



Trade Show Display Shopping Guide

Smash Hit Displays is dedicated to making sure our customers get the best trade show products for their money. That is why we only carry top of the line products. When shopping for displays on the internet there are many things to watch out for when purchasing a display. Below is a helpful guide to trade show shopping to make your display purchase as simple and worry free as possible. Whether you decide to use us or not for your next trade show product remember these tips to insure you get the display you need.

Smash Hit Displays Best Price Guarantee

We pride ourselves on offering great show products at lower prices than our competitors. We spend hours every week shopping our competitors to make sure we have the lowest prices. In the event that we are not the lowest priced on an equivalent product we will beat any competitor's price. Just call one of our sales reps and tell us who is lower in price. Once we view the site we will beat their advertised price no questions asked.

Import vs. Domestic

On the internet there are many imported trade show displays from China and other overseas manufacturers. Please be very careful in choosing you display products. Many of the extremely low priced displays are China imports which are known to have a very high defect rate. All of these displays are made with low quality parts and break very easily. If you are planning on only doing one or two shows then one of these imports will probably work fine, but they are known to break within 2-4 shows.

There is always an exception to the rule and some people have purchased import displays and are still using them for many shows, but in general with import displays you get what you pay for.

Smash Hit Displays carried import displays for a short time to offer a more affordable display option. After we sold 4 displays we pulled the products from our site. Every display we sold was either missing parts or broke during the first show. When we tried to get replacement parts they were 2-3 weeks out because we had to wait on the new container from overseas. Every customer ended up buying a new, USA made, display and getting rid of the import they purchased.

Please be careful if your display purchase, spending a little more upfront for a quality product will always save money in the long run.

Pricing out the Product

When shopping online there are many sites with many different layouts and it can be difficult at times to compare products. One thing to watch out for is how a product is priced out.

Whenever you get a quote always make sure to get the "to my door" price. Many companies

will quote only a frame for the display to make it look like a great deal, but when you add on graphics, lights, a case, shipping, handling fees, etc. it becomes very expensive.

At Smash Hit Displays all of our display prices include everything you need to create the display. With us the price you see is what you pay, no additional costs unless specifically noted. We only charge our discounted rate for shipping, we not mark it up or add handling charges. It is very important when pricing out companies to make sure you receive all the costs so you can make a good decision on who to purchase from.

Turnaround Time and Shipping

Smash Hit Displays has a line of displays that can be shipped same day. All our graphic turnaround times range from 4-5 business days. We also have the ability to speed up graphic printing in rush cases. We will only charge a rush fee if the printer charges it to us, and if we need to speed up shipping we will only charge our discounted shipping cost to you. In many cases we can get a 20 foot display with full graphics to your door in 3 days, no other company can do that. If you need to rush a product with another company be sure to get the shipping prices and rush charges before proceeding, in many cases it will be much more than you think.

Buying from an established company

There are many trade show distributors out there that have just recently popped up and are not established in the industry. This not to say they are not a good company, but be careful and make sure to call the sales reps before purchasing a product. Make sure they have good turnaround time and carry a quality product. Some of these companies are people who sell displays as a side job and have very long turnaround times and no customer support.

With Smash Hit Displays you will always receive customer support on every aspect of you display purchase. We are available even on weekends to help customers who are setting up their booths and we offer free graphic design advice to anyone who is designing a graphic. Great customer service along with a best price guarantee really leaves no reason to go to a competitor. If you do not see a product on our site that fits your needs we have access to every product on the market. Please shop around to make sure you know what the industry has to offer, and remember we are always here to help so never hesitate to call with any questions or concerns.

Thank You

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