



AzPPO Presents  
**THE GREAT WESTERN  
CONFERENCE**

MARCH 27-28, 2019

**2019 Arizona Pest Management Conference & Expo**  
**Mesa Convention Center**  
**263 N Center St, Mesa, AZ 85201**

Dear Valued Vendor,

The Arizona Pest Professional Organization would like to invite you to participate in the 2019 Great Western Conference & Expo. The Conference will be held at the Mesa Convention Center Wednesday, March 27 through Thursday, March 28, 2019. We are excited to welcome top notch speakers to include Dr. Philip Koehler, Sylvia Kenmuir, Matt Kenney, Dawn H Gouge, Freder Medina, Steve Thoenes, Vince Craig, Eric Paysen, and Bert Lopez.

Attached you will find a vendor packet to include FAQ Sheet, Exhibitor/Sponsorship Registration Information, Hotel Information, and the Exhibit Hall Layout. There are still several sponsorship opportunities available. Please complete the Exhibitor Registration Form on page 6 in this packet, noting your top 3 booth location preferences and return it as soon as possible. Each booth includes entrance to events for 1 person. If more than 1 person from your company will be attending, please mark all events and list the names of attendees you are purchasing tickets for. We are also offering early bird rates through January 31, 2019 so don't delay! **Prices increase on February 1, 2019.**

We are always looking for ways to add value to our vendors. The "Reverse Trade Show" is scheduled again this year. This will take place on Wednesday afternoon, and will provide you with some important face time with our Owners and Managers. We would also like to invite you to attend our traditional Owner & Manager Welcome Reception on Wednesday, March 27th. This is a great opportunity to meet with and interact with Owners and Managers in a fun casual setting.

In addition, we are again hosting a Hospitality Appreciation Dinner on Wednesday evening, providing you with yet another opportunity network with pest control companies in Arizona. Each vendor receives 1 complimentary admission to each of these evening events.

And finally we will invite vendors to submit a slide with your logo or a conference promotion that will be incorporated into a sponsor and vendor recognition PowerPoint presentation that will be on continuous feed during the conference.

We have secured an event rate with the Phoenix Marriott Mesa across the street from the convention center and **strongly encourage you to secure reservations as soon as possible.**

# FREQUENTLY ASKED QUESTIONS

Dear Valued Vendor,

Thank you for exhibiting at the Great Western Conference & Expo. We have prepared this FAQ sheet in order to answer any questions you may have about exhibiting at the Conference.

**Q. What do I get for my exhibit fee?**

A. Our heartfelt thanks! And, each booth includes standard 8x10 pipe and drape booth, 2 chairs, 1 vendor badge, continental breakfast and lunch on both days, opportunity to participate in a "Reverse Trade Show" on March 27th, 1 admittance to the March 27th Owner & Manager Reception, 1 admittance to the March 27th Hospitality event, your company logo on the big screen, company listing in Tradeshow Map, contact list of all attendees following the event. If you require other accommodations such as electrical or Wi-Fi, extra fees will be incurred, and arrangements must be made in advance.

**Q. I am a vendor in the industry but do not plan on sponsoring a vendor booth. Can I purchase an attendee ticket and walk the trade show floor and pass out business cards?**

A. No. We are very grateful to the vendors that have supported the event with their sponsorships. Participating in the trade show without a full sponsorship would not be fair to those vendors.

**Q. Can I share a booth with another company?**

A. No. We are very grateful to the vendors that have supported the event with their sponsorships. Participating in the trade show without a full sponsorship would not be fair to those vendors.

**Q. I'm interested in sponsoring meals and/or evening events. Is my booth included in the sponsorship fee?**

A. No, sponsorship of breakfast, lunch, and evening events is separate from your booth fee.

**Q. When may I move in?**

A. The exhibit area is generally available for move in beginning in the morning on Tuesday, March 26th. Specific time will be announced.

**Q. Where is the exhibit area?**

A. The exhibit area will be located in the Exhibit Center of Centennial Hall at Mesa Convention Center.

**Q. When may I break down?**

A. As a courtesy to the conference attendees and speakers, Great Western Conference & Expo Committee request that exhibits should not be broken down until after lunch (1pm) on Thursday.

**Q. What is the closest major airport?**

A. Sky Harbor International Airport (PHX) is approximately 12 miles from the convention center.

**Q. What if I have paid for my registration and cannot attend or need to cancel. Can I get a refund?**

A. No. All registrations or sponsorships are final.

# Registration Information

## Booth Information

- ➔ Each booth includes standard 8x10 pipe and drape booth, 2 chairs, 1 vendor badge, 1 admittance to the March 27th Owner & Manager Reception, 1 admittance to the March 27th Hospitality event, your company logo on the big screen, company listing in Tradeshow Map, contact list of all attendees following the event. Additional vendor badges and admittance passes to evening events can be purchased for \$50 each. Non-member booth pricing includes membership to AZPPO through June 30, 2019. There are a limited number of outdoor booths available on a first come first served basis. Be sure to list “Outdoor” space when listing booth location choices on the registration form. Continental breakfast and lunch are included both days.

## Booth Pricing

- ➔ SINGLE BOOTH EARLY BIRD PRICING - \$950 (AZPPO Member Pricing) \$1349 (Non-members) (*Pricing after 1/31/19 \$1250 member/\$1649 non-member*)
- ➔ DOUBLE BOOTH EARLY BIRD PRICING - \$1400 (AZPPO Member Pricing) \$1799 (Non-members) (Limited quantity available, first come first served) (*Pricing after 1/31/19 \$1700 member/\$2099 non-member*)

## Sponsorships (in addition to booth)

- ➔ BREAKFAST - \$750 Limited to 1 each day, first come first served – Includes your company logo on the buffet table and 1 extra entrance to your choice of the 3/27 Owner & Manager Reception or the 3/27 Hospitality Event
- ➔ LUNCH - \$1000 Limited to 1 each day, first come first served – Includes your company logo on the buffet table, 2 minutes addressing the general session before lunch, and 1 extra entrance to the 3/27 Owner & Manager Reception and the Hospitality Event.
- ➔ OWNERS & MANAGERS RECEPTION March 27th - \$1000 Limited to 2, first come first served - Includes your company logo on the buffet table, 2 minutes addressing the group, and 1 extra entrance to the 3/27 Owner & Manager Reception and the Hospitality Event.
- ➔ Hospitality Dinner March 27th - \$1000 Limited to 2, first come first served - Includes your company logo on the buffet table, 2 minutes addressing the group, and 1 extra entrance to the 3/27 Owner & Manager Reception and the Hospitality Event.

## Additional Items

- ➔ \$50 - Badges for additional personnel —Per person charge (each booth includes 1 badge)
- ➔ \$50 - Additional Attendees for March 27th Evening events —Per person per event charge
- ➔ Electrical and WiFi will incur additional charges - YOU WILL MAKE ARRANGEMENTS WITH THE TRADE SHOW VENDOR AND EXHIBIT HALL TO ORDER AND PAY FOR THESE ITEMS.

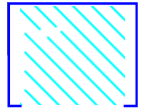
Please review the floor plan on the following page and be sure to include 3 booth choices when you complete your registration. You may register online at [www.azppo.org](http://www.azppo.org) or complete the registration form and mail or fax.

# Exhibit Hall Layout

**Outdoor Booths Available HERE 1st Come**



Single  
8' x 10'  
Booth



Double  
Booth  
Only 6  
Available on  
first come  
first served  
basis



# Hotel

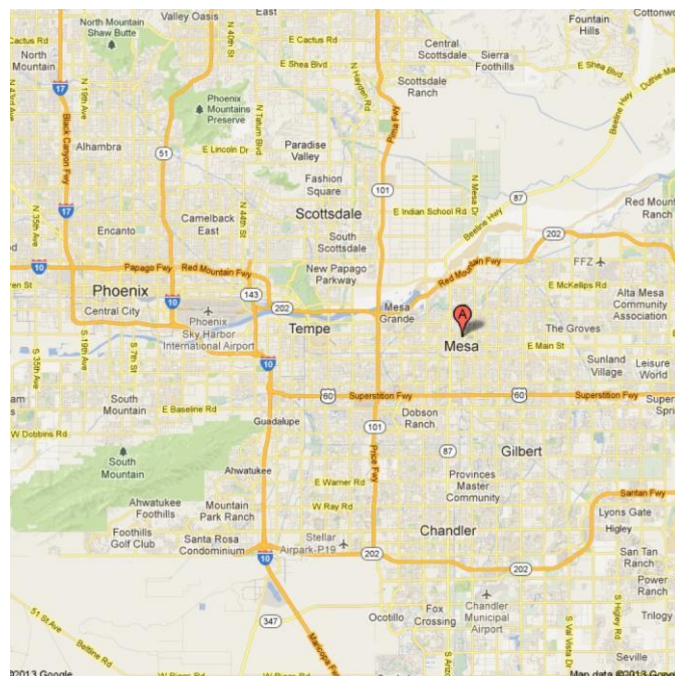


## Delta Hotels Phoenix Mesa

200 North Centennial Way, Mesa, AZ 85201

For the conference, we have secured a block of hotels at Delta Hotels Phoenix Mesa. You can take advantage of this hotel block until **Feb 26, 2019**. If new reservations are needed after February 26th, you will be subject to the hotel's availability. The rate is only valid for March 26-29, 2019.

Here is the [reservation link](#) to make online reservations. You can also make reservations by calling Marriott Central Reservations at 1-888-236-2427 and asking to book in the "AZ Pest Professional Organization Room Block."



# Registration Form

Name: \_\_\_\_\_ Company Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone: (\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_) \_\_\_\_\_

Email: \_\_\_\_\_

## Booth

- Early Bird (by 01/31) Single Booth - \$950 (AZPPO Member Only) / \$1349 (non-member) \$ \_\_\_\_\_
- Early Bird (by 01/31) Double Booth - \$1400 (AZPPO Member Only) / \$1799 (non-member) \$ \_\_\_\_\_
- Late Single Booth - \$1250 (AZPPO Member Only) / \$1599 (non-member) (after 01/31) \$ \_\_\_\_\_
- Late Double Booth - \$1700 (AZPPO Member Only) / \$2099 (non-member) (by 01/31) \$ \_\_\_\_\_

1st Choice Booth # \_\_\_\_\_ 2nd Choice Booth # \_\_\_\_\_ 3rd Choice Booth # \_\_\_\_\_

## Optional Items (check all that apply)

- Breakfast Sponsor March 27th - \$750 (first come) \$ \_\_\_\_\_
- Breakfast Sponsor March 28th - \$750 (first come) \$ \_\_\_\_\_
- Lunch Sponsor March 27th - \$1000 (first come) \$ \_\_\_\_\_
- Lunch Sponsor March 28th - \$1000 (first come) \$ \_\_\_\_\_
- March 27th Owner/Manager Reception Sponsor \$1000 (2 available, first come) \$ \_\_\_\_\_
- March 27th Hospitality Dinner Sponsor \$1000 (2 available, first come) \$ \_\_\_\_\_
- Additional Exhibit Hall Badge \$50 each  
Name(s): \_\_\_\_\_ \$ \_\_\_\_\_
- Additional Owner/Manager Reception Attendee \$50 each  
Name: \_\_\_\_\_ \$ \_\_\_\_\_
- Additional Hospitality Dinner Attendee \$50 each  
Name: \_\_\_\_\_ \$ \_\_\_\_\_
- Grand Total \$ \_\_\_\_\_

### TWO WAYS TO REGISTER:

1. Mail this form to:

AZPPO  
Attn: Laura Taylor  
SOS Association Management Solutions  
7729 E Greenway, Suite 300  
Scottsdale, AZ 85260

2. Online at [azppo.org](http://azppo.org)

## Payment Information

- Our check is enclosed (payable to AzPPO)
- Please charge the total to my credit card:  
 VISA  MASTERCARD  AMEX  
Credit Card #: \_\_\_\_\_ Exp: \_\_\_\_\_  
Sec Code: \_\_\_\_\_ Cardholder Name: \_\_\_\_\_  
Cardholder Signature: \_\_\_\_\_