



AZPPO Presents

The Great Western Conference

March 27-29, 2018

EXHIBIT AT THE 2017 ARIZONA PEST MANAGEMENT CONFERENCE & EXPO

Dear Valued Vendor!

The Arizona Pest Professional Organization would like to invite you to participate in the 2018 Great Western Conference & Expo. The Conference will be held at the Mesa Convention Center Tuesday, March 27 through Thursday, March 29, 2018. We are excited to welcome top notch speakers to include Dr. Austin Frishman, Dr. Mike Potter, Dr. Gail Getty, Jim Fredricks and Sylvia Kenmuir.

We are offering a "Right of First Refusal" to our 2017 vendors. Those responding by September 30 will have the ability to request the same booth as in 2017. If you would like to change/upgrade your booth placement, those requests will be honored in the order in which we receive them. All requests from 2017 exhibitors received by September 30 will be given priority assignment over any other vendors. Please complete the Exhibitor Registration Form included in this vendor packet and return it as soon as possible. Payment must be received by January 31, 2018 to retain your booth preference. We are also offering early bird rates through January 31, 2018, so don't delay! Prices increase on February 1, 2018.

We are always looking for ways to add value to our vendors, and have added a "Reverse Trade Show" to our line up. This will take place on Tuesday afternoon, and will provide you with some important face time with our Owners and Managers. We would also like to invite you to attend our traditional Owner & Manager Welcome Reception on Tuesday March 27th. This is a great opportunity to meet with and interact with Owners and Managers in a fun casual setting.

In addition, we are again hosting a Hospitality Appreciation Dinner on Wednesday evening, providing you with yet another opportunity network with pest control companies in Arizona. Each vendor receives 1 complimentary admission to each of these evening events.

And finally we will invite vendors to submit a 30-second sales video that will be incorporated into a sponsor and vendor recognition PowerPoint presentation that will be on continuous feed during the conference.

We have secured an event rate with the Phoenix Marriott Mesa across the street from the convention center and **strongly encourage you to secure reservations as soon as possible.**

We would like to thank you in advance for attending and supporting this year's Conference!

Any questions, please call Tracy at (602) 361-6478 or email azppo@azcapitolconsulting.com

Frequently Asked Questions

Dear Valued Vendor!

Thank you for exhibiting at the Great Western Conference & Expo . We have prepared this FAQ sheet in order to answer any questions you may have about exhibiting at the Conference.

Q. What do I get for my exhibit fee?

A. Our heartfelt thanks! And, each booth includes standard 8x10 pipe and drape booth, 2 chairs, 1 vendor badge, continental breakfast and lunch on both days, opportunity to participate in a “Reverse Trade Show” on March 27th, 1 admittance to the March 27th Owner & Manager Reception, 1 admittance to the March 28th Hospitality event, your company logo on the big screen, company listing in Tradeshow Map, contact list of all attendees following the event. If you require other accommodations such as electrical or Wi-Fi, extra fees will be incurred, and arrangements must be made in advance.

Q. I am a vendor in the industry but do not plan on sponsoring a vendor booth. Can I purchase an attendee ticket and walk the trade show floor and pass out business cards?

A. No. We are very grateful to the vendors that have supported the event with their sponsorships. Participating in the trade show without a full sponsorship would not be fair to those vendors.

Q. Can I share a booth with another company?

A. No. We are very grateful to the vendors that have supported the event with their sponsorships. Participating in the trade show without a full sponsorship would not be fair to those vendors.

Q. I'm interested in sponsoring meals and/or evening events. Is my booth included in the sponsorship fee?

A. No, sponsorship of breakfast, lunch, and evening events is separate from your booth fee.

Q. When may I move in?

A. The exhibit area is generally available for move in beginning in the morning on Tuesday March 27th. Specific time will be announced.

Q. Where is the exhibit area?

A. The exhibit area will be located in the Exhibit Center of Centennial Hall at Mesa Convention Center

Q. When may I break down?

A. As a courtesy to the conference attendees and speakers, Great Western Conference & Expo Committee request that exhibits should not be broken down until after lunch (1pm) on Thursday.

Q. What is the closest major airport?

A. Sky Harbor International Airport (PHX) is approximately 12 miles from the convention center.

Q. What if I have paid for my registration and cannot attend or need to cancel. Can I get a refund?

A. No. All registrations or sponsorships are final.

Q. Who do I contact if I have questions?

A. Tracy at (602) 361-6478 or email azppo@azcapitolconsulting.com. Information may also be found at www.azppo.org.

Registration Information

Booth Information

- ➔ Each booth includes standard 8x10 pipe and drape booth, 2 chairs, 1 vendor badge, 1 admittance to the March 27th Owner & Manager Reception, 1 admittance to the March 28th Hospitality event, your company logo on the big screen, company listing in Tradeshow Map, contact list of all attendees following the event. **Additional vendor badges and admittance passes to evening events can be purchased for \$50 each.** Non-member booth pricing includes membership to AZPPO through June 30, 2019. There are a limited number of outdoor booths available on a first come first served basis. Be sure to list “Outdoor” space when listing booth location choices on the registration form. Continental breakfast and lunch are included both days.

Booth Pricing

- ➔ **SINGLE BOOTH EARLY BIRD PRICING - \$950 (AZPPO Member Pricing) \$1349 (Non-members) (Pricing after 1/31/18 \$1250 member/\$1649 non-member)**
- ➔ **DOUBLE BOOTH EARLY BIRD PRICING - \$1400 (AZPPO Member Pricing) \$1799 (Non-members)(Limited quantity available, first come first served) (Pricing after 1/31/18 \$1700 member/\$2099 non-member)**

Sponsorships (in addition to booth)

- ➔ **BREAKFAST - \$750 Limited to 1 each day, first come first served** – Includes your company logo on the buffet table and 1 extra entrance to your choice of the 3/27 Owner & Manager Reception **or** the 3/28 Hospitality Event
- ➔ **LUNCH - \$1000 Limited to 1 each day, first come first served** – Includes your company logo on the buffet table, 2 minutes addressing the general session before lunch, and 1 extra entrance to the 3/27 Owner & Manager Reception **and** the 3/28 Hospitality Event.
- ➔ **OWNERS & MANAGERS RECEPTION March 27th - \$1000 Limited to 2, first come first served** - Includes your company logo on the buffet table, 2 minutes addressing the group, and 1 extra entrance to the 3/27 Owner & Manager Reception **and** the 3/28 Hospitality Event.
- ➔ **Hospitality Dinner March 28th - \$1000 Limited to 2, first come first served** - Includes your company logo on the buffet table, 2 minutes addressing the group, and 1 extra entrance to the 3/27 Owner & Manager Reception **and** the 3/28 Hospitality Event.

Additional Items

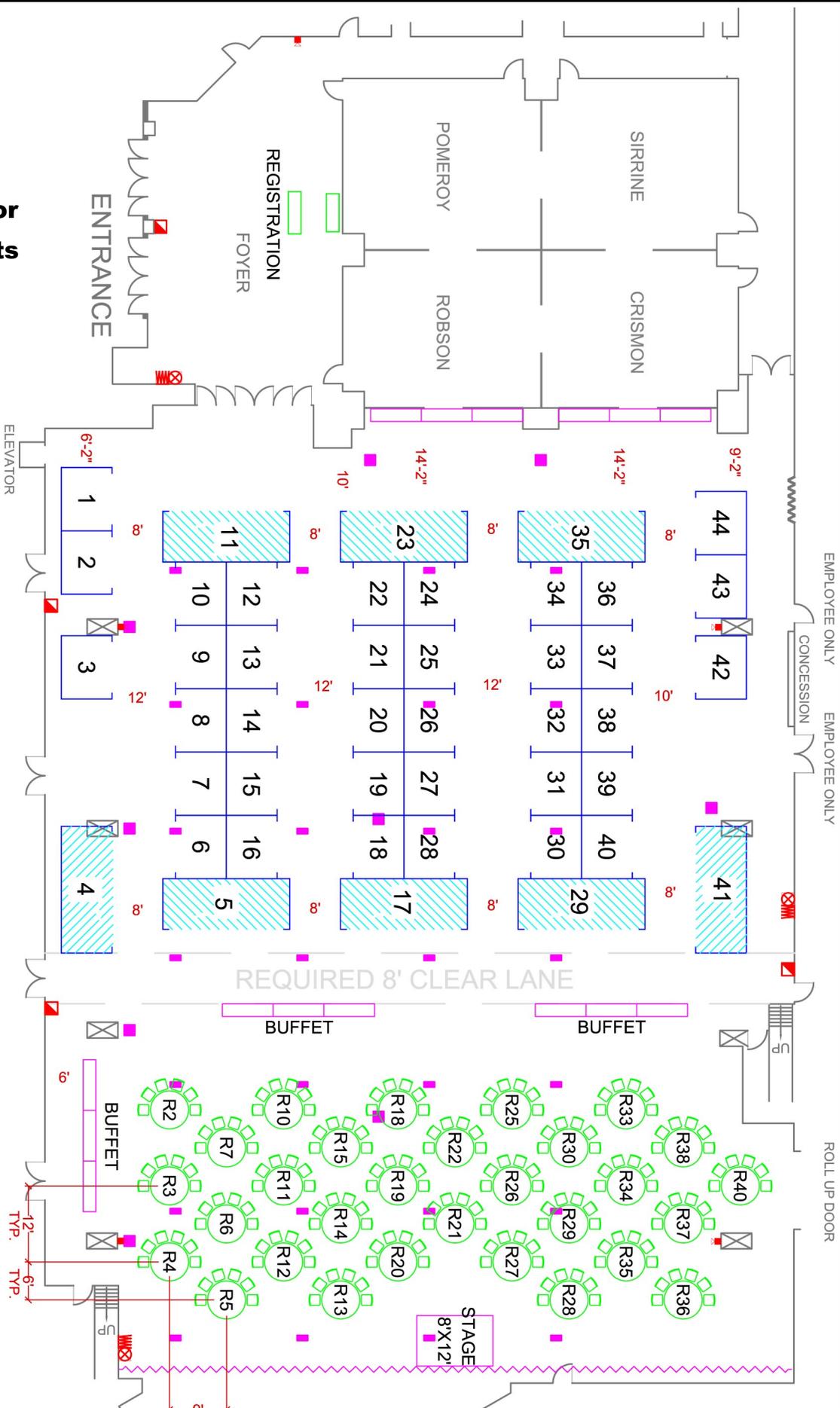
- ➔ **\$50 - Badges for additional personnel** —Per person charge (each booth includes 1 badge)
- ➔ **\$50 - Additional Attendees for March 27th & March 28th Evening events** —Per person per event charge
- ➔ **Electrical and WiFi will incur additional charges - YOU WILL MAKE ARRANGEMENTS WITH THE TRADE SHOW VENDOR AND EXHIBIT HALL TO ORDER AND PAY FOR THESE ITEMS.**

Please review the floor plan on the following page and be sure to include 3 booth choices when you complete your registration. You may register online at www.azppo.org or complete the registration form and mail or fax.



Exhibit Hall Layout

Outdoor Exhibits



Single
8' x 10'
Booth



Double
Booth
Only 6
Available on
first come
first served
basis

Registration Form

Name: _____ Company Name: _____

Mailing Address: _____ City: _____ State: _____ Zip: _____

Telephone: (____) _____ Fax: (____) _____

Email: _____

Booth

- Early Bird (by 01/31) Single Booth - \$950 (AZPPO Member Only) /\$1349 (non-member) \$ _____
- Early Bird (by 01/31) Double Booth - \$1400 (AZPPO Member Only) /\$1799 (non-member) \$ _____
- Late Single Booth - \$1250 (AZPPO Member Only) /\$1599 (non-member) (after 01/31) \$ _____
- Late Double Booth - \$1700 (AZPPO Member Only) /\$2099 (non-member) (by 01/31) \$ _____

1st Choice Booth # _____ 2nd Choice Booth # _____ 3rd Choice Booth # _____

Optional Items (check all that apply)

- Breakfast Sponsor March 28th - \$750 (first come) \$ _____
- Breakfast Sponsor March 29th - \$750 (first come) \$ _____
- Lunch Sponsor March 28th - \$1000 (first come) \$ _____
- Lunch Sponsor March 29th - \$1000 (first come) \$ _____
- March 27th Owner/Manager Reception Sponsor \$1000 (2 available, first come) \$ _____
- March 28th Hospitality Dinner Sponsor \$1000 (2 available, first come) \$ _____
- Additional Exhibit Hall Badge \$50 each
Name(s): _____ \$ _____
- Additional Owner/Manager Reception Attendee \$50 each
Name: _____ \$ _____
- Additional Hospitality Dinner Attendee \$50 each
Name: _____ \$ _____

Grand Total \$ _____

THREE WAYS TO REGISTER:

1. Mail this form to:

AZPPO
Attn: Tracy Unmacht
Capitol Consulting
818 N 1st St
Phoenix, AZ 85004

2. Fax to: 602-712-1252

3. Online at azppo.org

Payment Information

Our check is enclosed (payable to AzPPO)

Please charge the total to my credit card:

VISA MASTERCARD AMEX

Credit Card #: _____ Exp: _____

Sec Code: __ Cardholder Name: _____

Cardholder Signature: _____

Exhibitor Hotel Option

HOTEL INFORMATION

➔ Phoenix Marriott Mesa Hotel

200 N. Centennial Way
Mesa, AZ 85201

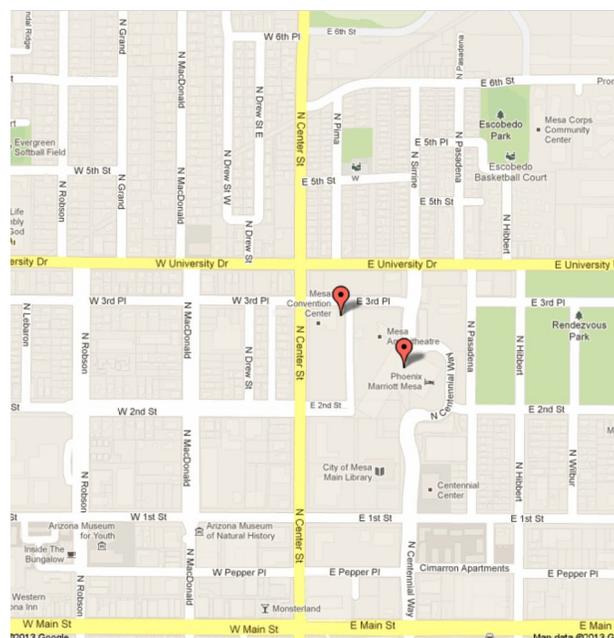
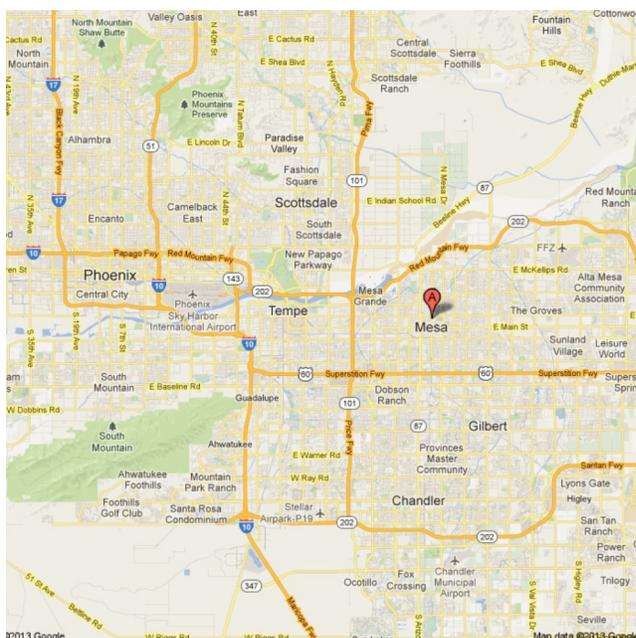
Phoenix Marriott Mesa is a 12-story high-rise hotel located in the heart of the Phoenix East Valley, only 12 miles from Phoenix Sky Harbor International Airport. Close to ASU (Arizona State University), dining, golf, shopping, tourist attractions, and one mile from Hohokam Stadium, (home of the Chicago Cubs Spring Training), the hotel features a 24-hour fitness center, heated pool & spa, complimentary parking, room service, free wireless high-speed Internet, guest laundry, and restaurant & bar.

AZPPO special rate is \$159 per night plus tax if reserved by February 28th.



Reservation Details

*Please call 800-835-9873 and reference *AZPest Professional* for your discounted rate. We also have an online link available on our website www.azppo.org



Mesa Convention Center
263 N Center St
Mesa, AZ 85201