

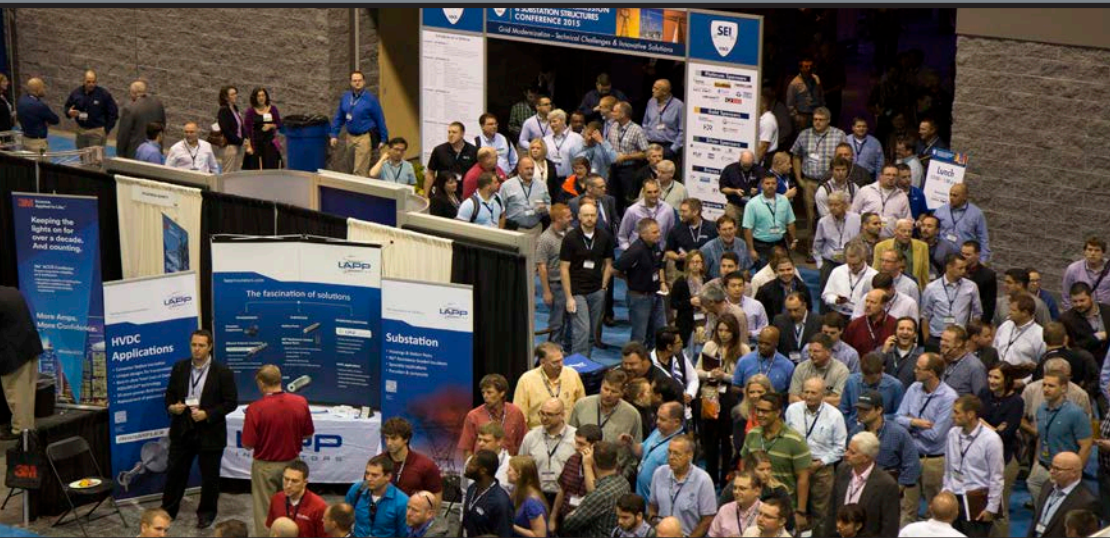
EXHIBITOR & SPONSORSHIP PROSPECTUS



ELECTRICAL TRANSMISSION & SUBSTATION STRUCTURES CONFERENCE 2018

Atlanta, Georgia | November 4–8

Dedicated to Strengthening our Critical Infrastructure



This highly attended conference is only held every three years.

Act Now. Can you afford to wait until 2021?

Hyatt Regency Atlanta Downtown
www.etsconference.org



Dear Prospective Exhibitor/Sponsor:

The Structural Engineering Institute of the American Society of Civil Engineers invites you to exhibit and take advantage of the many sponsorship opportunities at the November 4–8, 2018 Electrical Transmission and Substation Structures Conference in Atlanta, GA.

Your products and services will be viewed by a highly focused market niche of participants involved in the design of transmission line structures, substation structures, and foundations. As a Conference exhibitor or sponsor, you will showcase your company to utility engineers, consulting engineers, researchers, educators, government-agency personnel, and anyone with an interest in improving the structural reliability of transmission lines and substations. The Conference attracts decision makers from companies across the United States, as well as many international locations.

The theme of the ETS 2018 Conference is “Dedicated to Strengthening our Critical Infrastructure”, and your company will have an ideal environment to demonstrate how your products or services can help solve the ever-increasing demand for electrical power.

Why should you sponsor or exhibit at the Electrical Transmission and Substation Structures Conference?

- More than 1,200 professionals, focused on the structural aspects of transmission line and substation structures, attended the 2015 Conference held in Branson, MO. Attendance continues to steadily increase at each conference since 2002.
- The Exhibit Hall is a focal point of the Conference, and most functions, including two evening networking receptions, take place in the Hall. After establishing initial contact with potential clients during regularly scheduled events, you will be able to set up private appointments to further your networking during off-hours.
- Sponsorship packages include meal functions and networking events; receptions; the Conference registration padfolio/bag; hotel room keys emblazoned with your company’s logo; exhibit hall and session hall giveaways; and other great opportunities to have your message in front of the attendees.
- An excellent technical program will draw key people from around the world.
- The Conference will take place at the Hyatt Regency Downtown, Atlanta, GA.
- Exhibiting at and sponsoring ETS 2018 is good business!

We encourage you to act promptly, as the Exhibit Hall sells out quickly. For the past three conferences, we have had a long wait list – so don’t delay in signing up as an Exhibitor and Sponsor. Please visit the Conference website at www.etsconference.org for more details.

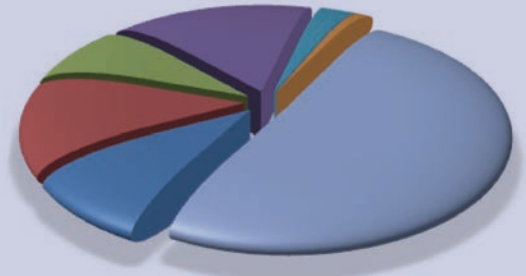


See you in Atlanta!

Michael D. Miller, P.E., M.ASCE
2018 Conference Chair

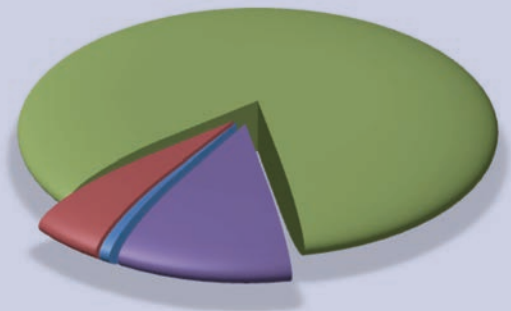
www.etsconference.org

ETS 2015 Attendee Profile



Job Titles

- Technical/Professional Manager – 51%
- Senior Manager – 16%
- Middle Manager – 12%
- Manager – 9%
- Partner/Principal – 8%
- Faculty – 3%
- Student – 1%



Organization Types

- Private – 83%
- Other – 11%
- Government Agencies – 5%
- Education Institutions – 1%

Reserve Your Space Now!

Contact **Bob Nickerson** at renicker@flash.net or 817-319-8779, or **Sean Scully** at sscully@asce.org or 703-295-6154. Take advantage of this prime opportunity to reach your target audience! Complete the contract enclosed with the Exhibitor Prospectus or download the contract at www.etsconference.org/exhibits. Email to exhibits@asce.org, or fax contract to 703-295-6460.



Promotional Sponsorship Opportunities

PREMIER SPONSOR (\$40,000)

Georgia Aquarium Off-Site Reception (1 available)

The Off-Site Reception ends the first official day of the Conference on Monday. Attendees can relax, mingle, and discuss highlights of the day while sampling delicious cuisine and experiencing the maritime wonders of the Georgia Aquarium. Your Company will stand out as the sponsor of this fun and unique reception that everyone will be talking about.

PLATINUM SPONSOR (\$20,000)

Grand Opening Reception (1 available)

The Grand Opening Reception kicks off the Conference in grand style and offers the opportunity for colleagues to reconnect with old friends and meet new contacts. Your company's logo will be prominently displayed on signs announcing the event as well as in the official Conference Program.

Tuesday Night Networking Reception in Exhibit Hall (1 available)

Your company will gain great visibility by sponsoring this Reception. Attendees will visit with exhibitors, network, and enjoy light refreshments.

Conference Padfolio, Briefcase, or Other Appropriate Item (1 available)

Give your company's logo top billing on the Conference briefcase, padfolio, or other high-quality item to be handed out to all registrants. You'll keep your company's name in front of attendees for years to come, as they use your padfolio or briefcase to carry those important documents.

Conference Wireless Internet Access

Provide attendees with a resource to get their business done, and stay connected while out of the office.

GOLD SPONSOR (\$10,000)

Relaxation Station (1 available)

Make a lasting impression with attendees by providing them with a complimentary professional chair massage. The tickets the attendees redeem for massage will be distributed at sponsor's booth.

PDH Scanners

Promote your company to the attendees as they scan into each session to account for professional development hours. Each concurrent session room will be outfitted with an iPad scanner which will contain the sponsor's logo and sponsor's name.

Conference Proceedings

All the conference papers are published in the conference proceedings. Have your company advertisement on the back of the proceedings packaging and include your logo on the opening screen.

Conference Luncheons (3 available)

Luncheons in the Exhibit Hall offer an ideal opportunity for attendees to network and for your company to gain maximum exposure. In addition to signs displaying your company's logo, you will be recognized from the podium prior to the luncheon and at the start of the next technical session.

Book of Abstracts (1 available)

Put your company's logo on the Book of Abstracts, which will find a permanent spot on attendee bookshelves as a handy reference.

Mobile App

The ETS Conference mobile app will provide sponsors with promotion on the home page of the mobile app and in the final program and on the conference website. This gives sponsors far-reaching advertising in this brand new medium. It's a handy tool for the Conference, but it also lives on throughout the year.

Smartphone/Tablet Charging Station

Located in a high-traffic area, these stations give attendees a chance to charge their smartphones and tablets. Whether it's keeping up with the office or downloading the latest app – a low battery has everyone looking for a quick recharge.

Conference Program Sponsorship

Sponsor the on-site conference program and receive a full-page ad in the program to promote your speakers or your exhibit booth.

SILVER SPONSOR (\$7,500)

Free Standing Directional Signage

Gain visibility with your company's logo placed on the directional signage, as well as sponsor recognition on the convention website and in the final program.

Hotel Key Cards (1 available)

Hotel key cards emblazoned with your company's logo will be viewed by attendees when they check into the hotel and every time they return to their room.

Exhibit Hall Special Prize Giveaways (1 available)

Generate special "buzz" in the Exhibit Hall by sponsoring a series of special items! The Exhibit Hall Giveaway Sponsor will randomly select a registrant to receive one giveaway at predetermined times in the Exhibit Hall. (Maximum of 6 possible giveaways for this sponsorship.)

General Session Room Special Prize Giveaways (1 available)

The early bird gets the worm – or even better, one of your coveted giveaways! Conference attendees will rush back to their seats after breaks for a chance to win a special gift. The General Session Room Giveaway Sponsor will randomly select a registrant to receive one giveaway prior to the start of eight (8) general sessions.

Breakfasts (3 available)

Start the day off right by sponsoring a Breakfast during the conference! Attendees will see your company logo as they sip coffee, snack on tasty breakfast options, and plan their day.

BRONZE SPONSOR (\$5,000)

Exhibit Hall Footprints to Booth (2 maximum)

Lead the way to your exhibit booth with footprints imprinted with your company's logo.

Coffee Breaks (3 available)

Attendees will appreciate your company for sponsoring eye-opening morning coffee breaks!

Refreshment Breaks (4 available)

Afternoon refreshment breaks will keep attendees alert and engaged for the rest of the day.

In-Room Nightly Amenity (3 available)

Relay a personalized company message to convention attendees at the end of their busy day! ASCE/SEI will work with you to create just the right thought and presentation. Sponsors purchase the gift or memento to be delivered by the hotel. Three sponsorships in total. One sponsorship is available per night.

Conference Survey Sponsor

Have your company's logo or banner ad featured in the electronic daily evaluations and post-conference survey distributed to each attendee.

Promotional Sponsorship

Specific items and events are available to offer your firm additional recognition and exposure in front of hundreds of transmission and substation engineers. Please choose from the following opportunities.

Promotional Sponsorship Benefits	Premier \$40,000	Platinum \$20,000	Gold \$10,000	Silver \$7,500	Bronze \$5,000
Full Conference registration	6	4	2	1	0
Extra passes to sponsored event	6	4	3		
Handout included with registration materials	✓	✓			
Place on Conference handout table to display materials	✓	✓	✓	✓	
Pre-Post Conference attendee mailing list (sent once prior to the event and once after the event)	✓	✓	✓		
Special Recognition in Conference program	✓	✓	✓	✓	
Recognition on Conference website	✓	✓	✓	✓	✓
Recognition on Sponsor Signs	✓	✓	✓	✓	✓
Included in Recognition PowerPoint	✓	✓	✓	✓	✓

Financial Sponsorship

Show your firm's support of the profession by being a financial sponsor of the Electrical Transmission and Substation Structures Conference. The following sponsorship levels will be recognized in all Conference materials, including the Final Program.

Financial Sponsorship Benefits	Platinum \$20,000	Gold \$10,000	Silver \$7,500	Bronze \$5,000
Full Conference Registration	6	4	2	1
Welcome Address	✓			
Handout included with registration materials	✓			
Place on Conference handout table to display materials	✓	✓	✓	
Pre-Post Conference attendee mailing list (sent once prior to the event and once after the event)	✓	✓		
Special Recognition in Conference Program	✓	✓	✓	
Recognition on Conference website	✓	✓	✓	✓
Recognition on sponsor Signs	✓	✓	✓	✓
Included in Recognition PowerPoint	✓	✓	✓	✓

FOR MORE INFORMATION ON SPONSORSHIPS

Contact **Bob Nickerson** at renicker@flash.net or 817-319-8779, or **Sean Scully** at sscully@asce.org or 703-295-6154.

www.etsconference.org

2015 ETS Exhibitors and Sponsors

(Companies highlighted in **BOLD** were both sponsors *AND* exhibitors.)

3M Electrical Markets
ABEINSA Power Structures (COMEMSA)
 Advanced Steel and Create Inc. (ASC)
 ALLGEIER, MARTIN and ASSOCIATES, INC
 All-Pro Fasteners, Inc.
 Ameren Services
 Anderson Drilling
 ASEC Inc.
 Bell Lumber & Poll
Beta Engineering
 Black & Veatch Corporation
 Boundary Layer Wind Tunnel Laboratory
 Brametal SA
 Brooks Manufacturing Co.
Burns & McDonnell
 CAD Mountain Designs LLC
 Campbell Scientific
 Case Foundation Company
 CEATI International
 CHM Industries, Inc.
 Cleaveland/Price
 Commonwealth Associates, Inc.
 Crux Subsurface, Inc.
 DiGioia Gray & Associates, LLC
DIS-TRAN Steel, LLC
EDM International, Inc.
Electrical Consultants
 Empire District, a Liberty Utilities Company
 Enercon Services, Inc.
 Eternal Sun Steel Mast (Shanghai) Co., Ltd.
Fabrimet Inc
Falcon Steel Company
 Formet
 Fugro
 GAI Consultants, Inc.
 Hayward Baker Inc. & McKinney Drilling Company
HDR Engineering, Inc.
 Helical Pier Systems Inc.
 House of Threads
 Hubbell Power Systems
 Hughes Brothers, Inc.
 IEEE-SA
 Jyoti Americas LLC
 Kalpataru Power Transmission-USA, Inc.
 Klute Inc. T&D Steel
 Laminated Wood Systems, Inc.
 Lapp Insulators LLC
 Leidos Engineering
 LOCWELD
 McFarland Cascade
 McWane Poles
Mesa Associates, Inc.
Mitas Energy
 Network Mapping Inc. (NM Group)
 Oldcastle Enclosure Solutions
 Osmose Utilities Services, Inc.
 Patterson & Dewar Engineers, Inc.
 Paul J. Ford and Company
 PILE DYNAMICS, INC
PLH Group Inc.
Power Consulting Associates, LLC
 POWER Engineers
Power Line Systems, Inc.
 Powertrusion Products
 Preformed Line Products
Quanta Services
 Randall Industries
ReliaPOLE Inspection Services Company (RISC)
 Rohn Products
 RS Technologies Inc.
Sabre-FWT
SAE Towers
 Seves USA Inc.
 Shaner Industries
 Skipper Limited
 Skyline Steel
 Sterlite Technologies Ltd
 Summit Utility Structures, LLC
TAPP – Steel Poles
 Tectonic
 Terra Remote Sensing (USA) Inc.
 Threaded Fasteners, Inc.
 Tower Drafting Services, Inc.
TRC Engineers
Trinity Meyer Utility Structures, LLC
 Ulteig
Underground Devices
 V&S Schuler Engineering Inc.
Valmont Newmark
 W.E. Gundy & Associates, Inc.
 Williams Form Engineering
 W.I.R.E. Services
 Zhejiang Shengda Steel Tower



Reach Your Customers

Here is what you gain as an exhibitor offering your specialized expertise and products to utility engineers, consulting engineers, researchers, educators, government agency personnel, and other professionals involved in strengthening the critical transmission line and substation infrastructure.

EXHIBITOR BENEFITS

- ▶ Two (2) Full Conference Registrations
- ▶ Exposure at all events in the Exhibit Hall:
 - Grand Opening Reception
 - Tuesday Networking Reception
 - Five (5) Refreshment Breaks
 - Three (3) Lunches
- ▶ Recognition in the following (dependent on full payment being received by **February 2, 2018**):
 - Preliminary Program
 - Final Program
 - Conference website: www.etsconference.org
- ▶ A pre- and post-conference attendee list, provided signed list agreement is received by **September 6, 2018**

PROVISIONS AND FEES

- ▶ 10'x10' booth includes:
 - (1) Pipe and drape in show colors
 - (1) 6' skirted table
 - (2) Chairs
 - (1) Wastebasket
 - (1) ID sign

BOOTH PRICES

- ▶ On or before **November 7, 2017: \$2,995** (carpet included) per 10'x10' booth
- ▶ After **November 7, 2017: \$3,395** per 10'x10' booth

PAYMENT FOR EXHIBIT SPACE

Contracts received prior to **January 15, 2018** must be accompanied by 50 percent of the total space rental, made payable to ASCE/ETS 2018 Conference Exhibits. All space must be paid in full by **March 5, 2018**. After that date, all reserved booth space not paid in full will be released for resale.

CANCELLATION POLICY

Cancellation notification must be submitted in writing to ASCE Show Management. Refund of the total amount paid, less a **\$150** processing fee per reserved booth space, will be made if cancellation is received before **April 23, 2018**. No refunds will be made for cancellations received on or after **April 23, 2018**.

ASSIGNMENT OF EXHIBIT SPACE

Space is assigned to companies in good standing and upon receipt of the full payment. Contracts will be dated and assigned in order received. If your choice of space is not available, the closest space to your original selection will be assigned. No guarantees are made in respect to booth location. Exhibitors will be notified of their booth assignment four (4) months prior to the Conference.

Subletting: The exhibitor shall not reassign, sublease, or share assigned exhibit space with any person, firm, or other entity and agrees not to exhibit, advertise, or offer for sale goods other than those manufactured or sold by him in the regular course of business, without the notification and approval of ASCE Show Management.

FLOOR PLAN INFORMATION

The floor plan gives full details of exhibit layouts. The most up-to-date floor plan is posted on the Conference website: www.etsconference.org.

EXHIBITOR REGISTRATION

Complimentary registration included in your space rental fee are two (2) full Electrical Transmission and Substation Structures Conference Registrations. An Exhibitor Registration Form will be sent as part of the official Exhibitor Service Kit, emailed five (5) months prior to the Conference. The Exhibitor Registration Form must be completed and returned to exhibits@asce.org or via fax to 703-295-6460 no later than **October 4th, 2018**. After October 4th, 2018, there will be an exhibitor registration fee of \$75.

EXHIBIT SERVICES COMPANY

Alliance Exposition Services is the official contractor for the Electrical Transmission and Substation Structures Conference. An Exhibitor Service Kit containing the forms necessary to ship your booth and to place an order for services will be emailed to you five (5) months before the meeting.

HOTEL INFORMATION

Hyatt Regency Atlanta

265 Peachtree St. NE, Atlanta, GA 30303, USA

Room rate: \$185 + tax. All room rates are subject to applicable tax – currently 16% per room, per night, and subject to change.

EXHIBITOR BLOCK

The exhibitor room block will open in Spring, 2018. To receive the reduced ETS rate, reservations must be made by October 9, 2018. Instructions for securing reservations will be posted on the ETS website when the block is open.

SHIPPING INFORMATION

Shipping information will be included in the Exhibitor Service Kit. Please do not ship your booth material directly to the hotel; unauthorized shipments may be refused.



Schedule at a Glance

Subject to change.

SUNDAY, NOVEMBER 4, 2018

8:00 a.m.–4:00 p.m.	Exhibitor Move-In
11:00 a.m.–5:30 p.m.	Registration
1:00–5:00 p.m.	Pre-Conference Workshops
5:30–7:00 p.m.	Grand Opening Reception/Exhibit Hall Opens

MONDAY, NOVEMBER 5, 2018

7:30–8:00 a.m.	Breakfast
9:30 a.m.–4:00 p.m.	Exhibit Hall Hours
8:00–9:30 a.m.	Opening Plenary Session with Keynote Address
9:30–10:15 a.m.	Refreshment Break in Exhibit Hall
10:15 a.m.–12:00 p.m.	Technical Session 1
12:00–1:30 p.m.	Lunch in Exhibit Hall
1:30–3:15 p.m.	Technical Session 2
3:15–4:00 p.m.	Refreshment Break in Exhibit Hall
4:00–5:30 p.m.	Technical Session 3
6:30–9:00 p.m.	Georgia Aquarium Off-Site Reception

TUESDAY, NOVEMBER 6, 2018

7:30–8:00 a.m.	Breakfast
9:30 a.m.–7:00 p.m.	Exhibit Hall Hours
8:10–9:30 a.m.	Technical Session 4
9:30–10:15 a.m.	Refreshment Break in Exhibit Hall
10:15 a.m.–12:00 p.m.	Technical Session 5
12:00–1:30 p.m.	Lunch in Exhibit Hall
1:30–3:15 p.m.	Technical Session 6
3:15–4:00 p.m.	Refreshment Break in Exhibit Hall
4:00–5:20 p.m.	Technical Session 7
5:30–7:00 p.m.	Networking Reception in the Exhibit Hall

WEDNESDAY, NOVEMBER 7, 2018

7:30–8:00 a.m.	Breakfast
9:30 a.m.–1:30 p.m.	Exhibit Hall Hours
8:10–9:30 a.m.	Technical Session 8
9:30–10:15 a.m.	Refreshment Break in Exhibit Hall
10:15 a.m.–12:00 p.m.	Technical Session 9
12:00–1:30 p.m.	Lunch in Exhibit Hall
1:30–2:50 p.m.	Technical Session 10
1:45 p.m.	Exhibitor Move-Out Begins
2:50–3:35 p.m.	Refreshment Break
3:35–5:00 p.m.	Technical Session 11
5:00–5:15 p.m.	Conference Closing

THURSDAY, NOVEMBER 8, 2018

Technical Tours

Note: Events in **bold** take place in the Exhibit Hall.

www.etsconference.org

Key Dates

Subject to change.

JANUARY 15, 2018

50% deposit due and contract due

MARCH 5, 2018

Full payment due

APRIL 23, 2018

Booth cancellation deadline

JUNE 4, 2018

Exhibitor Service Kit emailed to exhibitor contacts

OCTOBER 4, 2018

Exhibitor and Sponsor Registrations due

Signed pre- and post-Conference attendee list agreement due (must submit signed agreement to receive list)

NOVEMBER 4, 2018

Exhibitor Move-In

NOVEMBER 7, 2018

Exhibitor Move-Out: Dismantling of exhibits must not begin before hall closing at 1:45 p.m. on Wednesday, November 7, 2018*.

* Dismantling before this date and time is a violation of the exhibit contract, and exhibitors will be subject to a \$500 penalty and loss of seniority status for the 2021 conference.

Reserve Your Space Now!

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