

2012 MANTS Show Summary and Testimonials:

MANTS 2012 held January 11 – 13 at the Baltimore Convention Center experienced a 5% increase in attendance over the previous year's show, with a total of **10,940 paid registrants (including exhibitors)**. There were 10,432 paid registrants previously. In addition:

- **There were 3,445 non-exhibiting/buying/shopping companies** represented in the 2012 attendance;
- **There were 975 exhibiting companies** displaying their wares in over 1,530 booths, utilizing all the halls (over 300,000 square feet) of the Convention Center to capacity;
- Attendees and exhibitors **booked close to 5,000 hotels room nights** (over 1,700 rooms) at 10 Baltimore area hotels.

This was the 42nd consecutive year of MANTS, with eight exhibiting companies honored for having exhibited all 42 years. These charter exhibitors included [The Conard-Pyle Company](#), [Ingleside Plantation Nurseries](#), [Lancaster Farms](#), [Lowry & Company](#), Marco Products Corp, [Mobjack Nurseries](#), [Tankard Nurseries](#) and [Wetsel, Inc.](#)

The Mid-Atlantic Nursery Trade Show (MANTS) is widely known as The Masterpiece of Trade Shows. Incorporated in Maryland in 1970, its co-sponsors are the state Nursery and Landscape Associations of Maryland, Virginia, and West Virginia. Please visit www.mants.com for additional information about MANTS, Show Sponsors and Exhibitors, the Interactive Floor Plan, the Show History, and Future Show Dates as well as other information.

The next MANTS will be held January 9 - 11, 2013 at the Baltimore Convention Center.

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See our 2012 Show Testimonials Below...



MANTS® 2012

The Masterpiece of Trade Shows™



T E S T I M O N I A L S

Steven B. Hutton

President

The Conard-Pyle Co., West Grove, PA

Exhibitor

I'd call MANTS a lot of things...the premier trade show...the showcase of horticulture in the industry. MANTS is very special. They had the great foresight to be the first trade show of the year. Everybody comes off the holidays getting excited and optimistic for the coming spring, so the energy level is always high at MANTS. It's the crossroads of the industry this time of year. It's just a great place to come across your customers, even your friendly competitors. You stand a good chance to see anybody you need to see at MANTS.



David Thompson

Foxborough Nursery, Street, MD

Exhibitor

I have attended different shows around the U.S. It's just an outstanding show...it is the Masterpiece...this is one of the best shows in the United States. The MANTS show has a set-up and a staff that makes it conducive for growers to want to sell their wares. You can talk to any other grower here and they will tell you the same thing. You not only have a variety of materials, from green goods to hard goods, but you also have a variety of growers, from herbaceous to fruits to edibles, and it brings customers here. People travel from all over the U.S. to go to this show. The true key to success at MANTS is the management.



Andy Shelley

Valley View Farms, Cockeysville/Hunt Valley, MD

Attendee

I've been coming here for 35 years and just enjoy meeting the people I see every year. As a perennial buyer for a large independent garden center, everybody I deal with is here. The timing is good, it's not a busy time of year, so that works out well. The night time activities are great too.



John Machen, Jr.
Mobjack Nurseries, Mobjack, VA
Exhibitor

This is probably the premier show of the east coast. This is where we come to write business, and we do write business. This is where the most important customers come to a trade show to buy plants. That's why we are here, year after year.



Jack Lowry
Lowry and Company, Phoenix, MD
Exhibitor

We've been coming to the MANTS show for 42 years now, since the initial one. The show has always meant a lot to us, we see a lot of our friends and customers. This show is the highlight of our year, it's the only show in the nursery industry that draws crowds like this. And it's really well run.



Ed Tankard
Tankard Nurseries, Exmore, VA
Exhibitor

For me, MANTS has become THE trade show. It's the industry's trade show right now. It's been good to us for 42 years, and it's been an integral part of our marketing. It's the easiest show that we do...easy to deal with, and a nice dividend for our work. We're very happy, everything is first class. The show has been good for us, and great for our customers.



Tim Babikow
Babikow Greenhouses, Baltimore, MD
Exhibitor

We only do 2 shows a year...this one being THE most important show, because of the time of year, the location, and it's a good opportunity to reach everybody in the Mid-Atlantic area. It's a good central location for people from New York to Richmond, Virginia...everybody comes to this show.



Charles Hood
McLamb Nursery, Angier, NC
Exhibitor

We enjoy coming to the show to meet new customers and see our customers who we haven't seen in awhile. It's a real good show...this is a great show for nurseries, the best one we go to. I think it's a combination of the time of year, people are getting ready for spring, plus there's a lot going on in this area.



Corey Ogiba
Belgard Hardscapes, Gainesville, VA
Exhibitor

It's a great show...everyone knows this show, it's one of the largest on the east coast. It's a good time of year for us to get out and show our customers, both the dealers and contractors, our new products and what we have to offer. The location is perfect...we are able to get out to dinner with our customers after the show is over. It's just all-in-all a nice setting for a show.



Carson Lord
Treefrog Nursery, Silverton, OR
Exhibitor

We've been doing this show for about 5 years now...it's been worth it for us to come here from Oregon. We see a lot of existing customers, and we are able to meet some new ones. The location is fantastic...great food in Baltimore, the light rail from the airport is convenient, and the hotels are close by. In terms of the quality of traffic, the show is just tremendous. We cater to independent garden centers, and there's a lot of those people here.



Jason Adkins, Sarah Jordan, Jay Mears
Lancaster Farms, Suffolk, VA
Exhibitor

For us, it's our most important show of the whole year. We see a huge percentage of our market base here, from Virginia all the way to New England. It's just a great place for us to showcase our material, to rekindle relationships, and have some fun. It really gets our material in front of customers to show what we have been doing new for the upcoming year, different things that we've put into production in the fall that they haven't seen yet. It is getting everyone excited for spring, and getting spring orders in early. For Lancaster Farms, the New Year starts on the opening day of MANTS.



Ursula Covino, North Salem, NY
Attendee

The show looks phenomenal...the booths are beautiful, and the people are friendly. We go to other shows, but I like this one best. Everything I need is here. I see a lot of people I already do business with, so it's a good time to do PR.



Juanita and Steve Grigg
Grigg Design, Manassas Park, VA
Attendee

We've been coming to the MANTS show for close to 30 years. It's a superior show because everyone comes here, and because of the great groundwork that goes into it. Thanks to the MANTS board, the Maryland, Virginia and West Virginia Associations, and the MANTS staff, the show continues to grow. It's the premier show because of the sheer variety. It's very well attended. For us, it's a working and networking show.

