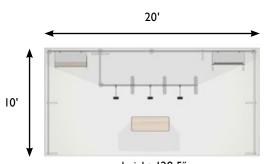
Contact us to request an estimate



Shelf frame

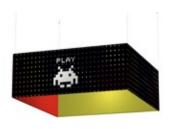


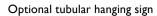
Showcase your products with the helix display case



height 128.5"



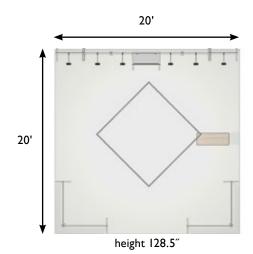






Enclose your space

Contact us to request an estimate





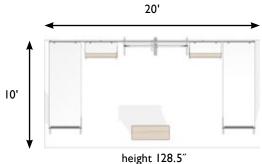
Contact us to request an estimate



Connect inclined angled frames for a unique design

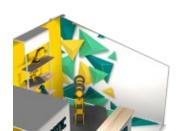


Showcase your products with contour.shelf





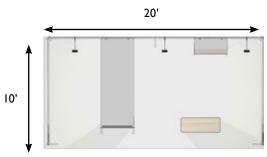
Contact us to request an estimate



Be original thanks to inclined angled frames



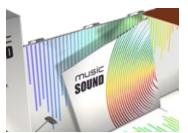
Emphasize your message on the TV arch

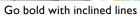


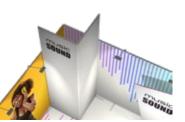
height 94.5"



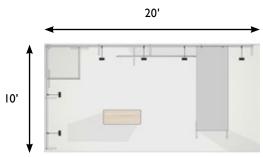
Contact us to request an estimate





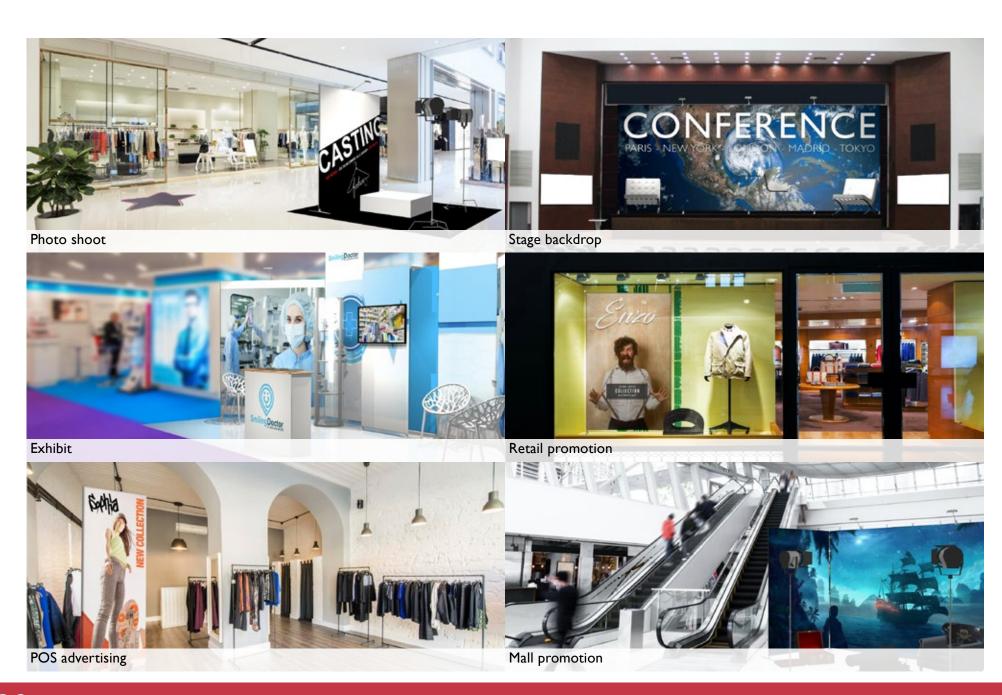


Maximize your visibility



height 128.5"

contour: take your creativity with you on-the-go







modular exhibits

The reference of modular exhibits













- · Create a customized exhibit using pre-assembled modules that offer a wide range of functionalities
- The visual impact of h-line is created through large format, high-definition fabric graphics. The connections between the panels are invisible
- Panoramic h-line is compatible with panoLED: innovate and bring your exhibit to life with panoLED video walls
- Set-up time for an 10'x 20' exhibit is less than an hour

100% modular: 13 modules, 4 shows, 4 configurations, 4 locations

Reconfigure your h-line exhibit to suit your event, using the same pack of modules each time



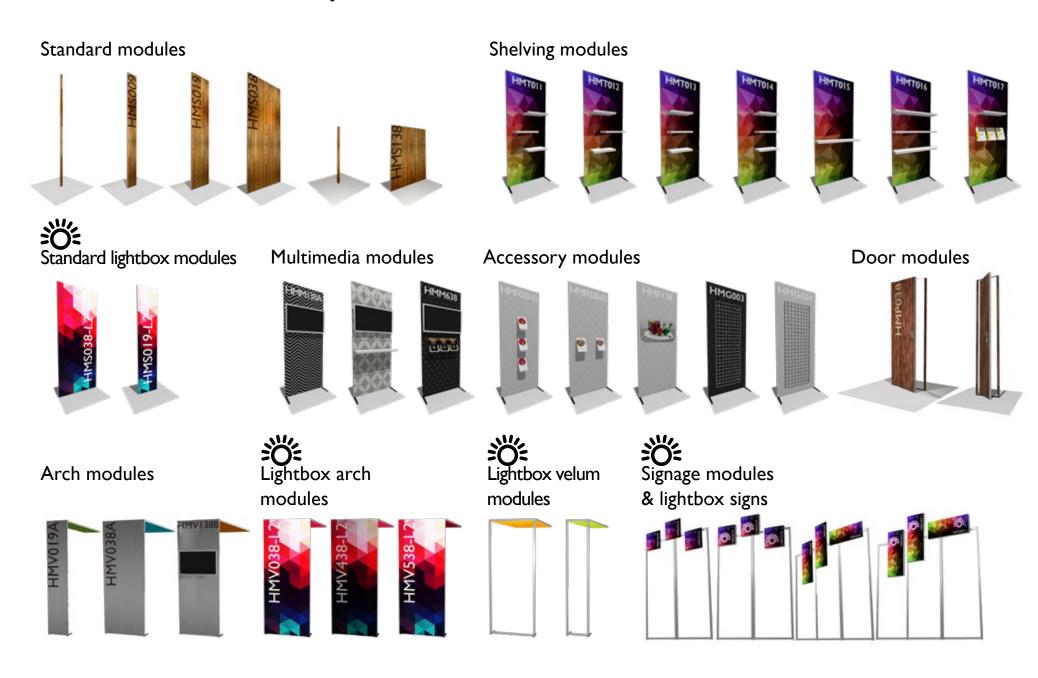
100% modular: 13 modules for an unlimited number of configurations!



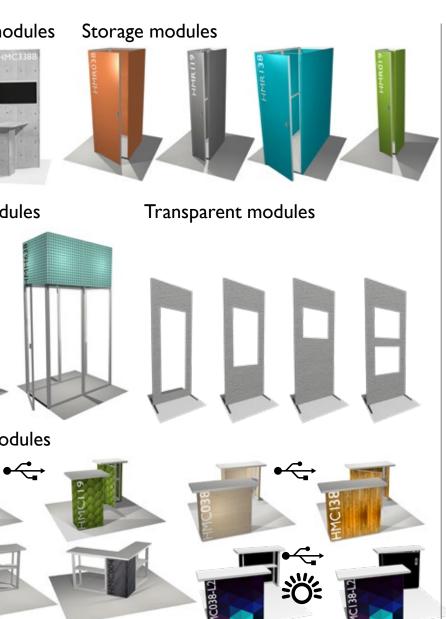
13 module pack

- I HMS038 standard module
- I HMS038-L2 standard lightbox module
- 2 HMS019 standard modules
- 2 HMS138 standard half-height modules
- I HMF038-01 brochure-holder module
- I HMC238B console module
- I HMT011 shelving module
- I HMCII9 counter module
- I HMR138 storage module
- I HMH047-L lightbox signage module
- I HMVI38B arch module 38" + 40" TV
- I SOS kit
- 2 Signature LED 20W spotlight
- I H3 crate

A function for every module



Optional USB port





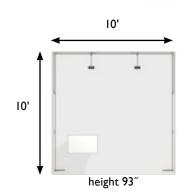


Display cases & brochure holders (see p.75)



h10-03

Contact us to request a quote for a purchase or rental









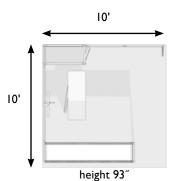
Simply add 3 more standard 38" modules to turn it into a 10'x20' exhibit





h10-08

Contact us to request a quote for a purchase or rental

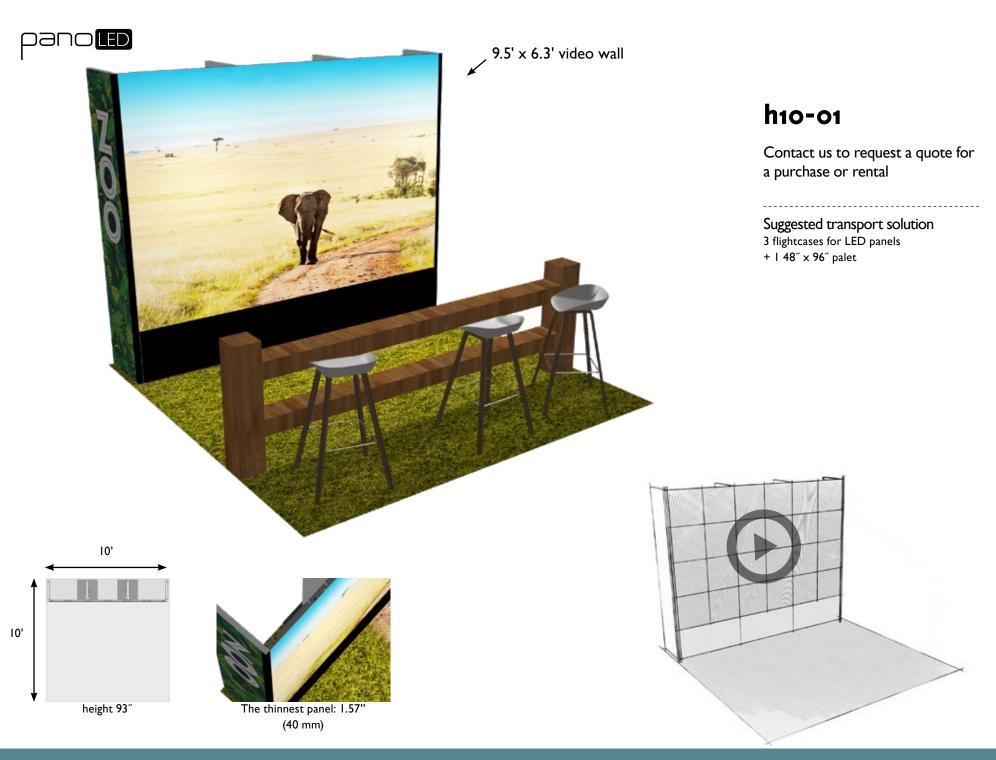








Add 2 standard modules and a TV module to turn into a 10'x20' exhibit



Broadcast your message on panoLED video walls



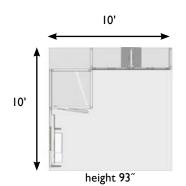
h10-02

Contact us to request a quote for a purchase or rental

Suggested transport solution

2 flightcases for LED panels

+ I h-line H3 crate





Use compatible frames to align your video wall height to the exhibit height

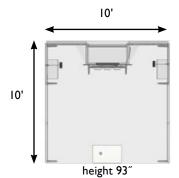




h10-07

Contact us to request a quote for a purchase or rental

Suggested transport solution
I h-line H3 crate







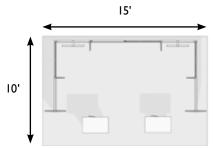


modules to create a 10'x20' exhibit



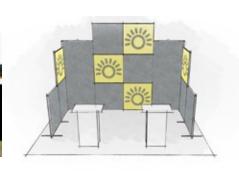
h20-27

Contact us to request a quote for a purchase or rental



height 95"

Backlit and non-backlit modules





Add 2 lightbox modules and 2 standard modules to turn into a 10'x20' exhibit

Signature spotlight for powerful, homogeneous lighting



h20-12

Contact us to request a quote for a purchase or rental



Remove modules and adapt to a smaller area: 10'x10'

10'

height 93″



HMC038 counter



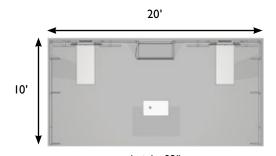
HMR119 storage module

Increase visibility with a header



h20-28

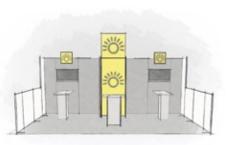
Contact us to request a quote for a purchase or rental



height 93″ header height: 38″



Interior shelf in each console





Remove modules and adapt to a smaller area: $10'\times10'$



h20-24

Contact us to request a quote for a purchase or rental



height 93" header height: 38"



Brochure holders and TV



2 HMC038-USB counters connected with HMC003



Add header modules to transform your exhibit into a central 20'x20' island

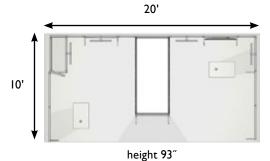
Vary your messages with wall.frame



h20-26

Contact us to request a quote for a purchase or rental

Suggested transport solution
I h-line H3 crate



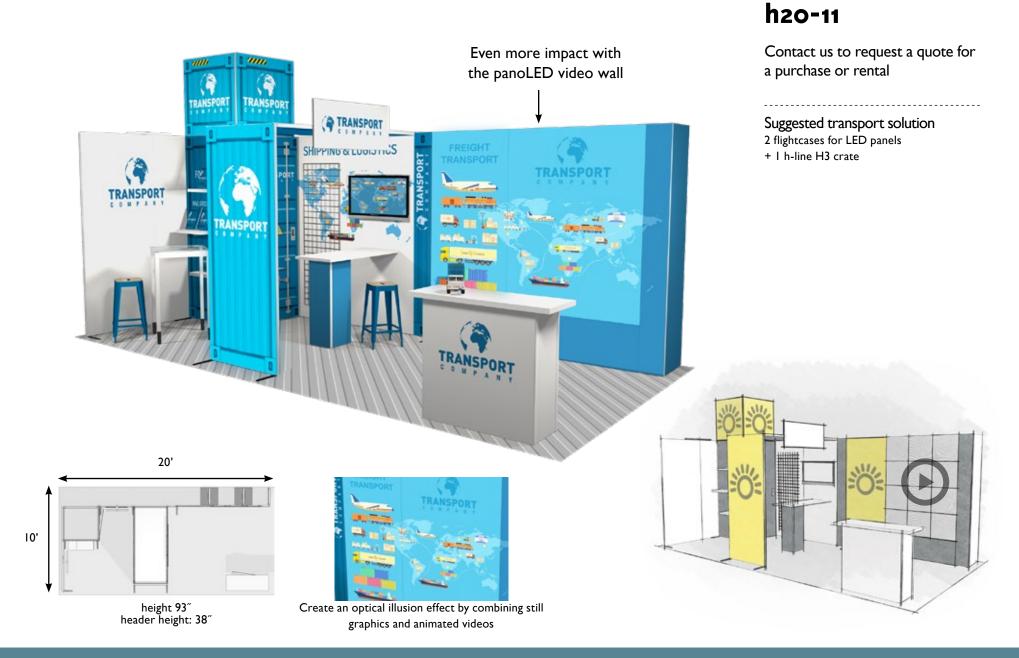






Increase the size of your exhibit to 10'x30': add I storage module, I arch and I counter







h20-29

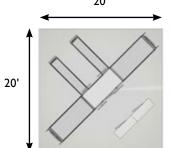
Contact us to request a quote for a purchase or rental

Suggested transport solution 2 h-line H3 crates

Connect two counters using the connection module



Add 2 standard 38" modules, I 19" module and I 9" module to change the layout of your exhibit to 10'x20'

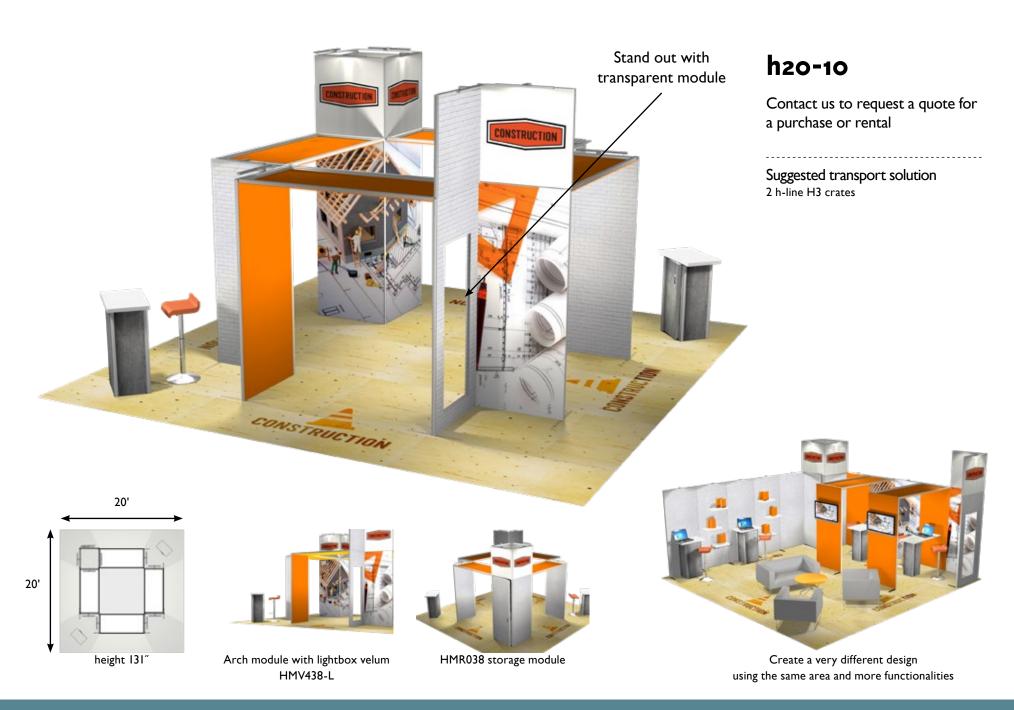


height 131"





Lightbox signs to display your logo



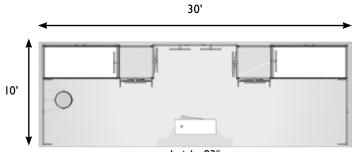
Showcase your products with the helix.200 display case



h30-02

Contact us to request a quote for a purchase or rental





height 93" header height: 38"



Grid module to attach various accessories



Remove modules and adapt your exhibit to a smaller area: 10'x20'

Counters, to greet visitors!



hmc119

S counter module with door $(19^{\circ} \times 38^{\circ} \times 12^{\circ})$ + graphics

hmc119-usb

Option with USB hub

Counter height 39.4"



hmc138

M counter module with door (38" x 38" x 12") + graphics

hmc138-usb•←

Option with USB hub

Counter height 39.4"



hmc138-L2

M counter module with door and lighted front + graphics

hmc138-L2-usb←

Option with USB hub

Counter height 39.4"

Travel solutions





flightcase.panoLED

Outer dimensions 31.1"Lx 23.4" | x 30.1"H

Weight 121 lbs

Can hold up to 10 LED panels (a 24.8 ft² LED video wall)

Height includes wheels and accessories compartment.



Couldn't find the perfect configuration? Let us create it for you!







Find more configurations in our booth library at https://duodisplay.com/can/booth-library/



custom exhibits

Custom and creative exhibits











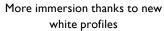
- Bring your ideas to life with panoramic: extra-large graphics, backlit walls, curved elements, woodwork element integration, heights over 16' and more
- · Innovate and bring your exhibit to life with panoLED video walls
- Panoramic exhibits are reconfigurable and reusable!
- Panoramic lightbox is endlessly customizable: choose from single- or double-sided options, profile color choices, lightbox reverse side options, accessories, etc
- Panoramic lightbox is UL certified [®] and ^C€.

PRODUCTS







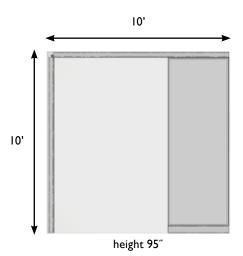




C10-01

Contact us to request an estimate

Suggested transport solution
I medium wood crate





C20-26

Contact us to request an estimate

Suggested transport solution

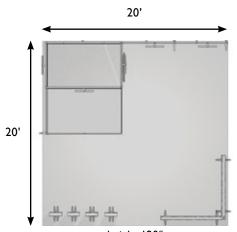
2 large wood crates





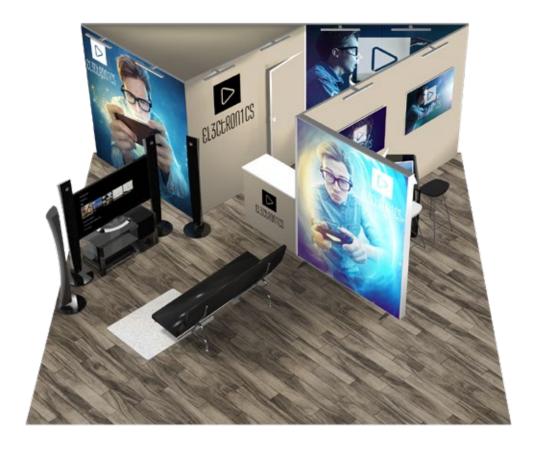


Lightbox totems



height 190"











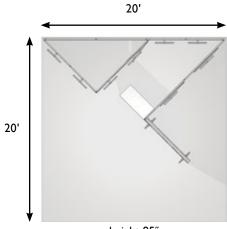
Double-sided lightbox



C20-27

Contact us to request an estimate

Suggested transport solution
I large wood crate









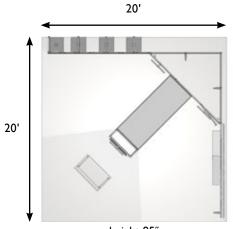
C20-28

Contact us to request an estimate

Suggested transport solution

- 3 flightcases for LED panels
- + I large wood crate

← Black profiles



height 95"





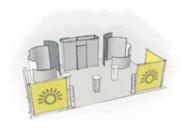
C30-25

Contact us to request an estimate

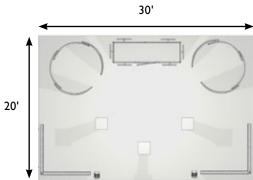
Suggested transport solution

I large wood crate





Lightbox corner Double-sided lightbox corners



height 95"

Counters, to greet visitors!



Perfect to gather around







Structure + graphic + countertop + shelf

Counter dimensions 43.5"W x 18.5"Lx 40.5"H

Countertop dimensions 45.15" x 20"

pc.02

Structure + graphic + countertop

Counter dimensions 13"W x 13"Lx 40"H

Countertop dimensions 20" x 20"



Counters also available in custom dimensions. Contact us.

Counters are sold with exhibits. Please contact us for individual packaging.

Travel solutions



wood.crate

 Outer dimensions
 Weight

 Small
 99.5"L x 17.25"l x 27.5"H
 150 lbs

 Medium
 99.5"L x 30.5"l x 27.5"H
 200 lbs

 Large
 99.5"L x 43.75"l x 27.5"H
 250 lbs



Also available in a portable version



wheeled.bag

TRB011

Outer dimensions 16" x 16" x 35" Max load 66 lbs Empty weight 22 lbs



soft.profile cover*

MER-SOFT-BAG

*maximum 2 profile covers per wheeled bag

Couldn't find the perfect configuration? Let us help you design it!









Find more configurations in our booth library at https://duodisplay.com/can/booth-library/

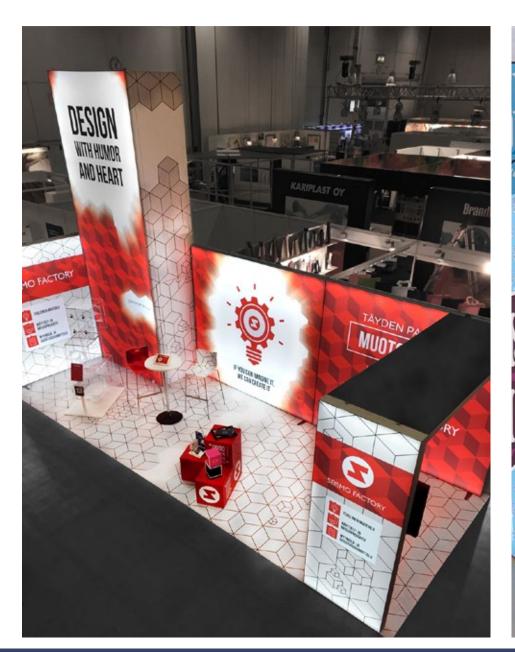






exhibit add-ons

Get noticed with hanging tubular signs!







- Tubular structure made with anodised aluminum completely covered with stretch fabric
- Excellent method for attracting attention, highlighting your message and adding height to your exhibit
- Choose your sign's shape, round or square, based on your exhibit's design
- Available for purchase or rental

square.sign

Structure + graphics* + I wheeled transport bag

| 8'x8'x3' | | 8'x8'x4' | | 10'x10'x3' | | 10'x10'x4' | |
|-----------------|--------|-----------------|--------|-------------------|--------|-------------------|--------|
| Dimensions | Weight | Dimensions | Weight | Dimensions | Weight | Dimensions | Weight |
| 96" x 96" x 36" | 49 lbs | 96" x 96" x 48" | 54 lbs | 120" × 120" × 36" | 62 lbs | 120" x 120" x 48" | 68 lbs |

circular.sign

Structure + graphics* + I wheeled transport bag

| ø 8'x3' | | ø 8'x4' | | ø 10'x3' | | ø 10'x4' | |
|-------------|--------|-------------|--------|--------------|--------|--------------|--------|
| Dimensions | Weight | Dimensions | Weight | Dimensions | Weight | Dimensions | Weight |
| Ø 96" x 36" | 37 lbs | Ø 96″ x 48″ | 40 lbs | Ø 120″ x 36″ | 44 lbs | Ø 120″ x 48″ | 47 lbs |

skywall hanging signs: out-exhibit the crowd!









- Help visitors find your location in a trade show and add height to be visible, even from a distance
- · Aluminum structure with dye-sublimation printed graphic stretched over structure with SEG finishing
- Bottom panel can be added to square or rectangular sign
- Available for purchase or rental

skywall.hanging signs

Structure + wires + graphics + packaging*



5-sided graphic wrapping

hsboo4 (8'x8'x3')

Dimensions Weight 96" x 96" x 36" 100 lbs

Lighting option available (Weight: 124 lbs)

hsboo5 (8'x8'x4')

Dimensions Weight 96" x 96" x 48" 105 lbs

Lighting option available (Weight: 129 lbs)

hsboo6 (10'x10'x3')

Dimensions Weight 120" x 120" x 36" 141 lbs

Lighting option available (Weight: 187 lbs)

hsboo6 (10'x10'x4')

Dimensions Weight 120" x 120" x 48" 147 lbs

Lighting option available (Weight: 193 lbs)



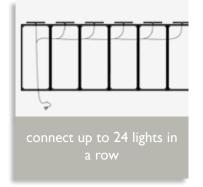
Also available in custom dimensions

Lighting











signature.spot

Signature spot 20W (transport bag included)

With its sleek, contemporary lines, it integrates flawlessly into all of your Panoramic exhibit designs. Your exhibit looks elegant and the spotlight is put on your image alone. Its elongated design ensures uniform lighting.

A spotlight full of elegance and finesse





Lighting









spot.LED

LED spotlight 20W (includes transport bag)

The LED spotlight is brighter than a halogen spotlight and is much more energy-efficient!

Brochure-holders & display cases



mesh.4

Brochure holder with 4 fabric pockets (transport bag included)



mesh.8

Brochure holder with 8 fabric pockets (transport bag included)



holdup.classic

Brochure holder with 4 polycarbonate pockets (transport bag included)



helix.200

Large illuminated foldable display case with 4 shelves and 16 transparent panels

Dimensions Ø22" x 78.7" (Ø560 mm x H 2000 mm)





Small foldable counter display case with 2 shelves and 8 transparent panels

Dimensions Ø22.8" x 41.7" (Ø580 mm x H 1060 mm)

Stand out from the crowd with a personalized, high-impact exhibit

Our exhibit solutions, especially those from the panoramic line, are designed to highlight printed images. Here are a few creative tips to maximize your visual effectiveness.

- · Opt for an immersive design
 - Optical illusion effects, textures, high-resolution and large-format graphics, graphic personalization of the entire surface including the floor...these are just some of the ways you can immerse your visitor in your exhibit's environment.
- Focus on a simple graphic and a unique message
 - Trade show visitors have less than 30 seconds of attention to give you when they pass by your exhibit. The easiest message for them to understand is a simple message set against a sleek graphic background. Try to avoid using too many messages, colors or effects, as impact is created through simplicity.
- Combine continuous design with modularity

Your modular exhibit will evolve as you attend various trade shows and share different messages.

The languages of your event may even vary.

Don't hesitate to adapt its design as necessary.

We guarantee perfect graphic continuity, even if your exhibit is sectioned into panels.













To create your graphics, please refer to the provided templates to create the appropriate files, and contact our project management team at the start of your project. You will then be guided through our xpo.center file management platform.

Four reasons to attend a trade show

· Meet decision-makers

According to Exhibit Surveys, in 2010, 80% of trade show visitors had "the power to recommend or make final purchase decisions". In addition, 31% of visitors claimed that "their purchase intention was stronger after visiting the trade show".

Improve sales productivity

According to the French Statistical Audit Bureau for General and Specialised Fairs and Exhibitions (OJS), customer contact at a trade show is "four to ten times less expensive than a customer visit". Contact cost for a exhibit averages at about \$20, whereas this contact ranges from \$80 to \$200 when made during field visits. Furthermore, a sales rep will meet with 15 customers daily at a trade show vs. an average of three customers during a field visit.

Explore prospects

Trade shows hold a wealth of opportunities and present many "hot" receptive prospects because visitors attend shows on their own accord. This makes it an incredibly effective way for exhibitors to expand their customer base

• Communicate with the press and opinion leaders



Tips & tricks for making your trade show a success

Before the show

· Create a budget and set goals

Trade show participation is part of a company's overall strategy, as well as its marketing, sales and HR strategies. It is very important to set specific goals and create a budget that includes purchasing of space, a exhibit, as well as personnel costs (travel, hotels, restaurants). It is essential to create a system for gauging the success of each trade show.

· Select trade shows that your company wants to attend, then choose your placement and area size

A countless array of events exist, ranging from major international trade shows to local conventions. It is important that each trade show you attend corresponds to your company's challenges in terms of business. Many companies now prefer to attend local trade shows with small exhibit areas as they offer more returns on investment. Trade show organizers often offer pre-registration discounts, so it is best to reserve exhibit space in advance. Placement is also a very important factor. Opt for placement near the entrance, in the main aisles or near "locomotives" (leading companies that attract visitors).

· Seek assistance of trade show display and visual communication professionals

Exhibits and event planning are very specific fields and require experience. Seek the advice of professionals, and do not hesitate to ask your service provider questions on how to set up your exhibit and who will be involved. You may also request references and contact them.

• Create a brief for trade show display professionals

Clearly explain your objectives and your strategy. Several constraints may influence your trade show display specialist's recommendations, which can help you cut costs significantly.

What type of exhibit should you choose? We have divided exhibits into three categories based on their weight, volume and assembly time/difficulty. The categories are: portable tubular contour exhibits, modular panoramic h-line exhibits, custom panoramic c-line exhibits. Some contour and panoramic h-line exhibits may be set up and dismantled by exhibitors without any professional assistance.

How many times will you use your exhibit? If you will only use your exhibit once, opt for a rental. If you will reuse it several times, specify the various spaces where it will be used and your desired configurations. It is possible to start with a modular system that uses shared elements, which will allow you to create exhibits ranging in a wide variety of sizes.

Which features do you need? Reception counters, storage, product displays, videos, customer meetings, brochure distribution.... these are all features that influence how your exhibit is designed..

· Invite your customers and prospective customers

Trade show organizers provide free passes and distribute newsletters, which will allow you to easily inform your customers about your participation. Sales teams can also increase their scope of action by meeting with customers before and after the trade show for breakfast or dinner.

Remember that these times are just as effective as field visits.

During the trade show

Details make the difference

Your exhibit is a reflection of your company's image. Make sure it is organized! A storage area is very useful for concealing packaging or for storing brochures. Modular solutions offer storage areas that are secured by a door, tubular solutions offer storage corners. Lighting is very important as it puts the spotlight on your message. Environmentally-friendly LED solutions help conserve electricity.

· Brief your teams every morning

Your team should be informed about your new products and services. A daily morning meeting before the show opens is a way to re-specify goals and answer questions that were asked the night before.

• Create buzz around your exhibit

To capture visitors' interest, create buzz around your exhibit with training sessions, wine & cheese samplings and other attention-drawing events.

After the trade show

• Follow-up is the key to success

A successful trade show is not just about meeting with customers and leads: Ensure that each lead has been addressed and a follow-up goal is established. Thank your customers after the trade show and follow up on each request individually. Ensure that each lead has been processed with an objective follow-up. You will then be able to gauge the show's success and decide whether or not you will attend it again in the future.

· Reuse graphics after the trade show

Exhibition systems like Panoramic allow you to use portions of your graphics, which can be cut or re-sewn. The single-sided frame can be mounted on a wall, and the double-sided frame lets you create fabric backwalls, which are like mini-exhibition kits.



Find all Duo solutions with our certified partners

duodisplay.com/can