

# EXHIBITOR SPOTLIGHT

In 1962 entrepreneur James Thomson (IFEA Hall of Famer) began building 3-D Displays for department stores. He met Jean Gros formerly of Macy's and purchased his inventory and embarked on this journey of balloons.



## How many employees does your company have?

10 full time staff. 40-50 Event Staff.

## How has your company grown over the years?

We began in the garage attached to the back of our family home and have moved into a 15,000 sqft manufacturing facility, doing events all over the world.

## What areas do you serve with your product/service?

We serve a global clientele.

## Give us your 'Elevator Pitch' about your product/service.

We offer turnkey parade and event solutions. Do you need event staff or brand ambassadors? We can do that. We can bring in giant balloons with just a phone call. We can bring in world class parade floats that assemble on site and go away at the end, no storage or transportation needed. We can handle all the details and make the producer's job easier. From small town parades to the Olympic Games, we can bring spectacular to any event.

## What is your newest product/service that you have to offer that attendees need to know about?

Optimus Prime, My Little Pony, Mr. Monopoly.

## What is different about your product/service vs. your competitors?

Quality Staff: the finest people work for our teams. Quality Product: we build more detail and beauty into our balloons than anyone in the world. Hassle free event experiences. We offer turnkey packages rather than pricing plus shipping, plus travel, plus build us a float, plus this and that. Once you have our numbers you know what you will pay and what you will get. We are



even supplying helium to more and more of our clients to take away that headache from the event producer. We know you already have enough on your mind.

## How many years have you exhibited at the ifea's Expo?

Long time vendor since the 60's, exact date is unknown.

## Why did you decide to exhibit at the IFEA's 63rd Annual Convention, Expo & Retreat?

Tradition and relationships.

## What do you hope to get out of exhibiting at this year's expo?

Connect to build great friendships. Meet new friends and connect with old ones.

## What is the best sales advice you've ever received?

Be genuine. Be creative and listen more than you speak.

## CONTACT INFORMATION

**Stephen Thomson**  
Dynamic Displays / Fabulous Inflatables  
6470 Wyoming Ave. Suite 2024  
Dearborn, MI 48126  
313-212-1298  
steve@fabulousinflatables.com  
www.fabulousinflatables.com