

WMDA/CAR ANNUAL **EXPO & AWARDS** DINNER 2021

Exhibitor Prospectus

Tuesday, October 26, 2021
MARTIN'S WEST, BALTIMORE, MD



CAR
Council of Automotive Repair
A Division of the WMDA



ABOUT WMDA/CAR

The Washington, Maryland, Delaware Service Station and Automotive Repair Association (WMDA) was established in 1937 as a trade association serving independent business men and women of service stations, repair facilities, convenience stores, and other related businesses.

The Association offers advantages to over 800 members by developing and delivering programs designed to enhance profits and reduce cost. In survey after survey, members of trade associations respond that their most important membership benefit is a good trade show.

ABOUT THE EXPO

If You Sell to the Automotive Industry, The WMDA/CAR Expo is for You!

The WMDA/CAR Expo delivers focused buyers, who are seriously looking for the products and services you offer.

Attendees at the Expo are directly responsible for the purchase of their company's equipment, products and services. Be sure they see your company on the Expo floor.

The Expo promises to be one of your best marketing opportunities of the year. Exhibitors involved in all aspects of the automotive aftermarket participate in the Expo.

The attendance for the Expo exceeds well over 500 owners, managers, and decision-makers. As a result, the Expo is an excellent place for the exchange of information and ideas between companies and customers.

***Don't miss this opportunity to market your products and services
to decision makers in the Automotive Aftermarket!***

WMDA/CAR

EXPO

2019 Tabletop Exhibitors



Accurate Automotive Equipment
Automotive Training Institute (ATI)
B&B Financial Services, LLC
Benjamin F. Brown Insurance Agency
Bolt On Technology
Carroll Motor Fuels
Cato Oil Company
Century Distributors, Inc.
Chesapeake Automotive Equipment
Clark Brands, LLC
Crompco LLC
Crovato BG Products & Services
Day, Deadrick & Marshall Insurance, Inc.
Eco Heating Systems Inc.
Ewing Oil Company, Inc.
First Merchant Services
Global Partners, LP
H&M Wagner & Sons Foodservice
Hanagan's Wholesale Tires
Hunter Engineering Company
Intelicom, Inc./PAI
Jasper Engines & Transmissions
Jones & Frank
Maryland Department of Agriculture
Maryland Pump & Tank, Inc.
Meadowbrook Insurance Group
Mitchell 1
MTD Services, Inc.
NAPA-Genuine Parts Co.
Net Driven
Oasis Scientific Inc.
Parts Authority
Patriot Capital
Petroleum Marketing Group
PPC Lubricants/Castrol
Saratoga Insurance Brokers
Spigler Petroleum Equipment, LLC
Sprague Operating Resources
Sunoco
The Wills Group
Upside Services
Webb Environmental, LLC
WildcoPES
WMDA/CAR

FLOOR PLAN SPECIFICATIONS

Tabletop	Member Cost*	Non-Member Cost
8' Table	\$599*	\$799*

*All outstanding dues and invoices must be paid in full before Application & Contract is approved.

EXHIBIT INSTALLATION & DISMANTLING SCHEDULE

Installation of Displays

Tuesday, October 26, 2021
12:00 p.m. - 2:00 p.m.

Dismantling of Displays

Tuesday, October 26, 2021
6:00 p.m. - 10:00 p.m.

ELECTRICAL OUTLETS

Electrical outlets can be provided for an additional charge (must supply own cord). **Tabletop locations on perimeter walls of ballroom are required for electric.**

110 Volts (500 Watts) \$40 each

TABLETOP FURNISHINGS

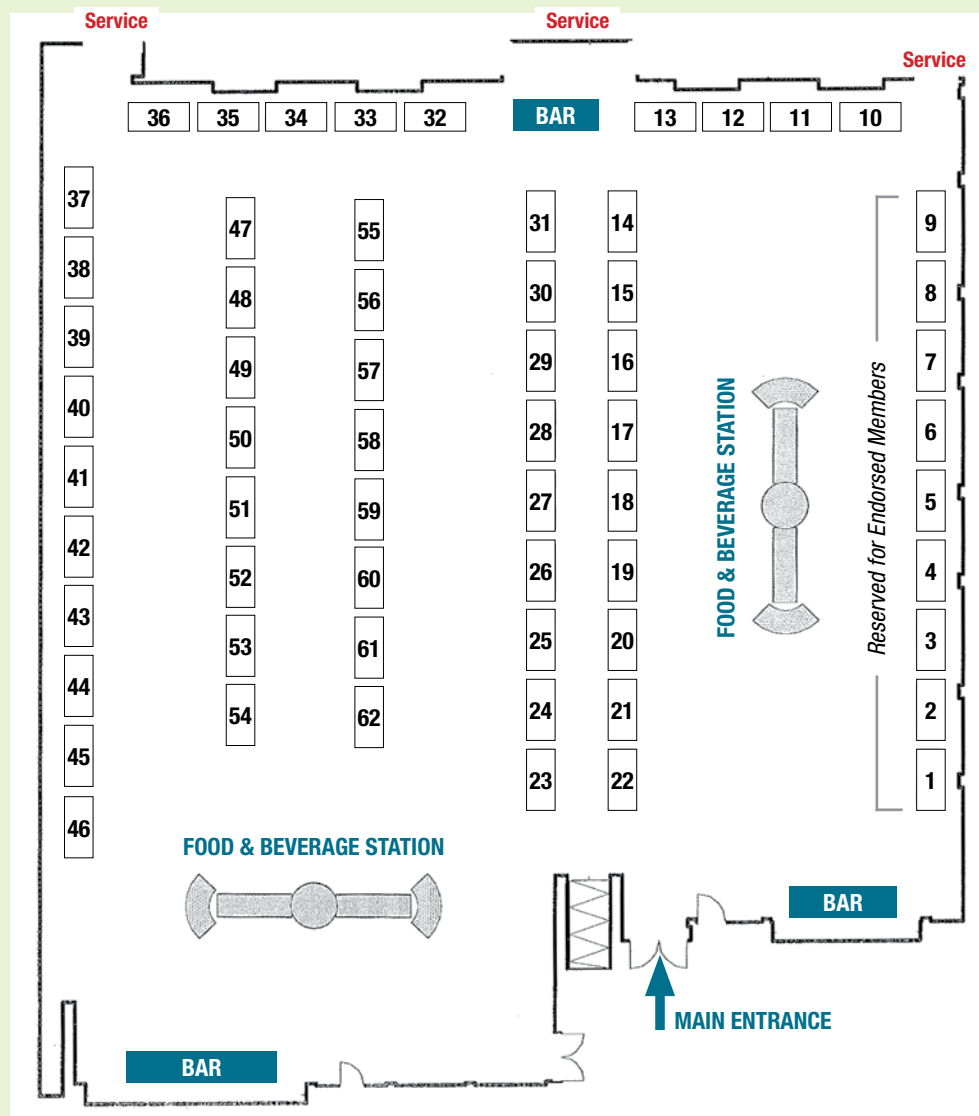
Each tabletop will consist of an eight-foot skirted table, two chairs and a vendor name sign. Tabletop area limited to two company representatives.

SHOW SPECIALS

All exhibitors are requested to develop at least one exclusive show special. Prior to the Expo, WMDA/CAR will promote specials in various promotional mailings digital advertising and social media.

TENTATIVE SCHEDULE OF EVENTS – Tues., Oct. 26, 2021

Show Hours	2:00 p.m. - 6:00 p.m.
Light Snacks & Beverages (Show Floor)	2:30 p.m. - 4:30 p.m.
Cocktail Reception (Show Floor)	5:00 p.m. - 6:00 p.m.
Dinner & Awards Presentation	6:00 p.m. - 9:00 p.m.
(Ticketed Event – \$65 each or table of 10 \$600)	



TO RESERVE YOUR TABLETOP OR FOR MORE INFORMATION:

Email: ssripada2@wmda.net
Phone: 301.390.0900

WMDA/CAR
1532 Pointer Ridge Place, Suite F
Bowie, MD 20716

Floor plan is subject to change.

Confirmation of all Tabletop assignments will be given three (3) weeks prior to the Expo.

WMDA/CAR reserves the right to modify booth assignments.

TABLETOP KEY:

	Available Tabletops
	Sold Tabletops
	Tentative Hold Tabletops

ALLOCATION OF SPACE & DEPOSIT

A \$200 deposit per Tabletop must accompany application. If your desired exhibit space is unavailable, you will be assigned the nearest Tabletop available to the space you requested. Confirmation of all Tabletop assignments will be given three (3) weeks prior to Expo. WMDA/CAR reserves the right to modify Tabletop assignments. Final balance is due no later than Friday, September 3, 2021. Any applications received after September 3, 2021 must be accompanied by full payment. All exhibit spaces must be paid in full prior to exhibit setup. Membership status must be active to receive member rate.

CANCELLATION

A refund will be made upon written cancellation received before Friday, July 30, 2021.

TO VALIDATE CONTRACT

- Complete Application & Contract.
- Include a \$200 deposit per Tabletop space.
- Make all checks payable to WMDA.
- The Exhibitor acknowledges that the products listed are those which will be displayed or demonstrated; WMDA/CAR must be notified in writing of any changes prior to the Expo.

RETURN COMPLETED CONTRACT & DEPOSIT TO:

Mail to: WMDA/CAR
1532 Pointer Ridge Place, Suite F
Bowie, MD 20716

Email to: ssripada2@wmdda.net

EXHIBITOR INFORMATION (PLEASE PRINT OR TYPE)

Date: _____

Name to appear on Exhibitor Sign & Official Program: _____

Mailing Address: _____

City: _____ State: _____ Zip: _____

Email Address: _____ Website: _____

Telephone: _____ Fax: _____

Contact person: _____ Title: _____

Signature: _____ or Electronic Signature: ☐ Checking box is my electronic signature

Products to be exhibited: _____

☐ Yes, I will supply a Door Prize: _____

To help us in assigning you the best possible Tabletop, please list competitor companies you wish not to be near:

Preference in Tabletop locations*: First choice: _____ Second choice: _____ Third choice: _____

* Confirmation of tabletop assignment will be given three (3) weeks prior to Expo.

PAYMENT INFORMATION

☐ Check Enclosed ☐ Visa ☐ MasterCard ☐ American Express

Cost of Tabletop: \$ _____

Electrical hook-up (if required): # _____ \$ _____

Deposit enclosed (\$200 per Tabletop): \$ _____

Balance due (September 3, 2021): \$ _____

Zip Code of Billing Address for Charge Card _____

Account # _____

Expiration Date _____ CVV Code _____

Account Name (print) _____

Signature _____

or Electronic Signature: ☐ Checking box is my electronic signature and payment authorization

WMDA/CAR ANNUAL EXPO & AWARDS DINNER 2021

Tuesday, October 26, 2021

Expo | 2:00 p.m.-6:00 p.m.

Awards Dinner | 6:00 p.m.-9:00 p.m.

Martin's West | 6817 Dogwood Road | Baltimore, MD



SPONSORSHIP OPPORTUNITIES

___ Signature Sponsor	\$6,000	___ Cocktail Hour Signature Drink Sponsor	\$1,500
___ Awards Dinner Gift Sponsor	\$3,000	___ Program Sponsor	\$1,500
___ Expo Lunch Sponsor (2 Available)	\$2,000	___ Entertainment Sponsor (2 Available)	\$1,000
___ Expo Reception Sponsor (5 Available)	\$1,500	___ Awards Dinner Ice Cream Sundae Bar Sponsor (1 Available)	\$800
___ Lanyard Sponsor (Exclusive)	\$1,500**	___ Customer Service Contest Sponsor (5 Available)	\$500
___ Bag Sponsor (Exclusive)	\$1,500**	___ Expo Sponsor (Unlimited)	\$350*
___ Registration Gift Sponsor/Door Prize	\$1,500		

If your pledge is submitted by Friday, September 17, 2021, your generous sponsorship entitles you to be listed as a sponsor in event program, and recognition in the post-event issue of the WMDA/CAR *Nozzle & Wrench*, as well as receiving professionally designed signage at the sponsored event.

* Expo Sponsors will have company logo featured on a large banner displayed at the Expo.

** Exclusive Sponsorships will feature company logo imprinted on custom item. Please contact Swapna Sripada for details.

AWARDS DINNER TICKETS

<input type="checkbox"/> Individual Tickets	\$65	x #	_____	= \$	_____
<input type="checkbox"/> Table of 10	\$600	x #	_____	= \$	_____

CONTACT INFORMATION

Company: _____ Date: _____
 Contact Person: _____ Email: _____
 Mailing Address: _____ City: _____ State: _____ Zip: _____
 Cell Phone: _____ Business Phone: _____ Ext. _____ Fax: _____

PAYMENT INFORMATION

☐ Check Enclosed ☐ Visa ☐ MasterCard ☐ American Express Zip Code of Billing Address for Charge Card _____
 Sponsorship Total \$ _____ Account # _____
 Ticket Total \$ _____ Expiration Date _____ CVV Code _____
Grand Total \$ _____ Account Name (print) _____
 Balance due (September 17, 2021): \$ _____ Signature _____

Sponsorship pledges must be paid by September 17, 2021.

☐ Checking box is my Electronic Signature and payment authorization



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WMDA/CAR ANNUAL **EXPO & AWARDS**

SPONSORED BY:



Wills Group®

Parts Authority
Auto Parts Superstores



PMG

INTERESTED IN A SPONSORSHIP? PLEASE CONTACT SWAPNA SRIPADA AT 301.390.0900