

POST-TENSIONING INSTITUTE  
*Stressing the Stronger Concrete Solution™*

# 2013 PTI Convention

## Exhibitor Prospectus

May 5-7, 2013 • Scottsdale, AZ



## You're invited to participate in the 2013 PTI Convention!

Join us May 5-7, 2013, at the Hilton Scottsdale Resort & Villas, Scottsdale, AZ, for the only convention dedicated solely to the post-tensioning industry. This year's convention will feature more than eight technical sessions, 20+ committee meetings, networking opportunities, and the 2013 PTI Awards.

The 2013 PTI Convention provides you with the opportunity to speak with customers, promote products, conduct research, and build your brand through one of the most effective mediums possible. To enhance booth value, PTI will hold an exhibit area prize drawing.

Your company plays an important role in the continuity and success of PTI, as well as the industry as a whole. Become an exhibitor or sponsor today and PTI will help you show industry leaders and potential clients what your company has to offer in 2013.

# Exhibitor Prospectus

## About the show

PTI strives to provide its members and the concrete industry with the latest in post-tensioning technology and application. The convention encompasses 3 days of technical sessions, committee meetings, networking events, and an industry trade exhibition.

## Show schedule

Sunday, May 5, 2013	12:00 p.m. – 5:00 p.m.	Exhibitor move-in
	6:00 p.m. – 8:00 p.m.	Show open: Opening Reception in exhibit area
Monday, May 6, 2013	7:30 a.m. – 5:30 p.m.	Show open
	9:45 a.m. – 10:15 a.m.	Morning break in exhibit area
	12:00 p.m. – 1:30 p.m.	Lunch in exhibit area
	3:00 p.m. – 3:30 p.m.	Afternoon break in exhibit area
Tuesday, May 7, 2013	7:30 a.m. – 4:00 p.m.	Show open
	9:45 a.m. – 10:15 a.m.	Morning break in exhibit area
	12:00 p.m. – 1:30 p.m.	Lunch in exhibit area
	3:00 p.m. – 3:30 p.m.	Prize drawing in exhibit area
	3:30 p.m. – 6:00 p.m.	Exhibitor move-out

## Attendee profile

The PTI Convention is attended by key industry decision-makers and personnel. Attendee fields of practice include construction, design, materials, repair, research, inspection, testing, and more. Typical attendee professions include executives, contractors, engineers, design professionals, inspectors, and post-tensioning industry consultants.

## 2012 Exhibitors



### Exhibits

Reach qualified buyers of post-tensioning products and services!

As an exhibitor at the 2013 PTI Convention, your company will receive visibility throughout the various events, meals, and breaks that are held in the exhibit area. During these times, exhibiting companies are provided the opportunity to establish two-way communications with their target market and showcase their products and services to key industry decision-makers. PTI's competitively priced standard booth prices are listed as follows:

Booth size	Member price	Nonmember price
10 x 10 ft	\$950.00	\$1250.00
10 x 20 ft	\$1750.00	\$2250.00
20 x 20 ft	\$3200.00	\$4400.00

All standard booths include:

- Two complimentary registrations per booth (a \$700.00+ value)
- Complimentary post-show attendee list
- Logo and description on exhibit area drawing card (attendees required to obtain signatures from eight booths)
- Listing in convention program book, proceedings, and on the website with a link to your company's website
- Booth furnishings
  - 8 ft high drapery along back, 3 ft drapery on two sides
  - One 6 ft draped table
  - Two side chairs
  - One 600 watt electrical lay-in
  - One wastebasket
  - One 7 x 44 in. exhibitor identification sign
- Electronic promotional content and logo you can send or incorporate into messages sent to customers

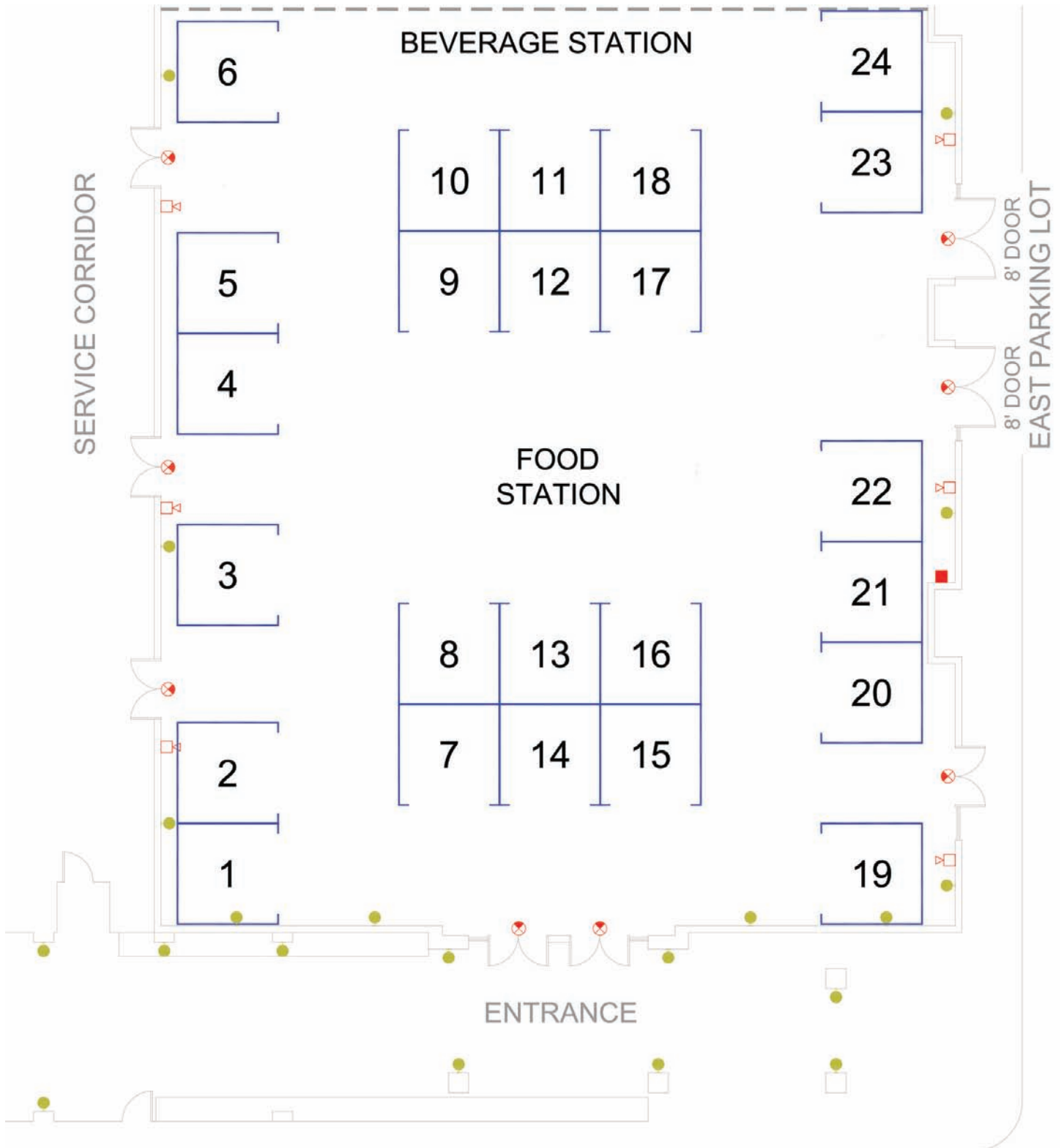
### Questions

Contact Jeff Ponder by phone or e-mail:

Phone: (248) 848-3738

E-mail: [jeff.ponder@post-tensioning.org](mailto:jeff.ponder@post-tensioning.org)

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### Sponsorship opportunities

Receive additional exposure by participating in one of the following sponsorship opportunities. Your company's name and logo will be seen by attendees on signage at the Opening Reception, lunch, break, or meeting room that you sponsor, as well as the PTI website, pre-convention materials (where applicable), and the convention program book.

**NEW Co-sponsorship: 2013 PTI Awards Dinner** \$1000.00

**What you get:** As a co-sponsor of the 2013 PTI Awards Dinner, your company's logo will appear on the back cover of the event program, signage at the dinner, signage in the exhibit area throughout the convention, as well as a listing on the PTI website and pre-convention materials (where applicable).

**Co-sponsorship: Opening Reception** \$500.00

**What you get:** As an Opening Reception co-sponsor, your company's logo will appear on signage at the Opening Reception, signage in the exhibit area throughout the convention, and in a listing on the PTI website and pre-convention materials (where applicable).

**Co-sponsorship: Lunch** \$250.00

**What you get:** As a Lunch co-sponsor, your company's logo will appear on signage at the lunch you sponsor, signage in the exhibit area throughout the convention, and in a listing on the PTI website and pre-convention materials (where applicable).

**Exclusive sponsorship: a.m./p.m. Coffee Break** \$250.00

**What you get:** As an a.m./p.m. Coffee Break exclusive sponsor, your company's logo will appear on signage at or near the a.m./p.m. break that you choose to sponsor, signage in the exhibit area throughout the convention, and a listing on the PTI website and in pre-convention materials (where applicable).

**Exclusive sponsorship: A/V sponsor** \$150.00

**What you get:** As an A/V exclusive sponsor, your company's logo will appear on the meeting room signage for all the meetings taking place in that room for that day, signage in the exhibit area throughout the convention, and a listing on the PTI website and in pre-convention materials (where applicable).

#### Your sponsorship idea

The abovementioned are suggested contributions; any contribution is greatly appreciated. If you would like to suggest a sponsorship that is not listed here, please contact Jeff Ponder at (248) 848-3738 or [jeff.ponder@post-tensioning.org](mailto:jeff.ponder@post-tensioning.org).

#### 2012 Sponsors

**Opening Reception Co-sponsors:** Insteel Wire Products; The Crispin Company

**Lunch Co-sponsors:** Enerpac/Precision SURE-LOCK; Paragon Products; Sumiden Wire Products

**Monday Session A/V Sponsor:** Sumiden Wire Products

# Exhibitor Prospectus

## Sponsor and exhibitor application form

All exhibitor applications must be accompanied by **full payment**, the registration form, and the signed exhibitor agreement form (see pages 7 and 8) to secure your position in the space draw.

Company name \_\_\_\_\_  
 Contact name \_\_\_\_\_ On-site contact name \_\_\_\_\_  
 Cell phone # \_\_\_\_\_ Address \_\_\_\_\_  
 City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip/Postal code \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_  
 E-mail address \_\_\_\_\_ Website \_\_\_\_\_

### Company description

Please e-mail a description of your company in 50 words or less to include on the exhibit area drawing handout to [jeff.ponder@post-tensioning.org](mailto:jeff.ponder@post-tensioning.org).

### Booth selection

Booth selection will be made in the order in which payment is received. Please list your top four choices below:

Booth #1 \_\_\_\_\_ Booth #2 \_\_\_\_\_ Booth #3 \_\_\_\_\_ Booth #4 \_\_\_\_\_

### Payment

Item	Cost		Quantity	Total
	Member	Nonmember		
10 x 10 ft booth	\$950.00	\$1250.00		
10 x 20 ft booth	\$1750.00	\$2250.00		
20 x 20 ft booth	\$3200.00	\$4400.00		
2013 PTI Awards Dinner Co-sponsorship	\$1000.00			
Opening Reception Co-sponsorship	\$500.00			
Lunch Co-sponsorship	\$250.00			
Exclusive a.m./p.m. Coffee Break Sponsorship	\$250.00			
Exclusive A/V Sponsorship	\$150.00			
<b>Grand total:</b>				

I have enclosed a check in the amount of \$ \_\_\_\_\_.

Please make checks payable to the Post-Tensioning Institute in U.S. funds and drawn on a U.S. bank.

A receipt will be sent via e-mail once your payment has been processed by the PTI Member Services Department.

PTI Members ONLY: Please invoice me for the amount of \$ \_\_\_\_\_.

I authorize the amount \$ \_\_\_\_\_ to be charged to my card using the information below.

Please bill my credit card (circle one): [Visa] [MasterCard] [Discover] [American Express]

Card # \_\_\_\_\_ Exp. date \_\_\_\_\_ CVS code \_\_\_\_\_

Cardholder's name \_\_\_\_\_ Signature \_\_\_\_\_

Mail, e-mail, or fax both the completed Application Form and the Exhibitor Guideline Acceptance Form with payment to: Post-Tensioning Institute • 38800 Country Club Drive • Farmington Hills, MI 48331 • Fax: (248) 848-3181

(for credit card payment only)

To confirm receipt of payment, please call the PTI Member Services Department at (248) 848-3180.

## Exhibitor Agreement

### Use of space

The space contracted for is to be used solely for the exhibitor whose name appears on the contract, and it is agreed that the exhibitor will not sublet or assign any portion of same without the express written consent of PTI. Exhibitor agrees to exhibit only products that it manufactures or to which it has the exclusive U.S. distribution rights. All products shall be displayed in a tasteful manner.

### Care of exhibit facility

Exhibitor shall promptly pay for any and all damages to the exhibiting facility or associated facilities, booth equipment, or the property of others caused by the exhibitor.

### Assignment of space

PTI will make every effort to accommodate booth location requests. In the event that more than one request is made for the same space, assignments will be made on a first-come, first-served basis.

### Booth construction

Exhibit materials may not extend past the allotted area.

### Installation and dismantling

Exhibitors have move-in and move-out times, as indicated in the Exhibitor's Manual. Failure to remove and exhibit in the allowed time will afford PTI or its agent the right to remove and place same in a warehouse, subject to the exhibitor's disposition, and/or ship to the exhibitor via common carrier with all charges to follow at no liability to PTI. All exhibits must remain intact until the exposition is officially closed.

### Cancellation by PTI

If PTI cancels the event for any reason other than those beyond its reasonable control (such as acts of God, acts of war, acts of terrorism, governmental emergency, labor strike, or unavailability of the facility), PTI will refund the exhibit space rental fee to the exhibitor in its entirety. If the exhibitor fails to pay the entire exhibit space rental fee in a timely manner, PTI reserves the right to cancel this contract without further notice or refund of any fees paid.

### Cancellation by exhibitor

If the exhibitor desires to cancel this agreement any time after executing this contract, the exhibitor will be liable for 100% of the total exhibit fee, unless the exhibit space is 100% occupied during the event.

### Indemnification

The exhibitor assumes the entire responsibility and liability for losses, damages, and claims arising out of injury to persons or damage to the exhibitor's displays, equipment, or other property brought on the premises of the hotel and agrees to indemnify, defend, and hold harmless the Post-Tensioning Institute; the hotel; and its owners, servants, agents, and employees against all claims or expenses for such losses, including reasonable attorneys' fees arising out of the use of the hotel premises, excluding any liability caused by the negligence of PTI; the hotel; or its owners, servants, agents, and employees.

### Insurance

The exhibitor shall, at its own expense, secure and maintain through the term of this contract, including move-in and move-out days, the insurance listed below. All such insurance shall be primary of any other valid and collectible insurance of the exhibitor and shall be written on an occurrence basis: a) workers' compensation insurance; and b) comprehensive general liability insurance with limits not less than \$1,000,000 combined single limit bodily injury and broad-form property damage coverage, including broad form contractual liability in which Post-Tensioning Institute is named as an additional insured. The certificates of insurance or policies shall provide that they may not be cancelled without 30 days' advance written notice to the Post-Tensioning Institute.

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## Observance of laws

The exhibitor shall abide by and observe all federal, state, and local laws, codes, ordinances, rules, and regulations, and all rules and regulations of the exhibit facility (including any union labor work rules). Without limiting the foregoing, the exhibitor shall construct its exhibits to comply with the Americans with Disabilities Act.

## Americans with Disabilities Act

All parties shall be responsible for compliance with the public accommodation requirements of the Americans with Disabilities Act and the Act's accompanying regulations and guidelines (collectively, the ADA). The hotel shall provide, to the extent required by the Act, such auxiliary aids and/or services as may be reasonably requested by PTI, provided that PTI gives the hotel reasonable advance notice about the special needs of any attendees of which PTI is aware. The exhibitor shall be responsible for the cost of any auxiliary aids and services (including engagement of and payment to specialized service providers, such as sign language interpreters) other than those types and quantities typically maintained by the hotel.

## Payment

All exhibitor and sponsor applications must be accompanied by **full payment**, the registration form, and the signed Exhibitor Agreement Form (below) to secure your position in the space draw.

## Forced freight

Materials not packed and picked up by the end of the designated move-out time will be considered forced freight. The general service contractor will assume responsibility for forwarding that freight to the exhibitor. Exhibitors will be responsible for the costs to break down, package, and ship that freight.

## Suitcasing

Attendees or exhibitors found to be "suitcasing" (soliciting business in the aisles or booth of another exhibitor) will be asked by staff to leave the show floor immediately.

## Storage

Combustible materials, such as crates and boxes, are limited to a 1-DAY SUPPLY on the exhibit floor. Storage of combustible materials behind booths is prohibited. The fire marshal will hold an inspection prior to the show opening. Exhibitors must remove any items that the fire marshal deems a fire hazard. Failure to do so will result in delaying the opening of the show and the exhibitor may be removed from the exhibit floor.

## Security

The Post-Tensioning Institute does not provide security. Exhibitors should remove all items of value from their booth that can be easily taken at the end of each day. PTI and the hotel are not responsible for lost or stolen items.

## Exhibitor Service Manual

PTI will send an Exhibitor Service Manual to the designated representative of the exhibitor. The Exhibitor Service Manual will include information integral to participation at the event, including but not limited to: additional exhibitor rules and regulations, official contractor order forms, registration, shipping and drayage, utilities and building services, exhibitor display rules, and move-in/move-out schedules.

## Acceptance

Please sign below indicating that you understand and agree to the aforementioned conditions.

Printed name \_\_\_\_\_

Title \_\_\_\_\_

Organization \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_