



FAQ's for Exhibitors

MANTS 2021 Updated: August 19, 2020

Is MANTS 2021 going to happen?

Regrettably MANTS is unable to host an in-person tradeshow as planned, January 6-8, 2021, at the Baltimore Convention Center due to COVID-19 concerns, ongoing restrictions on large indoor gatherings, and the unforeseen unavailability at the Baltimore Convention Center.

Instead, we are doubling down and developing alternative plans that includes the launch of an online platform to provide continued networking and business opportunities to connect exhibitors and attendees.

You made this decision in early August, why not delay the decision and see what happens?

The decision to pivot from an in-person show was heavily influenced by two main factors. With cases of coronavirus spiking across the country, we must prioritize your health, safety, and well-being above all else. We also recently confirmed that Maryland would continue to utilize the Baltimore Convention Center, home to our show for the last 40 years, as a COVID-19 field hospital through the end of December.

Did you consider other show dates?

Yes, we did and until recently we were optimistic that we would be able to proceed with our plans or modify them to accommodate state and national health recommendations, but we now know that it is not a viable option. We have had many conversations with the team at the Baltimore Convention Center and Visit Baltimore to explore possible alternative dates. While the building will serve as a field hospital through the end of December, when we factored in additional days contracted for cleaning and sanitizing of the building, our dates were no longer available. We next explored later dates in 2021, but none proved feasible to allow for us to provide the large-scale in-person tradeshow that has become the hallmark of MANTS with a timeframe that would be manageable for our industry.

The 2021 invoice payment due date was August 15, do we still need to pay?

The 2021 payment deadline is no longer in effect. While there will be a charge to participate in the on-line platform, exhibitors who have not yet paid will be invoiced in September, once all the details of the on-line platform have been announced.

What if my company has already made their payment?

For those who have already paid, several options are available:

1. You may request a full refund
2. You may roll your 2021 payment over to the 2022 show
3. You may apply a portion of your 2021 payment to the on-line platform with the option of refunding the balance or rolling over the balance to the 2022 show.

What is the cost of participating in the on-line platform?

The base cost to participate and establish a presence on the platform is \$250 per exhibiting company. Exhibitors may also upgrade their profile if they choose.

When will we hear more about the on-line platform?

We are looking at mid-September to share how the on-line platform works, how you sign-up, the advertising and sponsorship options available, our marketing plan and how this MANTS platform can help our exhibitors connect with buying companies in 2021.

What if my company does not participate in the on-line platform for 2021?

We certainly hope you will consider joining us for 2021 as we genuinely believe we can help to foster ongoing business relationships despite not being able to gather in-person in January.

Exhibitors choosing not to participate will not have a presence in the on-line floor plan or have an individual exhibitor profile. And, they will not receive any seniority credit for 2021.

Regarding 2022 exhibit space, assuming the floor plan is the same, exhibitors on record as of August 4, 2020 have the right to retain the exhibit space(s) they were assigned for 2021. If there are future changes to the floor plan for our in-person show, these changes will be based on seniority.

Do you have anything planned for the scheduled show dates, January 6 - 8, 2021?

Yes, we do. There will be a concerted effort and emphasis to drive traffic to the MANTS platform on our traditional in-person show dates, January 6-8. Exhibitors will have the ability to host live meetings, product demonstrations, sales meeting, infomercials, etc. with current and future customers during our traditional show days January 6-8, 2021. Stay tuned for more ...

What can we expect from the on-line platform?

Everyone knows that MANTS means business and while we are disappointed not to host our in-person show, we are committed to providing a platform for commerce within our industry that is accessible, alive, and healthy.

We are putting the plans and resources in place to help ensure that MANTS can continue to serve as a catalyst for connecting exhibitors who have products to sell with buyers ready to make purchases.

MANTS means business is not just a slogan ... it is the driving force behind the show. MANTS is exhibitor focused, attendee driven, and business centered. And we look forward to continuing our long tradition of helping our exhibitors get business done.

Can companies currently on the wait list participate in 2021?

MANTS has an exhibitor wait list of around 125 companies and it continues to grow each week. We will continue to add companies to the show from the wait list as long as space is available.

Why not just cancel the show and wait until January 2022?

Every association that sponsors a show must make the decision that is best for their respective memberships and constituencies. In our case, we thought about canceling the show for about 10 seconds and then turned our attention to how we can best serve the needs of our exhibitors and attendee buying companies.

The mission of MANTS is to foster commerce in the horticulture industry, while supporting our sponsors, the state nursery and landscape associations of Maryland, Virginia, and West Virginia.

No where in our by-laws, mission statement or show philosophy does it say to close-up shop when times get tough or a situation we have not faced before arises.

Ours is not an industry that blinks when challenged, so we are using this as an opportunity to find alternative ways to sustain the meaningful connections between our exhibitors and attendees.

MANTS will use its vast database and available resources to drive attendees to the on-line platform which will host a searchable product and service directory featuring everything our exhibitors choose to present and offer.

We know that our exhibitors still have products and services to sell and our buying companies have inventories to refill, equipment and services to buy and shelves to restock. MANTS has meant business to the green industry for 50 years, and we plan to continue this tradition into 2021 and beyond.

And one more thing ...

At MANTS we recognize that you have choices as to where and how you can do business, and as always, we thank you for thinking of MANTS, where your business comes first.

Stay safe, stay well, and stay strong!