### SOUTHERN SPRING HOME & GARDEN SHOW®

### POST SHOW REPORT SOUTHERN SPRING HOME & GARDEN SHOW FEBRUARY 29 – MARCH 4, 2012 CHAPLOTTE, NC

chodeck W

## THOUSANDS ATTENDED

The show welcomed thousands of guests and delivered millions of impressions in just five short days!







## AUDIENCE PROFILE

The show delivered the right customers, at the right place, at the right time!

Age Range	%
18 – 24	12%
25 – 34	10%
35 – 44	21%
45 – 54	22%
55 – 64	23%
65+	12%

Sex	%
Female	63%
Male	37%

Household Income	%
Up to \$50,000	30%
\$50,000 - \$100,000	34%
\$100,000 - \$150,000	28%
\$150,000+	9%

Residence	%
Mecklenburg Co.	47%
Other	53%

# **POWERFUL PARTNERSHIPS**

The Southern Spring Home & Garden Show partnered with leading media outlets and outstanding sponsors to extend exposure and generate maximum engagement. In addition, partners and sponsors created fun and interactive features within the show.

### The Charlotte Observer charlotteobserver.com





presented by

national home & garden Show Series<sup>™</sup>



## SCENES FROM THE SHOW













## SPECIAL FEATURES



**Belgard Gardens** 



**Designer Rooms** 



Musical Performance by Country Sensation, Craig Morgan



**Garden Stage** 



**Home Ideas Stage** 

**Cooking Stage** 

### MEDIA EXPOSURE

	Value
Electronic Advertising	\$129,433
Print Advertising	\$201,062
Public Relations	\$715,887
Website Exposure	\$3,777
Social Media	\$5,400
E-Newsletters	\$1,749
Direct Mail, Coupons, Tickets	\$24,600
Retail Exposure	<u>\$18,750</u>
Grand Total	\$1,100,658





### ELECTRONIC ADVERTISING

#### Show promoted through extensive TV and radio campaign!

The following partners promoted the show through paid and promotional spots, interviews, website advertisements, E-Newsletters, Facebook, Twitter and onsite promotions.

#### 

# PRINT ADVERTISING

### Show promoted through extensive print advertising campaign!

Paid and promotional newspaper ads in *The Charlotte Observer* promoted the show throughout a 15 day campaign.

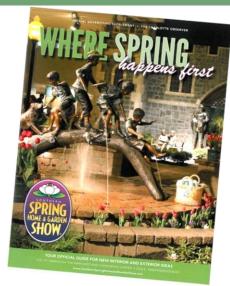
The show was also advertised in *Carolina Gardener*, *Charlotte Living Magazine*, *Charlotte Magazine*, *Lake Norman Currents*, *Lake Norman Magazine*, *Little Ones Magazine*, *Senior Living Magazine*, *SouthPark Magazine*, and *Urban Home Magazine*.



# PRINT ADVERTISING

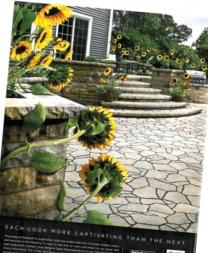
10

In addition to ads, the show was also promoted through the Official Show Program, a 36 page full color, glossy magazine. 110,000 copies of the program were distributed through *SouthPark Magazine*, *Lake Norman Magazine* and *The Charlotte Observer* (University Area). An additional 20,000 copies were overprinted for distribution at the show.









and takes there expected on the constrained on the

## **PUBLIC RELATIONS**

#### Public relations campaign generated millions of impressions!

The show's PR campaign generated 39,406,977 impressions through press releases, clippings, articles and interviews.

#### Students exercise their green thumb

Caldwell gardening

students do community service

#### Joe DePriest

beeneilijdastistearaan Some students come to be landscape nambe already gerieted. For obters it's to tadaly new subject. Watever the level of experience, the program at Cadwell Community College for the constructions.

& Technican Industry in new directions. Career possibilities include such things as numing a landscaping company, doing landscape design for public greenways, working for a harriculture narsery or mu-uorking for a harriculture narsery or mu-

l-inal landscaping ear course, students al-During the two-year course, sugarms all so get involved in community service. "Ninety percent of our classes are in the real world," said Landscape Gardening Din-rector Debbie Mitchell. "It's problem-based or project-based learning. All hands-in, it's more than just something out of the service of the source of the service of the service based on the service of the service of

ake part in events such as Students also take part in events such as the annual Southern Spring Home and Garden Shraw in Charlotte. This year, stu-dents received a first-place award for cre-ativity and a second-place award for horti-here.

culture: Statistics used the konic rock allum backsike of the Mour? by Piat Florida the maked theme for a parket, rarecyclain placed primes, weres, nock walls and special placed primes, weres, nock walls and special platente.

The landscape was entirely different from the Brushy Mountains section she'd known in Caldwell County. To the trended entire Mitchell on the or In the tropical setting, backyard. "Dad m " ahr s

From left, Tracy Rabb, Shella Mikeal and Cynthia Setzer make beds for tomato seedlings in the greenhouse at Caldwell

Y call This containt, go to copyright care to tail 2018 750 BAID

gluing. The latest award makes a total of 12 stu- \*And mother had a green thumb. I guess I Significant and a set of all statistical set of the second set Courses varied A Tayloraville native, Mitchell's family moved to the Tanpo, Fla, areain the 1960s.

Account 19263BA (24) III-2 CHARLOTTE OBGETUDT M Redm. Rainweit.

#### Charlotte

#### WPCC hosts space at garden show

Special to The News Herald

Community College will laurel fence, all typical of have a garden space at the 1940s western North Car-Southern Spring Home & olina farmsteads. resenting the engineering sustainable The college's garden de-ficiency, and material department. sign features a 1940s vin- re-purposing,

tage-inspired courtyard

facade of rough-cut board and batten siding, as well Piedmont as a pressed tin roof and

Faculty and students The garden's theme, Birds from the college's horti-Do It, Bees Do It...Let's Fall culture technology and in Love, is inspired by the sustainable agriculture classic Cole Porter song programs will be on site and was constructed by to discuss the program students and faculty rep- and best practices in and applied technology ing, beneficial insects

To experience the colgarden with herbs; fruit lege's garden space, visit trees; edible landscaping; the show at the Park Expo traditional garden shrubs and Conference Center in like flowering quince, Charlotte from Wednesbridal wreath spirea, and day to Sunday. Adult forsythia; a beehive; a admission is \$10; those small chicken coop with younger than 15 enterlive heritage breed chick- ing with a paying adult ens; wooden rain barrel, may attend at no charge. and flag stone patio. The To learn more, visit www. garden includes a house southernshows.com.

Send items for the home TERRARIUM WORKSHOP 10 a.m.-noon Jan. 26, Bulling-ton Center, 33 Upper Red Oak and garden calendar to Bruce Steele at BSteele@Citizen-Times.com two weeks before the event. Or mail to Bruce Trail, Hendersonville, All materials provided. \$25. Steele, Asheville Citize 698-6104 or Times, P.O. Box 2090, Ashe-GROWING AND CARING ville, NC 28802 SHOWS & TOURS SOUTHERN SPRING HOME & GARDEN SHOW: Feb. 29-March 4, Park Expo and Conference Center, 2500 E. dersonville. \$15. 698-6104 or lependence Blvd. (U.S. 74) Charlotte. The theme for the South's largest flower, landcaping, remodeling and home-improvement show this year is "Rhythm in Bloom." Opens 10 a.m. daily, closes at 6 p.m. Feb. 29-March 1, 9 p.m. March 2, 8 p.m. March 3 and 6 p.m. March 2, 8 p.m. March 3 and 6 p.m. March 4, \$10; age 14 and younger free with paying adult. Some discounts available; learn more at Southernet NC PIEDMONT ORCHID SOCIETY SHOW & SALE: Feb 24-26. Begins at noon Feb. 24 Daniel Stowe Botanical Garden, Belmont (outside Char lotte), open 9 a.m.-5 p.m. p.m. on the second Monday of p.m. on the second Monday of the month, February-October, Bullington Center, 33 Upper Red Oak Trail, Hendersonville. Learn the basics of vegetable iotre), open 9 a.m.-> p.m. daily. Special orchid photo session 9-11 a.m. Feb. 26. Part of the Stowe garden's Orchid Spectacular, Jan. 20-March 18. For prices and directions, visit ww.DSBG.org or call 704throughout the g 825-4490 Www.bud igtoncenter.org.

#### HOME & GARDEN WORKSHOPS & CALENDAR EVENTS

#### FOR ORCHIDS: 3-4:30 p.m. Jan. 31, Bullington Center, 33 Upper Red Oak Trail, Hen-

MEN'S GARDEN CLUB OF ASHEVILLE: February lun-cheon, 11:30 a.m. Feb. 7 in the dining room of First Baptist Church, 5 Oak St., Asheville, Hunter Stubbs, owner of BB Barns Landscape Co., will speak on "Structure in aums Landscape Co., will speak on "Structure in Your Garden: Attributes that Make the Design Shows (\$12) are required by Feb. 2: call 329-8577. **RESTORING AMERICAN CHESTNUTS:** 3-4:30 Upper Red Oak Trail, Henderswille. Mila Kirkland of the American Chestnut Foundation will ion will speak. \$5, 698-6104 or GARDENING 101: 3-4:30

and ornamental gardening eason. \$70. 698-6104 or

RAIN BARREL SALE: The Buncombe County Cooperative Extension, 94 Coxe Ave., has rain barrels available for \$110, plus tax. The 80-gallon barrels come complete with fittings and installation instructions. Visit the office or call 255-5522.

ONGOING

GARDEN GUDDES: "A Garden-ing Guide for Our Mountains," an updated version of the Gar-deners' Almanac, is a great gift any time of year, whether new to any time of year, where new to N.C. or veteran gardners. Avail-able for \$10 at Buncombe County Extension Office, 94 Coxe Ave. For deliver, while a check for \$12 made out to BCMG Enhancement Fund, or NC Cooperative Exten-tion, 94 Coxe Ave., Astrelli, NC 28800, Order online at weiline.

LEICESTER GARDEN CLUB Meets at 1 p.m. fourth Saturday Meets at 1 p.m. fourth Saturday of the month at the Leicester Library. 683-7159. HAIKU BAMBOO NURSERY: Closed December-February.

Walking tours resume in March. 468 Rhodes Mountain Road, Hendersonville, Groups of 5-20 can schedule private tour. Email stefanioshima@hotmail.com to join mailing list. To learn more, call 685-3053 Monday-Friday, or www.oshimabamboo school.com

from staff reports For the full home and gar den calendar, visit CITIZEN-TIMES.com/homegarden



# WEB, FACEBOOK, E-NEWS

### Show connected with thousands of loyal guests!

- 151,093 web impressions
- Weekly status updates to over 1,500 Facebook fans
- \* Five E-Newsletters to 6,995 subscribers



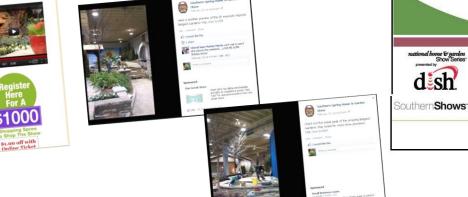
Imagine | Create | Inspire | Save | Learn

#### SAVE THE DATE!

Mark your calendar now and make plans to join us for this year's Southern Spring Home & Garden Show. For 52 years... Where Spring Happens First

The show is the most convenient one stop shop for all your home improvement needs. Start your trip with 28 musically inspired gardens, designer rooms, tablescapes and floral designs. Then make your way through the rest of the show to find professionals ready to share information and provide solutions for outdoor living, landscaping, kitchen and bath...ALL your home improvement needs. Don't miss daily cooking, gardening, landscaping and design seminars from top chefs, leading horticultural, and home design experts. And if that's not enough check out exclusive share-ouries socials to the bas you you move and time.

We look forward to seeing you soon.



BoeFly



The Charlotte Observer charlotteobserver.com

Find us on Facebook

Follow us on Twitter

To unsubscribe to this newsletter, please click here

# **COUPONS & TICKETS**

#### Coupons and ticket offers drove attendance!

- Direct mail coupons sent to 110,000 recipients
- 10,000 postcards distributed to guests at the 2011 Southern Christmas Show
- Thousands of special admission tickets distributed to sponsors, exhibitors and media partners









## **RETAIL EXPOSURE**

### Hundreds of posters and table tents built awareness locally!

6 posters and 150 table tents were displayed at North Lake Mall for three weeks prior to show opening.



Meet hundreds of experts ready to provide information, ideas and advice for your home and garden.

Belgard Gardens, with 28 musically inspired gardens complete with entertainment.

Outdoor Living Fur Flying Fun with the Soccer Collies Decorative Arts & Crafts Plants for Sale - Green Market Bonsai, Orchids & Liebana Local Florist Displays IDS Designer Rooms Interiors Taste, Travel & NC Wines Gardening Expert and TV Host, Melinda Myers Living Brene Marketplace Shopping Kitchen & Bath Building & Home Improvement Recording Artist Craig Morgan

Cooking Stage, Gardening Stage and Home Ideas Stage THREE stages, each with a different area of interest with an amazing array of topics! Check the show website for schedules.





Register online for \$1000 Shopping Spree! WWW.SouthernSpringHomeandGardenShow.com 76.3%.694 A Southern Brownie. Production



#### A very special THANK YOU to our outstanding exhibitors!

2 Happy Feet A & J Designs A Deck Above A Kitchen Must A Spice Above AA Hardwood Flooring, Inc. AAA Tree Experts, Inc. Abike Natural Body Care AWB Promotions Abbott Builders Ace Roofing ADT Security Affordable Home Designs Affordable Kitchens, Inc. Air Today, LLC Alert Construction Remodeling & Repair Inc. Alia Kitchen & Bath All American Decorative Concrete All Natural Streams Landscaping All Weather Construction Co. **Amazing Water Pearls** Amelia's Chowda Shack American Wood Reface Amish South Anchor Hardwoods, LLC Andrews Art Angie's List Anna Stowe Anthony & Sylvan Pools Archadeck Awnings

Archadeck of Charlotte Artificial Turf Products, Inc. Artisan Shutter Artistic Hardscape, Inc. Artistry Florals, Inc. ASG Security Ashley Furniture Home Store Award Pools and Spas, Inc. Axcessorize **Azek Building Products BA Eldridge Interiors LLC Backvard Inspirations** Ballantyne Wealth Management Group **Balusters Direct Barnyard Utility Buildings** Bath Fitter Bathcrest of Charlotte, LLC Bavarian Roasted Nuts Beau Ties Belgard Better Living of Carolinas Sunroom Betterliving with Graham Construction **Beyond Jewelry Biltmore Inspirations** Blackhawk Hardware, Inc. Blind & Shutter Depot Blue Ridge & Great Smoky Mountains Bobcat of Charlotte Bonsai Society of the Carolinas Boom Box by Webster Enterprises

Box of Beans Bud's Nurserv & Garden **Burg Watch Phone** Byrum's Florist **CPI Security Systems** Caldwell Community College Carolina Brick and Materials. Inc. Carolina Cabinet Refacing Carolina Countertop and Stone Carolina Custom Countertops, LLC Carolina Custom Spaces Carolina Exteriors Carolina Gardener **Carolina Home Improvement Professionals** Carolina Home Remodeling **Carolina Home Services** Carolina Pool King Carolina Premier Window Films, Inc. **Carolina Quality Flooring & Cabinets** Carolina Roof Consultants Castle Doors Castlelights, Inc. Your Outdoor Lighting Catawba Valley Community College Certa Pro Painters Champion Window & Patio Rooms Charlotte Awnings Unlimited Charlotte Flooring & Design, LLC. Charlotte Meck Police–Lake Enforcement **Charlotte Pergolas** Charlotte Shoe Company

#### A very special THANK YOU to our outstanding exhibitors!

Charlotte Tent & Awning Company Charlotte Woodturners Christian Tours Chris Pinard/European Gardens Clark Hall Doors by Design Climb's Roast **Closet & Storage Concepts** Closet Pro Company's Comin **Cornerstone Builders Group Country Junction Country Road Cabins Courtyard Gardens** Crafting with Susie **Creative Embroidery** Creative Sewing & Embroidery Crown Builders Inc. Crystal Clear Pools of Charlotte Culligan Water of Charlotte Curb Appeal of North Carolina Curo Creative **Curtains & Company** Cutco Cutlerv D & B Sales Amazing Tile and Glass Cutter **Dakota Glass Custom Glass Specialties Davey Tree Experts DISH Network** DeSignia **DeSignia Residential Services** Deckscapes

**Decorating Den Interiors** Decorating Den Interiors / Hawkins Design **Dennis Vineyards Winery Depree Rum Cakes Designer Sense Dirtworks Pottery Dixie Home Crafters** Donahue Design, Inc. Dragonfly Designs, LLC **Dragonfly Enterprises** Dream Home Builders and Remodelers Dream Spaces Dulin Mechanical Services, Inc. **Duplin Wine Cellars ER** Vending **EZ Hang Chairs** Eagle Industrial Group – SafeRack Eagle Pro-Wash Earth Farms Soils & Compos, LLC. Earth Graphics Easy Living Products - Go! Sticky Easy Living Products - Power Steam Pro Eco Mechanical Solutions Edgewater Pools, LLC Elaine's Slices of Heaven Elegant Accents, Inc. Elite Roofing & Construction Elizabeth House Flowers Energy Armor **Energy Conservation Solutions** 

**Energy One America** Eric Moore Designs eSaleRugs.com eShield of VA European Gardens Eurosteam Iron Fairway Green Lawn Care Fairway Lawn Buildings Inc. Fan Man Romano, Inc. Felton Design Studio Festival of Tables Findlay Roofing **Findlay Roofing Renovations** Fixtures and More Flags Over America Florida Lawn Art/Tiki Treasures Flowers of Charlotte ForeverLawn SW Fun Outdoor Living Fun Outdoor Living G & S Contracting Inc. GFR Custom Cabinet GPI Sustainable Design & Construction, LLC. **GSM Services** GT 3000 Garden Armour. Inc. Garden Grove Nursery & Landscape Garden Stage Garlic Grater by Webster Enterprises Gecko's Toes of the Midwest

#### A very special THANK YOU to our outstanding exhibitors!

Gianni's Fine Foods Girl Scouts Hornets' Nest Council Granite Transformations Great Day Improvements & Patio Enclosures **Greenspring Energy South** Grout Works of Charlotte Gutter Helmet Piedmont H & H International Harmony Acres Soap Company Harrisburg Florist, Inc. Hawaiian Moon Health Mate Sauna Heartwood Tree Service LLC Helmut's Strudel Herbiepac.com **HHI Home Improvements** higginscustomfurniture.com Hinnant Family Vineyards and Winery Home Decorative Accents Home-Tek Handyman, LLC. Horizons Ltd Horticultural Institute of Southern CA Hudson River Inlav Hughes Floor Covering, Inc. Humane Society of Charlotte Hunt Country Iron **IDS Designer Showcase** Ikebana Charlotte Chapter No. 49 Inca Sons In The Beginning

Indeed! Instyle Charlotte Instant Organic Garden Interiors by ReDesign Invisible Fence of The Carolinas IronArboretum.com Ironwood Estate Orchids JD's Salsa Mix James Hardie Building Products Jean's Flowers Jesse Brown's Outdoors Judy's Gifts & Jewelry, LLC K&C Distributing LLC Kathryn's Cottage Dressings and Sauces Katie's Backyard Kevin James Landscape, Inc. KickAss WoodWorks Kids Play Killingsworth Environmental of the Carolinas King Green Lawn Care Kitchen Craft Kitchen Tune-up Kool Ties Body Coolers KS Audio Video LKN Cabinets and Remodeling Lake Norman Glass & Custom Closets Larry's Dried & Silk Flowers LeafFilter Gutter Protection LeafGuard of Charlotte Leonard Buildings & Truck Accessories

Let It Fly Backyard Living Lifetime Cookware Lighthouse Landscape Lighting of Charlotte Lighthouse Residential Remodeling Linwood Homes Little Giant Ladder Systems Little River Vineyard and Winery Logo Studio Lowe's Home Improvement Lowe's Home Improvement Kitchen & Bath Lundberg Windows & Siding Maggie Elliott Interiors Masons Forge Masterbuilder Fellowship Inc. Mattress 4 You Mattress Firm Maui Carolina Pools Max Howard Sculpture Studio Maxwell Landscaping, Inc. Mayberry Beverage Co. Meck County Government-Waste Reduction Medi Mall. Inc. Metro Stone & Granite Metro-GreenScape, Inc. Metropolitan Builders - Roofing Division Miche Bags Michigan Made Metal Midwestern Solutions Midwood Flower Shop Miracle Method of Charlotte

#### A very special THANK YOU to our outstanding exhibitors!

#### Morozko

Mosquito Squad of Charlotte Mr. Rogers Windows Renewal By Anderson NC Cooperative Extension Service NC Cooperative Ext Service Digital Café NC Piedmont Orchid Society Name in the Frame NC Natural Home Lite Naturally Yours Nature's Footprint Inc. Nectar of the Vine **Newell Enterprises** New Life Radio 91.9 with Gardening Gals New South Remodelers No Streaks North Carolina Water Consultants Oakdale Greenhouses, LLC. Off Leash Dog Training.com One Step Mud Mat **Organic Solutions** Organo Gold Ornamental Specialties, Inc. Overhead Door Company of Charlotte Palmetto Exterminators Palmetto Supreme Organic Compost Panther Heating & Cooling, Inc. Paradise Outdoor Living Peaceful Ponds Pella Window & Door Company Phoenix Trading

Piedmont Flowers & Gifts Pine Lake Nurserv & Landscaping Pinnacle Rubber Mulch Pondscapes of Charlotte Ponv O Hair Accessories Porch Enclosures of Charlotte Powerstep Pro Precision Painting, LLC. Primland Purple Palmetto Gourmet Goods QPR Quick'n Brite. Inc. Qwicksilver **RSVP** Publications **RainScape Solutions Rainbow Home Cleaning Systems** Rand Hill/Darby Creek Re-Bath of the Carolinas reelbarrels.com Relax The Back **Richard Laney Landscaping Richs Hand Carved Root Baskets** Rita's Special T's **Rocky River Vineyards** RoofRoof Charlotte/Findlay Roofing Rooster Hill Farms Manufacturing Rowan Custom Cabinets STI Turf Care Equipment Pavilion Salena's Accessory Showcase Scentsy Wickless Candles

Schneider Tree Care Inc. Schultz Custom Homes and Remodeling Screenmobile of Charlotte, LLC. Sears Home Services Select Comfort Serpaco Painting ShelfGenie Showtime Collections Shutter Revolution Sierra Stone Simplicity Gourmet Simplv7 Smart Systems Softub Inc. SolarTEK Energy of Charlotte, Inc. Southeast Grout Restoration Southern Custom Shutters Southern Energy Management Southern Foods at Home Southern Lightscapes Southern Showplace Landscapes Southern Stonescapes Southpaw Industries, LLC. Southscape Landscape SowMuchGood.org Sparklewash SteamMop by Webster Enterprises StoneMaster Inc. Stony Mountain Vineyards Stove Top Grill

#### A very special THANK YOU to our outstanding exhibitors!

Strawberries Charlotte Super Sod of Charlotte Superior Pools T. Pennington Art Gallery Tech One Mobile/Cliphanger TekGuard Solutions **Terminix Service Terra Green Landscapes** The Art Institute of Charlotte The Benton Group The Blossom Shop The Charlotte Observer The Eccentric Cat The Golden Touch The GutterShutter Company The Iron Petunia Design Company The Landscape Corporation Inc. The Looking Glass The Mosquito Authority The Plantation Shutter Co. Inc. The Rose Gardener The Shoe Guys, LLC. The Southern Stamper The Sportula The Stone Man The Stone Man The Tin Man The Tin Shed The Vertical Garden TheHomeMag

**Theodore Thompson** Thirty-One Gifts Three-Way Plumbing-Green Energy Dept Thunderhead Showerhead by Webster Enterprises Time Warner Cable Today's Audio/Video, Inc. **Total Garage** Tower Garden By Juice Plus Trans World Satellites and Home Entertainment Treasures Refinished Undercover Systems of Central NC Union Church Millworks Universal Stone, LLC Value Remodelers a division of Archadeck Verizon Wireless - Cellular Sales of NC Virginia Tourism Visit Charlotte Vitamix Wag N' Tag Walker Woodworking Watkins Quality Products Wayne Simanovich Trained Dogs Wells Fargo Advisors West Virginia State Parks Western Piedmont Community College Whispering Woods Gifts Wicked Cool Home & Garden Wilsons Natural Landscaping, Inc. Window Depot USA of the Carolinas Window Genie

Witherspoon Rose Culture WoodMill Winery, Inc. WV Association of CVB's YOGIBO ZEKO SHOES www.earringholders.com

## SCENES FROM THE SHOW













## EXHIBITORS SAY IT BEST

The show puts us in front of many of our old clients and potential new clients. It offers a chance for us to present our business face to face. **Bill Bartee, Jesse Brown's** 

I launched Elite Roofing & Construction this February and was looking for ways to promote the company. I was able to jump start the company much faster than I ever thought possible with leads brought in from the show. The entire process of being a part of this fantastic event was simple and straight forward as your preparation and execution were flawless. I truly appreciate your comments and directions while we were setting up, hosting the exhibit and breaking down. Your staff was available, helpful and encouraging. I would strongly advise any business to participate in the show if they want to be successful in showcasing their business or product. **Scott Himler, Elite Roofing & Construction** 

Great show! We have scheduled over 25 appointments and want to thank you for allowing us to show the public what awesome cabinet prices we have. **Teresa Campbell, Carolina Quality Flooring & Cabinets** 

## EXHIBITORS SAY IT BEST

22

Fantastic recognition for our brand and product. The show continues to provide us with a mix of publicity that we just don't get anywhere else. **George Crump, The Stone Man** 

As a new business, we have found that consumer shows are the most effective way of generating leads and business and promoting our company. We generated a huge rate of return on our investment at the show. Southern Shows events are the most professionally managed of all consumer shows we do. **Eric and Laura Hendrix, Carolina Grout Works** 



### **JOIN US IN 2013**

#### Mark your calendar now!

Next year's show is scheduled for February 28 – March 3, 2013.

For more information:

Mardee Woodward

Executive Show Manager

800.849.0248 x 109

mwoodward@southernshows.com