

# 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.

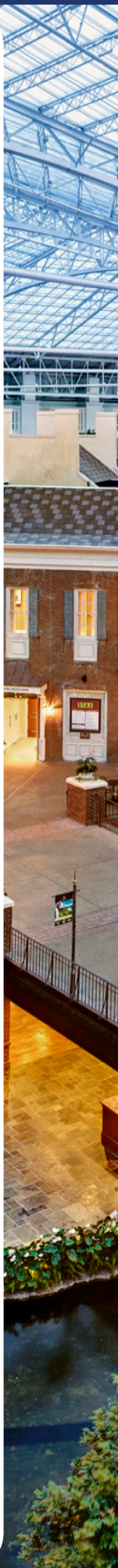
The hall will be "open for business" beginning on Sunday with the opening ceremony and extended hours leading into the welcome reception. All receptions, breakfast and lunch on Tuesday will take place in the hall to give you uninterrupted time to network with your customers. During the times where other 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](mailto:sue@concretepumpers.com).



# 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
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**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:

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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	\$500	\$650
Exhibitor Spouse/Guest	\$200	\$350
Complimentary Tabletop		
Complimentary Equipment Exhibit		

**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](http://www.concretepumpers.com)



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



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

