

## NON-EXHIBITING MANUFACTURER/SUPPLIER STATUS

Every year, there are suppliers, manufacturers and/or importers who do not exhibit, yet attend AAPEX. While all legitimate attendance is welcome, these companies attempt at approaching buyers for the purpose of selling their products in the aisles by doing one of the following:

- Outboarding:** Holding showrooms, receptions, hospitality suites and any special presentations off-site.
- Suitcasing:** Solicitations by use of meetings, samples, brochures, catalogs and other materials.

### These practices are strictly prohibited by AAPEX

Anyone who is observed approaching buyers in the aisle, in an exhibitor's booth, food service area, lobby area, or outside the exhibit area, and is not a legitimate exhibitor should be reported immediately to Event Management. The non-exhibitor will then be asked to curtail this activity or exit the Event. These measures will be strictly enforced, with the intent of preserving the integrity of AAPEX and maintaining a good relationship between the buyer and exhibitor.

The assistance of exhibitors in watching for this type of activity and reporting it, is greatly appreciated. Exhibitors are especially encouraged to note the person's name, company and the color of their badge holder. In addition to surveillance on the exhibit floor by exhibitors and Event Management for this prohibited behavior, special screening will take place in the registration area for this type of attendee to prevent them from engaging in unauthorized selling at AAPEX.

### REGISTRATION

If you feel that you meet the exhibitor requirements or have exhibited in the past but are not exhibiting, you would be considered a non-exhibiting manufacturer (NEM). NEM registration is \$200.00 per registrant, limit to two per company, for no more than 2 years. After 2 years, the company must exhibit at AAPEX. NEMs attend for the sole purpose of viewing the AAPEX Show for future exhibiting opportunities.