

**SPONSOR & EXHIBIT**



STRUCTURAL  
ENGINEERING  
INSTITUTE

**Electrical Transmission  
& Substation Structures  
Conference**

**Innovating for Critical Global Infrastructure**

**September 19–23, 2021**

**Orlando, Florida**

**Must-attend, every  
three-year event.**

**ACT NOW.  
Can you afford to wait  
until 2024?**



**#ETSC21 | ETSconference.org**

## YOU ARE INVITED TO SPONSOR/EXHIBIT

### Dear Colleague:

On behalf of the Structural Engineering Institute (SEI) of the American Society of Civil Engineers (ASCE), I invite you to sponsor/exhibit at the premier event for overhead electrical transmission, substation, and foundation structural design and construction: the triennial ETS Conference, September 19–23, 2021 in Orlando, FL.

As an ETS Sponsor/Exhibitor, you will showcase your products and services to industry decision makers and practitioners from the U.S. and abroad including utility and consulting engineers, researchers, educators, government personnel – those seeking to advance engineering practice and improve the structural reliability and resiliency of transmission lines and substation structures.

### Why Sponsor/Exhibit at ETS?

- Network with more than **1,400** transmission line and substation structures professionals. Attendance continues to grow from a few hundred participants in 2002.
- The Exhibit Hall is the center of activity, and most functions, including two of the three evening networking receptions, take place in the Hall Sunday evening through Wednesday afternoon. 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.
- Expert technical program draws key stakeholders from around the world.
- Sponsor packages include meal functions and networking events; conference items with your company logo; Exhibit Hall and session giveaways; and other great opportunities to promote your brand.
- Sponsoring and exhibiting at ETS is good business and a can't miss experience!



Act now! The Exhibit Hall sells out fast! For the past four conferences, there was a long wait list – so don't delay to stake your claim as a Sponsor/Exhibitor. Learn more at [www.etsconference.org](http://www.etsconference.org). See you in Orlando!

**Timothy Cashman, P.E., M.ASCE**  
ETS 2021 Conference Chair



### ATTENDEE PROFILE

#### Job Positions

- Technical Design Professional – 50%
- Manager – 39%
- Partner/Principal – 10%
- Faculty – 1%

#### Organization Types

- Private – 65%
- Utility – 30%
- Government Agencies – 4%
- Education – 1%

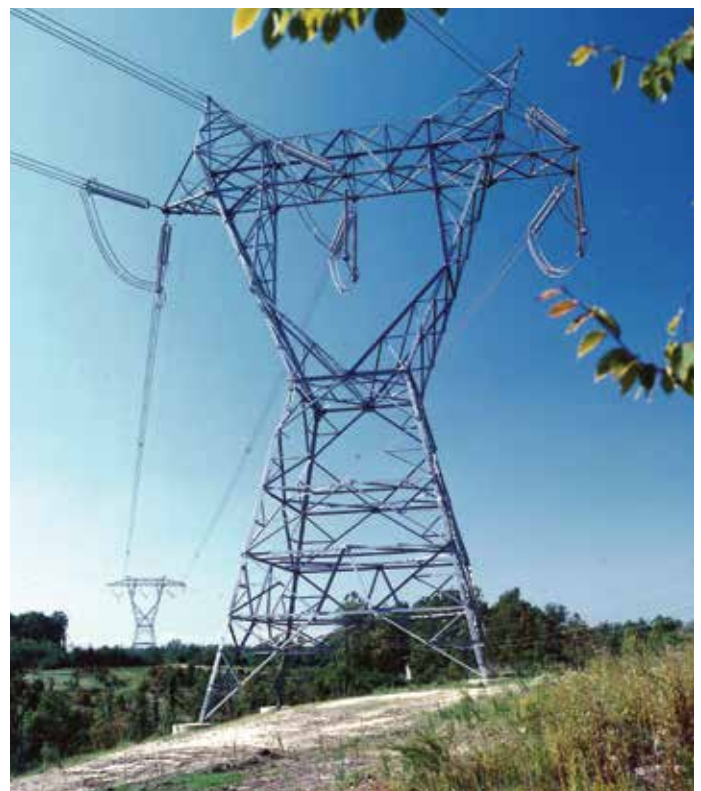
### KEY DATES

- January 21, 2021 . . . . . Full Payment Due
- January 21, 2021 . . . . . Booth Cancellation Deadline
- Approx. April 2021 . . . . . Exhibitor Service Kit Emailed to Exhibitors
- August 18, 2021 . . . . . Exhibitor and Sponsor Registrations Due
- September 19, 2021 . . . . . Exhibitor Move-In
- September 22, 2021 . . . . . Exhibitor Move-Out

See Conference Schedule at [www.etsconference.org](http://www.etsconference.org)

#### RESERVE YOUR SPACE NOW!

Contact **Bob Nickerson** at [renicker@flash.net](mailto:renicker@flash.net) or **817-319-8779**  
or **Sean Scully** at [sscully@asce.org](mailto:sscully@asce.org) or **703-295-6154**



## PROMOTIONAL SPONSOR RESERVE YOUR SPACE NOW!

Contact **Bob Nickerson** at [renicker@flash.net](mailto:renicker@flash.net) or 817-319-8779 or **Sean Scully** at [sscully@asce.org](mailto:sscully@asce.org) or 703-295-6154.

Specific items and events are available for additional recognition and exposure. Choose from:

### PREMIER – \$40,000

Contact Sean Scully at [sscully@asce.org](mailto:sscully@asce.org) to customize your needs.

### PLATINUM – \$20,000

- **NEW** Keynote Speaker
- Grand Opening Reception
- Monday Evening Reception on Patio
- Tuesday Evening Networking Reception in Exhibit Hall
- Padfolio
- Wireless Internet Access

### GOLD – \$10,000

- Conference Proceedings
- Conference Lunch (3)
- Book of Abstracts
- Mobile App
- Hotel Key Cards
- Smartphone/Tablet Charging Station
- On-site Conference Program (4)
- Exhibit Hall Special Prize Giveaways
- General Session Special Prize Giveaways
- **NEW** Tossable Microphone Box (2)

### SILVER – \$7,500

- Breakfast (3)
- **NEW** Video Record a Session (4)
- **NEW** Pre-Conference Seminar

### BRONZE – \$5,000

- Exhibit Hall Footprints to Booth (2)
- Coffee Break (3)
- Afternoon Refreshment Break (4)
- In-Room Nightly Amenity (3)
- Conference Survey

See current opportunities available at [www.etsconference.org](http://www.etsconference.org).

PROMOTIONAL SPONSOR BENEFITS	Premier \$40,000	Platinum \$20,000	Gold \$10,000	Silver \$7,500	Bronze \$5,000
Full Conference Registration	6	4	2	1	
Extra passes to sponsored event	6	4	3		
Handout in registration materials	✓	✓			
Handout on table at Registration	✓	✓	✓	✓	
Conference attendee mailing list (sent once pre- & once post event)	✓	✓	✓		
Special Recognition in Conference Program	✓	✓	✓	✓	
Recognition: Conference Website, Plenary Powerpoint, App	✓	✓	✓	✓	✓

## FINANCIAL SPONSOR

The following levels are recognized in Conference materials, including the Final Program.

FINANCIAL SPONSOR BENEFITS	Platinum \$20,000	Gold \$10,000	Silver \$7,500	Bronze \$5,000
Full Conference Registration	6	4	2	1
Welcome Address	✓			
Handout in registration materials	✓			
Handout on table at Registration	✓	✓	✓	
Conference attendee mailing list (sent once pre- & once post-event)	✓	✓		
Special Recognition in Conference Program	✓	✓	✓	
Recognition: Conference Website, Sponsor Signage, Plenary Powerpoint, App	✓	✓	✓	✓

## EXHIBIT – RESERVE YOUR SPACE NOW!

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### Exhibit Benefits:

- Two (2) Full Conference Registrations
- Exposure at all events in the Exhibit Hall including:
  - » Grand Opening Reception
  - » Tuesday Networking Reception
  - » Five (5) Refreshment Breaks
  - » Three (3) Lunches
- Recognition:
  - » Preliminary Program
  - » Final Program
  - » [www.etsconference.org](http://www.etsconference.org)
  - » Conference Mobile App
- A pre- and post-Conference Attendee list if signed List Agreement is received by **June 16, 2021**

10' x 10' Booth and 10' x 20' Booth include:

- (1) Pipe and drape in navy blue
- (1) 6' skirted table
- (2) Chairs
- (1) Wastebasket
- (1) Booth Sign

### Booth Price

- *By September 21, 2020:* **\$3,295** per 10' x 10' booth; **\$6,590** per 10' x 20' booth
- *After September 21, 2020:* **\$3,695** per 10' x 10' booth; **\$7,390** per 10' x 20' booth



## REACH YOUR CUSTOMERS – 2018 SPONSORS AND EXHIBITORS

3M Electrical Markets/ High Capacity Conductors	EXO Group LLC	Magnum Piering	Sanpec
All-Pro Fasteners, Inc	Fabreeka	McWane Poles	SA-RA Group
Almita Piling	Fabrimet Inc.	Mesa Associates, Inc.	Sediver USA
AMPIRICAL	Falcon Steel America	Metalogalva North America Inc	Structural Engineering Institute of ASCE
Ampjack Industries Ltd	FDH Infrastructure Services	Meyer Utility Structures	Shaner Industries
ASC, Inc.	Forterra	Midal Cables Limited	Stella Jones
ASEC Inc.	Frank X. Spencer & Associates	Mitas Energy and Metal Construction Inc	Structural Technologies
Bell Lumber & Pole Company	GAI Consultants, Inc	Natina	Summit Utility Structures
Beta Engineering	Georgia Power	NM Group	Superior Concrete Products
Black & Veatch Corporation	Gonzaga University	Nova Pole International	Surveying & Mapping, LLC
Bold Transmission LLC	Hanson Professional Services Inc.	NV5	TAPP, Inc
Boundary Layer Wind Tunnel Laboratory	HDR Engineering, Inc.	Oldcastle Enclosure Solutions	Terra Remote Sensing (USA) Inc
Brooks Manufacturing Co.	Helical Pier Systems, Inc	Osmose Utilities Services, Inc.	The Stresscrete Group
Burns & McDonnell	Hubbell Power Systems	Paul J. Ford and Company	Threaded Fasteners, Inc.
Cantsink Manufacturing	Hughes Brothers	PFISTERER LAPP North America	Tower Drafting Services, Inc
CEATI International	IEEE/NESC	Pile Dynamic, Inc / GRL Engineers, Inc	TransDesign International, LLC
CHA Consulting	IEEE-SA	PileMedic by Quakewrap	Transrail Lighting Limited
Chemline	Intelli-pole by Highland Composites	PLH Group, Inc.	TRC Engineers
Commonwealth Associates, Inc	Kalpataru Power Transmission	Power Consulting Associates	Trinity FORMET
Creative Pultrusions, Inc	Karamtara Engineering Private Limited	POWER Engineers	Ulteig
Custom Engineering Solutions, Inc	Keller: Cyntech, Hayward Baker, McKinney Drilling, Seaboard Foundations	Power Line Systems, Inc.	Utility Pole Solutions, Inc
DiGioia Gray	Kiewit	Preformed Line Products	V & S Schuler Utilities
DIS-TRAN Overhead Solutions	Kleinfelder	PUPI(Geotek)	Valmont Utility
DIS-TRAN Steel, LLC	Klute Inc. Steel Fabrication	Quanta Services	Viance
EDM International, Inc.	Laminated Wood Systems, Inc	Quanta Subsurface	W.E Gundy + Associates Inc
Electrical Consultants, Inc.	Leidos Engineering	Rohn Products	Westwood Professional Services
Enview, Inc	Lindapter	RS Poles	Williams Form Engineering
Eternal Sun Steel Mast (Shanghai) Co., Ltd	Locweld Inc	Sabre-FWT	Worley Parsons
		SAE Towers	Zhejiang Shengda Steel Tower Co., Ltd

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VIEW 2018 ATTENDING COMPANIES – [www.etsconference.org](http://www.etsconference.org)