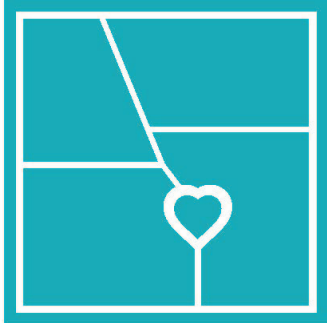




Date:
 May 24-26, 2017

Overland Park
 Convention Center

Overland Park,
 Kansas





December 2016

You're invited to exhibit with APWA!

Dear Exhibitor,

The five *Heart of America* APWA Chapters (Iowa, Kansas, Kansas City Metro, Missouri, and Nebraska) invite you to exhibit, share, and network at the triennial 2017 Mid-America Conference and Exhibit Show, now known as **MidAmX**, next May in Kansas City!

When: May 24-26, 2017

Where: Overland Park Convention Center
Overland Park, Kansas

Why: For you, the exhibitor, this is the only chance to participate in a show this year representing the combined members of the public works community from our four state region. It is a tremendous opportunity for you to meet a variety of Managers, Directors, Engineers, and Superintendents, as well as many other governmental agency and private sector employees from the region. It is also an opportunity to demonstrate and/or display your products or services to the hundreds of APWA members who will attend.

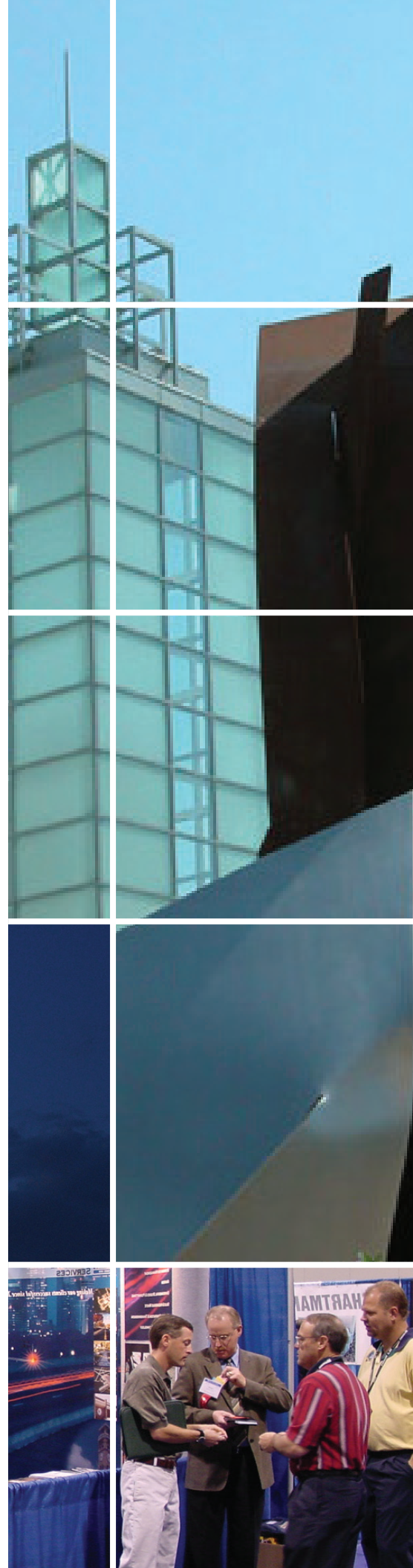
How: Visit <http://midamx.apwa.net/EventDetails/10199> to register and secure your booth space. Booth space will fill up fast, so please register at your earliest convenience. **Deadline is May 17, 2017.**

Questions: Please contact Todd LaTorella (email preferred) if you have questions or special requests. We will be more than happy to assist you with your registration and booth assignment. Without your support, this conference would not be possible.

Sincerely,

A handwritten signature in black ink, appearing to read 'Todd M. LaTorella'.

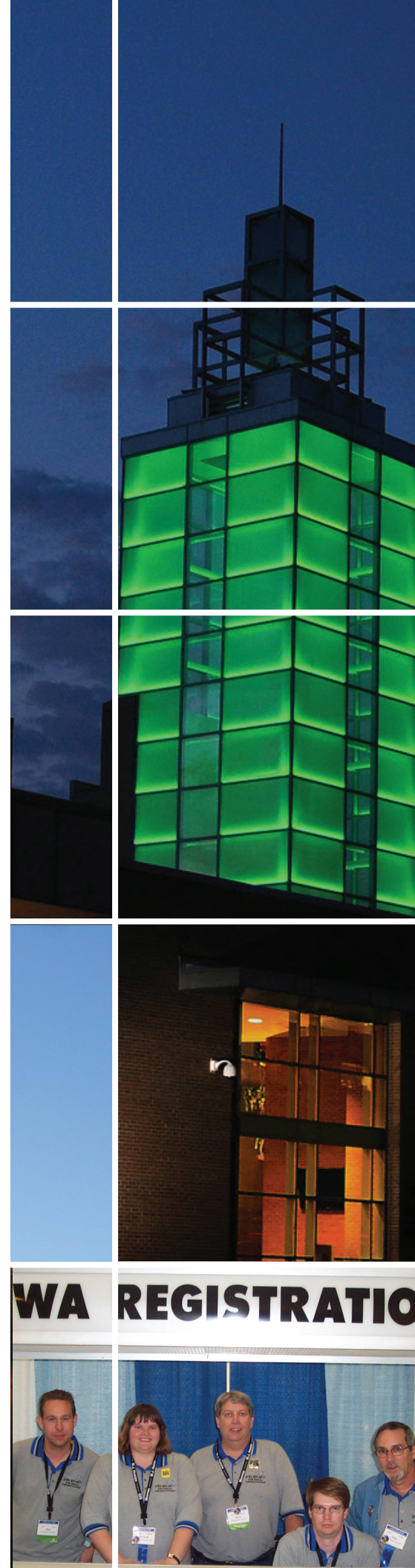
Todd M. LaTorella, P.E., Chair, 2017 MidAmX Exhibit Committee
Executive Director, MO/KS Chapter, American Concrete Pavement Association
Preferred method of contact: ToddL@moksacpa.com
913-381-2251 (office)
913-381-4958 (fax)
816-392-9196 (cell)
www.moksacpa.com





Ten great reasons to exhibit at the 2017 MidAmX:

1. The Mid-Am Conference and Exhibit Show are fully supported by the “Heart of America” Chapters (Iowa, Kansas, Kansas City Metro, Missouri and Nebraska) of the **American Public Works Association**.
2. Attendance mirrors the diverse membership of APWA - public agency managers, technical personnel, superintendents and operations staff, construction contractors and design professionals, suppliers and vendors active in the public works industry.
3. The *Mid-Am Conference and Exhibit Show* will be publicized throughout Midwest publications and news media.
4. The Overland Park Convention Center has 60,000 square feet of indoor display space and high-bay loading docks to accommodate large equipment, vehicles and product displays.
5. Exhibit show is free to all MidAmX registrants - no extra ticket hassles.
6. Low-cost, one-day “Exhibit Hall” passes also available for operations staff from the four-state region to attend.
7. Special events, prize drawings and refreshments will draw MidAmX attendees to the Exhibit Hall to ensure exposure to the exhibitors.
8. Conference features a joint luncheon celebrating **National Public Works Week** (May 22-26), with all attendees provided exhibit hall passes.
9. **As an exhibitor, you are also a MidAmX registrant!** Two full registrations are part of the exhibitor package, allowing representatives to participate in the conference AND the exhibit show.
10. This follows ELEVEN successful shows hosted by the five Heart of America Chapters of APWA!





Registration

Your first booth registration includes two (2) complimentary APWA MidAmX passes to all conference activities, including the NPWW Luncheon. If you would like additional full registrations and/or NPWW luncheon tickets, please select that option when you register online.

Installation

Wednesday, May 24, 2017, 7:00 a.m. - 4:00 p.m.

Removal

Thursday, May 25, 2017, 3:30 p.m. - 9:00 p.m.

Exhibit Hall Booth Size

Standard Booth Size is 10' x 10', specifically booth space includes a 6' table, 2 chairs, waste basket, and identification sign. (\$750)

Additional 10' x10' booth can be purchased for \$700.

George E Fern Company will provide Exhibitor Show Kit upon receipt of Exhibitor Registration.

Register online at

<http://midamx.apwa.net/EventDetails/10199>

Exhibition Hours

Wednesday

(May 24) 4:00 p.m. to 8:00 p.m.

Get Acquainted Party 6:00 p.m. to 8:00 p.m.

Thursday

(May 25) 7:00 a.m. to 3:30 p.m.

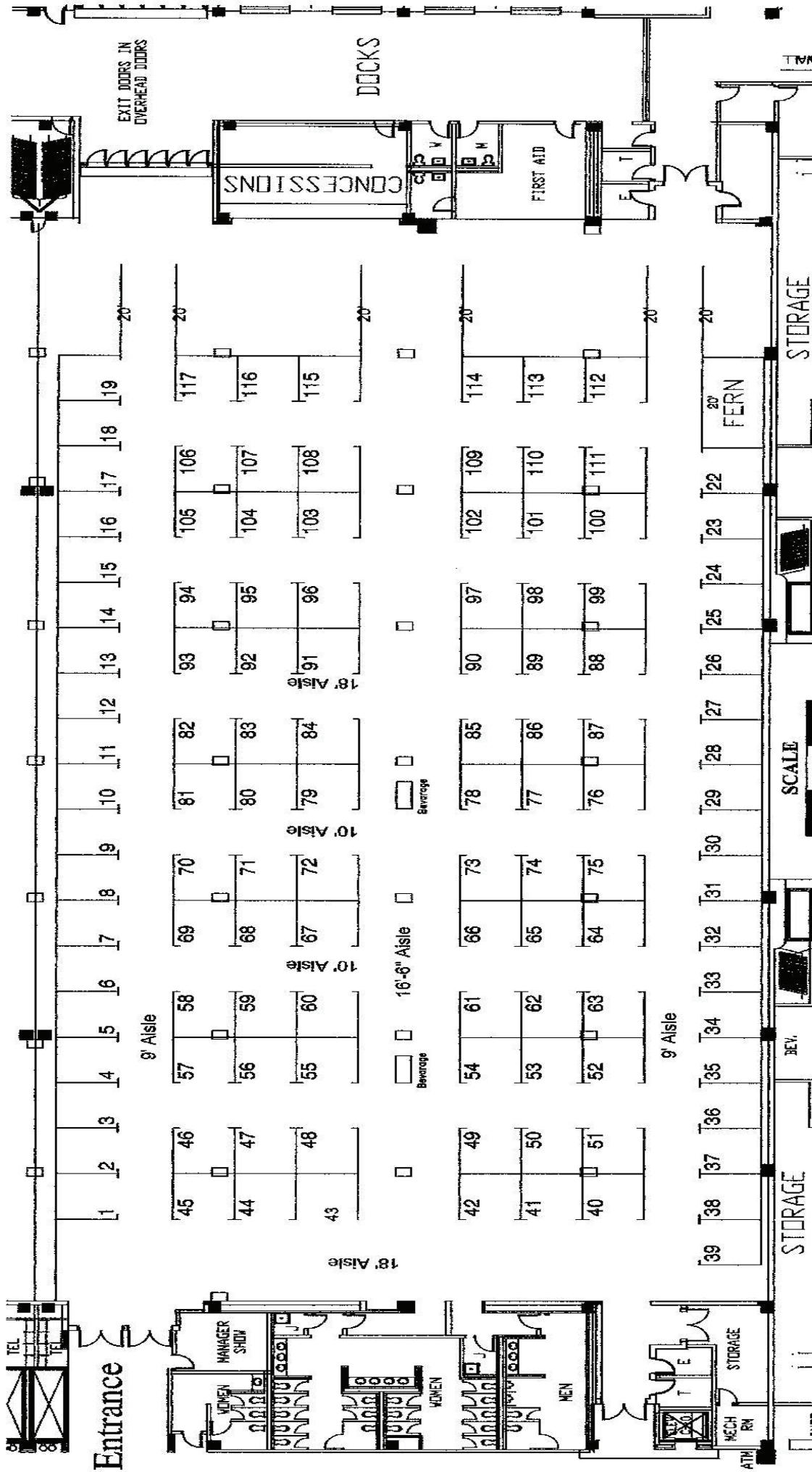
Breaks in Exhibits

Exhibit Hall Closes at 3:30 p.m.



2017 APWA MidAmX

Exhibit Floor & Booth Layout



117 - 10'x10' Exhibit Booths Available



Reservation for Exhibit Space

For more information, contact the Exhibit Committee Chair listed at the bottom of this page.

To reserve Exhibit Space, **online reservations are preferred** and can be made at <http://midamx.apwa.net/EventDetails/10199>. If you prefer, type or print all information, sign and enclose check, remit to the address shown below.

Company or Organization Name: _____

Address: _____ PO Box: _____

City, State, Zip Code: _____

Signature of Authorized Representative: _____ Date: _____

Attendee Name: _____ Title: _____

Email: _____ Phone: _____

Chapter Affiliations: _____

Attendee Name: _____ Title: _____

Email: _____ Phone: _____

Chapter Affiliations: _____

Products/services to be exhibited: _____

Name(s) of manufacturers that will be represented at your booth: _____

Identification banner should read: _____

City/State: _____

WE WISH TO RESERVE _____ BOOTH SPACE(S)

@ \$750 per space, \$700 for each additional booth. The exhibit diagram is included in this packet.

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

Please make check payable to: APWA Mid-America Conference & Exhibit Show

Return to: Todd LaTorella, 15700 College Blvd., Suite 103, Lenexa, KS, 66219 Email : todd1@moksacpa.com

- We hereby make application for exhibit space(s) indicated above for our use at the 2017 Mid-America Conference and Exhibit Show to be held in the Overland Park Convention Center.
- We agree to comply with the rules and regulations as set forth and to the conditions under which exhibit space in the Overland Park Convention Center leased to APWA.
- We agree to full payment at time of reservation.
- We agree that if, in the opinion of the APWA Mid-America Chapters, it becomes necessary to change the original allocation of space, such charges may be made by notification to the authorized representative of the exhibitor.
- We understand that, upon acceptance of this application by the APWA Mid-America Chapters, a contract consisting of this application and the rules and regulations will be in full force and effect.
- We understand that assignments will be made on a first come, first served basis. Priority will be based on the date the application is received.
- Two meal tickets will be provided per exhibitor. Additional meal tickets will be available for a fee.

EXHIBITION RULES & REGULATIONS

SPACE ASSIGNMENTS

APWA reserves the right to shift space assignments after the contract has been signed if it is found necessary to do so. Space is leased with the understanding that the Exhibitor will hold APWA harmless from any and/or all liability, which may result from any cause whatsoever.

PAYMENT AND CANCELLATIONS

In applying for space, the Exhibitor will pay full cost of the space with the application. In the event of cancellation by the Exhibitor at anytime, APWA shall have the right to rent the space to anyone else without obligation to return the amount already paid and the right to retain such amount as liquidated damages.

HOURS

Exhibit Hours, subject to changes authorized by the management are as follows:

APWA Mid-America Conference Exhibit Show

Wednesday, May 24, 2017, 4:00 p.m. to 8:00 p.m.

Thursday, May 25, 2017, 7:00 a.m. to 3:30 p.m.

INSTALLATION OF EXHIBITS

Wednesday, May 24, 2017, 7:00 a.m. to 4:00 p.m.

DISMANTLING AND REMOVAL OF EXHIBITS

Thursday, May 25, 2017, 3:30 p.m. to 9:00 p.m.

ARRANGEMENT OF EXHIBITS

Standard booth background and side rails, decorated with curtains, and 6' table, 2 chairs, waste can and uniform two-line signs are provided without charge. Exhibitor will provide all other furnishings, equipment facilities, etc., at its own expense and responsibility. (They may, at Exhibitor's discretion, be obtained through the official supplier) Booth backgrounds are eight feet in height, and divider rails are three feet in height. In the area three feet forward from the rear background of each booth, display materials may be placed up to a height not exceeding the facilities height limitations. In any portion of the booth beyond three feet from the rear height of the rail, which is three feet from the building floor. Any deviation must be submitted to APWA for prior approval. Exhibits not conforming to these specifications of which in design, operation, or otherwise, are objectionable in the opinion of the management will be prohibited. All demonstrations and exhibits must be confined to the exhibit booths. No exhibitor shall assign, sublet, or share the whole or any part of the booth space allotted.

GENERAL RESTRICTIONS

The use of flammable and volatile materials is prohibited, this includes: Tanks attached to machinery and vehicles. All vehicles must have the gas tank drained and a locked or taped gas cap. Battery cables must be disconnected. All butane, propane, and/or any other kind of flammable gas pressure vessel, including empty vessels, are strictly prohibited.

Draping materials and other decorative materials must be flameproof and comply with all state and local regulations.

Exhibitors are prohibited from using amplifying equipment that is objectionable.

Exhibitors must confine their activities to their contracted space.

Exhibitors will not be permitted to use strolling entertainment or to distribute samples or souvenirs except from their own booths.

Concessionaire must approve all distribution of food. Exhibitors who use costumed people or mannequins should be sure that their manner of appearance and dress is such as to not offend even the most critical. APWA reserves the right to require the modification of any questionable exhibit.

Exhibitors using music in their booth either live or mechanical, must provide APWA with a copy of Exhibitors licensing agreement with ASCAP, BMI, SESAC or other such licensing organization or must expressly warrant in writing to APWA that no such license is required due to exemption under 17 U.S.C. 110 (5) or other specified exemption. Further, should Exhibitor play music, Exhibitor agrees to indemnify and hold APWA harmless from any action brought against APWA by ASCAP, BMI, SESAC or other licensing organization for the playing of such music.

Exhibitors are prohibited from serving alcoholic beverages. Any other food and beverages must be purchased through the official food vendor.

Exhibitors must comply with all safety provisions as required by the Facility and Fire Marshall.

The laws of the State of Missouri shall govern the construction, interpretation and enforcement of this agreement.

Exhibitors must display only products and services manufactured or distributed by their company.

Exhibiting companies will be permitted to operate hospitality suites with prior approval from APWA show management. Hospitality suites may not be open during show hours.

Direct sales activities are not allowed at an APWA exhibition or tradeshow. The American Public Works Association (APWA) is a nonprofit 501 (c) (3) organization. Exhibitions and tradeshow of 501 (c) (3) non-profit organizations are conducted for the purpose of furthering the organization's educational purposes and enhancing the professionalism of its members and general public.

Direct sales activities at a 501 (c) (3) organization's exhibition or tradeshow may jeopardize the non-profit status of that organization or have other tax implications.

No exhibitor may offer or distribute any publication or other material created through the offering of the sale of advertising to exhibitors or other public works related organizations not in attendance at the exhibition or tradeshow, with the express intent that such publication or material would be distributed or be made available at any APWA exhibition or tradeshow.

APWA shall have the right to determine and specify what vendors will be permitted to provide services and products to the exhibitors at its exhibitions and tradeshow. No exhibitor shall have the right to hand out any information that purports to be, or can in any way be construed as being related to the APWA show or exhibit, or that provides a product or service to any other exhibitor, without first obtaining APWA's written permission.

Any firm or organization NOT officially assigned space in the exposition will NOT be permitted to engage in any activities within the exhibit area.

LIABILITIES

The Exhibitor agrees that APWA, its agents, and employees, and the hosting facility or its employees: (a) Will not be responsible for any damage to or for the loss or destruction of the Exhibitor's property or injuries to the Exhibitor, his representatives, agents or employees, all claims for any such loss, damage, destruction, or injury being

EXHIBITION RULES & REGULATIONS

expressly waived by the Exhibitor. (b) Will be exempted from or indemnified for any claim for injury to any of the Exhibitor's representatives, agents, or employees.

APWA, its agents and employee, will not be liable for failure to hold the Exhibits as scheduled. Payments for booth space will be returned in that event except that any actual expense incurred in connection with the Exhibits will be deducted if the Exhibits are called off because of fire, or any act of God, or the public enemy, or strike, or epidemic, or any law or regulation of public authority or any other act beyond the control of APWA which makes it impossible or impracticable to hold the Exhibition.

INSURANCE

Exhibitors shall insure their own exhibits and display materials. Exhibitors shall carry Public Liability Insurance with a \$1,000,000.00 combined single limit or bodily injury, accident, and property damage combined per incident. Each exhibitor should check with their insurance carrier to request a certificate. Certificates of insurance should be submitted to APWA no later than 30 days prior to the first day of exhibits, Please mail certificates to: APWA, attn: Todd LaTorella, Exhibit Committee Chair; c/o ACPA, MO/KS Chapter; 15700 College Blvd., Suite 103, Lenexa, KS 66219

CARE OF BUILDING AND EQUIPMENT

Exhibitors and their agents shall not injure or deface the walls, floors or any part of the exhibit building or any booth materials and equipment of another exhibitor, contractor, Show Management, or APWA. When such damage appears, the exhibitor causing such damage is liable to the owner of the property so damaged. The distribution of peel-off labels or decals is prohibited. Tape may not be used to adhere signs to any of the building's walls, pillars, or floors.

EXHIBITION RULES & REGULATIONS

INSTALLATION AND DISMANTLING REGULATIONS:

1. All displays must be completely installed by 4:00 pm on Wednesday, May 24, 2017.
2. Noisy or unsightly work in any exhibitor's booth area after the above deadline and/or during open show hours is prohibited.
3. Exhibitor goods/materials received after the exposition opening on Wednesday, May 24, 2017 must be delivered to the booth at times approved by Show Management. Delivery during official exhibit hours is prohibited.
4. Goods and materials used in any display (except bona fide samples) may not be removed from the exhibit hall until the exposition has been officially closed unless approved by Show Management.
5. The deadline for removal of all materials from the exhibit hall will be enforced. It is the sole responsibility of each exhibitor to have materials packed, identified and cleared for shipment by the appropriate deadline published by Show Management.
6. Show Management reserves the right, with no liability whatsoever for damage, spoilage or loss, to dismantle, dispose of, store or clear from the premises any display materials, goods, property or merchandise of an exhibitor who fails to comply with the removal requirements and to order such work to be done at the sole expense of the exhibitor.

UNION LABOR

Exhibitor is required to observe and comply with all union regulations for the State or Province in which the event is being held, as well as contracts with the facility in which the event is taking place, official service contractors and union labor organizations. Exhibitors agree to abide by all local jurisdiction union requirements, if applicable, for work involving installation and dismantling of exhibit space.

AMERICAN WITH DISABILITIES ACT

Disability Provisions: Exhibitor represents and warrants (a) that its exhibit will be accessible to the full extent required by law, (b) that its exhibit will comply with the Americans with Disabilities Act ("ADA")

and with any regulations implemented by the ADA including, but not limited to: 36" pathways, ramp capabilities for raised or lowered flooring, and installation of tightly woven carpeting less than 1/2" thick to facilitate wheelchair movement and (c) that it shall indemnify and hold Show Management and Exposition Management harmless from and against any and all claims and expenses, including attorney's fees and litigation expenses, that may be incurred by or asserted against Show Management and Exposition Management, its officers, directors, agents or staff on the basis of the exhibitors breach of this paragraph or noncompliance with any of the provisions of the ADA.

PRODUCTS & SERVICES TO BE EXHIBITED

Products and services to be exhibited must meet the standards of generally accepted public works practices and professionalism. In the event of disagreement, APWA show management's decision shall be final. Any equipment or item that requires a forklift or other motorized vehicle to move it into the booth space must be specifically preapproved by and arranged through APWA show management. Exhibitors not in compliance will be required to remove the equipment or item in question.

EXHIBITOR APPOINTED CONTRACTORS (EACs)

Exhibitors using companies other than the Official Service Contractor must advise APWA in writing of their intent no later than 30 days prior to the first day of installation. Exhibitors utilizing EACs agree to indemnify and hold harmless APWA and the Facility from any and all liability, including attorney's fees, which may arise due to the third party contractor's presence or actions. EACs agree to, when necessary, share with the Official Service Contractor relevant fees, including but not limited to union steward fees. Exhibitor accepts final responsibility for any EAC employed on their behalf and agrees to educate EAC on all show rules and regulations. EACs must supply proof of insurance to APWA no less than 30 days in advance of installation. Coverage must include General Liability and Automotive Liability of \$1,000,000.00, Worker's Compensation as required in Missouri and Employer's Liability of \$100,000. Umbrella Form Excess Liability may be used to bring coverage up to these requirements.

MATERIAL HANDLING - CRATE STORAGE

You may handle your own exhibits, machines or merchandise in most sites. Please read the cover letter in the Exhibitor's Show Kit. If you arrange special rigging, you must coordinate the timing of this move with Decorator Services. Arrangements for this service and crate storage may be made with Decorator Services. Please see manual for shipping instructions and receivable services information and rates. Be sure your exhibit is on time.

BOOTH RENTAL FURNITURE, ELECTRICAL AND LABOR

You will receive an Exhibitor Show kit well in advance of the show. Advance order forms for furniture, carpet, tables, electrical service, and set labor and dismantle labor will be included. Ordering this equipment and these services in advance will ensure better service and lower cost.

ADMISSIONS

APWA will have sole control over all admissions of persons. All persons visiting the exhibit area will be admitted according to the rules and regulations of the Exhibits as issued or amended by the authorized representative of the Corporation.

RULES AND REGULATIONS

Exhibitors will abide by all other provisions of these rules and regulations, and with fire regulations and all other regulations of governmental agencies and the hosting facility. It is expressly understood and agreed by applicant that the Rules and Regulations of the exhibit as issued or amended by APWA are hereby made and integral part of the Contract and of the agreement between Applicant and APWA for this reference and to the same extent and effect as if said Rules and Regulations were set forth in full in the Contract.

MANAGEMENT COMMITTEE

KANSAS CITY METRO CHAPTER

Patty Hilderbrand, Co-Chair

City of Kansas City, MO
816-513-2576

Wayne Gudenkauf

City of Overland Park
913-895-6042

Rob Krewson

HDR Engineering
816-360-2736

KANSAS CHAPTER

Tammy Bennett

City of Lawrence
785-832-3133

Mike Moriarty

Kansas Department of Transportation
785-296-8864

Chad Grisier

Professional Engineering Consultants
785-233-8300

IOWA CHAPTER

Terry Cox

APWA Iowa Chapter
712-755-5137

Corey Mellies

City of Ames
515-239-5521

Pat Miller

City of Council Bluffs
712-328-4641

MISSOURI CHAPTER

Eric Landwehr

Cole County Public Works
573-696-3614

John Frerking, Co-Chair

Engineering Surveys & Services
573-449-2646

Jason Dohrmann

Howard R. Green Company
636-812-4209

NEBRASKA CHAPTER

Joe Soucie

City of La Vista
402-331-8927

Allen Schoemaker

City of Blair
402-426-4191

Bill Herr

Sarpy County Public Works Department
402-537-6906



Overland Park (KS) Convention Center ♦ May 24-26, 2017

December 2016

GOLF TOURNAMENT

2017 APWA Mid-America Conference & Exhibit Show

The Mid-America Conference will be held May 24-26, 2017 at the Overland Park Convention Center in Overland Park, Kansas. The Recreation Committee will host a golf tournament for attendees, sponsors, and vendors on Wednesday, May 24th at St. Andrew's Golf Course in Overland Park, KS. Registration will begin at 7:00 a.m., with a shotgun start at 8:00 a.m.

As you know, the tournament is an extremely popular event and fills up early. We wish to give you, our exhibiting companies, a chance to plan for this in advance, both organizing a team and arranging enough time for booth set-up which will occur the same day. Tournament registration forms will be part of the attendee registration packet.

If you wish to sign up at the time of your exhibitor registration, you can register online at <http://midamx.apwa.net/EventDetails/10199>. The cost of a foursome is \$400. Please include the names of your team captain and three other golfers. Checks should be made payable to – *Mid-America Conference & Exhibit Show* and mailed to:

2017 Mid-America Conference & Exhibit Show

Attn: Jason Meyer
c/o Burns & McDonnell
9400 Ward Parkway
Kansas City, MO 64114

If you have any questions or if you wish to donate company-logo giveaways to be provided to tournament participants (golf balls, tees, towels, etc.), please contact one of the individuals below:

- Terry Cox at (712) 579-9877 / tc@harlannet.com
- Mac Andrew at (913) 481-2706 / mandrew@skw-inc.com

Best Regards,

RECREATION COMMITTEE

2017 APWA Mid-America Conference & Exhibit Show

