



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



# 2014 PTI CONVENTION

## EXHIBITOR & SPONSOR PROSPECTUS

May 4-6, 2014 | Norfolk Waterside Marriott | Norfolk, VA



## **YOU'RE INVITED TO PARTICIPATE IN THE 2014 PTI CONVENTION!**

Join us May 4-6, 2014, at the Norfolk Waterside Marriott, Norfolk, VA, for the only convention dedicated solely to the post-tensioning industry. This year's convention will feature 8+ technical sessions, 20+ committee meetings, and networking opportunities.

The 2014 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 available.

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 2014.

**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, 5/4/2014	12:00 pm – 5:00 pm	Exhibitor Move-In
	6:00 pm – 8:00 pm	Show Open: Opening Reception in Exhibit Area
Monday, 5/5/2014	7:30 am – 5:30 pm	Show Open
	9:45 am – 10:15 am	AM Break in Exhibit Area
	12:00 pm – 1:30 pm	Lunch in Exhibit Area
	3:00 pm – 3:30 pm	PM Break in Exhibit Area
Tuesday, 5/6/2014	7:30 am – 3:30 pm	Show Open
	9:45 am – 10:15 am	AM Break in Exhibit Area
	12:00 pm – 1:30 pm	Lunch in Exhibit Area
	3:00 pm – 3:30 pm	Prize Drawing in Exhibit Area
	3:30 pm – 6:00 pm	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.

**2014 EXHIBITORS (Listed as of 2/3/2014)**



## EXHIBITS

### REACH QUALIFIED BUYERS OF POST-TENSIONING PRODUCTS AND SERVICES!

As an exhibitor at the 2014 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 below.

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 \$800.00+ 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

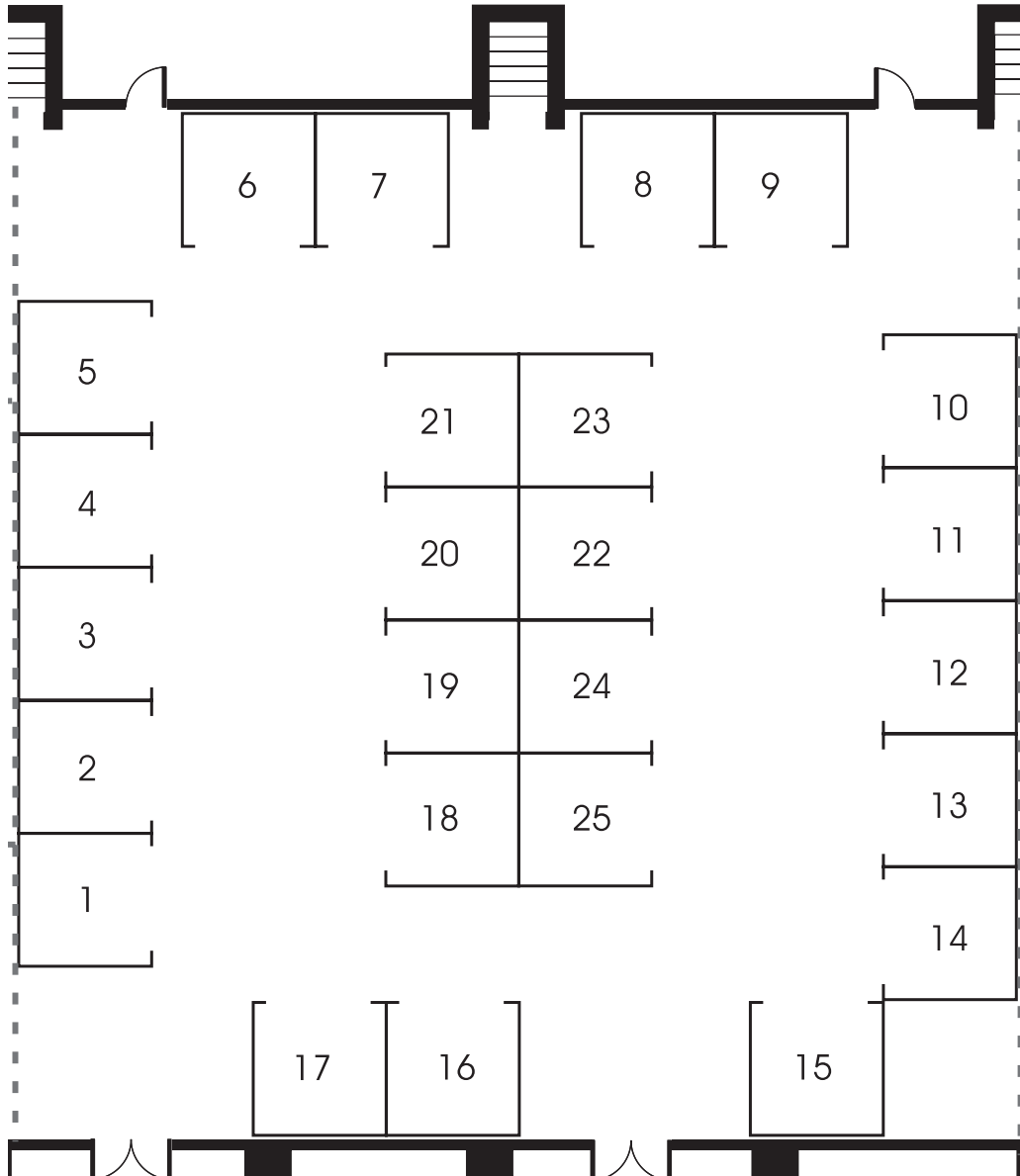
Contact Jeff Ponder by phone or e-mail:

Phone: (248) 848-3738

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

**HAMPTON BALLROOM IV-V**

All Booths 10-ft Wide x 10-ft Deep



## 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 event, lunch, break or meeting room that you sponsor, as well as the PTI website, preconvention materials (where applicable), and the convention program book.

### EXCLUSIVE SPONSORSHIP: OPENING RECEPTION \$2,000.00

**What you get:** As an Opening Reception sponsor your company's logo will appear on signage at the Opening Reception, signage in the exhibit area throughout the convention, as well as listing on the PTI Web site and preconvention materials (where applicable).

**New:** Opening Reception Sponsorship also includes a **full page 5" x 8" color ad** on the back cover of the convention program book. **1 Available**

### EXCLUSIVE SPONSORSHIP: LUNCH \$1000.00

**What you get:** As a Lunch sponsor your company's logo will appear on signage at the Lunch you sponsor, signage in the exhibit area throughout the convention, as well as listing on the PTI Web site and preconvention materials (where applicable).

**New:** Lunch Co-Sponsorship also includes a **full page color ad** in the convention program book. **2 Available**

### EXCLUSIVE SPONSORSHIP: AM/ PM COFFEE BREAK \$500.00

**What you get:** As an AM/PM Coffee Break exclusive sponsor your company's logo will appear on signage at the near the AM or PM break that you choose to sponsor, signage in the exhibit area throughout the convention, as well as listing on the PTI Web site and preconvention materials (where applicable).

**New:** Exclusive AM/PM Coffee Break sponsorship also includes a **half-page color ad** in the convention program book. **3 Available**

### EXCLUSIVE SPONSORSHIP: A/V SPONSOR \$400.00

**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, as well as listing on the PTI Web site and preconvention materials (where applicable).

**New:** Exclusive A/V sponsorship also includes a **half-page color ad** in the convention program book. **2 Available**

### PARTIAL SPONSORSHIPS OR YOUR SPONSORSHIP IDEA

The above are suggested contributions but any contribution is greatly appreciated. If you are interested in a partial sponsorship of any of the items listed above, or you would like to suggest a sponsorship, please contact Jeff Ponder by phone or email:

Phone: (248) 848-3738

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

## 2013 SPONSORS

**Opening Reception Co-Sponsors:** Dywidag-Systems International USA, Inc., Concrete Reinforcing Products

**Monday Session A/V Sponsor:** Concrete Reinforcing Products

**SPONSOR AND EXHIBITOR APPLICATION FORM**

All exhibitor applications must be accompanied by full payment, the registration form, and the signed exhibitor agreement form (see below) in order 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 \_\_\_\_\_  
 Signature\* \_\_\_\_\_ \*Indicates that you understand and agree to the attached exhibitor agreement.

**COMPANY DESCRIPTION**

Please attach a description of your company (50 words or less) to include on the exhibit area drawing handout.

**BOOTH SELECTION (SEE FLOORPLAN ON PAGE 5)**

Choice 1 \_\_\_\_\_ Choice 2 \_\_\_\_\_ Choice 3 \_\_\_\_\_ Choice 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		
Opening Reception Sponsorship + Program Book Back Cover Ad	\$2000.00			
Exclusive Sponsorship Lunch + Program Book Full-Page Ad	\$1000.00			
Exclusive AM/PM Break Sponsorship + Program Book ½ Page Ad	\$500.00			
Exclusive A/V Sponsorship + Program Book ½ Page Ad	\$400.00			
<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 the Exhibitor will not sublet nor assign any portion of same without the express written consent of PTI. Exhibitor agrees to exhibit only products that it manufactures or 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 Exhibitor.

### **ASSIGNMENT OF SPACE**

PTI will make every effort to accommodate booth location requests. In the event 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 Exhibitors 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 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 anytime 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**

Exhibitor assumes the entire responsibility and liability for losses, damages, and claims arising out of injury to persons or damage to Exhibitor's displays, equipment, or other property brought upon 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 attorney's fees, arising out of the use of the Hotel premises excluding any liability caused by the negligence of PTI, or the Hotel or its owners, servants, agents, and employees.

### **INSURANCE**

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 Exhibitor and shall be written on an occurrence basis. A) Workers' Compensation Insurance; 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.

## OBSERVANCE OF LAWS

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, 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"). Hotel shall provide, to the extent required by the Act, such auxiliary aids and/or services as may be reasonably requested by PTI provided PTI gives Hotel reasonable advance notice about the special needs of any attendees of which PTI is aware. 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 (see p. 7) in order 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 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 ONE-DAY SUPPLY on the exhibit floor. Storage of combustible materials behind booths is prohibited. The fire marshal will inspect prior to the show opening. Exhibitors must remove any items which the fire marshal deems a fire hazard. Failure to do so will result in delaying the opening of the show and you may be removed from the exhibit floor.

## SECURITY

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