

# 24TH ANNUAL TRADE SHOW

- The AOWA Trade Show serves as a marketplace for onsite wastewater industry companies and provides an opportunity to showcase the industry's equipment, systems, components, tools, and services.
- Give your company the exposure it needs to increase leads and sales.
- Interact with businessmen and businesswomen from companies involved in manufacturing, installing and servicing onsite systems and portable restrooms across Alabama.
- Given the powerful impact and high profile an exhibit and/or sponsorship delivered at an event that is tailored specifically to your industry, you will gain maximum exposure in your target market.
- AOWA works to ensure excellent traffic flow on the exhibit floor. Coffee breaks are held in the exhibit hall exclusively during the training program intermissions. Training sessions offer continuing education required for Alabama's industry licensing program and CE credit is given for those attending the AOWA Trade Show – this guarantees lots of traffic. Door prize drawings are held to encourage maximum traffic throughout the day, and the Trade Show concludes with the annual drawing for one of the following: Bobcat 418 Mini Excavator, or a 2011 Harley Davidson , or a Ford F150 Pick-Up Truck, or \$20,000 CASH! It is an exciting reverse draw raffle with an opportunity to buy and sell remaining eligible tickets as the drawing comes down to the last raffle ticket.
- Attendee information: This is the largest industry show in Alabama and we expect to draw more than four hundred septic tank manufacturers, installers, and pumpers along with Alabama's portable restroom company representatives from both large and small businesses across the entire state.

**Make new contacts and generate highly qualified leads**

For a minimum investment, the AOWA Trade Show gives your company two days of face-to-face contact with hundreds of your best prospects—septic tank pumpers, installers, and manufacturers, and portable toilet companies.

**The AOWA Trade Show is the ideal venue for achieving marketing and advertising goals through participation as an Exhibitor and/or a Sponsor**



# Alabama Onsite Wastewater Association

P.O. Box 210701/Montgomery, AL 36121

VOLUME 1,

## EXHIBITOR AGREEMENT

### "24th Annual AOWA Trade Show"

### March 31-April 1, 2011

The Alabama Onsite Wastewater Association (hereinafter referred to as AOWA) and the company indicated on the form below (hereinafter referred to as "Exhibitor") make this agreement on the date indicated below. The Exhibitor agrees to pay for the use of exhibit space at the AOWA Trade Show as follows: *(check one)*

**COMPANY and CONTACT INFORMATION** -- Please Print Clearly -- Make check payable to "AOWA"  
Company Name \_\_\_\_\_ Main Products Exhibited: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Contact Phone: (\_\_\_\_) \_\_\_\_\_

Contact Mailing Address: \_\_\_\_\_ Fax: (\_\_\_\_) \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Signature of Authorized Agent: \_\_\_\_\_ Dated: \_\_\_\_\_, 2010

- Booth Space (10x8) @ \$600**
- Two Adjoining Booths @ \$1,000**
- Floor Space (16x25) @ \$900** (for heavy equipment)
- Floor Space + Booth Space @ \$1,200**

(should not be used for display of heavy equipment)

*Booth spaces include: Pipe & drape booth, 1 skirted table, 2 chairs, standard signage, and wastebasket.*

Please check here if you require **electrical hookup** for your booth. Number of outlets needed: \_\_\_\_\_

**The Alabama Onsite Wastewater Association welcomes your company's support of its 2011 Annual Meeting/Tradeshow.**

**We wish to sponsor at the following level: (Sponsors are our guest @ dinner)**

\_\_\_\_\_ *Platinum Level Sponsor (\$1000) (highest level, with the greatest exposure for company name)*

\_\_\_\_\_ *Gold Level Sponsor (\$750) (second highest level, with excellent exposure for company name)*

\_\_\_\_\_ *Silver Level Sponsor (\$500) (outstanding exposure for company name)*

\_\_\_\_\_ *Bronze Level Sponsor (\$300) great exposure for company name)*

\_\_\_\_\_ *Contributor Level (any amount): \$\_\_\_\_\_ contribution—If your company would like to be the sole sponsor*

*of any break, meal or event, please call Dave or Kristie at AOWA (334) 396-3434*

**Please list all persons who will work in your booth at the Trade Show:(Please print clearly-list used for name tags!)**

*First Name*

*Last Name*

*First Name*

*Last name*

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**Annual Dinner Ticket Order: Please list names of all persons who will be attending the dinner, including children over 10.**

*First Name*

*Last Name*

*First Name*

*Last name*

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**Total amount enclosed \$ \_\_\_\_\_**

**EXHIBITOR REGISTRATION AND PACKET WILL BE AVAILABLE AT DESIGNATED BOOTH UPON ARRIVAL**

Please check in with Kristie Frost or Dave Roll.

**Exhibitors with large displays or equipment should move into the Civic Center. Fork lifts and Civic Center staff will be available to assist you and direct you to your assigned booth or floor space.**

**SHIPPING AND DELIVERY INFORMATION FOR EXHIBIT EQUIPMENT**

If you are planning to ship your exhibit directly to the Pelham Civic Center, please use this address:  
Pelham Civic Center

**Attn: A.O.W.A. & [your company name]**

**500 Amphitheater Road**

**Pelham, AL 35124**

**(Civic Center Phone: (205) -620-6448)**

**If you need to ship your display through Veal Convention Services please call (205) 328-1010**

**IMPORTANT:** At exhibit breakdown, you will be responsible for packing your equipment, labeling and marking cartons for pickup by your specific package delivery company. If your equipment will be picked up by a package company (UPS, Fed Ex, Airborne, etc.) **your company representative must have appropriate forms and labels and know your company's account number!**

Liability Waiver: the Exhibitor agrees not to hold AOWA responsible for or make any claim against AOWA for loss, theft, damage or destruction of Exhibitor's property or personal injury during set-up, break down, or while trade show is in progress.

Exhibitor agrees to a \$1,000 fee to the Pelham Civic Center if any equipment or cleaning product damages the civic center floor.

**AOWA reserves the right to refuse space to any Exhibitor whose exhibit is not appropriate for the attendees or the industry.**

*IF YOU HAVE ANY QUESTIONS REGARDING THIS INFORMATION OR THE FORMS ENCLOSED, PLEASE CALL AOWA (Dave Roll) at (334) 396-3434.*

*AOWA*

*P.O. Box 210701*

*Montgomery, AL 36121*

*Remember, exhibitors and sponsors signed up by February 12th are included in the Annual Meeting Special Issue of AOWA news in March.*



## Exhibitor Information

### Alabama Onsite Wastewater Association 24th Annual Meeting and Trade Show

*The 2011 AOWA Annual Meeting, the Trade Show, and the continuing education training sessions for Installers, Pumpers, Tank Manufacturers and Portable Restroom Operators will be held at the Pelham Civic Center, 500 Amphitheater Road, Pelham, Alabama on 3/31/11 & 4/1/11. Booth spaces will include pipe and drape, skirted table, 2 chairs, signage, and wastebasket. If you need electrical hook-up(s), please indicate so on your Exhibitors Agreement. Floor spaces have skirted table, 2 chairs, and wastebasket*

### Schedule of Events Associated with AOWA Trade Show (in planning stage, subject to change)

#### Wednesday, March 30th

4:00 p.m. to 9:00 p.m. Move in and set up

#### Thursday, March 31st

8:00 a.m. to 10:30 a.m. Trade Show Exhibitor Move In and Setup

7:00 a.m. Training Registration Opens

8:00 a.m. Continuing Education Classes Begin

9:00 a.m. - 5:00 p.m. Trade Show & Expo Open

4:00 p.m. \*AOWA Member Meeting

6:00 p.m. AOWA Annual Dinner

#### Friday, April 1st

8:00 a.m. – 4:00 p.m. Continuing Education Classes Continue

8:00 a.m. – 4:00 p.m. Trade Show Exhibits Open

4:00 p.m. Continuing Education Classes & Testing Conclude

3:00 p.m.— 4:00 p.m. Backhoe Giveaway and Prize Drawings in Trade S

If we have a quorum this will be the annual meeting. If we do not have a quorum this will be a special meeting of the Board of Directors with the same agenda and all members are invited to attend.

#### HOTEL INFORMATION

A block of rooms has been set aside at the following two hotels at or near the Pelham Civic Center for those attending the Annual Meeting, the Trade Show and training sessions.

*Room reservations must be made by no later than February 25, 2011 to get the special room rate.*

*When making your reservation, be sure to specify that you are with the Alabama Onsite Wastewater Association group to qualify for the AOWA group rate.*

Exhibitors are responsible for making their own hotel reservations. Be sure to ask for the AOWA Group Rate if you call the Hotel. The codes are AOWA.

Hampton Inn & Suites / 232 Cahaba Valley Rd., Pelham, AL

(205)313-9500

Holiday Inn Express / 260 Cahaba Valley Rd., Pelham, AL

(205)987-8888