



# EXHIBITOR LIST CRIB SHEET

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## INFORMATION THAT WE REQUIRE

As it is to appear on their nameboard

Exhibitor contact name

Exhibiting Name	Company Name	Stand Number	Area sqm	Ground Dimension X	Ground Dimension Y	Product Type Name	First Name	Last Name	Email		
3 Horses	Three Horses Limited	G50	5.00	2.00	2.50	Shell Scheme	Sam	Mudie	sam@3hourses.com		
A Good Place to Be	A Good Place to Be	K60	9.00	2.00	4.50	Shell Scheme	Julie	Clifford	julie@agoodplace.co.uk		
A Rolling Stone	A Rolling Stone	A41	120.00	8.00	15.00	Space Only	Frank	O'Shea	frank@arollingstone.co.uk		
Adams & Sons Ltd	Adams & Sons Ltd	E30	18.00	3.00					com		
Dolce	Dolce of Brazil	J5									
			Address line 1	Address line 2	Address line 3	Town or City	County	Country Name	Post code	Phone	Date Added
			56 St Helens Gardens			London		UNITED KINGDOM	W10 6LN	0208 123 4567	15/07/2018
			26 Averys	Bolney Road	Cowfold	Horsham	West Sussex	UNITED KINGDOM	RH13 8AZ	0140 123 4567	20/07/2018
			65 Langham Lane			London		UNITED KINGDOM	N15 3LR	0208 891 011	21/07/2018
			1 Mills Road	Guisseley		Leeds	West Yorkshire	UNITED KINGDOM	LS20 9PA	0194 123 4567	16/07/2018
			45 Rua da Saibreira	Parque Industrial de Goiania		Goiania	Goiias	BRAZIL	4415-538	(+55) 123 456 789	09/07/2018

Date in which the exhibitor was added to the list

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### HOW WE USE THE INFORMATION THAT YOU PROVIDE

We upload all the exhibitor lists onto Salesforce, which automatically creates accounts for any exhibitors who have not contacted or ordered through us previously. We also send out marketing emails, reminding the exhibitors of any approaching order deadlines and special deals available to them (for any exceptions where this facility is not required, please let us know).



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### THE BENEFITS

Creating an account for the exhibitor before they contact us for the first time, speeds up the ordering process, allowing us to deliver a more efficient customer service experience for your client. If we know as much about them and their stand as possible we can reduce the number of queries that you receive.

