

VPPPA INVITES YOU  
TO EXHIBIT AT THE



# 33<sup>RD</sup> ANNUAL NATIONAL VPPPA SAFETY & HEALTH CONFERENCE

The 33<sup>rd</sup> Annual National VPPPA Safety & Health Conference will take place August 29–September 1, 2017 at the Ernest N. Morial Convention Center in New Orleans, LA.

Don't miss this opportunity to promote your products and services to a receptive crowd, filled with buyers searching for new and innovative ways to keep their coworkers safe and healthy. Networking breaks in the exhibit hall ensure that attendees spend ample time with the exhibiting companies.

The VPPPA Expo sells out quickly, and the exhibitor waiting list keeps growing. Don't delay reserving your booth to meet this excellent audience of proactive environmental, health and safety representatives.

The VPPPA Expo 2017 draws qualified buyers interested in improving their site's environmental, health and safety programs.

**FEATURING DECISION-MAKERS, BUSINESS LEADERS AND SAFETY AND HEALTH PROFESSIONALS FROM ACROSS THE COUNTRY.**

#### AUDIENCE:

- Worksites with the best safety and health programs in the nation and those striving to improve
- Organizations interested in the occupational safety and health field
- Decision-makers with buying or recommending power

#### ATTENDEES INCLUDE:

- Corporate-level environmental, health and safety managers
- Government representatives from the Departments of Labor (DOL), Defense (DoD) and Energy (DOE) and similar state-plan agencies
- Representatives from manufacturing plants
- Colleagues from the service industries
- Union representatives with responsibility for safety and health
- Members from all branches of the U.S. military

#### EXHIBIT HALL TRAFFIC BUILDERS:

- Networking breaks
- Monday night reception
- Relaxation station
- Prize area and drawings
- Lunches
- Expo game card
- Product Theater

#### TOP REASONS TO EXHIBIT:

- Network with more than 2,500 decision-makers and industry leaders
- Receive access to pre- and post-conference attendee lists (\$ for nonmember exhibitors)
- Appear on the VPPPA website with a link to your site
- Assess the needs of your customers
- Collect sales leads easily and electronically using lead retrieval services (\$)
- Market to a new audience—approximately 70 percent of conference participants are first-timers
- Get maximum exposure in VPPPA publications
- Use the 2017 VPPPA conference logo in your promotional materials
- Analyze the competition
- Gain Priority Points toward future booth allocation
- Enjoy lunch provided by VPPPA on Wednesday and Thursday as well as the Exhibitor Reception on Tuesday night
- Receive two (2) complimentary exhibitor personnel conference registrations per standard 10x10 booth
- Listing in mobile app virtual expo hall
- Product Theater (\$) (limited availability)

(\$) *additional cost*



of surveyed attendees purchased, or planned to purchase, products and/or services from the exhibitors at the most recent Annual National VPPPA Conference

# VPPPA EXPO 2016 EXHIBITORS\*

As of July 11, 2016

Attendees at VPPPA regional and national conferences consist of the best of the best in occupational safety and health excellence. These leaders know continuous improvement is the only way to stay ahead, and they turn to VPPPA exhibitors for their competitive edge. Put your products and resources in the hands of these decision-makers. The following exhibitors have profited from the energy, culture and buying power of our attendees and made the VPPPA Expo 2016 an integral part of their marketing efforts:

3M/ Capital Safety	Derma Shield	IRONguard Safety Products	Safety Step
Accelerated Development Systems, Inc.	DragonWear	JCL Safety Services	Safetycal, Inc.
Accuform Signs, Inc.	Dupont Personal Protection	JLG Industries	SafeVision, LLC
ACGIH	Eagle Safety Eyewear	Just a second ago	Safway Services, LLC
Adco/Safety Award Store	eCompliance	Justin FR Work	Sam Carbis Solutions Group, LLC
Air Systems Intl., Inc	EHS Excellence Consulting LLC	KeepSafe, Inc.	Scott Health & Safety
Airfeet Insoles	Elvex Corporation	Keytroller LLC	Select International
ALERT Safety Products	Encon Safety Products, Inc.	Klever Innovations	Sensidyne
Always In Mind, Inc	ERB Safety	Koolin' Klothz Etc.	Shermco Industries, Inc
American Heart Association	Ergo Advantage	Liberty Glove & Safety	SKEDCO
AMPCO Safety Tools	Ergodyne	Little Giant Ladder Systems	SlipNOT® Metal Safety Flooring
Angio Screen	Ericson Manufacturing	Madgrip Performance Hand Protection	Snap-on Industrial
Armor Guys Inc	ESC Services—A Rockwell Automation Business	Magid Glove & Safety Mfg	Solid Ground Cords LLC.
ATI Worksite Solutions	Essilor Prescription Safety Eyewear	Majestic Glove	Sportex Safety
Avetta (Formerly PICS)	eTracker	Major Gloves & Safety	Steel Grip, Inc.
AVO Training Institute, Inc.	FabEnCo	Master Lock Company	Stem Shield
Banom, Inc.	Fall Protection Systems	MCR Safety	Streamlight, Inc.
Batavia Services, Inc. —Ladder Inspection & Repair	FallTech	Meltric Corporation	Superior Glove Works
Beaed, LP	Flexible Lifeline Systems	Moldex-Metric, Inc.	Superior Mfg. Group/NoTrax
Beagle I, Inc.	Gameplan for Living	Motion Industries	Tailored Injury Prevention Solutions, Inc.
Belt Conveyor Guarding	Gas Clip Technologies	Mount Vernon Mills	Tec Laboratories Inc.
BIC Alliance	Gateway Safety	NASCO Industries	TenCate Protective Fabrics
Blackline Safety	Gensuite LLC	National Fire Protection Association	The Andersen Company
Board of Certified Safety Professionals	Georgia-Pacific LLC	National Marker Company	The Blast Bag Company
Bollé Safety	GlenGuard	Neese Industries	The Sqwincher Corporation
Boot Barn	Global Glove	Newson Gale Inc	Topps Safety Apparel, Inc.
Bradley Eyewashes	Glove Guard, LP	Nexteq, LLC	Total Safety
Brandenburg Industrial Service Company	Grits Gang powered by Proforma	Nightstick by Bayco Products, Inc.	TPC Trainco
Brimguard LLC	HalenHardy LLC	OccuNomix International LLC	Tyndale Enterprises, Inc
BROWZ, LLC	Hemco Industries, Inc.	Occupational Safety Councils of America	U.S Department of Labor
Bulwark Protective Apparel	HexArmor	OHD, Inc.	U.S. Department of Energy—VPP
Business Health Resources, LLC	Honeywell	Pac West Supply	United Safety
C3 Softworks	Honeywell Safety Products	Philips	Univar
Cementex Products, Inc.	Hunter Buildings, LLC	Phonak LLC	VelocityEHS
Certags LLC	Hy-Safe Technology	Polartec, LLC	Veolia North America
Certified Occupational Safety Specialists (COSS)	HYTORC, Div UNEX Corp	ProtectEar USA	Vest Safety Medical Services
CertifiedSafety, Inc.	I-Gard Corporation	Protective Industrial Products	Visual Workplace, LLC
Cinch WRX	ILC Dover LP	PS Doors	Vital id
Columbia Southern University	Impacto	PSRG	VPPStore.com powered by CompleteSourceSafety
Concept Seating, a Division of Laacke & Joys	Industrial Psychologists, Inc.	Rasco FR	Wells Lamont Industrial
Consentium Search	Industrial Safety & Hygiene News	Red Wing Brands of America	Wendy's Safety Boutique by JR Resources
Cotterman Company	Industrial Scientific	RedGuard	Westex by Milliken
Crown Matting Technologies	Industrial Sunscreen	Ringers Gloves	Westone Laboratories
Culer	Innolytics	Rite-Hite	Working Concepts, Inc.
Deb USA Inc.	inoLECT	Roco Rescue	Workrite Uniform Company
DEKRA Insight	Insta-Mold Products, Inc.	SafeRack, LLC	ZING Green Safety Products
	Interactive Safety Products, Inc.	SafeStart	ZOLL Medical Corporation
	Intrepid Industries, Inc.	Safety Rail Company	

# FAQs

## FREQUENTLY ASKED QUESTIONS

### QUESTIONS/MORE INFORMATION

Call today to reserve your booth. For more information about the 33<sup>rd</sup> Annual National VPPPA Safety & Health Conference, please contact:

#### VPP Participants' Association, Inc

7600-E Leesburg Pike, Suite 100

Falls Church, VA 22043-2004

Attn: VPPPA Expo

Tel: (703) 761-1146 / Fax: (703) 761-1148

Website: [www.vpppa.org](http://www.vpppa.org) Email: [Expo@vpppa.org](mailto:Expo@vpppa.org)

### PRIORITY POINTS

The VPPPA 2017 Priority Period will be conducted through Oct. 14, 2016, and begins with onsite sales at the 2016 conference. Exhibitor prospects eligible for Priority Period participation include past exhibitors from VPPPA's 2016 national and regional conferences.

Priority Points are earned via exhibitor participation in VPPPA's annual national conference (two points) and VPPPA regional chapter conferences (one point per regional chapter conference). Priority Points are assigned to companies not individuals.

### REGULAR & LATE EXHIBIT SALES

The general sales campaign for exhibit booth space begins after Oct. 14, 2016, and concludes March 20, 2017. After March 20, the late fee category applies.

### BOOTH ASSIGNMENT

Booth space is assigned on a first-come, first-served basis. The date that the 2017 Exhibitor Space Application/Contract and full payment are received will be used for assignment purposes. VPPPA will consider each company's preferred booth locations and any additional specifications outlined in the application prior to assigning exhibit space. However, booth placement is not guaranteed and VPPPA retains the right to relocate exhibitors if deemed necessary.

### EXHIBITOR BOOTH PERSONNEL

Exhibitors are entitled to two (2) complimentary booth personnel registrations for each standard booth. A maximum of two (2) additional booth personnel is allowed for \$200 per person. All other employees of the exhibiting company must register at member or nonmember rates.

### HOW TO RESERVE YOUR BOOTH

#### For credit cards (24 hours a day):

Visit our website at [www.vpppa.org/national-conference](http://www.vpppa.org/national-conference), or fax the Exhibitor Space Application/Contract to (703) 761-1148

**For checks:** Mail checks to: VPPPA, 7600-E Leesburg Pike, Suite 100, Falls Church, VA 22043

### EXHIBIT HALL HOURS

The hours listed below are subject to change.

#### Exhibitor Installation

Monday, August 28	12 p.m.–5 p.m.
Tuesday, August 29	8 a.m.–3 p.m.

#### Show Hours

Tuesday, August 29	
<i>Grand Opening of VPPPA Expo 2017 &amp; Opening Welcome Reception</i>	5 p.m.–7 p.m.
Wednesday, August 30 *	9 a.m.–10 a.m. 11:30 a.m. - 1 p.m. 2 p.m. - 3:30 p.m.
Thursday, August 31 *	9:30 a.m. –11 a.m. 12 p.m. - 1:30 p.m.

#### Dismantle

Thursday, August 31	1:30 p.m.–8 p.m.
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\*The exhibit hall will be closed to attendees around the hours listed above.

### EACH 10'X10' BOOTH INCLUDES

- One (1) draped table
- 7" x 44" identification sign
- Two (2) side chairs
- One (1) waste basket
- Carpet (padding not included)

### 2017 EXHIBITOR DEADLINES AND FEES

	Priority Period Until 10/14/16	Regular Until 3/20/17	Late After 3/20/17
Members	\$16.50/sq. ft.	\$17.50/sq. ft.	\$18.50/sq. ft.
Nonmembers	\$20.50/sq. ft.	\$21.50/sq. ft.	\$22.50/sq. ft.
Each Exposed Corner	\$150	\$150	\$150
Upgraded Exhibitor Listing	\$500	\$500	\$500

The upgraded exhibitor listing includes a logo for the online listing and mobile app as well as a featured listing in the conference program.

### CONFERENCE LOCATION

**Ernest N. Morial Convention Center**  
900 Convention Center Blvd.  
New Orleans, LA 70130

#### Conference Hotels

**New Orleans Marriott**  
555 Canal Street  
New Orleans, LA 70130

**Sheraton New Orleans**  
500 Canal Street  
New Orleans, LA 70130

Make your hotel reservations by Monday, Aug. 7, 2017, to receive the VPPPA group rate of \$159/night (plus applicable taxes) at both hotels. Call for reservations and be sure to mention VPPPA to receive this rate. Rooms are available on a first-come, first-served basis. The hotel block will open for reservations on February 27, 2017.

# EXHIBITOR SPACE APPLICATION/ CONTRACT

## 33<sup>rd</sup> Annual National VPPPA Safety & Health Conference

Ernest N. Morial Convention Center in New Orleans, Louisiana

### INSTRUCTIONS

Complete and sign the Exhibitor Space Application/Contract.

*\*Indicates required fields. Please print or type ALL information.*

- See the 2017 Rules and Regulations on page 7 for additional information.
- Be sure an authorized company representative signs the Exhibitor Space Application/Contract.
- Indicate order of booth preference using the VPPPA Expo 2017 floor plan on page 6. Please check [www.vpppa.org/national-conference](http://www.vpppa.org/national-conference) for an up-to-date floor plan.
- List the name and contact information of the exhibiting company as you want it to appear in promotional pieces.
- Submit your completed Exhibitor Space Application/Contract and full payment by the deadline dates indicated to receive the respective rate.
- Payment may be made by check (payable to VPPPA, Inc.) or by credit card.
- Make a copy of your completed Exhibitor Space Application/Contract for your files.

### Return Exhibitor Space Application/Contract to VPPPA

Attn: VPPPA Expo  
7600-E Leesburg Pike, Suite 100  
Falls Church, VA 22043-2004

Fax: (703) 761-1148  
Email: [Expo@vpppa.org](mailto:Expo@vpppa.org)

[www.vpppa.org](http://www.vpppa.org)  
2017 VPPPA Exhibitor Prospectus

**EXHIBITING COMPANY INFORMATION**—Indicate the company information as you want it to appear in VPPPA publications, the conference mobile app and promotional materials.

* COMPANY NAME		VPPPA MEMBER ID #
* STREET ADDRESS/P.O. BOX		
* CITY	*STATE	*ZIP
* COUNTRY		
* TELEPHONE	EXT.	
* FAX		
* WEBSITE	TWITTER HANDLE	
* HOW DID YOU HEAR ABOUT US?		

**LOGISTICS CONTACT INFORMATION**—Indicate the logistical contact and recipient of all exhibitor materials (e.g. Exhibitor Service Manual, attendee list, Exhibitor News)

* FIRST NAME	*LAST NAME
* TITLE	
* EMAIL	
* TELEPHONE	EXT.

### BOOTH SELECTION \*\* BOOTH PLACEMENT IS NOT GUARANTEED.

Please list your booth space choices.\*\*

First Choice \_\_\_\_\_  
Second Choice \_\_\_\_\_  
Third Choice \_\_\_\_\_  
Total Square Feet \_\_\_\_\_

Exhibitors you want to be separated from (by company name):\*\* \_\_\_\_\_

(See page 5 for rates.)

Exhibitors you want to be near to (by company name):\*\* \_\_\_\_\_

**SALES CONTACT INFORMATION**—Indicate the sales contact as you want them to appear in VPPPA publications and promotional materials.

Check here if the sales contact is the same as the logistics contact.

* FIRST NAME	MI	* LAST NAME
* EMAIL	* TELEPHONE	
* TITLE		

**MARKETING CONTACT INFORMATION**—Indicate the contact person who handles all advertising, sponsorship, and/or promotional decisions for your company.

* FIRST NAME	* LAST NAME
* EMAIL	* TELEPHONE
* TITLE	

**\*PRODUCT/SERVICE DESCRIPTION**

Please print or type, in complete sentences, and in 50 words or fewer (minimum of 10), your company product/service description. Any or part of the description will be used in the development of promotional pieces.

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Use last year's product/service description.

**PRODUCT SERVICE CATEGORIES**

Please check no more than three (3) for your product/service categories.

- |  |   |   |
|--|---|---|
| <input type="checkbox"/> Advertising Services          | <input type="checkbox"/> Gas Detection                  | <input type="checkbox"/> Production Safety Materials    |
| <input type="checkbox"/> AED Training                  | <input type="checkbox"/> Government Agency              | <input type="checkbox"/> Professional Speaker           |
| <input type="checkbox"/> Air Quality Equipment         | <input type="checkbox"/> Grating Penetration Safety     | <input type="checkbox"/> Promotional Products           |
| <input type="checkbox"/> Apparel, Safety               | <input type="checkbox"/> Hand Protection                | <input type="checkbox"/> Publications                   |
| <input type="checkbox"/> Association/Society           | <input type="checkbox"/> Hand Tool, Safety              | <input type="checkbox"/> Respirator Fit Testing         |
| <input type="checkbox"/> Auto Safety                   | <input type="checkbox"/> Hazardous Materials Control    | <input type="checkbox"/> Risk Management Services       |
| <input type="checkbox"/> Compliance Products/Services  | <input type="checkbox"/> Hearing Loss Programs          | <input type="checkbox"/> Safety Interlocks              |
| <input type="checkbox"/> Computer Software             | <input type="checkbox"/> Hydration System               | <input type="checkbox"/> Safety Personnel               |
| <input type="checkbox"/> Consulting Services           | <input type="checkbox"/> Identification Products        | <input type="checkbox"/> Safety Signage                 |
| <input type="checkbox"/> Culture Assessment            | <input type="checkbox"/> Incentives & Recognition       | <input type="checkbox"/> Skin Care Products             |
| <input type="checkbox"/> Defibrillators                | <input type="checkbox"/> Industrial Hygiene Services    | <input type="checkbox"/> Sorbents                       |
| <input type="checkbox"/> Embroidery                    | <input type="checkbox"/> Industrial Services Contractor | <input type="checkbox"/> Spill Control                  |
| <input type="checkbox"/> Employee Development          | <input type="checkbox"/> Instrumentation                | <input type="checkbox"/> Stand-by Rescue Teams          |
| <input type="checkbox"/> Environmental Management      | <input type="checkbox"/> Lockout/Tagout Products        | <input type="checkbox"/> Training, Emergency Response   |
| <input type="checkbox"/> Ergonomic Products & Services | <input type="checkbox"/> Mail Service                   | <input type="checkbox"/> Training, Environmental Health |
| <input type="checkbox"/> Eyewashes                     | <input type="checkbox"/> Medical Equipment              | <input type="checkbox"/> Training, Ergonomics           |
| <input type="checkbox"/> Eyewear, Protective           | <input type="checkbox"/> Noise Monitoring               | <input type="checkbox"/> Training Materials             |
| <input type="checkbox"/> Fall Protection Systems       | <input type="checkbox"/> Onsite Assessment              | <input type="checkbox"/> Training, Safety               |
| <input type="checkbox"/> First Aid & CPR               | <input type="checkbox"/> Personal Protective Equipment  | <input type="checkbox"/> VPP Application Assistance     |
| <input type="checkbox"/> Footwear Safety               | <input type="checkbox"/> Pocket Safety Cards            | <input type="checkbox"/> Wellness Programs              |
| <input type="checkbox"/> Forklift Safety               | <input type="checkbox"/> Posters                        | <input type="checkbox"/> Other _____                    |

**BOOTH & EXHIBITOR FEES**

Every 10' x 10' booth includes 1 draped table, 2 chairs, waste basket and carpeting. Total Square Cost per sq. ft.

	Priority Period Until 10/14/16	Regular Until 3/20/17	Late After 3/20/17
Members	\$16.50/sq. ft.	\$17.50/sq. ft.	\$18.50/sq. ft.
Nonmembers	\$20.50/sq. ft.	\$21.50/sq. ft.	\$22.50/sq. ft.
Each Exposed Corner	\$150	\$150	\$150
Game Card Square	\$1,500	\$1,500	\$1,500
Upgraded Exhibitor Listing	\$500	\$500	\$500

Footage \_\_\_\_\_ x \$ \_\_\_\_\_ = \_\_\_\_\_

Attendee mailing addresses for nonmembers (\$500) = \_\_\_\_\_

Affiliate membership dues (\$500) = \_\_\_\_\_

Number of exposed corners \_\_\_\_\_ x \$150 = \_\_\_\_\_

Game Card Square\* (\$1,500) = \_\_\_\_\_

Upgraded Exhibitor Listing\* (\$500) = \_\_\_\_\_

**Total Payment = \_\_\_\_\_**

\* A game card square is a major traffic driving tool that places the exhibitor company on the game card which is distributed to all attendees who are required to visit each booth on the game card in order to be eligible for a prize. (One of two iPads)

\* An upgraded exhibitor listing will highlight your company in the Upgraded Exhibitor section of the program as well as highlighting your listing in our mobile app and on our website to help you stand out among your competitors.

**AFFILIATE MEMBERSHIP**

If you are interested in becoming a VPPPA Affiliate member or renewing your membership for 2017, please check the appropriate box below. By joining as an Affiliate member, you are eligible to register at the member rate, receive access to pre-and post-conference attendee lists and much more. For more information about Affiliate member benefits, please contact the VPPPA Membership & Development Department at (703) 761-1146 or [Membership@vpppa.org](mailto:Membership@vpppa.org).

Join as a VPPPA Affiliate member (\$500) or renew your VPPPA Affiliate membership for 2017 (\$500).

Access pre- and post-conference attendee mailing lists at the nonmember rate (\$500).

VPPPA is a nonprofit 501(c)(3) charitable organization. Membership dues are 100% tax deductible. VPPPA Federal Tax ID# 54-1598954.

**METHOD OF PAYMENT**

Please indicate your method of payment. Payment must accompany your Exhibitor Space Application/Contract.

Check # \_\_\_\_\_ (payable to VPPPA, Inc.)

Mail checks to: VPPPA, 7600-E Leesburg Pike, Suite 100, Falls Church, VA 22043

- VISA    Master Card    American Express  
 Discover    Diners Club

CARD # \_\_\_\_\_

EXP. DATE \_\_\_\_\_

NAME AS IT APPEARS ON CARD \_\_\_\_\_

CARDHOLDER'S SIGNATURE \_\_\_\_\_

DATE \_\_\_\_\_

The 2017 Rules and Regulations constitute part of this 2017 Exhibitor Space Application/Contract, which the exhibitor agrees to abide by and conform to. In witness whereof, the applicant has caused this Exhibitor Space Application/Contract to be signed by an officer of the company or person duly authorized. By completing and signing this Exhibitor Space Application/Contract, the exhibitor hereby releases any photographs or video to VPPPA that may be incidentally taken of exhibitor booth personnel during the 33<sup>rd</sup> Annual National VPPPA Conference to be used for any purpose. The exhibitor agrees that VPPPA may share the exhibitor's information with other organizations vital in producing the 33<sup>rd</sup> Annual National VPPPA Conference, such as the general service contractor, Ernest N. Morial Convention Center, lead retrieval company and other service providers.

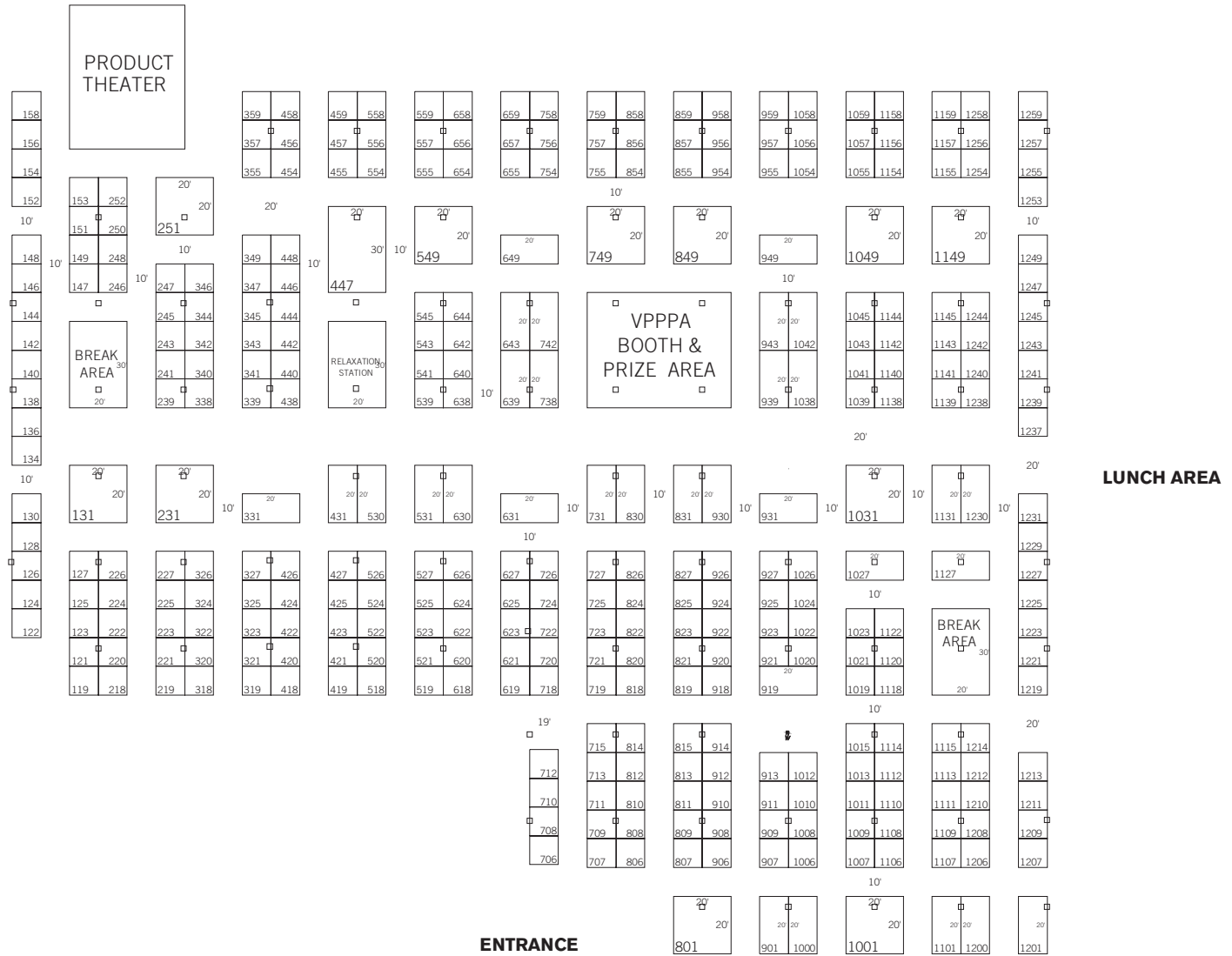
PRINT NAME \_\_\_\_\_

SIGNATURE \_\_\_\_\_

DATE \_\_\_\_\_

# EXPO FLOOR PLAN

Have you considered how you will promote your company at Expo 2017? Stand out from competitors by taking advantage of one of the following advertising or sponsorship opportunities to build traffic at your booth and increase your brand awareness among attendees!



**GAME CARD SQUARE**—Passport for attendees with your logo and booth number guarantee a large number of visitors to your booth.

**ONSITE PROGRAM AD**—Available in full, half and quarter pages, reserving your space in the *Onsite Program* will guarantee that your company info is put in front of all 2,500 attendees. 67% of attendees said they will visit a booth or look for more info on a company based on seeing a company's ad in the *Onsite Program*.

**MOBILE APP BANNER**—If you want a way to get attendees to your booth, as well as give them direct access to your current featured products and services, consider reserving a banner in the mobile app. This is one of the most visible ways to advertise your company as our app has received over 60,000 views throughout the course of the conference and your company could be highlighted at the top of the screen for the event!

**AISLE SIGN**—Claim your aisle and let attendees know where you are exhibiting. Your logo will be placed on the aisle sign, which hangs above the entire expo hall, offering great visibility for your booth.

# RULES AND REGULATIONS

## 33<sup>rd</sup> Annual National VPPPA Safety & Health Conference Ernest N. Morial Convention Center in New Orleans, LA August 29–September 1, 2017

The Exhibitor shall be bound by the rules and regulations set forth herein and by such amendments or additional rules and regulations which may be established by VPPPA. The Exhibitor is defined as the company listed on the contract under Exhibiting Company Information. Exhibitor booth personnel are defined as representatives of the company.

### 1. PAYMENT INFORMATION

The Exhibitor understands that all space must be paid in full at the time of submitting VPPPA's 2017 Exhibitor Space Application/Contract. VPPPA will not hold space for exhibitors. Payments may be made by check (payable to VPPPA, Inc.) or by credit card.

### 2. INCLUDED IN STANDARD BOOTH FEE

- 10' x 10' (100 square feet) space
- 8' high draped back wall
- 3' high draped side walls
- Carpeting
- ID sign (7" x 44") with company name and booth number
- Table, two (2) chairs and a trashcan
- Listing in the 33<sup>rd</sup> Annual National VPPPA Conference *Onsite Program* and on the VPPPA website at [www.vpppa.org](http://www.vpppa.org)
- Two (2) complimentary exhibitor booth personnel registrations per standard booth space rented; exhibitor badges allow admittance to the exhibit hall floor, educational sessions, meals and receptions.
- Inclusion in the conference's mobile app

### 3. CARPET

If you have your own carpet that you traditionally use with your display, you may bring it; however, carpet is included in your booth. You may also order different carpet and padding through the general service provider, Freeman.

### 4. CLEANING: BOOTH AND AISLE AREAS

Freeman is the official general service provider for cleaning services. Aisles will be vacuumed daily and trash placed in the aisle after the show closes each day will be removed. Services for individual booth cleaning should be ordered from Freeman.

### 5. BOOTH ASSIGNMENTS

The VPPPA 2017 Priority Period will be conducted through Oct. 14, 2016. Exhibitor prospects eligible for Priority Period participation include past exhibitors from regional and national VPPPA expos 2001–2016. The Priority Period booth assignments will be based on the number of years of exhibiting at both VPPPA's national conferences (two points per conference) and regional chapter conferences (one point for each regional chapter conference). The general sales campaign for exhibit booth space begins on Oct. 17, 2016. Space must be paid in full or it will be released.

During general sales campaigns, booth space will be assigned on a first-come, first-served basis. The date that the 2017 Exhibitor Space Application/Contract and full payment are received will be used for assignment purposes. VPPPA will consider each company's preferred booth locations and any additional specifications outlined on the application in assigning exhibit space.

VPPPA reserves the right to rearrange the floor plan and/or reassign any exhibit booth location if deemed necessary for the good of the conference.

### 6. CANCELLATION

If cancellation or reduction of space is made in writing by March 20, 2017, 50 percent of the total booth fee will be retained as liquidated damages. If exhibit space is cancelled or reduced after March 20, 2017, 100 percent of the booth fee will be retained as liquidated damages. Notification of cancellation must be made in writing and received by VPPPA by the deadline dates indicated. Mail notification to VPPPA, 7600-E Leesburg Pike, Suite 100, Falls Church, VA 22043-2004; fax to (703) 761-1148 or email [Expo@vpppa.org](mailto:Expo@vpppa.org).

### 7. LIABILITY

The Exhibitor shall be fully responsible for all claims, liabilities, losses, damages or expenses relating to or arising out of any injury to any person or any loss of or damage to any property where such injury, loss or damage is incident to, arises out of, or is in any way connected with the Exhibitor's participation in the 33<sup>rd</sup> Annual National VPPPA Safety & Health Conference. The Exhibitor shall protect, indemnify, hold harmless and defend VPPPA, its officers, directors, agents and employees from and against any and all such claims, liabilities, losses, damages and expenses (including costs of defending against such); provided that the foregoing shall not apply to any injury, loss or damage caused by or resulting from the negligence or willful misconduct of VPPPA or one or more of its officers, directors, agents or employees. The Exhibitor further waives any claim against VPPPA, its officers, directors, agents or employees arising out of the oral or written publication or republication of any statement made in connection with the 33<sup>rd</sup> Annual National VPPPA Conference by anyone who is not an employee of VPPPA concerning the Exhibitor or the Exhibitor's exhibit, products or services.

The Exhibitor shall be fully responsible and liable for losses, damages and claims arising from the Exhibitor's activities on the Ernest N. Morial Convention Center premises and will indemnify, defend and hold harmless the Ernest N. Morial Convention Center, its agents, servants and employees from any and all such losses, damages and claims except for any such losses, damages and claims arising out of any negligence on the part of the Ernest N. Morial Convention Center. In the event the Ernest N. Morial Convention Center, or any part of the exhibit area thereof is unavailable whether for the entire conference, or a portion of the conference, as a result of acts of God, fire, flood, tempest, inclement weather or other such cause or as a result of governmental intervention, malicious damage, acts of war, acts of terrorism, national emergency, strike, lock-out, labor dispute, riot or other cause or agency over which VPPPA has no control, or should VPPPA decide that because of any such cause that it is necessary to cancel, postpone or re-site the event, or reduce the move-in and installation time, show hours or dismantling time, VPPPA shall not be liable to indemnify or reimburse the Exhibitor and in respect to any damage or loss, direct or indirect, arising as a result thereof.

## 8. INSURANCE COVERAGE

Each Exhibitor is responsible for maintaining such property and casualty insurance for its exhibit and display materials as the Exhibitor shall deem adequate. Any policy providing such insurance must contain a waiver of any right of subrogation as to any claims against VPPPA, its officers, directors, agents or employees.

Each Exhibitor must maintain general public liability insurance, in any amount of no less than \$1 million (\$1,000,000) for any one occurrence, against claims for personal injury, death or property damage connected in any way with the Exhibitor's participation in the 33<sup>rd</sup> Annual National VPPPA Conference. Such insurance must include coverage of the indemnification obligations of the Exhibitor. In addition, the insurance policy must provide coverage that cannot be cancelled or reduced without at least ten (10) days written prior notice to VPPPA. Upon request by VPPPA, the Exhibitor shall provide VPPPA with an original certificate of insurance evidencing the maintenance of liability insurance complying with all requirements of this paragraph. Each Exhibitor understands that neither VPPPA nor the Ernest N. Morial Convention Center maintains insurance covering the Exhibitor's property or lost revenue and it is the sole responsibility of the Exhibitor to obtain such insurance.

## 9. OFFICIAL GENERAL SERVICE CONTRACTOR

Freeman is the official general service contractor and will provide all exhibiting services. Exhibitors shall provide only the material and equipment that they own and that is to be used in their exhibit space. All other items used in the booth are to be provided only by Freeman. Freeman will have complete control of all dock and loading facilities. They will receive and deliver all shipments and provide rigging, labor and equipment.

## 10. EXHIBITOR APPOINTED CONTRACTOR (EAC)

If an Exhibitor plans to use a general service contractor other than the official general service contractor, the Exhibitor must submit to VPPPA an original certificate of insurance certifying that the contractor maintains general public liability insurance in the amount of no less than \$1 million (\$1,000,000) for any one occurrence against claims for personal injury, death or property damage and that such coverage must name the Exhibitor, and may not be cancelled or reduced without at least ten (10) days prior written notice to VPPPA.

## 11. PERSONNEL REGISTRATION AND BADGES

For every standard booth, the Exhibitor will receive two (2) complimentary exhibitor booth personnel registrations. VPPPA reserves the right to restrict or to limit the number of booth personnel. Exhibitor booth personnel are restricted to representatives engaged in the display, demonstration, application or sale of the company's products and/or services. There will be an additional \$200 charge per person for up to two additional booth personnel over the complimentary allotment per standard booth. All other employees of the exhibiting company must register as member or nonmember registrants. Registrations will allow admittance to the exhibit hall during installation and dismantle times as well as show hours, educational sessions, complimentary lunches and receptions.

The official VPPPA conference badge must be worn in the exhibit hall at all times, and exhibit booths must be manned during all open VPPPA Expo hours.

During installation and dismantling (I&D), exhibitor booth personnel must either wear the official conference badge or an I&D badge, available at the Registration Counter.

Exhibitor booth personnel will be responsible for procuring his/her individual badge at the 33<sup>rd</sup> Annual National VPPPA Conference Registration Counter. Badges will not be distributed in bulk to one representative of the company.

## 12. SUBLETTING OR SHARING OF BOOTH SPACE

Exhibitors may not assign, sublet or apportion to others the whole or any part of the space allocated and may not display goods or services other than those manufactured or regularly distributed by the Exhibitor. Two or more Exhibitors may share booth space only if utilizing at least two booth spaces and with written approval from VPPPA.

## 13. BOOTH DEFINITIONS

All exhibit displays should be designed and erected in a manner that will withstand normal contact or vibration caused by neighboring exhibitors, hall laborers or installation/dismantling equipment such as forklifts. Refer to local building codes that regulate temporary structures.

- **Corner Booth:** A corner booth is a linear booth exposed to aisles on two sides. All other guidelines for standard in-line booths apply.
- **Standard In-Line Booth:** Standard in-line or linear booths have only one side exposed to an aisle and are generally arranged in a series along a straight line. Booth height is restricted to ten (10) feet. Regardless of the number of linear booths utilized, display materials should be arranged in such a manner so as not to obstruct sight lines of neighboring exhibitors. The front five (5) feet of the rented space may be occupied from the floor up to a height of four (4) feet.

- **Island Booth:** An island booth is any size booth exposed to aisles on all four (4) sides. An island booth generally conforms to twenty by twenty (20' x 20') feet or larger. The entire cubic content of the space may be used up to twelve (12) feet, the maximum allowable height.
- **Perimeter Booth:** Standard in-line booth located on the outer-perimeter of the exhibit floor. Booth height is restricted to twelve (12) feet.

## 14. BOOTH LIMITATION

All exhibits must be confined to the spatial limits of the exhibit space rented as indicated on your confirmation packet. Equipment, products or materials to be shown or demonstrated must be placed within the contracted space to ensure that the attendee viewing the display will be in the booth and not impeding the aisle traffic. No part of any display may be suspended from or attached to any part of the Ernest N. Morial Convention Center. If an Exhibitor desires to exceed the standard heights outlined in the rules and regulations, the Exhibitor must submit a request in writing along with a rendering of the proposed booth for approval to the VPPPA Conference & Education Department.

## 15. HANGING SIGNS AND GRAPHICS

No hanging signs, pillar wraps or banners will be permitted without written approval of the VPPPA Conference & Education Department.

## 16. FLAMMABLE AND TOXIC MATERIAL

All materials used in the display construction or decorating should be made of fire retardant materials and be certified as flame retardant. Exhibitors should dispose of any waste products they generate during the exhibition in accordance with guidelines established by the Environmental Protection Agency and the facility.

## 17. LIGHTING

Exhibitors must adhere to the following minimum guidelines when determining booth lighting:

- No lighting, fixtures, lighting trusses or overhead lighting are allowed outside the boundaries of the exhibit space.
- Lighting should be directed to the inner confines of the booth space. Lighting should not project onto other exhibits or show aisles.
- Lighting which is potentially harmful, such as lasers or ultraviolet lighting, should comply with Ernest N. Morial Convention Center rules and be approved in writing by the VPPPA Conference & Education Department.
- Lighting that spins, rotates, pulsates and other specialized lighting effects should be in good taste and not interfere with neighboring exhibitors or otherwise distract from the general atmosphere of the 33<sup>rd</sup> Annual National VPPPA Conference.



## 18. STORAGE

Fire regulations in the Ernest N. Morial Convention Center prohibit storing product, literature, empty packing containers or packing materials behind back drapes.

## 19. DEMONSTRATIONS

As a matter of safety and courtesy to others, the Exhibitor should conduct sales presentations and product demonstrations in a manner which assures that all exhibitor personnel and attendees are within the contracted exhibit space.

## 20. SOUND/MUSIC

In general, the Exhibitor may use sound equipment in their booth so long as the noise level does not disrupt the activities of neighboring Exhibitors. Speakers and other sound devices should be positioned so as to direct sound into the booth rather than into the aisle. Rule of thumb: sound and noise should not exceed 85 decibels.

Exhibitors should be aware that music played in their booths, whether live or recorded, may be subject to laws governing the use of copyrighted compositions. ASCAP, BMI and SESAC are three authorized licensing organizations that collect copyright fees on behalf of composers and publishers of music.

## 21. RESPECT YOUR NEIGHBORS

Exhibitors may only enter exhibit areas other than their own by invitation. Exhibitors are not permitted to distribute promotional material, samples, catalogues, pamphlets or publicity except within their own booth space.

## 22. SECURITY

Overall security service will be provided by VPPPA for the duration of move-in, off-show hours and dismantling, but neither the security service nor VPPPA will be responsible for loss or damage to any property for any cause. VPPPA reserves the right to inspect any package, box, handbag or other means of conveyance leaving or entering the exhibit hall at any time. Anyone not allowing such inspection will not be allowed to remove un-inspected property from the exhibit hall until all other exhibitors have left.

## 23. PHOTOS, VIDEO, FILM, RECORDING

Photo taking of exhibit booths other than your own is strictly prohibited. In consideration of the opportunity to be an Exhibitor at the 33<sup>rd</sup> Annual National VPPPA Conference, the Exhibitor and the exhibiting company's representatives hereby grant permission to VPPPA to use, reproduce and/or disseminate in any form or media, any film, audio or photo taken or recorded of the Exhibitor and/or the exhibit during the above-named conference for the purpose of promoting VPPPA's current or future activities, programs, symposia or meetings. VPPPA may copyright and distribute materials containing the film, video, audio or photograph without further approval from the Exhibitor. Exhibitors hereby waive any claims that they or their company's representatives might have against VPPPA related to such appearance(s) in the final product(s).

## 24. PROTECTION OF THE EXHIBIT FACILITY

Nothing shall be posted, tacked, nailed, screwed, or otherwise attached to columns, walls, floors or other parts of the exhibit or conference areas without written permission of proper Ernest N. Morial Convention Center authority.

## 25. AFFILIATED EVENTS

Only exhibiting companies and VPPPA members may host functions in addition to the 33<sup>rd</sup> Annual National VPPPA Conference at times that do not conflict with conference events. Function Space Request Forms must be completed and submitted to the VPPPA Conference & Education Department for approval.

## 26. AMERICANS WITH DISABILITIES ACT

All exhibiting companies are required to be in compliance with the Americans with Disabilities Act (ADA) and are encouraged to be sensitive and as reasonably accommodating as possible to attendees with disabilities. Information regarding ADA compliance is available from the U.S. Department of Justice ADA Information Line at (800) 514-0301, and from the website at [www.ada.gov](http://www.ada.gov).

## 27. MANNING OF EXHIBIT

Exhibit booths must be manned at all times during show hours from 5:00 p.m. on Tuesday, Aug. 29, 2017, through the close of the VPPPA Expo 2017 on Thursday, Aug. 31, at 1:30 p.m.

Show hours are subject to change. Failure to man your booth during show hours will result in a \$100 fine.

## 28. UNION AGREEMENTS

The Exhibitor hereby agrees to abide by all agreements made between the unions, VPPPA or its agents pertaining to the use of union labor at all times while at the VPPPA Expo 2017.

## 29. TAXES

The Exhibitor shall be solely responsible for any federal, state or local tax required to be collected or withheld on any purchase.

## 30. EARLY DISMANTLE/LATE SET-UP PENALTY

Exhibitors who have not completed the set-up of their booths by 2:00 p.m. on Aug. 29, 2017, will be subject to a fine of \$250 per 10' x 10' booth space.

Early dismantling is not allowed. Exhibitors who tear down before 1:30 p.m. on Aug. 31, 2017, lose all Priority Period consideration and will be subject to a fine of \$250 per 10' x 10' booth space. Show hours are subject to change.

## 31. SIGNATORY AUTHORITY

The Exhibitor warrants that the person who signed the contract has signatory authority on behalf of the Exhibitor to execute the binding agreement of the 2017 Exhibit Space Application/Contract.

## 32. ACCEPTANCE OF EXHIBITS

Exhibitors will be bound by the Rules and Regulations set forth herein and by such amendments or additional rules and regulations, which may be established by VPPPA or the Ernest N. Morial Convention Center.

VPPPA's acceptance of the contract constitutes an agreement of the parties to abide by the terms and conditions contained herein. VPPPA reserves the absolute right to reject any and all applications. Rights of the Exhibitor will not be assignable to any other firm or person.

## 33. INTERRUPTION OF THE CONFERENCE

Should any contingency prevent the holding of the 33<sup>rd</sup> Annual National VPPPA Conference, VPPPA will return such portions of the amount paid for the space determined equitable by VPPPA after deduction of such amount necessary to cover expenses incurred by VPPPA in connection with the conference. If, for any reason VPPPA determines the location of the 33<sup>rd</sup> Annual National VPPPA Conference should be changed or the dates of the conference postponed, no refund will be made, but VPPPA shall assign to the Exhibitor in lieu of the original space, such other space as VPPPA deems appropriate, and the Exhibitor agrees to use such space under the same Rules and Regulations. VPPPA shall not be financially liable or otherwise obligated in the event that the 33<sup>rd</sup> Annual National VPPPA Conference is cancelled, postponed or relocated, except as provided herein.

## 34. FOOD & BEVERAGE

Any food or beverage dispensed or given away at booths must be supplied and prepared by the Ernest N. Morial Convention Center, which has exclusive food and beverage distribution rights. Please contact Ernest N. Morial Convention Center at (504) 582-3000 before ordering ANY food and/or beverage.

## 35. PARKING

Parking is not allowed in any of the loading dock areas. Any vehicle parked in an unauthorized area will be towed at the owner's expense.

## 36. QUESTIONS

VPPPA Expo  
VPP Participants' Association, Inc.  
7600-E Leesburg Pike, Suite 100  
Falls Church, VA 22043-2004  
Tel: (703) 761-1146  
Fax: (703) 761-1148  
Email: [Expo@vpppa.org](mailto:Expo@vpppa.org)  
Website: [www.vpppa.org](http://www.vpppa.org)

# INCREASE YOUR VPPPA EXPOSURE BY EXHIBITING AT VPPPA'S REGIONAL CHAPTER CONFERENCES\*

## AND EARN PRIORITY POINTS!

\* Dates and locations are subject to change,  
please visit [www.vpppa.org/about-vpppa/regions](http://www.vpppa.org/about-vpppa/regions)  
for chapter conference updates  
and registration information.

### VPPPA REGIONAL CHAPTER CONFERENCES:

#### Region I VPPPA Chapter Conference

May 15–17, 2017  
Killington Resort  
Killington, VT

#### Region II VPPPA Chapter Conference

June 26–28, 2017  
Tropicana Casino & Resort  
Atlantic City, NJ

#### Region III VPPPA Chapter Conference

May 10–12, 2017  
Kalahari Hotel and Convention Center  
Poconos, PA

#### Region IV VPPPA Chapter Conference

June 20–22, 2017  
Sheraton Atlanta  
Atlanta, GA

#### Region V VPPPA Chapter Conference

May 16–18, 2017  
Grand Geneva Resort and Spa  
Lake Geneva, WI

#### Region VI VPPPA Chapter Conference

May 1–4, 2017  
Statehouse Convention Center  
Host Hotel—Little Rock Marriott  
Little Rock, AR

#### Region VII VPPPA Chapter Conference

May 8–10, 2017  
The Westin Crown Center  
Kansas City, MO

#### Region VIII VPPPA Chapter Conference

April 25–27, 2017  
DoubleTree by Hilton Colorado Springs  
Colorado Springs, CO

#### Region IX VPPPA Chapter Conference

April 4–6, 2017  
Hyatt Regency San Francisco Airport  
Burlingame, CA

#### Region X VPPPA Chapter Conference

May 16–18, 2017  
The Davenport Grand Hotel  
Spokane, WA



## 2017 SPONSORSHIP OPPORTUNITIES

VPPPA invites you to become a sponsor for our 33<sup>rd</sup> Annual National VPPPA Safety & Health Conference taking place in New Orleans, LA, Aug. 29–Sept. 1, 2017 at the Ernest N. Morial Convention Center in New Orleans, Louisiana

### SPONSORSHIP OPPORTUNITIES INCLUDE:

- Mobile App
- Water Bottles
- Meal Functions & Receptions
- Banners
- Relaxation Station
- Lanyards
- Hotel Key Card
- Tote Bags
- Attendee Gifts & Door Prizes
- And much more!

Sign up during the Priority Period and receive first right of refusal on your sponsorship for 2017. The Priority Period deadline for confirming 2017 sponsorship opportunities is Oct. 14, 2016. After this date, opportunities will open up for general sales.

Advertise in VPPPA's *Onsite Program* featuring detailed workshop descriptions, conference agenda, speakers, VPPPA Expo 2017 directory and hotel information.

Generate business by getting in front of prospects that fit your niche. For more information, visit [www.vpppa.org](http://www.vpppa.org) or e-mail [Advertising@vpppa.org](mailto:Advertising@vpppa.org) to tailor your sponsorship or advertising package today!

According to attendees, the promotional items they notice most are as follows (In order of popularity, starting with the most popular)

- Branded Signage (Aisle Signs, Registration Counter Panel, Window clings)
- Conference Bag Insert
- *Onsite Program Ad*
- Mobile App Banner
- Upgraded Exhibitor Listing
- Sponsored Tangible Items such as water bottles

## INDUSTRIES IN VPP AND MEMBER COMPANIES

### MEMBERS

3M COMPANY  
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MORTON SALT  
NUSTAR ENERGY  
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7600-E Leesburg Pike, Suite 100  
Falls Church, VA 22043-2004

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VPPPA, Inc., a nonprofit 501(c)(3) charitable organization, promotes advances in worker safety, health and environmental excellence through best practices and cooperative efforts among workers, employers, the government and communities.

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**33RD**  
**ANNUAL NATIONAL**  
**VPPPA**  
**SAFETY & HEALTH**  
**CONFERENCE**

**CONFERENCE:**  
AUGUST 29-SEPTEMBER 1, 2017  
ERNEST N. MORIAL  
CONVENTION CENTER  
IN NEW ORLEANS, LA

**EXPO:**  
AUGUST 29-AUGUST 31, 2017

The Voluntary Protection Programs Participants' Association, Inc.  
The premier occupational safety and health conference in the nation.

**2017 EXHIBITOR PROSPECTUS**