



28th ANNUAL CPA CONVENTION

November 18 – 20, 2018

DELTA GUELPH HOTEL & CONFERENCE CENTRE
Guelph, Ontario

ASSOCIATE AND EXHIBITOR INFORMATION

Associate Members of the Concrete Precasters Association of Ontario are afforded unique opportunities at our Convention to promote products/services and demonstrate appreciation for our Manufacturer Members.

EXHIBITING AT THE CPA CONVENTION OFFERS TREMENDOUS VALUE. HERE'S WHY...

- Floor space in the CPA exhibition hall is included with your annual CPA membership fee. The only fee incurred to attend the Convention is the **\$333.35 (\$295.00 + \$38.35 HST) per person** Convention Registration Fee. Many other conventions can be well in excess of \$1,000. Only current members of the CPA may attend.
- This is primarily an owner/general manager convention. The quality of the delegates makes this convention special; our delegates can make final decisions about where they purchase supplies. Break the ice at this event to begin or further your client relationship while avoiding marketing to those outside of your target audience.
- Time on the exhibition floor is maximized by having the delegates in the exhibition rooms for all meals and breaks through to the final break. We offer as much face time with the delegates as possible.
- This convention, while maximizing time with potential buyers, is only two days long. Avoid the third and fourth day "been there, done that blues". The CPA convention only utilizes the first day of the business week.
- Because we generally have only one size of exhibit floor space (although more can be purchased if available) you avoid competing with the "Gold" and "Platinum" members. It's a level playing field.
- Sponsorship levels are at a cost that allows all members to participate.
- This is the only time of the year when the majority of precasters are assembled as a captive audience. Avoid excess mileage and cold calls by meeting these owners/operators at one time.
- Admission to the speaker program is included. Join us for these important information sessions while the exhibition room is empty.
- Further your relationship with potential buyers by interacting on a social level at our Banquet Dinner.

YOUR COMPETITORS WILL BE ATTENDING THIS EVENT. SO SHOULD YOU.

EXHIBIT SET-UP: SUNDAY, NOV. 18, 3:00-5:30 P.M.

EXHIBIT TEAR-DOWN: MONDAY, NOV. 19, 3:00-4:00 P.M.



ASSOCIATE AND EXHIBITOR INFORMATION: MORE DETAILS

Exhibitors' Forum: Located in "Royal City Ballroom"

Each Associate Member is invited to set up an exhibit at the Exhibitors' Forum to promote your products/services. Because we offer exhibition space only to Associate Members of the CPA, you have a unique opportunity to have a captive audience of current and potential customers, giving you an advantage over your competition. Sunday evening's Welcome Reception, as well as Monday's breakfast, refreshment breaks, lunch & appreciation raffle will be held in the Exhibitors' Forum. **Your exhibit must be set up between 3:00 p.m. and 5:30 p.m. on Sunday, November 18 and taken down following the afternoon refreshment break, between 3:00 p.m. and 4:00 p.m. on Monday, November 19.** **Please Note:** The Welcome Reception begins at 6:00 p.m. on Sunday evening. Exhibits not set up before this event may not be able to set up until after this event is over so as not to cause a disruption. **Please find your table assignment upon arrival; don't forget to indicate whether you require electricity when you complete the Registration Form. Exhibit space with electricity is limited; please register promptly if requiring electricity.** Typically, each exhibitor has an 8' x 8' space. If required, additional space may be available at an additional charge; inquire at the CPA office: info@cpaontario.com or 1-866-853-0311.

Welcome Reception:

The Welcome Reception kicks-off the Convention on Sunday Evening; it is held in the Exhibitors' Forum. Each year a portion of Associate Members' CPA Membership fee is allocated to sponsor a host bar as well as hors d'oeuvres for this event.

Appreciation Raffle:

Each Associate Member is invited to donate a gift (value \$100 max.) to be raffled off on Monday. Most Associate Members choose to demonstrate their appreciation for our Manufacturer Members at this fun event. A contact person will be assigned to collect and coordinate raffle items on Monday.

Sponsorship Opportunities:

We have various opportunities for Associate Members to show their appreciation for our Manufacturer Members and gain further recognition. Please see attached form for sponsorship opportunities.



SPONSORSHIP OPPORTUNITIES

Associate Members of the Concrete Precasters Association of Ontario are afforded unique opportunities at our Annual Convention to promote products/services and demonstrate appreciation for our Manufacturer Members.

Sponsorship opportunities include:

****NOTE: All sponsorship figures noted below are inclusive of HST****

Monday Breakfast	
1/4 Sponsorship	\$350.00
1/2 Sponsorship	\$700.00
Full Sponsorship	\$1,400.00

Monday Lunch	
1/4 Sponsorship	\$350.00
1/2 Sponsorship	\$700.00
Full Sponsorship	\$1,400.00

Monday Dinner	
1/4 Sponsorship	\$500.00
1/2 Sponsorship	\$1,000.00
Full Sponsorship	\$2,000.00

Monday Entertainment	
1/4 Sponsorship	\$500.00
1/2 Sponsorship	\$1,000.00
Full Sponsorship	\$2,000.00

Monday Pre-Dinner Cocktails	
Full Sponsorship	\$750.00

Monday Pre-Dinner Hors d'Ouvres	
Full Sponsorship	\$750.00

Recognition will consist of:

- Signage at the event acknowledging your sponsorship
- Acknowledgement in convention program
- Verbal acknowledgement at convention banquet dinner
- Acknowledgement in Winter 2019 edition of the CPA Newsletter

Please contact our office by email, fax or telephone to indicate your interest in sponsoring an event:

- ❖ info@cpaontario.com
- ❖ 1-866-853-0311 (fax)
- ❖ 1-866-853-0310 (phone)

THIS INFORMATION AND ALL PRE-CONVENTION DOCUMENTS ARE AVAILABLE ONLINE AT WWW.CPAONTARIO.COM

See you in Guelph on November 18, 2018!