

## Construct Data – Fairguide – Event & Fair Guide – Expo Guide – International Fairs Directory (Inter-Fairs.com) – Mulpor etc.

Their names may differ but their purpose is very similar: a scam perpetrated against exhibitors using misleading directory services. Current activities include mailing deceptive contracts to our exhibitors for listings in directories. However, these listings are far from being free-of-charge: in fact, the unfortunate company who inadvertently signs such an agreement in good faith is confronted with a three-year non-retractable contract and subsequent invoice. The cost details are always well hidden in very small print and there are no clear benefits from such a listing. To add insult to injury, these organisations are often linked to debt-collecting companies who are happy to pressure unsuspecting companies into paying through dubious means.

It is very easy to sign up: their form often resembles an organiser's free catalogue listing service, inviting exhibitors to complete the form for an entry in an online directory. However, these publications have no connection whatsoever with exhibition organisers or any of their events, and we strongly remind UFI members, exhibitors and the entire exhibition community to be most vigilant. Such illicit practices can cause extreme damage and harm to the reputation of our industry, and we therefore advise exhibition organisers to inform their exhibitors before they are deceived by such fraudulent, unprofessional practices.

