

Delaware Rural Water Association's

22nd Annual Technical Conference & Exhibition

Dover Building

Delaware State Fairgrounds

Harrington, Delaware

Exhibitor Registration

SET-UP:

FEBRUARY 28, 2012
9:00 a.m.—5:00 p.m.

MEET & GREET:

FEBRUARY 28, 2012
6:00 p.m.—8:00 p.m.

EXHIBITS OPEN:

FEBRUARY 28, 2012
6:00 p.m.—8:00 p.m.

FEBRUARY 29, 2012
8:00 a.m.—5:00 p.m.

MARCH 1, 2012
8:00 a.m.—Noon

TEARDOWN:

MARCH 1, 2012
1:00 p.m.—3:00 p.m.



Thank You to Our 2012 Sponsors

Platinum Sponsor

RIO Supply/Neptune Technology Group

Bronze Sponsors

**Horney Industrial Electronics
Hydro Designs Inc.**

Entertainment Sponsor

Whitman, Requardt & Associates

Friends of Rural Water

Corrosion Control

Other Contributors

**Mueller Company
Tidewater Utilities, Inc.**

Exhibitor Representatives on DRWA 2012 Conference Committee

Jim Roome, Roome Environmental	Roomejim@aol.com	610-392-4011
Barry Walter, Hydro Designs, Inc.	bwalter@hydrodesignsinc.com	301-473-1250
Greg Picher, A.P. Certified Testing LLC	apcert@hotmail.com	973-220-8029
Dale Brackin, Godwin Pumps	sales@godwinpumps.com	856-467-3636
Rob Kershner, Kershner Environmental Tech.	r.kershner@ketllc.com	410-581-0555
Carol Murphy, Tidewater Utilities, Inc.	cmurphy@tuiwater.com	302-734-7500



Welcome!

Delaware Rural Water Association is getting ready for its 22nd Annual Technical Conference & Exhibition to be held again in the Dover Building at the Delaware State Fairgrounds in Harrington. Lunches and training sessions will take place in the building marked "Exhibit Hall".

The 2011 Conference was a success with 76 exhibits and total attendance as follows: Meet and Greet was 211, Wednesday's attendance was 408, and Thursday's attendance was 302. *THANK YOU!* to our past exhibitors and sponsors for their support of Delaware Rural Water Association and its members. We look forward to working with all of you in the future. If you have any questions, feel free to give us a call at 302-424-3792.

Dates to Remember

✓ September 1, 2011

- Exhibitor Registration begins
- Full registration fee payment is required to guarantee booth space .

✓ January 31, 2012

- End of refunds for cancellation. Refunds through January 31, 2012 will be made minus \$100 administration fee.

✓ February 23, 2012

- Names of exhibitor representatives must be submitted by this date.

✓ February 28, 2012

- Set-up from 9:00 a.m.—5:00 p.m.
- Meet & Greet from 6:00 p.m.—8:00 p.m.

Conference Hotel Information

Hotels/Motels near the Delaware State Fairgrounds:

AmericInn Lodge & Suites—Harrington

1259 Corn Crib Road Ask for Delaware Rural Water Association
Harrington, DE 19952 Room Block
Phone: 302-398-3900 \$82 + 8% DE Occupancy Tax
Fax: 302-398-4300

SUPER 8

17010 South Dupont Highway
Harrington, DE 19952
Phone: 398-4206

Holiday Inn Express (just north of the AmericInn Motel & Suites)

17261 S. Dupont Highway Ask for the Delaware Rural Water Room Block
Harrington, DE 19952 \$89 + 8% DE Occupancy Tax
Phone: 302-398-8800

Chinese Auction


This year will mark the beginning of the Annual DRWA Chinese Auction. The intent of the auction will be to assist the Delaware Rural Water Association in their goal of continuing education and the support of the Delaware water and wastewater programs. Details will be emailed in the near future to registered exhibitors.

Door Prizes

Exhibitors will be in charge of their own individual drawings. If you plan to give away a Door Prize you will need to provide your own tub and entry slips. Once you've drawn a winner, let the DRWA staff know and we'll announce the winners.

Entertainment

David Browning has confirmed he will return as the Mayberry Deputy with new additions to his act.



Official 2012 Conference EXHIBITOR RULES

WHAT BOOTH RENTAL INCLUDES:

- Pipe and draping, a table, 2 chairs, and an exhibitor identification tent card
- 2 badges (Exhibitor Rep names must be submitted by February 23, 2012; Changes after that date will be subject to a fee of \$25/name)
- 2 lunches each day

USE OF SPACE, SUBLETTING OF SPACE:

No exhibitor may assign, sublet, or share the space allotted with another business, firm, or individual.

EXHIBITORS' AUTHORIZED REPRESENTATIVE:

Each exhibitor, **PRIOR** to February 23, 2012, must submit their representative(s) names that are to man their exhibit. The exhibitor representative(s) shall assume responsibility for keeping the exhibit neat, manned and orderly at all times.

SET-UP:

Exhibitors may begin at 9:00 a.m. on Tuesday, February 28, 2012. All exhibitors must have their exhibit space set up by 5:00 p.m., Tuesday, February 28, 2012.

EQUIPMENT MUST FIT IN SPACE:

Exhibitors should set up no more equipment than what will fit in their assigned space. Any exhibitor who brings more equipment than will fit in their space must move the excess equipment from the Dover Building and other DRWA conference exhibit areas. There will be no exceptions to this policy. All equipment, displays, posters, etc., cannot exceed 4 feet in height unless it is 4 feet back from the front of the booth.

CARE OF BUILDING AND EQUIPMENT:

Exhibitors or their agents shall not injure or deface any part of the exhibit building, the booths, or booth contents or show equipment and décor including, but not limited to, signs or other articles posted, nailed, taped, stapled, or otherwise affixed to any pillars, doors, walls, or other parts of the building. Back and sidewall drapery and framework is designed for the support of drapery only. The suspension of display materials from the framework or drapery is prohibited. All framework is interconnected. The collapse of one booth could easily cause a domino effect. Serious personal injury and property damage could be a result of non-compliance to this rule.

OPERATION OF DISPLAYS:

DRWA staff reserves the right to restrict the operation of, or evict completely, any exhibit which, in its sole opinion, detracts from the general character of the exposition as a whole. All demonstrations or other promotional activities must be confined to the limits of the exhibit space. Sufficient space must be provided within the exhibit space for the comfort and safety of persons watching demonstrations and other promotional activities. Each exhibitor is responsible for keeping the aisles un-congested and safe. Displays may not obstruct the view of adjacent booths. Exhibitors may not distribute alcoholic beverages in the Dover Building. Exhibits which include the operation of musical instruments, radios, sound projection equipment, public address systems or any noise-making machines must be conducted or arranged so that the noise resulting from the demonstration will not annoy or disturb adjacent exhibitors and their patrons.

LIABILITY AND INSURANCE:

All property of the exhibitor remains under his/her custody and control in transit to and from the Dover Building areas and while it is in the confines of the Dover Building areas. Neither DRWA staff, its service contractors, the management of the Dover Building, nor any of the officers, staff members, or directors of any of the same are responsible for the safety of the property or exhibitors from theft, damage by fire, accident, vandalism or other causes, and the exhibitor expressly waives and releases any claim of demand he may have against any of them by reason of any damage to or loss of any property of the exhibitor. DRWA is not responsible for Exhibitor booth and property.

AMERICAN WITH DISABILITIES ACT:

Exhibitors acknowledge their responsibilities under the Americans with Disabilities Act to make their booths accessible to handicapped persons. Exhibitors shall also indemnify and hold harmless DRWA staff, service contractors, and the management of the Dover Building against cost, expense, liability or damage which may be incident to arise out of or be caused by the exhibitor's failure to comply.

SMOKING POLICY:

Smoking is prohibited in all areas of the DRWA Conference except outside.

TEAR DOWN:

No early tear down of exhibits is permitted. Exhibitors who tear down early will forfeit the choice of booth location next year. Tear down is on Thursday, March 1, 2012, from 1:00 p.m.—3:00 p.m. All exhibitors must have their exhibit equipment and displays removed from the Dover Building and other DRWA Conference exhibit areas no later than 3:00 p.m., Thursday, March 1, 2012.

REFUND POLICY:

Should an exhibitor find it necessary to cancel their reservation for booth space, Delaware Rural Water Association will refund the registration fee minus a \$100 administration fee through January 31, 2012. No refunds will be made after January 31, 2012.

Fee Information

CURRENT* DRWA ASSOCIATE MEMBER REGISTRATION FEE INCLUDES:

- Booth (10 x 6)
- 2 badges—Names of Exhibitor Reps must be submitted by February 23, 2012
- 2 lunches each day (Wednesday & Thursday)

NEW DRWA ASSOCIATE MEMBER REGISTRATION FEE INCLUDES:

- All items above
- 1 year DRWA membership

FEES FOR REGISTRATIONS

REGULAR BOOTHS (WHITE SPACES) -

- Current* DRWA Associate Member: \$650 for 1st booth; \$600 each additional booth
- New DRWA Associate Member: \$1000 for 1st booth; \$600 each additional booth

PREMIUM BOOTHS (GREEN SPACES)

- Current* DRWA Associate Member: \$750 for 1st booth; \$700 each additional booth
- New DRWA Associate Member: \$1,100 for 1st booth; \$700 each additional booth

ROTATING STAFF—\$75/PERSON

This classification is for exhibitor personnel who will attend the conference for only an hour or two on one day. The \$75 fee includes a badge for admission to the exhibits only. No meal is included with this fee.

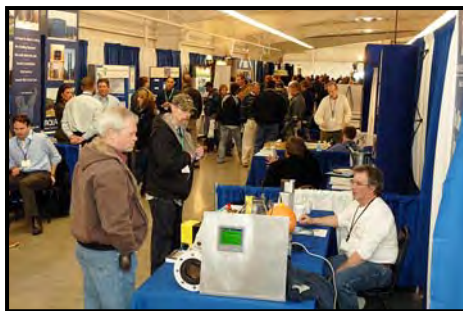
ADDITIONAL EXHIBITOR REPRESENTATIVE—\$125

This classification is for exhibitor personnel who will work the booth in addition to the two representatives included with the booth registration fee. This fee includes one badge and a meal on each day.

REFUNDS

- Refunds for cancellation will be made through January 31, 2012 minus a \$100 administration fee.

**To qualify for the "Current" member rate, dues renewing prior to 2/28/2012 must be paid.*



Delaware Rural Water Association's 22nd Annual Technical Conference & Exhibition

Dover Building

Delaware State Fairgrounds

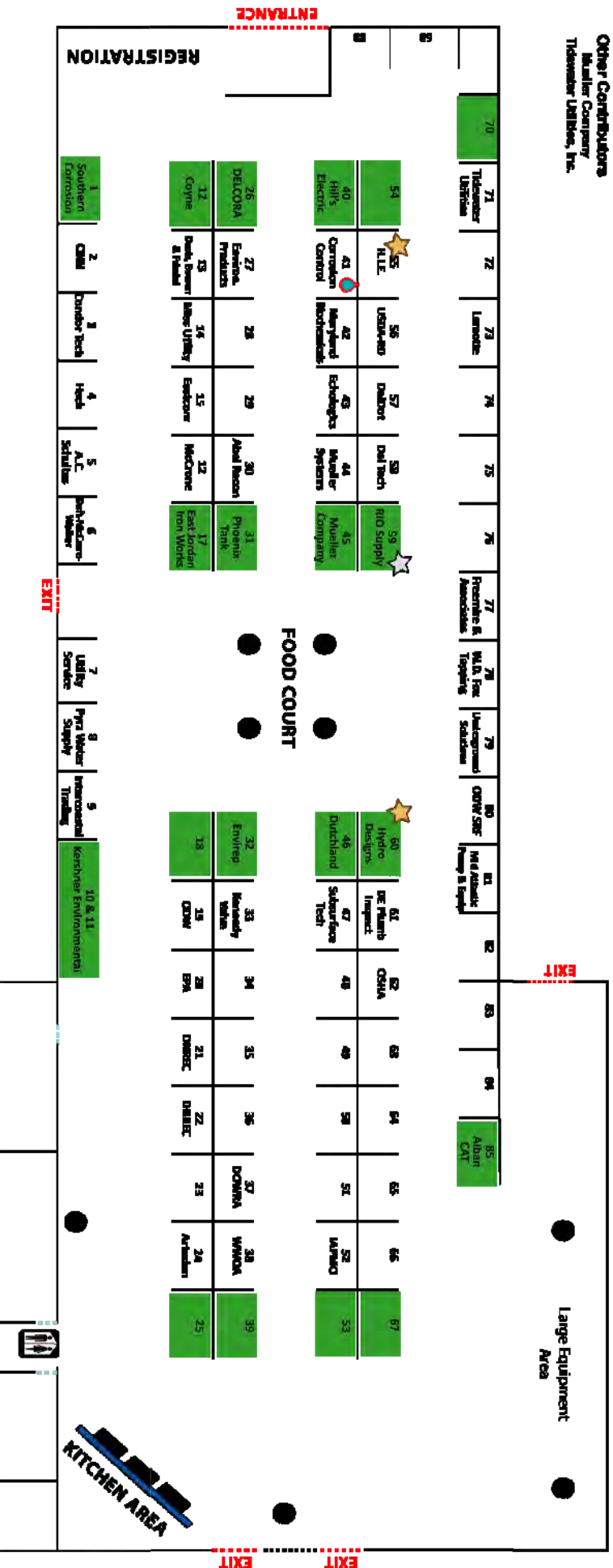
Harrington, Delaware

February 28, 2012 - March 1, 2012

Updated 12/15/2011 2:44 PM

- ★ Platinum Sponsor - RIO Supply/Neptune Technology Group
- ★ Bronze Sponsor - Homney Industrial Electronics
- ★ Bronze Sponsor - Hydro Designs Inc.
- ★ Entertainment Sponsor - Whitman, Requaert & Associates
- ★ Friend of Rural Water - Corrosion Control

Other Contributors
Muller Company
Tidewater Utilities, Inc.



Delaware Rural Water Association's 22nd Annual Technical Conference & Exhibition *Sponsorship Opportunities*

Platinum Sponsors—\$2,000 and above

Platinum Sponsors will receive 3 badges (in addition to those that come with the booth), recognition during the conference, a special sign for their booth, and recognition on the DRWA website with a hyperlink to their site.

Name for 1st Badge: _____

Name for 2nd Badge: _____

Name for 3rd Badge: _____

Gold Sponsors— \$1,500—\$1,999

Gold Sponsors will receive 2 badges (in addition to those that come with the booth), recognition during the conference, a special sign for their booth, and recognition on the DRWA website with a hyperlink to their site.

Name for 1st Badge: _____

Name for 2nd Badge: _____

Silver Sponsors—\$1,000—\$1,499

Silver Sponsors will receive 1 badge (in addition to those that come with the booth), recognition during the conference, a special sign for their booth, and recognition on the DRWA website with a hyperlink to their site.

Name for Badge: _____

Bronze Sponsors—\$500—\$999

Bronze Sponsors will receive recognition during the conference, a special sign for their booth, and recognition on the DRWA website with a hyperlink to their site.

Entertainment Sponsors—\$500

Entertainment Sponsors will receive recognition during the conference, a special sign for their booth, and recognition on the DRWA website with a hyperlink to their site.

Friends of Rural Water—Up to \$499

Friends of Rural Water sponsors will receive recognition during the conference and recognition on the DRWA website.

**I (we) would like to be a Sponsor of DRWA's
22ND ANNUAL TECHNICAL CONFERENCE & EXHIBITION**

Sponsor Level: _____ **Amount:** _____

Name for Special Recognition: _____

Contact Person: _____

Address: _____

Phone: _____ **Website:** _____

Credit Card Payments

Circle One:

VISA MasterCard

Card # _____

Exp. Date: _____

Card Billing Zip Code _____

Mail Form and Payment to
Delaware Rural Water Association

210 Vickers Drive

Milford, DE 19963

Thanks for your support!



Delaware Rural Water Association
22nd Annual Technical Conference & Exhibition
 February 28 - March 1, 2012
Exhibitor Registration Form

Company: _____

Main Contact: _____

Address: _____

Office Phone: _____ Fax: _____

Cell Phone: _____

E-Mail: _____

2 Badges are included with each booth:

Badge #1 Name: _____

Circle day(s) rep will attend: T W TH

Rep's Direct Phone: _____

Rep's Email: _____

Badge #2 Name: _____

Circle day(s) rep will attend: T W TH

Rep's Direct Phone: _____

Rep's Email: _____

**Additional Exhibitor Representatives (\$125/person)-
 includes meals and all days. Please circle day(s):**

Name: _____ T W TH

Direct Phone: _____

Email: _____

Name: _____ T W TH

Direct Phone: _____

Email: _____

Name: _____ T W TH

Direct Phone: _____

Email: _____

**Rotating Staff (\$75/person)-1 day, no meal. Please
 circle day:**

Name: _____ W TH

Name: _____ W TH

Name: _____ W TH

Name: _____ W TH

Name: _____ W TH

I will have a door prize _____ Yes _____ No.

My top 5 choices for booth space are:

**I HAVE READ AND UNDERSTAND THE DELAWARE RURAL
 WATER ASSOCIATION EXHIBITOR RULES AND POLICIES.
 (DRWA requires this acknowledgement of our rules to
 be signed before the registration can be processed.)**

Signature: _____

PRINT Name: _____

		TOTAL
REGULAR BOOTH—<u>White</u> Spaces on layout		
FIRST Booth:		
— Current DRWA Associate Member	\$650	
— New DRWA Associate Member	\$1,000	
Each Additional White Booth	\$600 x _____	
PREMIUM BOOTH—<u>Green</u> Spaces on layout		
FIRST Booth:		
— Current DRWA Associate Member	\$750	
— New DRWA Associate Member	\$1,100	
Each Additional Green Booth	\$700 x _____	
Additional Exhibitor Rep (\$125/person)	\$125 x _____	
Rotating Staff Fee (\$75/person)	\$75 x _____	
Platinum Sponsor—\$2,000 and above		
Gold Sponsor—\$1,500—\$1,999		
Silver Sponsor—\$1,000—\$1,499		
Bronze Sponsor—\$500—\$999		
Entertainment Sponsor—\$500		
Friends of Rural Water—Up to \$499		
TOTAL		
AMOUNT ENCLOSED		

Credit Card Payments

Circle One:

VISA

MasterCard

Card # _____

Exp. Date: _____

Card Billing Zip Code _____

Mail Registration & Payment to:

Delaware Rural Water Association
 210 Vickers Drive
 Milford, DE 19963
 Phone: 302-424-3792
 Fax: 302-424-3790

For DRWA Use Only

Amount Received:	Check #:
Date Received:	Exh. #: