

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.

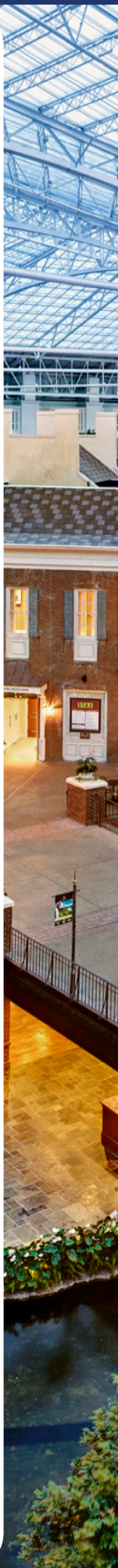


EXHIBIT SPACE APPLICATION & CONTRACT

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=welcome_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.