

Virtual Expo Will Open *Again* - FREE - with 34 Businesses

The Virtual Hospitality Expo re-opens on Tuesday October 20th at 9 am until 5 pm EST, and will also be opened the following day, Wednesday. It will have a wide range of sponsors and exhibitors displaying their goods and services. Although we have tried to solicit displays from several hospitality businesses it seems apparent that the RV Campground industry will, primarily, be on display. Some exhibitors, however, also market to marinas, dude ranches, golfing resorts and even B and Bs.

We are gratified that one-third of all the participating business decided to become sponsors and to gain the additional advertising we have been able to provide in advance of the event. These businesses will be in the Sponsor's Pavilion which is located in a special area just prior to the entrance to the Expo Center. Signage for these businesses permeate all the rooms in the virtual convention.

We particularly are proud to have **PlainsCraft Covered Wagons** as a Platinum Sponsor. Over the past few years, their handcrafted wagons have brought astonishing reactions from campground owners. Dennis Steinman and his father had been designing and constructing wagons for years when Dennis decided to work on wagons that resembled the famous wagons that brought pioneers to the west in the 1800s. The resemblance, however, ended when you consider that the PlainsCraft wagons are 25 feet by 10 feet and can have a full bathroom, a 2-ton air conditioner/heater below the wagon and the entire interior can be custom designed by Dennis' wife, Donna. This glamping structure is worth the trip to the Expo, all by itself.

The other Platinum Sponsor does not need a long description. **MCPS for Campgrounds** has been processing credit cards for the industry for over 15 years and, during that time have signed over 1,000 parks. They annually process nearly to \$100 million and have a retention rate of 94%, which they maintain by delivering the lowest rates and best customer service possible.

Leavitt Recreation Insurance and **Polly Products** are both Gold Sponsors. Almost every owner who has EVER attended a hospitality show is familiar with Leavitt since they are, nationally, the largest insurer in that industry and certainly the most competent. Poly Products, on the other hand, is a

manufacturer of outdoor commercial furnishings made from 100% recycled plastic. Their designs are unique and perfect for an industry that is concerned about “green” products.

There are 7 Silver Sponsors which cover a variety of products and services **Dura Line by Allen ventures** also sells “green” recycled furniture, **It’s All about Satellites** markets satellite RV, video streaming and internet services, **Orbitech Satellite Service** features Direct TV and phone bundles, **RMS** is a leading well-known reservation service, **Skyline Champion Corporation** represents Skyline, Athens, and Shorepark park models. **TengoInternet** is a leading provider of Wi-Fi and **Tent Masters** specializes in luxury outdoor accommodations

Rounding out the Expo Center are exhibitors, in alphabetical order: Acadia Savings Consultants; Ameris Bank; Ascot Enterprises; Care Camps; CheckBox Systems; Ciao Bella Wholesale; Cody Talbert; Digitalway Services; Glitzcamp USA; Quadrini USA (EZ Electric Ride); Randy Isaacson – CCF Bank; Range Ready Repellant; ResNexus; Sigma Wi-Fi; Weelerz; Wizard Works and Woodall’s Campground Management. Finally, there are five State associations: NJ COA; Louisiana COA; PCOA; CampCalNow and ARVC Michigan.

These businesses, combined with the 5 Open Forums, which are now recorded and viewable in the Conference Room., comprise an interesting mix of opinions and information from industry professionals.

But perhaps the most astounding is the fact that the Virtual Hospitality expo will still be open for what amounts to 2 ½ more months. Then the expo will go into the On-Demand mode which means that all booths, webinars, and information will be available 24/7 until the end of the year. Attendees may see the videos and information in any of the exhibits and, during normal business hours may actually “demand” that the exhibitor come back to their booth and speak live to the attendee.

Registration will also take place for the entire time the expo is open. Registration is NOW FREE to attend after the attendee enters the registration information. Once registered, you may enter the Expo at any time until the end of the year.