

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

Prior Year Exhibitors



Accurate Automotive Equipment
AmeriTrust
Automotive Training Institute (ATI)
B&B Financial Services, LLC
Benjamin F. Brown Insurance Agency
Bolt On Technology
Brads Fuel Filtering
Broadly
Carroll Motor Fuels
Cato Oil Company
Century Distributors, Inc.
Chesapeake Automotive Equipment
Chester's International
Clark Brands, LLC
Crompco LLC
Crovato BG Products & Services
Cummins/1-800 Radiator
Day, Deadrick & Marshall Insurance, Inc.
Eco Heating Systems Inc.
Empire Petroleum Partners
Ewing Oil Company, Inc.
FCAR Tech USA
First Merchant Services
Global Partners, LP
Intelicom, Inc./PAI
Jones & Frank
Marion Miller & Associates
Maryland Department of Agriculture
Maryland Department of Environment
(Weights & Measures)
Maryland Pump & Tank, Inc.
Meadowbrook Insurance Group
Mitchell 1
MTD Services, Inc.
Net Driven
Oasis Scientific Inc.
Parts Authority
Patriot Capital
Petro Supply, Inc.
Petroleum Marketing Group
Premier Waste Group
Reit Lubricants/Chevron
Saratoga Insurance Brokers
Service Station Vending Equipment
Sirius XM
Spigler Petroleum Equipment, LLC
Sprague Operating Resources
Star Financial
Sunoco
The Wills Group
Utica National Insurance Group
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

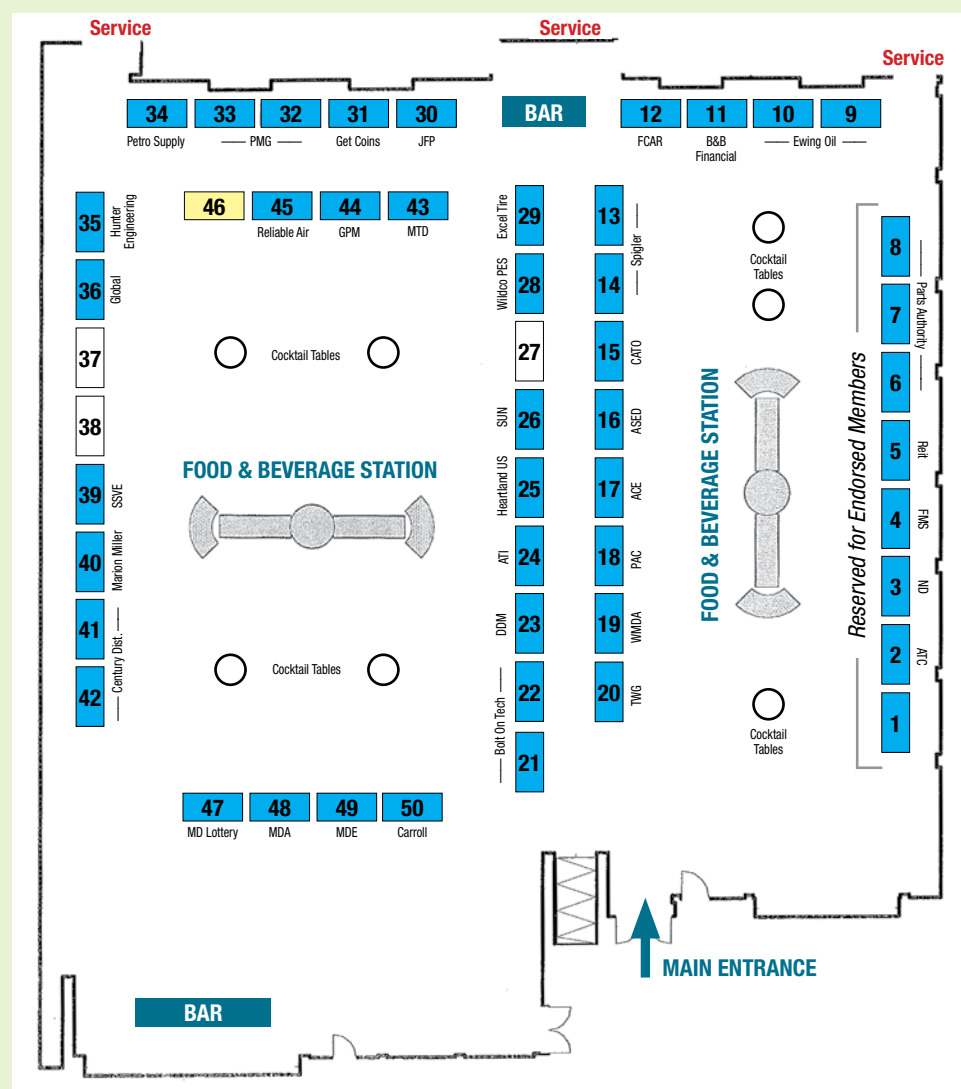
Each tabletop will consist of an eight-foot skirted table, two chairs and a vendor name sign. Tabletop area limited to two company representatives.

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

In Conversation with Industry Leaders	12:00 p.m. - 2:00 p.m.
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@wmدا.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

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. 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.
- Make all checks payable to WMDA.

RETURN COMPLETED CONTRACT & DEPOSIT TO:

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

Email to: ssripada2@wmda.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): # _____ \$ _____

Total Due: \$ _____

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

MARTIN'S WEST, 6817 DOGWOOD ROAD, BALTIMORE, MD

In Conversation with Industry Leaders | 12pm - 2pm

Expo | 2pm - 6pm

Cocktail Reception | 5pm - 6pm

Awards Presentation & Dinner | 6pm - 8pm

Social Hour & After Party | 8pm - 9pm

SPONSORSHIP OPPORTUNITIES

___ Signature Sponsor	\$6,000	___ Cocktail Hour Sponsor	\$1,500
___ Awards Dinner Gift Sponsor	\$3,000	___ Program Sponsor	\$1,500
___ Expo Lunch Sponsor (2 Available)	\$2,000	___ In Conversation with Industry Leaders (Repair Shops/Bay Owners).....	\$1,000
___ Expo Reception Sponsor (5 Available)	\$1,500	___ Entertainment Sponsor (2 Available)	\$1,000
___ Lanyard Sponsor (Exclusive) SOLD	\$1,500**	___ Awards Dinner Ice Cream Sundae Bar Sponsor (1 Available)	\$800
___ Bag Sponsor (Exclusive) SOLD	\$1,500**	___ Customer Service Contest Sponsor (5 Available)	\$500
___ Registration Gift Sponsor/Door Prize	\$1,500	___ Expo Sponsor (Unlimited)	\$350*

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

☐ Individual Tickets \$65 x # _____ = \$ _____

☐ 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) _____

Signature _____

☐ Checking box is my Electronic Signature and payment authorization

Sponsorship pledges must be paid by September 17, 2021.



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

SPONSORED BY:



Wills Group®

Parts Authority
Auto Parts Superstores



INTERESTED IN A SPONSORSHIP? PLEASE CONTACT SWAPNA SRIPADA AT 301.390.0900