



ACPA's Pumping
Knowledge Into
Your Business –
Gaining the Edge!
2016

Gaylord
Opryland Resort
and Convention
Center

September 18-20
2016

Nashville, TN

GAINING THE EDGE

Pumping
Knowledge
INTO YOUR BUSINESS

Exhibitor Prospectus

Dear Exhibitor,

ACPA's Pumping Knowledge Into Your Business – Gaining the Edge! Education Conference 2016 is scheduled for September 18-20, 2016, at the Gaylord Opryland Resort and Convention Center in Nashville, TN. This year's event begins an exciting co-location with NRMCA's ConcreteWorks:

- Maintaining an expanded indoor Exposition Hall to provide you with the ability to bring your latest and greatest equipment for the concrete pumping industry!
- Scheduling dedicated Exposition time to allow you uninterrupted time to meet with more of the pumpers who attend the event!
- Providing special activities in the Exposition hall to give you even greater exposure to your customers!
- Our co-location this year with the National Ready Mixed Concrete Association brings even more equipment and concrete industry personnel to the show!

We believe the benefits of showcasing your company during the Exposition at ACPA's Education Conference has always been worthwhile, and these enhancements will make it even more so. This conference provides you ample opportunities to place your name and product right in front of the pumping industry's professionals. ACPA's Gaining the Edge Conference is a prime opportunity to network one-on-one with the industry's leading professionals in such areas as fleet management, operations management, business administration, finance, workforce development, promotion and sales. This year's event is once again co-located with ACPA's Fall Board of Directors' meeting, further ensuring a broad attendee base including high-level industry decision makers.

Exhibit space will be offered on a first-come, first-served basis, so I encourage you to expand your presence and visibility to the pumping industry at ACPA's Gaining the Edge Education Conference 2016 by completing the enclosed space application at your earliest convenience and returning it with payment to secure your booth early.

Equipment exhibit space will be available on a per-square-foot pricing structure, instead of our traditional package plans, but the new system continues our commitment to offer you a cost-effective exhibit opportunity which will include:

- Full use of the reserved space within the guidelines of the show rules and regulations;
- Stand up portable sign;
- Opportunity to include one item or piece of literature in the attendee swag bag
- Two complimentary registrations (Equipment display);
- Conference attendee registration electronic list of attendees; and
- Company recognition and signage.

Exhibit space costs for ACPA's Gaining the Edge Education Conference 2016 can be found on the Exhibitor application and registration form. All applications received by July 8th will be assigned booth space at the same time, no later than July 22nd. All applications received after July 8th will be processed as received.

The hall will be "open for business" beginning on Sunday with the opening ceremony and extended hours leading into the welcome reception. All receptions, breakfast and lunch on Tuesday will take place in the hall to give you uninterrupted time to network with your customers. During the times where other activities take place, the hall will remain available to you should you, but we ask that you not pull attendees away from the educational sessions.

We are also providing "hot spot" lounge areas within the exhibit hall—we will be providing charging stations and wireless internet access. New this year, at each lounge area we will have a monitor showing "expo tv" which will showcase short videos provided by Exhibitors which will play in a loop while attendees relax and charge their electronics. More details on this new program will be provided to Exhibitors at a later date.

Reserve your space now by completing the Exhibitor application and registration form and returning it to ACPA along with the required payment. For 2016, Exhibitors will be assigned booth space on a first-come, first-served basis, but please note on page 5 of the rules, there is a plan to implement a priority points formula for future shows to aid in the placement/assignment process as the Exposition continues to grow.

We do expect a strong turnout so please make your hotel reservations as soon as possible to ensure availability on your preferred dates (rooms are available first-come, first-served), but no later than the room block cut-off date of August 18th.

ACPA looks forward to your participation and involvement. Please do not hesitate to call me directly with any questions at 614-431-5618 or by email at sue@concretepumpers.com.





Exposition Rules and Regulations

General Show Information

DEFINITIONS

Exposition – ACPA's Gaining the Edge Education Conference 2016

Exposition Owner/Show Management – National Ready Mixed Concrete Association (NRMCA)

Gaylord Opryland Resort and Convention Center – Includes all indoor facilities, parking lots, marshaling areas, exhibit areas and designated demonstration areas (if any).

Equipment/Services – Product (equipment or services) displayed by any Exhibitor, which must comply with the rules and regulations for eligibility.

Exhibit Space/Booth – The indoor area of the Gaylord Opryland Resort and Convention Center assigned to an Exhibitor for the purpose of displaying eligible products and services based on qualifications and full payment for said space.

Official Exposition Period – Includes conference and exposition dates of Saturday, September 17 through Tuesday, September 20, 2016.

Official General Contractor – Freeman

EXPOSITION LOCATION, DATES & HOURS

The Exposition will be held at the Gaylord Opryland Resort and Convention Center in Nashville, TN.

Exhibit hours are as follows:

Sunday, September 18, 2016	4:00 - 7:00 p.m.
Monday, September 19, 2016	7:00 - 8:00 a.m. 10:15 a.m.-1:45 p.m. 4:30 - 6:30 p.m.
Tuesday, September 20, 2016	7:00 - 10:00 a.m.

Exhibitors do not need to man their booth after 10:00 a.m. but cannot begin dismantling until 1:30 p.m. due to an ACPA lunch event taking place in the hall from 12:00 - 1:00 p.m.

INSTALLATION & DISMANTLING SCHEDULE

The following represents the installation and dismantling periods for the Exposition. These hours are the standard hours of installation, and Exhibitors will have access to their booths during these times.

Exhibits must be fully assembled by Sunday, September 18 at 2:30 p.m. for final walk through and inspection by Show Management.

Exhibits may not begin dismantling until Tuesday, September 20 at 1:30 p.m. Exhibitors must have all materials removed from the hall no later than 11:00 p.m. on Tuesday, September 20. Show Management is not responsible for any materials left in the Exposition Hall after that time.

Installation Schedule:

Saturday, September 17, 2016	7:00 a.m. – 7:00 p.m.
Sunday, September 18, 2016	7:00 a.m. – 2:00 p.m.

Dismantling Schedule:

Tuesday, September 20, 2016	1:30 – 6:30 p.m.
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See above note regarding tear-down time.

TARGET INSTALLATION DATES

Exhibitors will receive their targeted installation dates and times from the Official General Contractor. Every attempt will be made to ensure that their materials will be delivered to their booths on the day that they are scheduled to arrive. Any Exhibitor wishing to change their scheduled installation date and time must submit their request in writing to the Exposition's Official General Contractor's Freight Department.

FAILURE TO HOLD THE EXPOSITION

Should any contingencies prevent the holding of the Exposition, Show Management will refund to the Exhibitor the amount of the rental fee paid, less a proportionate share of the Expo expenses, and shall then have no further obligation or liability to the Exhibitor. Should any contingencies require the moving or postponement of the Exposition, no refunds will be made.

SHOW REPRESENTATIVE

Each Exhibitor will be required to appoint at least one individual authorized to represent their company in all dealings with Show Management. Each Exhibitor will furnish Show Management with the name of its Official Show Representative at the time it submits its space application. This representative shall be authorized to enter into any such service contracts as may be necessary and for which the Exhibitor shall be responsible. It is the responsibility of the Exhibitor to notify Show Management with the name of another representative should be primary representative be unavailable.

EXHIBITOR SERVICES MANUAL

An Exhibitor Services Manual will be provided to the Official Show Representative for each exhibiting company. The manual will contain all necessary information and forms for installation and services as well as registration, housing and official function schedules.

EXHIBITOR DATA

As part of the application process, Exhibitors are required to provide certain corporate and/or personal information, including, but not limited to name, address, telephone and fax numbers, web and

email addresses and the identity of and information pertaining to contact persons. By submitting an Exhibit Space Application and Contract, the Exhibitor acknowledges and agrees that all data provided by the Exhibitor may not be sold, but may be distributed by Show Management to its members as well as any other registrants and Exhibitors at ACPA's Gaining the Edge Education Conference 2016 in the absolute and sole exclusive discretion of Show Management.

ELIGIBILITY & EXHIBIT SPACE

ELIGIBILITY

Exhibitors must manufacture equipment, components and parts, provide raw materials for or provide services related to the concrete industry. Specific guidelines have been set for distributors, rental houses, product support providers and auction houses. These guidelines are as follows:

DISTRIBUTORS, RENTAL HOUSES & PRODUCT SUPPORT PROVIDERS

May display their company's services. They may display product or literature depicting product only if one of the following criteria are met: 1) they have obtained written permission from the exhibiting original equipment manufacturer (OEM); or 2) they are the sole U.S. master distributor to a non-U.S. manufacturer.

AUCTION HOUSES

May display their services, however, new or used equipment cannot be sold from the company's exhibit stand. This includes actual product being displayed, online auctions, live auctions or showing a live broadcast from an off-site location. Live auctions are not allowed on the Exposition floor.

REMANUFACTURED AND USED EQUIPMENT

Remanufactured equipment and components may be exhibited by the OEM of that product or products for the purpose of showing the role of manufacturing in the OEM's business. Exhibitors may not exhibit in their space any used equipment, except: 1) remanufactured equipment as explained above and 2) equipment produced by the exhibiting company that has a historical theme or background.

EXHIBIT SPACE COST

Tabletops will consist of a 10x10 booth in the Exposition Hall. In order to be eligible for member prices, applicants must be an ACPA member in good standing as of January 31, 2016.

The rate for a tabletop at ACPA's Gaining the Edge Education Conference 2016 is:

Member Rate: \$3,850

Non-Member Rate: \$4,500**

The cost of equipment exhibit space is based on the desired amount of square footage multiplied by the appropriate rate. The square footage rate is based on the applicant's membership affiliation and status in ACPA. In order to be eligible for member prices, applicants must be an ACPA member in good standing as of January 31, 2016.

The rate for exhibit space at ACPA's Gaining the Edge Education Conference 2016 is:

Member Rate: \$14 per square foot

Non-Member Rate: \$24 per square foot**

**Information on ACPA membership may be obtained by contacting:

Janet Kasson: (614) 431-4618 or janet@concretepumpers.com

Exhibitor shall pay ACPA 100% of the exhibit fee at the time of application in order to reserve exhibit space. PLEASE NOTE: No assignment of space will be made until the FULL exhibit payment along

with a signed Exhibitor Application and Registration Form is received.

PAYMENT FOR EXHIBIT SPACE

Exhibitor shall pay ACPA 100% of the exhibit fee at the time of application in order to reserve exhibit space. PLEASE NOTE: No assignment of space will be made until the FULL exhibit payment along with a signed Exhibitor Application and Registration Form is received.

EXHIBITOR PACKAGE PLAN

The cost of a tabletop includes the following Exhibitor Package Plan, which will reduce the cost to exhibit and add value to your investment:

- Full Use of the Reserved Space within the guidelines of the Exposition Rules & Regulations
- One draped table, two chairs and one wastebasket

- Standup portable sign
- Company recognition and signage
- One complimentary registrations
- Pipe and drape for all booths (all except islands will have 8' high back wall drape and 3' high side drape. Island booths will have 3' high corner drapes at the four corners)
- Basic electric (one 500 watt/5 amp/110/120 volt)
- Conference attendee registration list including individuals' names, mailing addresses and email addresses

The cost of equipment exhibit space includes the following Exhibitor Package Plan, which will reduce the cost to exhibit and add value to your investment:

- Full Use of the Reserved Space within the guidelines of the Exposition Rules & Regulations
- One draped table, two chairs and one wastebasket
- Standup portable sign
- Company recognition and signage
- Two complimentary registrations
- Pipe and drape for all booths (all except islands will have 8' high back wall drape and 3' high side drape. Island booths will have 3' high corner drapes at the four corners)
- Basic electric (one 500 watt/5 amp/110/120 volt)
- Conference attendee registration list including individuals' names, mailing addresses and email addresses

ASSIGNMENT OF EXHIBIT SPACE

Assignment of space for the 2016 Show is on a first-come, first-served basis. All applications received by July 8th will be assigned booth space at the same time, no later than July 22nd. All applications received after July 8th will be processed as received. Whenever possible, space assignments will be made by Show Management with the preference requested by the Exhibitor. However, ACPA does not make any guarantees in connection with such requests and reserves the right to make final determination of all exhibit space assignments.

STORAGE AND PACKING MATERIALS/CLEAN FLOOR POLICY

All packing boxes and crates must be stored by the Official General Contractor for the duration of the Exposition. No boxes or crates may be stored behind the Exhibitor's back wall. Proper identification tags will be available from the Official General Contractor's service desk. All flammable packing materials such as paper, straw, etc. must be totally enclosed in containers. Materials not complying with these requirements will be considered refuse and will be disposed of by the cleaners.

A clean floor policy will be implemented for ACPA's Gaining the Edge Education Conference 2016. All crates, cardboard boxes, fiber cases and storage items must be labeled and ready for pickup by 12:00 p.m. on Sunday, September 18. Crates not labeled and ready for pickup will be removed regardless of status. Labor and equipment charges will apply if this policy is not met.

All aisles must be 100% clean of products and any other items that may impede the final aisle cleanup by 2:00 p.m. on Sunday, September 18.

NATURE OF SPACE ASSIGNMENT

The assignment of space to an Exhibitor is not to be construed as a leasing of property. It is merely the granting to the Exhibitor of a license to enter upon the designated space for the sole purpose of exhibiting products in conformity with these Rules and Regulations and subject to the terms of certain leases between Gaylord Opryland Resort and Convention Center as lessors, and Show Management, as lessee, for the period of ACPA's Gaining the Edge Education Conference 2016.

EXHIBIT SPACE SIZE

A minimum of 100 sq. ft. and a maximum of 2,000 sq. ft. may be reserved by each exhibiting company. The maximum space size is set in order to create a floor plan that will adhere to fire and safety regulations. The maximum space size is set to include the parent company and all of its divisions and subsidiaries. Companies and their divisions/subsidiaries applying for multiple exhibit spaces still may not exceed the maximum limit set by Show Management for their space totals. A space size reduction shall not be required for an Exhibitor who acquires another exhibiting company within 6 months

prior to the opening of ACPA's Gaining the Edge Education Conference 2016, even if the combined space size of the Exhibitor and the acquired Exhibitor exceeds the maximum space size stated above.

SUB-LEASING OF EXHIBIT SPACE

The Exhibitor agrees not to reassign, grant, sublease or license the use of space, or any part thereof allotted to them. Exhibitors are not permitted to display separately in their space any equipment, components or products built by non-exhibiting manufacturers or other non-qualifying divisions of exhibiting manufacturers (hereafter "non-exhibiting manufacturers"), unless the space shared is with a member in good standing with ACPA. If a component made by a non-exhibiting manufacturer is normally furnished as an integral part of the equipment being exhibited, the Exhibitor of the equipment may include the component but cannot call any special attention to it, provided that this component not occupy more than 50% of the exhibit space.

SHARED EXHIBIT SPACE

Exhibitors must notify Show Management of their intent to share their allocated space. If an Exhibitor does not notify Show Management, Show Management will take action described under "Penalties for Violation of Exposition Rules" section.

EXHIBITS

Exhibits are permitted only in the official areas of ACPA's Gaining the Edge Education Conference

NO OTHER EXHIBITS OR DEMONSTRATIONS

ACPA Gaining the Edge Education Conference Exhibitors and their dealers and/or distributors will not exhibit or participate in any exhibit or demonstration within 100 miles of the Gaylord Opryland Resort and Convention Center during the Official Exposition Period.

NO HOTEL EXHIBITS

Show Management will not permit Exhibitors to do the following: 1) rent or assign any public space or sleeping rooms for exhibit purposes at any time during the Official Exposition Period, nor 2) permit the use of any public space or sleeping rooms for entertainment purposes or press conferences during the hours of the Official Exposition Period.

SPACE REDUCTION POLICY

Any company decreasing its space prior to August 17, 2016 will receive a refund of the difference in booth costs, less a \$125 administrative fee. Any company reducing its space on or after August 17, 2016 will not receive a refund.

CANCELLATION POLICY

Any notice of cancellation of exhibit space by an Exhibitor must be made in writing to Show Management. This cancellation policy does not depend upon whether the exhibit space is resold or reassigned.

Any company cancelling its exhibit space before August 17, 2016 will receive a refund of 50% of its payment. Any company cancelling on or after August 17, 2016 will not receive a refund.

EXHIBITOR PROPERTY SOLD

If an Exhibitor's property/organization changes management or is bought by another company, the booth space becomes the asset of the new exhibiting company.

ADMISSION TO THE EXHIBITS

Admission to the Exposition floor will be by badge only. Adequate precautions will be taken to ensure that only authorized persons are admitted to the exhibit area. Show Management will take immediate and firm steps to remove anyone from the exhibit floor who is not entitled to be there in accordance with Exposition Rules.

REGISTRATION

Exhibit personnel will be required to register online or by submitting an Exhibitor Personnel Registration Form. We strongly recommend that all Exhibitor Personnel register in advance of the Exposition. Exhibitors may register their guest, spouses, or children through the same means.

Exhibitor Personnel Registration Costs are as follows:

Member: \$500

Non-Member: \$650

**Non-Sponsoring Manufacturer/
Distributor: \$795**

Member Spouse/Guest: \$200**

Non-Member Spouse/Guest: \$350**

***Spouse/Guest registration fee includes all Receptions and Monday night's dinner only.*

CHILDREN

Under no circumstances will children under 18 years of age be permitted on-site

during the installation and dismantling periods. During Exposition hours, children under 18 years of age will be allowed in the Exposition only under the supervision of an adult who is also registered to attend the Exposition. Children younger than 18 years of age must be registered for identification purposes.

EXHIBITOR ADMITTANCE DURING NON-EXPOSITION HOURS INSTALLATION & DISMANTLING PERIODS

During the installation and dismantling periods, only Show Management and their official agents, Exhibitors and contractors appointed by Exhibitors will be allowed on the exhibit floor. Exhibitors and their employees are allowed to enter the exhibit area during installation and dismantling only if they are part of the crew assembling the exhibit area and are identified with Exhibitor badges and work passes obtained from Show Management. Individuals such as Exhibitor Appointed Contractors who are involved with the installation and dismantling but not attending the Exposition will be required to wear work passes obtained from Show Management. This will assist in maintaining security and keeping unwarranted persons out of the exhibit hall.

OFFICIAL EXPOSITION DAYS

Representatives of exhibiting companies will be permitted to enter the exhibit area one hour before the start of official Exposition hours and one hour after the close of the Exposition, provided they have properly checked in with Exposition security.

If an Exhibitor wishes to have any dealers, press or customers in their booth during non-Exposition hours, permission must be received in writing from Show Management. Permission granted for such a request will only be valid for the time period of two hours prior to the opening and two hours after the close of the Exposition and only on the day of the request.

PHOTOGRAPHS & VIDEOS

Any Exhibitor can prohibit the taking of still photographs or video within their exhibit either completely or selectively. Delegates will not be allowed to

take photos and/or videos during the installation or dismantling periods without permission from the Exhibitors. Delegates will be allowed to take photographs and video from the aisle during the hours of Exposition.

WORK RULES & EXHIBITOR APPOINTED CONTRACTORS

EXHIBITOR CERTIFICATE OF INSURANCE

The Exhibitor shall insure against said risks of loss or damage to property and injury and secure and furnish Show Management with each insurer's covenant not to exercise any legal or equitable right it may have against Show Management or the Gaylord Opryland Resort and Convention Center and provide Show Management with a Certificate of Liability Insurance evidencing such coverage with Show Management, ACPA, Freeman and the Gaylord Opryland Resort and Convention Center named as additional insureds.

Exhibitors must provide Show Management copies of certificates of insurance for workers' compensation and employers' liability, comprehensive general liability and automobile liability insurance. The workers' compensation and employers' liability insurance must provide a minimum limit of \$500,000 and meet the requirements established by the State in which the Exposition is being held. Comprehensive general liability coverage must provide at least \$1 million/\$2 million in coverage and shall name Show Management, ACPA, and Freeman as additional insureds. Automobile liability should include all owned, non-owned and hired vehicles with limits of \$500,000 bodily injury and \$500,000 property damage liability. Show Management must receive the Certificate(s) of Insurance no later than 30 days prior to the commencement of installation.

Certificates of Insurance can be mailed to:

Show Management
900 Spring Street
Silver Spring, MD 20910
Fax (301) 587-1605
Email: meetings@nrmca.org

If failing to insure against all such risks, or failing to secure and furnish each insurer's covenant not to sue, the Exhibitor shall indemnify and hold harmless Show Management, ACPA and the Gaylord

Opryland Resort and Convention Center from any and all loss or damage to property and injury aforesaid.

EXHIBITOR APPOINTED CONTRACTORS

An Exhibitor Appointed Contractor (EAC) is any company other than the designated Official General Contractor that provides services such as display installation and dismantling, models, florists, photographers, audio visual firms, etc. and need access to your exhibit any time during installation, Exposition dates or dismantling.

RULES & REGULATIONS

If the Exhibitor wishes to use an independent contractor, the following rules and regulations must be adhered to by the Exhibitor and the independent contractor. THESE RULES WILL BE STRICTLY ENFORCED. Failure to comply with these regulations will result in refusal or loss of authorization to perform services and immediate removal from the Exhibit site. The Exhibitor must complete the Non-Official Contractor request form in the Exhibitor Services Manual. Also, the Exhibitor must inform whether this contractor is authorized to order Exposition services on the Exhibitor's behalf.

Exhibitors must submit a Non-Official Contractor form for all EAC working on their behalf no later than August 17, 2016. This form can be found in the Exhibitor Services Manual.

The EAC shall refrain from placing an undue burden on any of the Exposition's Official Contractors by interfering, in any way, with the Official Contractor's Work.

The EAC will not solicit business on the Exposition floor during any of the overall days of the Exhibition, including installation, Exposition dates and dismantling.

The EAC is responsible for adhering to all rules and regulations requiring badging.

If the EAC, in any way, disrupts the orderly conduct of business by any of the Official Contractors, or impairs the smooth installation and dismantling of the Exhibition, the EAC will immediately cease such disruption or be removed from the exhibition site. Show Management will have the final decision in such instances.

EAC who provide installation and dismantling services will be sent the proper information from the Exhibitor Services Manual upon receipt of request by the

authorizing Exhibitor.

In performing work for their clients, the EAC shall cooperate fully with the Official Contractors and shall comply with existing labor regulations or contractors as determined by the commitments made and obligations assumed by Show Management in any contracts with the Official Contractors. Failure to comply with these regulations will result in refusal or loss of authorization to perform services and immediate removal from the exhibit site.

INSURANCE REQUIREMENTS FOR EXHIBITOR APPOINTED CONTRACTORS

A Certificate of Insurance is required for workers' compensation and employers' liability, comprehensive general liability and automobile liability insurance. The workers' compensation and employers' liability insurance must provide a minimum limit of \$500,000 and meet the requirements established by the State in which the Exhibition is being held. Comprehensive general liability coverage must provide at least \$1 million/\$2 million in coverage and shall name Show Management and ACPA as additional insureds. Automobile liability should include all owned, non-owned and hired vehicles with limits of \$500,000 bodily injury and \$500,000 property damage liability. Show Management must receive the Certificate of Insurance no later than August 17, 2016 prior to the commencement of installation.

SERVICES PROVIDED REGULATIONS

Exhibitor appointed contractor services will be limited to the erection, dismantle and preparation of "display" materials only. Labor and/or services for the installation and dismantling of "products" to be displayed by Exhibitors must be contracted from the Official General Contractor designated by Show Management for that service.

The Official General Contractor will handle the use of power washers to clean equipment. The use of power sprayers or spray paint to touch up equipment and tires will only be allowed in designated areas in the marshaling and assembly areas. Exhibitors can hand wipe, buff or touch up paint (with brushes) their own equipment and display pieces within the Exhibitor's assigned exhibit space. Spray

painting is not permitted inside the Exhibit Hall.

WORK RULES: EXHIBIT INSTALLATION, OPERATION AND DISMANTLING

All work involved in the erection and dismantling of exhibits of the movement of freight in the Gaylord Opryland Resort and Convention Center is under the Official General Contractor's jurisdiction. Exhibitors are expected to comply with the Official General Contractor's union requirements in effect at the Gaylord Opryland Resort and Convention Center.

In the interest of the Exhibitors, Show Management has selected certain firms as official contractors for such services as handling of exhibit shipments, rental of furniture and other stand equipment, decorations, signs, flowers, etc. All service contractors selected by Show Management employ appropriate personnel. Exhibitors must use the official contractors or facility appointed exclusive service provider for drayage, rigging, electrical, plumbing, custom cleaning (please refer to the Exhibitor Appointed Contractors section of the rules for details) and food service.

For other services, Exhibitors desiring to use contractors other than those officially appointed by Show Management or appointed by the Gaylord Opryland Resort and Convention Center should refer to the Exhibitor Appointed Contractors/ Independent Service Contractors section.

GRATUITIES TO EXHIBIT LABOR

Show Management and official show contractors have established a strict "no tipping" rule. Exhibitors must observe this rule during the entire period of the show, from the commencement of installation until the completion of dismantling. This rule provides that no Exhibitor, or representative of an Exhibitor, may give any amount of gratuities, tips or gifts of any kind to workers, foremen or anyone else connected with the hauling of equipment or setting up or removal of the exhibit for any reason whatsoever. Any infractions should be reported to Show Management. The Official General Contractor has agreed to refuse acceptance of any time card to which a tip has been added. There will be no gratuities included on any drayage invoices.

Any Exhibitor who pays gratuities to

labor is acting not only against their own interest, but against the interest of the Exposition. Any Exhibitor who is solicited for a gratuity should report such solicitation immediately either to Show Management or to an official with the Official General Contractor.

BUILDING & OPERATING YOUR STAND

EXHIBIT DESIGN & USE OF EXHIBIT SPACE

These rules and regulations are designed to allow each Exhibitor the opportunity to maximize the use of its space without infringing on the ability of the surrounding Exhibitors to maximize use of their space. No portion of a machine, product or display piece may extend beyond the boundaries of the Exhibitor's assigned exhibit space.

Any demonstration or activity which results in excessive obstruction of aisles or prevents ready access to a nearby Exhibitor's stand shall be suspended for any period specified by Show Management.

STANDARD EXHIBITS

Standard exhibits are defined as exhibits with a depth of 10 feet regardless of whether they are in-line or perimeter (open on one side to the aisle), corner (open on two sides to the aisle) or peninsula (open on three sides to the aisle) configuration.

Exhibit materials, components and identification signs will be permitted to a maximum height of 10 feet or 3 meters (there is no height limit for product and/or machinery other than the height of the ceiling).

- There is a 5-foot setback for booth materials above 4 feet in height for solid objects (items such as truss columns are generally accepted as they do not interfere with sight lines).
- Exhibitors are required to have a plain finish back wall (standard drape is 8-foot high). Company identification and/or graphics are not allowed on the back wall facing the neighboring Exhibitor.
- No signage may face into an adjoined exhibit within 5-feet of the neighboring exhibit.
- Hanging signs and hanging truss are

NOT permitted in standard exhibits.

- All machinery must be set back a minimum of 6 inches from all aisles for safety purposes.

CORNER EXHIBITS (WITH A DEPTH OF 20-FEET OR MORE)

Corner exhibits are defined as an exhibit located on a corner (two sides open to aisles) with a depth of 20 feet or more totaling 400 square feet or more.

- Exhibit materials, components and identification signs will be permitted to a maximum height of 15 feet or 4.5 meters (there is no height limit for product and/or machinery other than the height of the ceiling).
- Exhibits can be arranged based on the cubic content concept. Cubic content is defined as the ability to utilize the total contracted exhibit space within the 15-foot/4.5 meter height restriction.
- Hanging signs and/or graphics will be permitted to be hung at unlimited height.
- Hanging signs and/or graphics must be hung a minimum of 5 feet from neighboring exhibits on all sides.
- Exhibitors are fully responsible for all costs associated with rigging installation/dismantle of their hanging signs about their exhibits. Due to liability, all hanging sign assembly and rigging must be arranged through the Exhibition's Official General Contractor, in accordance with all structural integrity requirements of the Gaylord Opryland Resort and Convention Center.
- All machinery must be set back a minimum of 6 inches from all aisles for safety purposes.

PERIMETER EXHIBITS (WITH A DEPTH OF 20-FEET OR MORE)

Perimeter exhibits are defined as an exhibit located against a wall (one side open to aisle) with a depth of 20 feet or more totaling 400 square feet or more.

- Exhibit materials, components and identification signs will be permitted to a maximum height of 15 feet or 4.5 meters (there is no height limit for product and/or machinery other than the height of the ceiling).

- Exhibits can be arranged based on the cubic content concept. Cubic content is defined as the ability to utilize the total contracted exhibit space within the 15-foot/4.5 meter height restriction.
- Hanging signs and/or graphics will be permitted to be hung at unlimited height.
- Hanging signs and/or graphics must be hung a minimum of 5 feet from neighboring exhibits on all sides.
- Exhibitors are fully responsible for all costs associated with rigging installation/dismantle of their hanging signs about their exhibits. Due to liability, all hanging sign assembly and rigging must be arranged through the Exhibition's Official General Contractor, in accordance with all structural integrity requirements of the Gaylord Opryland Resort and Convention Center.
- All machinery must be set back a minimum of 6 inches from all aisles for safety purposes.

PENINSULA EXHIBITS (WITH A DEPTH OF 20-FEET OR MORE)

Peninsula exhibits are defined as an exhibit that is open on three sides to the aisle, with a depth of 20 feet or more totaling 400 square feet or more and shares a common back wall with another exhibiting company.

- Exhibit materials, components and identification signs will be permitted to a maximum height of 20 feet or 6 meters (there is no height limit for product and/or machinery other than the height of the ceiling).
- Exhibits can be arranged based on the cubic content concept. Cubic content is defined as the ability to utilize the total contracted exhibit space within the 20-foot/6 meter height restriction.
- Exhibitors are required to have a plain finish back wall (standard drape is 8-foot high). Company identification and/or graphics are not allowed on the back wall facing the neighboring Exhibitor.
- Hanging signs and/or graphics will be permitted to be hung at unlimited height.

- Hanging signs and/or graphics must be hung a minimum of 5 feet from the back of the booth to avoid encroaching on the neighboring Exhibitor's booth.
- Exhibitors are fully responsible for all costs associated with rigging installation/dismantle of their hanging signs about their exhibits. Due to liability, all hanging sign assembly and rigging must be arranged through the Exhibition's Official General Contractor, in accordance with all structural integrity requirements of the Gaylord Opryland Resort and Convention Center.
- All machinery must be set back a minimum of 6 inches from all aisles for safety purposes.

ISLAND EXHIBITS

Island exhibits are defined as an exhibit that is open on all sides to the aisle.

- Exhibit materials, components and identification signs will be permitted to a maximum height of 20 feet or 6 meters (there is no height limit for product and/or machinery other than the height of the ceiling).
- Exhibits can be arranged based on the cubic content concept. Cubic content is defined as the ability to utilize the total contracted exhibit space within the 20-foot/6 meter height restriction.
- Hanging signs and/or graphics will be permitted to be hung at unlimited height.
- Hanging signs and/or graphics can be placed on the booth line on all sides of the exhibit.
- Exhibitors are fully responsible for all costs associated with rigging installation/dismantle of their hanging signs about their exhibits. Due to liability, all hanging sign assembly and rigging must be arranged through the Exposition's Official General Contractor, in accordance with all structural integrity requirements of the Gaylord Opryland Resort and Convention Center.
- All machinery must be set back a minimum of 6 inches from all aisles for safety purposes.

CANOPIES AND CEILINGS

Covered exhibits, canopies and/or multi-level exhibits are not permitted during the Exhibition.

PLATFORMS

Equipment and viewing platforms are not limited in height, but may not exceed the height of the equipment.

TOWERS

A tower is considered a freestanding exhibit component separate from the main exhibit fixture that is used for identification and display purposes only.

Towers will be permitted to a height and depth that correspond to the height restrictions for the appropriate exhibit configuration of which they are a part. For example, towers that are part of a peninsula exhibit will not exceed 20 feet/6 meters in height.

All towers in excess of 15 feet/4.5 meters must have drawings available for inspection by Show Management and the Official General Contractor during the time the tower is being erected, exhibited and dismantled at the Exposition site. The plans must include a signature or stamp of a reviewing structural engineer indicating that the structure designed is properly engineered for its proposed use. A signature of an authorized official of the exhibit building company indicating that the structure is built in compliance with the details and specifications set forth on the drawings must also be included.

SIGNS ON EXHIBITS OR PRODUCTS

No company sign or advertising shall be displayed at a height that exceeds the outer wall height of the stand or the maximum wall height for that area, except that the name, trademark, or insignia used on a product as sold may be carried on the product exhibited.

PROTECTION OF HOTEL PROPERTY

Exhibitors and their third party representatives shall be fully responsible to pay for any and all damages to property owned by the Gaylord Opryland Resort and Convention Center or ACPA, which results from any act or omission of Exhibitors or third party representatives, including the cost for removal of excessive

amounts of debris. Nothing shall be pasted, tacked, taped, nailed, screwed or otherwise attached to columns, walls, floors or other parts of the building or furnishings. Exhibitor agrees to leave the property in the same condition as existed at the start of installation.

EQUIPMENT SALES, SOLD SIGNS & CUSTOMER NAMES

Any Exhibitor may receive orders for, or sell its equipment during the Exposition and shall be responsible for collecting and paying any applicable local, state and federal taxes and for obtaining any necessary licenses needed to sell merchandise.

No "SOLD" or "FOR SALE" signs or signs listing the price are allowed to be displayed on products. Permanently affixed customer names may be included on products but are limited to eligible products and cannot be included on any signs or literature.

ADHESIVE-BACKED DECALS

Adhesive-backed (stick-on) decals or similar items (except nametags) are not permitted and may not be distributed by Exhibitors.

EXTRA LIGHTING

All special illumination must be indirect and completely shielded so as to eliminate glare and interference with other Exhibitors and guests. All lights must comply with Fire Marshal requirements for the facility. The use of flashing or rotating lights will not be allowed. Products on display which have such lighting must be pre-approved by Show Management.

INFLATABLE OBJECTS

Static helium balloon displays are permitted in the Gaylord Opryland Resort and Convention Center, however, when released are difficult to retrieve and require the use of an aerial lift. The Exhibitor will be charged for any cost incurred to remove the balloons at the end of the event. Helium balloons may not be used as giveaways. The use of Mylar balloons is prohibited in the facility.

MOTION & NOISE CONTROL

Loudspeakers of any kind must be directed toward the interior of the Exhibitor's exhibit space. Speakers may not face aisles or other Exhibitors' booths.

Demonstrations found by Show Management to be objectionable due to noise or sound pressure/vibration levels will be closed down. Show Management recommends noise levels not to exceed 10 decibels above ambient levels. Measurements will be taken by Show Management during Exposition hours from a distance no greater than 10 feet from the offending display.

First Warning Action – The Exhibitor will be issued a written warning indicating a violation has occurred and instructing the Exhibitor to immediately lower the noise level.

Second Warning Action – The source of the noise shall be shut off for a maximum of one (1) hour.

Third Action – The source of the noise shall be shut off for the remainder of the Exposition. There will be no refund, in whole or in part, of any exhibit fees.

Exhibitors are responsible for supervising the actions of employees, visitors and spectators testing display equipment located in their exhibit area. Exhibitors must take every effort to respond to neighboring Exhibitors' complaints concerning noise, sound and/or vibration nuisances.

LANDSCAPING MATERIALS

To prevent a delay in handling such materials used in an exhibit, materials must be delivered to the Gaylord Opryland Resort and Convention Center in bags or in another manner approved by the Official General Contractor. Installation and removal is the Exhibitor's responsibility and at their expense.

SOUND DEVICES, MOVIES, SLIDES, VIDEOS & TV

Audio-visual presentations and closed circuit Exhibitor-generated materials are permitted within a given exhibit as long as they are not operating to the detriment of a neighboring Exhibitor. The use of sound devices such as megaphones, loudspeakers or other devices to attract attention is prohibited. The operation of radio or television sets receiving outside broadcasts is prohibited. Recording, filming, taping with hand held or tripod-mounted video equipment in the Exposition Hall is prohibited without the permission of both Show Management and the Exhibitor or Exhibitors being recorded, and these

activities cannot interfere with exhibit operations or pedestrian traffic. Exhibitors shall be responsible for securing

any and all necessary licenses or consents for any performances, displays or other uses of copyrighted work, patented inventions or other intellectual property in connection with their exhibit, housing and hospitality facilities at the Exposition. Show Management and ACPA are authorized to record and use audio-visual materials recorded at ACPA's Gaining the Edge Education Conference 2016. Radio and television reporters and cameramen seeking "news segments" during Exposition hours must obtain and

wear official PRESS CREDENTIALS during their visits and their activities cannot interfere with exhibit operations or pedestrian traffic.

SUBMISSION OF FLOOR PLANS FOR 1,000 SQUARE FEET OR LARGER

Exhibitors with exhibit space of 1,000 square feet or larger must submit a detailed floor plan to Show Management for approval no later than August 17, 2016. The floor plan should include the dimensions, height and descriptions of all structures in the exhibit including signs, walls, drapes and products to be displayed. All plans will be treated in strict confidence. All Exhibitors will receive written approval from Show Management of their floor plans within 30 days of the submission date. If your company does not receive written approval from Show Management, do not assume approval has been granted.

Exhibitors and Exhibitor-appointed contractors are required to comply with all exhibit stand regulations when designing their company's exhibits. Show Management recognizes floor plan modification can happen during show planning, however, these modifications can impact neighboring Exhibitors. Any modifications to the approved floor plan made prior to the show installation by the Exhibitor or their appointed contractor must be re-submitted for approval by Show Management. Any modifications to the approved floor plan made on-site during show installation must be approved by Show Management prior to implementing the change. Modifications made without the consent of Show

Management may be denied and any costs incurred are at the expense of the Exhibitor.

Floor plans can be emailed to Show Management at: meetings@nrmca.org

All Exposition rule restrictions pertaining to height, signs, etc., do not include the Exhibitor's products. Exhibitors are warned not to depend upon measurements scaled from the Exposition floor plan; if detailed measurements are required, contact Show Management. Exhibitors are cautioned not to arrange for their exhibit construction until written approval of their dimensional sketch has been given by Show Management.

SECURITY & SAFETY

SECURITY

Every reasonable precaution will be taken to protect property during the installation, Exposition and dismantling periods, however, Show Management, ACPA, service contractors nor the Gaylord Opryland Resort and Convention Center are responsible for the safety of the property of Exhibitors from theft, damage by fire, accident, vandalism or other causes. Show Management recommends that Exhibitors make special arrangements for additional protection of their stands if desired.

SAFETY DEVICES

The Exhibitor agrees to accept full responsibility for compliance with federal, state or local safety, fire and other regulations to provide and maintain adequate safety devices.

FLAMMABLE MATERIALS

Vehicles that remain in the Gaylord Opryland Resort and Convention Center as part of a display must have the battery cables disconnected. The gas tank must either be taped shut or have a lockable gas cap and may contain no more than one-quarter (1/4) tank or five (5) gallons of fuel, whichever is less. During move-in /move-out of these materials, a Fire Marshal may be required at the prevailing rate.

The use of welding equipment, open flames or smoke emitting material during installation, as part of an exhibit, or during dismantling is strictly prohibited.

No flammable materials of any nature,

including decorative material, may be used in any booth. In accordance with federal, state and local fire regulations any fabric used in a booth shall be flameproof. All lighting must comply with local fire regulations.

PROMOTING YOUR STAND ON-SITE

FOOD & BEVERAGE SERVICE

Any food or beverages, including bottled water and alcoholic beverages (this includes food or beverage items used for promotional purposes) to be distributed by an Exhibitor must be ordered from and are subject to regulation and permit requirements of the Gaylord Opryland Resort and Convention Center.

Alcoholic beverages as with all other food & beverage may not be served by anyone other than an authorized employee of the Gaylord Opryland Resort and Convention Center. The Exhibitor must obtain host liquor liability insurance and provide Show Management with documentation of the insurance.

LITERATURE DISTRIBUTION

Circulars, catalogs, magazines, folders and other matter may be distributed only at the Exhibitor's booth and must be related to the products and/or services on display or eligible for display (see Eligible Equipment above) and which are directly available from the Exhibitor.

Distribution from booth to booth or in the aisles is forbidden, and Exhibitors must confine their exhibit activities to the space for which they have contracted. Strolling entertainment or moving advertisements (robots, persons carrying or wearing signs, scooters, etc.) outside an Exhibitor's space are not permitted. Repeat violations will result in the confiscation of materials/promotion items involved in the violations. (Please see "Penalties for Violations of Exposition Rules" on page 12.)

Only literature published or approved by Show Management may be distributed in the registration area, meeting rooms, exhibit hall (outside the individual booths) or on transportation provided by Show Management. Canvassing on any part of the Gaylord Opryland Resort and Convention Center property is strictly prohibited and any person doing so will be requested to leave the premises and

their material will be removed at the same time. The only exception to this rule is those survey organizations that may be utilized by Show Management.

LOTTERIES & CONTESTS

As permitted by law, Exhibitors will be allowed to hold lotteries, contests, games of chance and giveaways in their assigned space. Exhibitors are responsible to be aware of and abide by all local, state and federal laws regarding this topic. There is no public address system available to announce winners.

PRESS CONFERENCES

Press conferences during Exposition days shall be coordinated through Show Management and held in rooms designated by Show Management. Suitable rooms on the Exposition grounds will be made available for Exhibitors interested in conducting a press conference, briefing or other event involving invitations to accredited media attending or traveling to the Exposition. Exhibitors must apply for the meeting room space, make arrangements for the media function and obtain authorization for the event through Show Management by completing the Press Conference Request Form in the Exhibitor Services Manual. Every effort will be made to accommodate all requests.

Events involving an invitation to accredited media must be sponsored and administered by Exhibitors in the Exposition who shall accept responsibility for adherence to the official Exposition Rules and Regulations. No press conferences will be allowed during Exposition hours outside of this designated area including hotel, restaurant or demonstration areas.

PRIZES & GIVEAWAYS

Distribution of giveaways or drawings for prizes is permitted in the booth during the Exposition. Exhibitors may not distribute items that, in the opinion of ACPA, can be distracting (i.e. whistles). Food or beverages (including bottled water) to be distributed by an Exhibitor must be ordered from the Gaylord Opryland Resort and Convention Center. Exhibitors are responsible for federal, state and local laws and taxes, if any.

PROMOTIONAL ITEMS

Promotional items directly related to the Exhibitor's business and products (company

hats, t-shirts, scale models, etc.) may be sold at the Exposition, if desired. Food or beverages (including bottled water) to be distributed by an Exhibitor must be ordered from the Gaylord Opryland Resort and Convention Center. This is considered a method of promoting interest in the Exhibitor's equipment and/or services, similar to the distribution of sales literature, technical information, etc. The Exhibitor is responsible for collecting and paying any applicable local, state and federal taxes.

USE OF GAINING THE EDGE LOGO

The Exhibitor acknowledges that the Exposition names and logos are trademarks owned by ACPA.

Appropriate use of the Exposition names and logos are permitted by companies exhibiting at the 2016 event who wish to publicize the Education Conference and/or the fact that the Exhibitor is participating in

the Conference. Any reproduction of the Conference logo shall include the trademark symbol. Exhibitors at ACPA's Gaining the Edge Education Conference 2016 may also request permission from Show Management to use the Show name and logo on commemorative items to be given away by the Exhibitor. Any request shall be made in writing to ACPA, describing the proposed use, the type of items on which the name and logo would be placed and a statement that such items would not be sold. ACPA reserves the right to deny any request, or any use of the Conference name and logo, that it finds to be inappropriate, offensive or not in the best interests of the Conference.

MEETING/FUNCTION SPACE – GAYLORD OPRYLAND RESORT AND CONVENTION CENTER

UTILIZATION OF MEETING/FUNCTION SPACE

Show Management and ACPA have the authority to approve or deny the rental of any meeting/function space at the Gaylord Opryland Resort and Convention Center to organizations affiliated with ACPA's Gaining the Edge Education Conference. Only Exhibitors, sponsors, supporting organizations or officially co-located groups will be permitted to utilize meeting/

function space. This space can be used for hosting social functions, hospitality suites, promotional events, focus groups, research activities, client meetings, staff offices and staff training. Meeting space cannot be used for exhibits or be subleased. Any fees or service charges associated with the meeting/function space during rental, including but not limited to room set fees, electrical, patch fees, catering, AV, special staging, special furniture, etc. will be set by the Gaylord Opryland Resort and Convention Center and are the sole responsibility of the requesting organization. Nothing can be affixed to meeting room walls or doors without written approval of the Gaylord Opryland Resort and Convention Center.

ENTERTAINMENT RULES

Exhibitors are not allowed to utilize hospitality suites outside of their rented booth space during Exposition hours, nor during time periods when official events of ACPA's Gaining the Edge Education Conference are scheduled.

FIELD TRIPS

No event within 100 miles of the Gaylord Opryland Resort and Convention Center organized by manufacturers, service providers, dealers or distributors to manufacturers or service providers' plants/facilities or equipment installations are permitted during the Official Exposition Period which runs from Saturday, September 17 through Tuesday, September 20, 2016.

INVITATIONS

Exhibitors are encouraged to communicate with Exposition visitors in advance of the Exposition urging visits to exhibit booths or hospitality suites.

Pre-printed cards suitable for distribution to Exposition visitors as invitations to visit hospitality suites are permissible, provided the information on such cards is limited to company name, room or suite name/number, name of the individual handing out the card, and the hours, within the limits of this general policy, when the hospitality suites will be open. Invitations are limited to Exhibitors.

AGREEMENT & ENFORCEMENT OF RULES CLOSING EXHIBIT BOOTH EARLY

Any Exhibitor who begins to dismantle or pack part of their exhibit before the official closing time of the show will be considered to be in violation of the Exposition Rules and subject to penalties as described below.

AGREEMENT TO RULES & LAWS

The Exhibitor agrees that the exhibiting company and its employees and agents will abide by these rules and by any amendments that may be put into effect by Show Management, provided that such amendments shall not substantially diminish rights or increase the liability of an Exhibitor (and written notice is given to Exhibitors). Further, the Exhibitor agrees to comply with all local, state and federal laws and regulations. The Exhibit Space Application & Contract form must be signed by an official of the exhibiting company indicating that these rules have been read and agreed to before any space assignment will be made. Exhibitors will receive a copy of their signed contract along with their confirmation letter.

SHOW MANAGEMENT RESERVES THE RIGHT TO RESTRICT ACTIVITIES AND RESTRICT AND/OR CLOSE EXHIBITS WHICH, IN THE OPINION OF SHOW MANAGEMENT, ARE OR BECOME OBJECTIONABLE. This includes persons, things, conduct, printed matter or anything of a character which is deemed not to be in the best interest of all Exhibitors or Show Management. An Exhibitor's space shall not be used to publicize meetings to be held outside the Exposition that will detract from Exposition attendance. All matters and questions not covered by these Rules and Regulations and all interpretations of these Rules and Regulations are subject to final decision by Show Management. Any questions should be addressed to Show Management.

RIGHT OF ENTRY AND INSPECTION

Show Management in its absolute discretion shall have the right at any time to enter the area occupied by Exhibitors or otherwise inspect the Exhibitor's materials.

ENFORCEMENT OF EXPOSITION RULES

Reasons for Enforcement – The primary reasons for the enforcement of Exposition rules are to 1) protect the integrity of the Exposition, its participants, owners and Show Management; 2) ensure compliance with the laws, codes, ordinances

and contracts of the exhibit facility, municipality and the State in which the Exposition is held, and 3) ensure that all Exhibitors are treated fairly.

PROCEDURES FOR IDENTIFYING AND HANDLING VIOLATIONS

1. An Exhibitor should contact Show Management if there are any questions concerning the procedures for identifying and handling violations of the Exposition Rules and Regulations.
2. Show Management will routinely inspect the exhibit floor during Exposition installation, Exposition days and dismantling. Their duty will be to assist in the interpretation and enforcement of the rules. Show Management will have the final decision concerning all Exposition Rules.
3. Upon discovery of a violation of the Exposition Rules in an exhibit, Show Management will issue a written notice to the Exhibitor representatives in the exhibit and explain the nature of the violation.
4. The violation must be corrected a) immediately if the violation poses a safety hazard, b) by 1:00 p.m. on September 18, 2016 if the violation occurs during Exposition installations, or c) before the opening of the next Exposition day, if the violation occurs during Exposition days. If the exhibit in violation is unoccupied, Show Management will do its best to alert the representatives of the exhibit, but if unreachable, will correct the violation.
5. Violations involving ineligible equipment or Exhibitors must be corrected IMMEDIATELY during Exposition days and are subject to the penalties listed below.
6. An Exhibitor receiving notice of a violation will have its exhibit re-inspected by Show Management.
7. If the inspection reveals that the violation has not been corrected or if the same violation is found at any time after the first violation, a second notice will be given and the procedures noted above for the first violation will be repeated.

8. Failure to correct a violation immediately in the case of ineligible equipment (see item 5 above) or a safety hazard violation (see item 4 above) or after the second notice in the case of other violations, or a third occurrence of the same violation will result in a penalty being administered by Show Management in accordance with the Exposition Rules and Regulations listed below.
9. An Exhibitor wishing to appeal a violation notice must do so by contacting Show Management within the time allowed on the written notice to correct the violation.

PENALTIES FOR VIOLATION OF EXPOSITION RULES

Show Management reserves the right to penalize an Exhibitor for an uncorrected violation in the Exposition Rules and Regulations. Violations during the installation period or Exposition days will result in one or more of the following:

1. Draping off or covering the item in violation for a period specified by Show Management at the Exhibitor's expense.
2. Immediate removal or draping off the entire exhibit at the Exhibitor's expense.
3. Removal of the item in violation at the Exhibitor's expense
4. Other sanctions as deemed appropriate by Show Management.

In addition to the above sanctions, ACPA and Show Management reserves the right to impose and enforce additional sanctions, including but not limited to barring the Exhibitor from participation in one or more future Expositions. All decisions shall be final.

THE EXHIBITOR AGREES...

1. The Exhibitor shall make no claim for any reason whatsoever against either the Gaylord Opryland Resort and Convention Center, Show Management or ACPA for loss or damage to property or for injury to himself or his employees while in or about the Gaylord Opryland Resort and Convention Center or for loss or damage by reasons of failure to hold the Exposition as scheduled, failure to provide exhibit space, removal of the exhibit or any other act of Show

Management. This includes, but is not limited to, any indirect, incidental, consequential, punitive or special damages, lost profits, lost savings, loss of goodwill or otherwise arising out of or relating to the Exposition or any act of omission of Show Management, ACPA or the Gaylord Opryland Resort and Convention Center.

2. Exhibitor shall bear their own risks of loss or damage to property and injury.
3. That Exhibitor shall make no claim against Show Management or ACPA for any reason for the acts or omissions of any contractor or for charges or billings (including overtime charges) for services rendered to the Exhibitor by any contractor, or due to any change to the targeted installation or dismantling time for the exhibit, or any delays in move-in or move-out of the exhibit.
4. Neither Show Management nor ACPA shall be liable for any delay, failure in performance, loss or damage due to fire, explosion, power blackout, earthquake, flood, the elements, strike, embargo, labor disputes, acts of civil or military authority, war, acts of God, acts of terrorism, acts or omissions of carriers or suppliers, acts of regulatory or government agencies, or other cause beyond its reasonable control, whether or not similar to the foregoing.
5. The Exhibitor shall:
 - a: insure against all said risks of loss or damage to property and injury and secure and furnish Show Management with each insurer's covenant not to exercise any legal or equitable right it may have against Show Management, ACPA or the Gaylord Opryland Resort and Convention Center and provide Show Management with a Certificate of Insurance evidencing such coverage with Show Management, ACPA, the Gaylord Opryland Resort and Convention Center and Freeman named as additional insureds. Exhibitors must provide Show Management copies of certificates of insurance for workers' compensation and employers' liability, comprehensive general liability and automobile liability insurance. The workers' compensation and employers'

liability insurance must provide a minimum limit of \$500,000 and meet the requirements established by the State in which the Exposition is being held. Comprehensive general liability coverage must provide at least \$1 million/\$2 million in coverage and shall name Show Management, ACPA, and Freeman as additional insureds. Automobile liability should include all owned, non-owned and hired vehicles with limits of \$500,000 bodily injury and \$500,000 property damage liability. Show Management must receive the Certificate(s) of Insurance no later than 30 days prior to the commencement of installation

Certificates of Insurance can be mailed to:

Show Management
C/O ACPA
606 Enterprise Drive
Lewis Center, OH 43035
Fax (614) 431-6944
Email: meetings@nrmca.org

- b. If failing to insure against all such risks, or failing to secure and furnish each insurer's covenant not to sue, the Exhibitor shall indemnify and hold harmless Show Management, ACPA, and the Gaylord Opryland Resort and Convention Center from any and all loss or damage to property and injury aforesaid.
6. Exhibitor shall assume entire responsibility and hereby agrees to protect, indemnify, defend and save Show Management, ACPA and the Gaylord Opryland Resort and Convention Center and their employees and agents, harmless against all claims, losses or damages to persons or property, governmental charges or fines and attorney's fees arising out of or caused by Exhibitor's installation, removal, maintenance, occupancy or use of the Exhibition premises or a part thereof, excluding any such liability caused by the sole negligence of the indemnitee.

If the Exhibitor has any questions or concerns about the Exposition Rules and Regulations, please contact ACPA at (614) 431-5618.

EXHIBIT SPACE APPLICATION & CONTRACT

ACPA'S GAINING THE EDGE EDUCATION CONFERENCE 2016, SEPTEMBER 18-20, 2016 Gaylord Opryland Resort and Convention Center, Nashville, TN

EXHIBITOR INFORMATION: List company name **EXACTLY** as you wish it to appear on all lists, mailings, promotional materials, etc.
PLEASE TYPE

Company

Mailing Address

City

State/Province

Zip/Postal Code

Phone

Fax

Website Address

PRIMARY CONTACT PERSON REGARDING SHOW INFORMATION

Name and Title

Mailing Address

City

State/Province

Zip/Postal Code

Phone

Fax

Direct Email

SECONDARY CONTACT PERSON REGARDING SHOW INFORMATION

Name and Email

MEMBERSHIP AFFILIATION:

ACPA Member

Non-Member

EXHIBIT SPACE RATES:

The exhibit space rates are determined by Association affiliation. Details of what is included in these rates can be found in the Exposition Rules & Regulations.

The rate for a Tabletop (10x10 booth space) at ACPA's Gaining the Edge Education Conference 2016 is:

Member Rate: \$3,850 | Non-Member Rate: \$4,500**

The rate for equipment exhibit space at ACPA's Gaining the Edge Education Conference 2016 is:

Member Rate: \$14 per square foot | Non-Member Rate: \$24 per square foot**

**Information on ACPA membership may be obtained by contacting:

Janet Kasson: (614) 431-5618 or janet@concretepumpers.com

EXHIBIT SPACE REQUEST: Space request should be made in 10-foot increments, with a minimum of 100 sq. ft. and a maximum of 2,000 sq. ft.

_____ x _____ = _____ square feet @ \$_____ per square foot = \$_____

Exhibit Space Applications must be accompanied by full payment.

Payment Information:

All registration and application forms must be accompanied with payment in order to be processed. All payment must be made in U.S. dollars and made payable to "ACPA." ACPA's Gaining the Edge Education Conference cancellation policy is located in the Exposition Rules and Regulations. Applications received without payment will not be processed.

Payment Method (Please note: Booth space WILL NOT be assigned until full payment is received.)

Check # _____

VISA MasterCard American Express

Credit Card Number _____ Exp. Date _____

Name as it appears on Credit Card _____

Signature of Cardholder _____

Application Procedure:

Two easy ways to sign up for exhibit space:

- By fax: (614) 431-6944 (secure)
- By mail:
ACPA
606 Enterprise Drive
Lewis Center, OH 43035

All Exhibitors MUST sign below to validate booth space application.

ACCEPTANCE: We, the undersigned, hereby apply for a license to use ACPA's Gaining the Edge Education Conference 2016 exhibit space. We understand that upon acceptance, this application becomes a contract upon terms and conditions mutually agreed to by the parties. In making this application, we agree to exhibit under and comply with the rules and regulations of ACPA's Gaining the Edge Education Conference 2016 and any amendments thereto, and the terms in all space assignment letters sent to us, all of which are made a part of this agreement. This agreement shall bind the parties hereto, and their respective permitted successors and assigns.

Signature: _____ Date: _____

SHOW DIRECTORY COMPANY DESCRIPTION FORM

Thank you for signing up to exhibit at ACPA's Gaining the Edge Education Conference. In order to maximize your company's visibility at the Exposition, ACPA will provide a Show Directory of the Exhibitors to all attendees. To be included in the Show Directory, please provide a COMPANY DESCRIPTION (no more than 100 words) describing your company's products and/or services in the space provided below. Please type or print neatly:

Once completed, fax or email this form to (614) 431-5618 attn: Sue Schumacher, sue@concretepumpers.com , or mail directly to: ACPA c/o Sue Schumacher, 606 Enterprise Drive, Lewis Center, OH 43035 USA, no later than August 31, 2016.

If a company description is not received by that date, ACPA reserves the right not to include your company in the Show Directory.



Exhibitor Attendee Registration Form

One complimentary Registration is included with a Tabletop exhibit and two complimentary Registrations are included with an equipment exhibit. **Additional Registrations are NOT included in exhibit booth fees.** Please complete one page for each company registrant. Please type or print clearly

Credit Card Payment Only

Register by Fax: (614) 431-6944 Attn: Janet Kasson | Mail: ACPA, 606 Enterprise Drive, Lewis Center, OH 43035

First Name _____ Last Name _____ Email _____

Title | Company _____

Mailing Address _____

City _____ State/Province _____ Zip/Postal Code _____

Phone _____ Fax _____ Spouse/Guest Name (if Attending) _____

Spouse/Guest Email Address (for Information About Spouse Program) _____ Age of Guest (if Under 18) _____

Emergency Contact Name _____ Phone _____ Relationship _____

Email of person to receive confirmation: _____

Please indicate if you have any special needs (physical or dietary): _____

REGISTRATION and PAYMENT

	Member	Non-member
Exhibitor Delegate	<input type="checkbox"/> \$500	<input type="checkbox"/> \$650
Exhibitor Spouse/Guest	<input type="checkbox"/> \$200	<input type="checkbox"/> \$350
Complimentary Tabletop	<input type="checkbox"/>	<input type="checkbox"/>
Complimentary Equipment Exhibit	<input type="checkbox"/>	<input type="checkbox"/>

REGISTRATION TOTAL: \$ _____

PAYMENTS | Registration will not be processed without payment. Also note: by mailing a check there will be a delay in processing.

Payment Method: AMEX | MasterCard | VISA | Check Enclosed (made payable to ACPA in U.S. funds drawn from a U.S. bank only.)

Credit Card Number: _____

Expiration Date: _____

Signature: _____

Card Holder Name (as it appears on card): _____

3 WAYS TO REGISTER!



Register online at www.concretepumpers.com



Send Registration form with a check or credit card (AMEX, VISA and MC accepted) payment to:
ACPA
606 Enterprise Drive
Lewis Center, OH 43035



Or fax to (614) 431-5618 (credit cards only)

Please note: by sending a check there will be a delay in registration processing.

Registration and Payment

Registration Fees include access to ACPA's Gaining the Edge Education Conference registration materials and attendance at education sessions and social functions.

Registration Policies

Spouse/Guest Registration: Fee includes receptions and Monday night's dinner only

Age Limits: Registrants over age 12 must pay the registration fee. Children under age 12 need not pay the registration fee, but must be registered as an attendee.

Cancellation/Refund Policy: All cancellations must be made in writing to ACPA at 606 Enterprise Drive, Lewis Center, OH 43035 or sue@concretepumpers.com.

Any cancellation of a registration for ACPA's Gaining the Edge Education Conference must be received on or before Thursday, August 18, 2016, to be honored, and is subject to a \$125 administration fee.
NO REFUNDS WILL BE MADE AFTER THIS DATE.

Substitutions for registrations may be made in writing to ACPA.

Confirmation: Confirmation of registration will be emailed to all registrants within 72 hours of receipt of registration. Please list the email address of everyone who should receive a copy of the confirmation on your registration form. Badges and meeting materials will be distributed on-site.

Questions: If you would like additional information or have any questions, please contact Sue Schumacher, at (614) 431-5618 or email sue@concretepumpers.com

Hotel and Travel Information

Gaylord Opryland Resort and Convention Center
2800 Opryland Drive
Nashville, TN, 37214

Reservations:

Call In: (877) 491-7397. When calling, please reference the "American Concrete Pumping Association".

Online: https://resweb.passkey.com/Resweb.do?mode=welcom_ei_new&eventID=15292503



Discounted Room Rate: For your convenience, ACPA has contracted a block of rooms at the discounted rate of \$209/night plus applicable taxes. The cut-off date for hotel reservations is **Thursday, August 18, 2016**. Individuals are asked to make their own hotel reservations by calling the Gaylord Opryland Resort directly or booking online.

The block of rooms is limited. We suggest that you make your hotel reservations as soon as possible.

Room Deposit and Hotel Reservation Cancellation Policy: A deposit of the first night's room rate plus tax will be taken at the time your reservation is made. Cancellations occurring at least three days prior to arrival will be refunded.

Airport Information: Nashville International Airport (BNA) is the closest airport to the Gaylord Opryland. The airport is 8.3 miles north of the hotel and travel to and from the airport will take approximately 15 minutes.

Ground Transportation: Gaylord Opryland does offer transportation to/from the airport. The shuttle runs every 30 minutes starting at 5:30 am. The cost is \$19/one way or \$30/round trip. You can access the shuttle by following the ground transportation signage at the airport. The estimated taxi fare to/from the airport is approximately \$30 each way. A Hertz Car Rental is located at the Gaylord Opryland.

Hotel Parking Information: Gaylord Opryland offers on-site parking for \$24 per day. Valet parking is \$32 per day.

Dress: Business casual attire is appropriate for program sessions; resort wear or cocktail attire is appropriate for social functions.

ACPA's Responsibility: Hotel contracts require ACPA to be financially liable for unused sleeping rooms. The sleeping room rate covers the cost of meetings space, upkeep and utilities of the hotel. Staying at the convention hotel also provides you with the benefit of after-hours networking and easy accessibility to meetings and sessions. Please help ACPA avoid unnecessary penalties and keep registration fees low by booking your sleeping room at the Gaylord Opryland.

Image Courtesy of Nashville Convention & Visitors Corporation

GAYLORD OPRYLAND RESORT AND CONVENTION CENTER

GAINING THE EDGE

Pumping
Knowledge

INTO YOUR BUSINESS

NASHVILLE, TN

SUNDAY, SEPTEMBER 18 - TUESDAY, SEPTEMBER 20, 2016



For more information visit www.concretepumpers.com