

WMDA/CAR ANNUAL **EXPO** & **AWARDS** DINNER 2022

EXHIBITOR PROSPECTUS

Tuesday, October 25, 2022
Martin's West, Baltimore, MD



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 ANNUAL EXPO



2021 CABLETOP EXHIBITORS

Ace Environmental
 AmeriTrust CONNECT
 Automotive Training Institute
 B&B Financial Services, LLC
 BOLT ON Technology
 Cato Inc.
 Carroll Motor Fuels
 Century Distributors Inc.
 Chevron
 Day, Deadrick & Marshall Insurance, Inc.
 D.C. Dept of Energy & Environment
 DiagNation
 Excel Tire Gauge
 Ewing Oil Company, Inc
 FCAR TECH USA
 FreeWire Technologies
 GetCoins Bitcoin Machines
 GPM Empire, LLC
 Heartland
 Hunter Engineering Company
 JF Petroleum Group
 Marion Miller & Associates Insurance
 Maryland Dept of the Agriculture (W&M)
 Maryland Dept. of Environment (MDE)
 Maryland Dept of State Police (ASED)
 Maryland Lottery & Gaming
 MGS Services
 MTD Services, Inc.
 Parts Authority
 Petro Supply, Inc.
 Petroleum Marketing Group
 Reit Lubricants Co.
 Reliable Air
 Service Station Vending Equipment
 Shop Fix Academy
 Spigler Petroleum Equipment, LLC
 Sunoco
 Talus Pay
 Wildco PES
 The Wills Group
 WMDA
 WMDA PAC

WMDA/CAR ANNUAL EXPO EXHIBIT FLOOR DETAILS



FLOOR PLAN SPECIFICATIONS

Tabletop	Member Cost*	Non-Member Cost
6' 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 25, 2022
12:00 p.m. - 2:00 p.m.

Dismantling of Displays

Tuesday, October 25, 2022
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

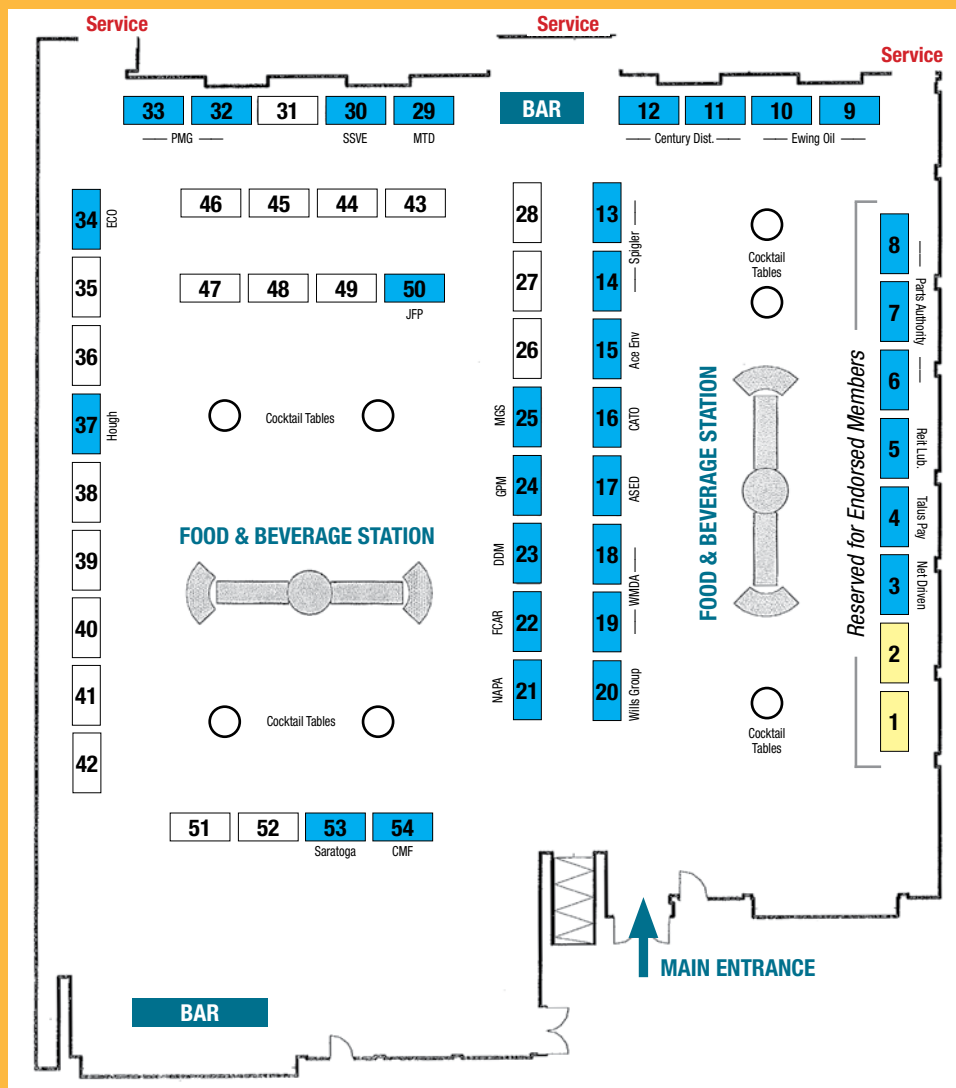
Each tabletop will consist of an six-foot skirted table, two chairs and a vendor name sign. Tabletop area limited to 4 company representatives.

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. 25, 2022

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: expo2022@wmdda.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 9, 2022. Any applications received after September 9, 2022 must be accompanied with 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, August 26, 2022.

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/CAR1532 Pointer Ridge Place, Suite F
Bowie, MD 20716**Email to:** ssripada2@wmda.net or expo2022@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 INFORMATIONCheck Enclosed ☐ Visa ☐ MasterCard ☐ American Express ☐ Zip Code of Billing Address for Charge Card _____

Cost of Tabletop: \$ _____ Account # _____

Electrical hook-up (if required): # _____ \$ _____ Expiration Date _____ CVV Code _____

Deposit enclosed (\$200 per Tabletop): \$ _____ Account Name (print) _____

Payment due by September 9, 2022: \$ _____ Signature _____

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

WMDA/CAR ANNUAL EXPO & AWARDS DINNER 2022

Tuesday, October 25, 2022

MARTIN'S WEST, 6817 DOGWOOD ROAD
BALTIMORE, MD

Expo | 2 pm-6 pm

Cocktail Reception | 5 pm-6 pm

Awards Presentation & Dinner | 6 pm-8 pm

Social Hour & After Party | 8 pm-9 pm

SPONSORSHIP OPPORTUNITIES

___ Signature Sponsor	\$6,000	___ Cocktail Hour Sponsor (3 Available).....	\$1,500
___ Awards Dinner Entertainment Sponsor	\$3,000	___ Program Sponsor	\$1,500
___ Expo Lunch Sponsor (2 Available)	\$2,000	___ Photo Booth Sponsor	\$1,000
___ Expo Reception Sponsor (5 Available)	\$1,500	___ Awards Dinner Ice Cream Sundae Bar Sponsor	\$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 9, 2022, 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 _____ CVW Code _____
 Grand Total \$ _____ Account Name (print) _____
 Signature _____
 ___ Checking box is my Electronic Signature and payment authorization

Sponsorship pledges must be paid by September 9, 2022.

WMDA/CAR ANNUAL

EXPO & AWARDS DINNER 2022



85 YEARS
CELEBRATING
ESTD. 1936

SPONSORED BY



Parts Authority
Auto Parts Superstores



INTERESTED IN A SPONSORSHIP?

PLEASE CONTACT SWAPNA SRIPADA AT 301.390.0900 OR [SSRIPADA2@WMDA.NET](mailto:ssripada2@wmda.net)