



## 22<sup>d</sup> ANNUAL PUBLIC WORKS EXPOSITION

November 7th - 8th, 2018

### APWA Invites you to Participate as an Exhibitor

Get your company goods and services in front of over 500 people in two days. Where else can you do that? You are invited to participate as a vendor at our 22<sup>nd</sup> Annual Public Works Exposition. Some of the conference specifics include:

- ✓ 25-40 educational presentations to draw your customers covering diverse topics associated with public works
- ✓ Lunch, breaks, and prize drawings in the exhibit area with MAXIMUM client interaction
- ✓ Located at the City of Richmond Auditorium with easy access via BART and I-580
- ✓ Electrical service and ability to bring in medium size display equipment (space available for outside equipment displays also)
- ✓ Continuous slide show with vendors' logos and info running during 2-day conference
- ✓ Over 500 attendees last year from public agencies
- ✓ Direct interaction with Public Works Directors on Tuesday afternoon at the Round Table event

A consortium of professionals from associations, cities, and counties present this annual Public Works Exposition as an opportunity to learn about the latest procedures, products and issues in areas such as:

- ✓ Street maintenance and repair,
- ✓ Engineering, management, and career advancement topics,
- ✓ Creek, stream, stormwater quality and environmental issues,
- ✓ Legislative mandates and updates,
- ✓ Sustainability, and
- ✓ Many, many other topics

Attendees include a mix of everyone in the public works field including PW Directors, superintendents, supervisors, engineers, field personnel, technicians and inspectors representing agencies, utilities and consultants.

An important mission of our APWA chapter is education. This conference fulfills that mission.

ONLINE REGISTRATION is open now for ***returning 2018 Exhibitors only until...*** June 15<sup>th</sup> we will open registration to everyone. ALL exhibit space sold out last year and there was waiting list. If you are not registered by June 15<sup>th</sup>, we can not guarantee you a spot at this years' event. **Register NOW!** See additional details on next page.

Please review the enclosed exhibitor registration packet and register online at [Northern California APWA Events](#) Website. Registration for exhibitors is ONLINE Only.

Thank you for your continued support,

Telfer Pavement Technologies, LLC  
2018 Exhibitor Co-Chair  
[cesar.lara@telferpavements.com](mailto:cesar.lara@telferpavements.com)

Telfer Pavement Technologies, LLC  
2018 Exhibitor Co-Chair  
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## Exhibitor Information

**Date:** November 7<sup>th</sup> (Wednesday) & November 8<sup>th</sup> (Thursday), 2018

**Location:** City of Richmond Memorial Auditorium, 350 Civic Center Plaza, Richmond, CA 94804.  
Easy access from I-580 and BART.

**Exhibit Space Details:** 35 booths maximum, each 10' wide by 6' deep, space is TIGHT. Please do not bring oversize booths or equipment that can not fit in the above dimensions. 110 volt electric service is available to each booth upon request. **Please provide your own power source or extension cords.** Exhibit area is at ground level. One table and two chairs will be provided.

**\*\* New this year, is an opportunity to have a demo or equipment outside the auditorium at no additional cost. We will have an auction/drawing for this opportunity\*\***

### Hours:

Early Set-Up:	Tuesday November 6 <sup>th</sup> 2:00 pm to 5:00 pm SHARP	
	<u>Wednesday November 7<sup>h</sup></u>	<u>Thursday November 8<sup>th</sup></u>
Inside Set-up:	6:00am - 7:00am	
Exhibit hours:	7:00am - 4:00pm	7:00am - 4:00pm
Breakfast/Register*:	7:00am - 8:00am (No seminars)	7:00am - 8:00am (No Seminars)
Lunch* :	12:00pm - 1:00pm	12:00pm - 1:00pm
Door Prizes:	2:30pm - Raffle Prizes	2:30pm - Raffle Prizes
Tear Down:		After lunch or raffle prizes on Thursday

\* Times may vary slightly from this schedule

Lunch and break refreshments (complimentary for you) will be served on the exhibit floor to promote maximum interaction among vendors and attendees. Your exhibit is expected to be operational/attended until after lunch on Thursday. Tear down allowed following lunch. To increase client contact, exhibition-only times will occur during morning registration, breaks, lunch, and at the end of each day. Drawings for door prizes each day will increase the excitement in the exhibit area. Exhibitors may place drawing containers on their tables, but prizes will be given out by APWA Staff at the end of each day.

### Booth Assignment and Priority System

Due to annual sell-out of all 35 booths spaces, the following will be implemented:

- Priority registration for 2017 exhibitors - Register and **pay by June 15th, 2017**
- General exhibitor registration opens June 15<sup>th</sup>, 2017 - Register and **pay by July 15<sup>th</sup>**, for inclusion in printed material
- Late Registration – After September 2<sup>nd</sup> price increases \$200. NO exceptions
- Your specific booth location will be assigned the night before the conference.

### Exhibitors Cost

Each booth costs \$1,100, (\$1,300 if paid after September 2<sup>st</sup>, 2017), which includes one full registration for two days. Additional exhibitor registrants will be charged \$75 per day for attendance for the “Early Bird” Registration and \$100 per day after September 1<sup>st</sup>, 2018. Please note – all “booth sitters” must be registered. Each registration includes breakfast and lunch.

## Outside Equipment

Upon approval, an inside vendor may place a single piece of equipment outside at the curb for demonstration or display purposes.

## Additional Rules

1. Booth space – all activities shall be limited to your booth area. Please be considerate of others.
2. Literature – Only exhibitors that have paid may distribute promotional materials at the event.
3. Safety – Each exhibitor is responsible for the safe operation of his equipment. Fire safety and facility regulations must be observed.
4. Noise – Exhibitors shall not operate equipment that is disruptive to other booths.
5. Lighting Displays must be angled in ways not to blind other vendors and attendees
6. Set-up/Tear-down –Exhibitors are required to set-up and tear-down only during designated times to avoid disruption to other vendors and to be fair to attendees.
7. Refund Policy – Refund of half the exhibition fee can be requested up to 30 days before the event. No refunds will be given if requested within 30 days of the event.
8. **No shows for any days of conference are not refundable.**
9. Raffle Prizes – Each day wraps up with a raffle drawing. Exhibitors are **HIGHLY** encouraged to provide raffle prizes, \$25- \$100 per exhibitor per day is the NORM. Each prize drawing is announced with the name of the company that provided it. Attach your business card to the prize.
10. Hold Harmless – Exhibitor agrees to hold APWA harmless from damage to equipment or injury to exhibitor or other participants. We cannot guarantee attendance numbers.
11. Parking – Abundant parking for exhibitors and attendees is available.

Register online at [Northern California APWA Events Website](#) . Final details will be sent to registered vendors in mid-September.

**Why register early?** Upon receipt of payment your company name will be added to conference promotional material. Conference schedules will be printed by August 1, 2018. Information about exhibitors who register after July 15th will be added to the program as an additional page at the event.

For more information, contact:

Telfer Pavement Technologies, LLC  
E-mail: [Cesar.Lara@telferpavements.com](mailto:Cesar.Lara@telferpavements.com)  
(925) – 914-1724

or

Mimi Tse Lai  
Chapter Administrator  
E-mail: [apwanorcal@gmail.com](mailto:apwanorcal@gmail.com)  
(510) 932-3203

<b>OFFICE USE:</b>	
EXHBT BOOTH:\$ _____	ADTNL REPS:\$ _____
AMOUNT PAID:\$ _____	PAYMENT DUE:\$ _____
PAY TYPE: _____	ORDER #: _____
DATE PAID: _____	

**APWA PW CONFERENCE - EXHIBITOR REGISTRATION FORM**

**PRIORITY REGISTRATION: PAYMENT AND APPLICATION DUE PRIOR TO JUNE 15<sup>th</sup>, 2018.**

Exhibitor  \$1,100 (1 person)  \$75 each additional representative PER DAY

**GENERAL REGISTRATION: PAYMENT AND APPLICATION DUE PRIOR TO SEPT. 1, 2018.**

Exhibitor  \$1,100 (1 person)  \$75 each additional representative PER DAY

**LATE REGISTRATION: PAYMENT AND APPLICATION RECEIVED AFTER SEPTEMBER 1, 2018.**

Exhibitor  \$1,300 (1 person)  \$100 each additional representative PER DAY

(\*Indicates mandatory information for registration and some information will be included in the “Exhibitors Roster” in the Conference Program for advertising!) **This form must be submitted as a typed word or pdf document.**

\*Company Name: \_\_\_\_\_

\*Registration Contact Person: \_\_\_\_\_

\*On-site Contact Person: \_\_\_\_\_

\*Address: \_\_\_\_\_ \*City/State/Zip: \_\_\_\_\_

\*Company Web address: \_\_\_\_\_ \*Contact’s Phone: \_\_\_\_\_

\*E-mail: \_\_\_\_\_

\*For Name Badge:

First Registrant: \_\_\_\_\_ WED OR THURS (circle one or both) *(Included in booth fee)*

**(If applicable):**

Additional Representatives **(If applicable):**

Additional Fees

Second Registrant: \_\_\_\_\_ WED OR THURS (circle one or both) \$\_\_\_\_ + \$\_\_\_\_ = \$\_\_\_\_

E-mail: \_\_\_\_\_

Additional Registrants: \_\_\_\_\_ WED OR THURS (circle one or both) \$\_\_\_\_ + \$\_\_\_\_ = \$\_\_\_\_

E-mail: \_\_\_\_\_

\* I will contribute a door prize(s): We are contributing the following door prize, (s) so that our company can be announced at the raffle drawing each day:

\*Quantity: \_\_\_\_\_ Value each: \$\_\_\_\_\_ Described as follows: \_\_\_\_\_

**Exhibitor Promotional Opportunity**

**\*\*Important:** Please provide a company logo and **no more than** ten (10) power point slides highlighting your company's product or service. **The sooner we get these the sooner we add you to our website and e-blasts for advertising.** Powerpoint slideshows will run on the screen in the exhibit hall during the entire 2-day event. Email to: [APWANorCal@gmail.com](mailto:APWANorCal@gmail.com) ASAP, BUT NO LATER THAN September 15, 2018. **NO OTHER REMINDERS WILL BE SENT!!**

**Accommodations:**

For accommodation information check the APWA website for the most up to date information.

**Mail the Exhibitor Registration Form with your check made out to "APWA Northern California Chapter" to:**

**APWA Northern California Chapter, Mimi Tse Lai, PO Box 552, San Ramon, CA 94583**

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