



WMDA/CAR EXPO & AWARDS DINNER

Back By Popular Demand!

Tuesday, October 16, 2018 • Martin's West, Baltimore, MD

ABOUT WMDA/CAR

The Washington, Maryland, Delaware Service Station and Automotive Repair Association (WMDA) was established in 1936 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 1,000 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 2018 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
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
Hanagan's Wholesale Tires
Hunter Engineering Company
Intelicom, Inc./PAI
Jasper Engines & Transmissions
Jones & Frank
Maryland Pump & Tank, Inc.
Meadowbrook Insurance Group
Mitchell 1
MTD Services, Inc.
NAPA Auto Parts
Net Driven
Oasis Scientific Inc.
Parts Authority
Patriot Capital
Petroleum Marketing Group
PPC Lubricants/Castrol
Saratoga Insurance Brokers
Spigler Petroleum Equipment, LLC
Sprague Energy
Sunoco
The Wills Group "Dash In/SMO"
Upside Services
Webb Environmental, LLC
WildcoPES

As of 9/21/18



WMDA/CAR EXPO DETAILS

FLOOR PLAN SPECIFICATIONS

Tabletop	Member Cost*	Non-Member Cost
6' Table	\$575.00*	\$775.00*

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

EXHIBIT INSTALLATION & DISMANTLING SCHEDULE

Installation of Displays

Tuesday, October 16, 2018 10:00 a.m. - 1:00 p.m.

Dismantling of Displays

Tuesday, October 16, 2018 6:00 p.m. - 11:00 p.m.

TABLETOP FURNISHINGS

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

ELECTRICAL OUTLETS

Electrical outlets can be provided for an additional charge.

110 Volts (500 Watts)

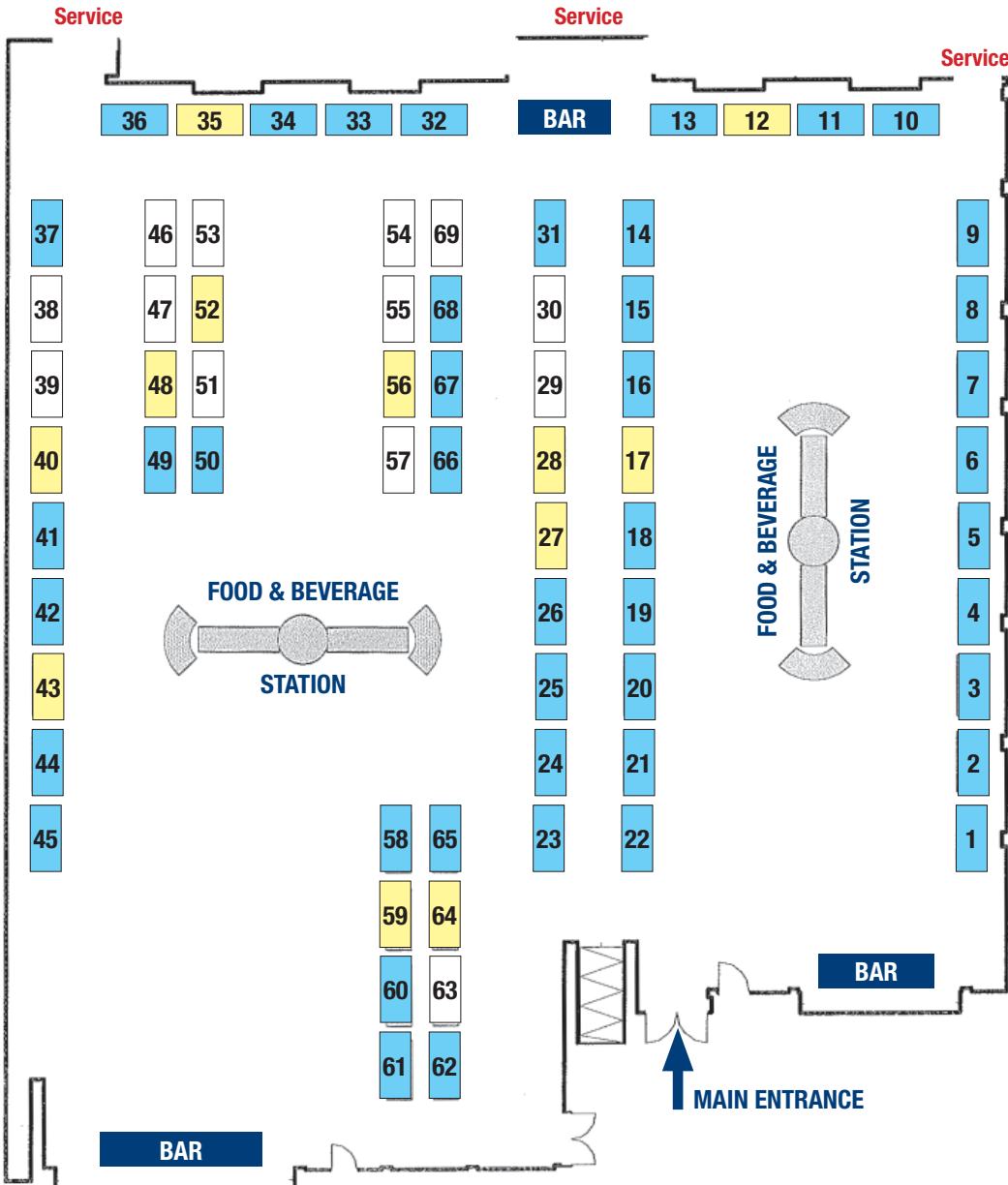
\$35.00 each

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.

TENTATIVE SCHEDULE OF EVENTS – Tuesday, October 16, 2018

Show Hours	2:00 p.m. - 6:00 p.m.
Light Snacks & Beverages (Show Floor)	3:00 p.m. - 5:00 p.m.
Cocktail Reception (Show Floor)	5:00 p.m. - 6:00 p.m.
Bull Roast & Awards Dinner (Ticketed Event – \$55 each)	6:00 p.m. - 9:00 p.m.



TO RESERVE YOUR TABLETOP OR FOR MORE INFORMATION:

Email: lpindell@wmda.net
or jwray@wmda.net

Phone: 301-390-0900, ext. 113

Fax: 301-390-3161

WMDA/CAR
1532 Pointer Ridge Place, Suite G
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.

 Available Tabletops

 Sold Tabletops

 Tentative Hold Tabletops

WMDA/CAR EXPO EXHIBITOR APPLICATION & CONTRACT

ALLOCATION OF SPACE & DEPOSIT

A \$200.00 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 7, 2018. Any applications received after September 7, 2018 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 27, 2018.

TO VALIDATE CONTRACT

- Complete Application & Contract.
- Include a \$200.00 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 G
Bowie, MD 20716

Email to: lpindell@wmda.net or jwray@wmda.net

Fax to: 301-390-3161

FOR MORE INFORMATION, PLEASE CALL 301-390-0900, ext. 104.

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 Zip Code of Billing Address for Charge Card _____

Cost of Tabletop: \$ _____ Account # _____

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

Deposit enclosed (\$200.00 per Tabletop): \$ _____ Account Name (print) _____

Balance due (September 7, 2018): \$ _____ Signature _____

or Electronic Signature:

Checking box is my electronic signature and payment authorization



WMDA/CAR Expo, Bull Roast & Awards Dinner

Tuesday, October 16, 2018

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

Bull Roast & Awards Dinner 6:00p.m. - 9:00 p.m.

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

SPONSORSHIP OPPORTUNITIES

- | | |
|---|---|
| <input type="checkbox"/> Bull Roast Signature Sponsor (Exclusive)\$5,000.00** | <input type="checkbox"/> Program Sponsor (Exclusive)\$1,250.00** |
| <input type="checkbox"/> Bull Roast Gift Sponsor (Exclusive)\$2,500.00** | <input type="checkbox"/> Expo Lunch Sponsor (5 Available)\$1,000.00 |
| <input type="checkbox"/> Expo Reception Sponsor (5 Available)\$1,500.00 | <input type="checkbox"/> Bull Roast Ice Cream Sundae Bar Sponsor (2 Available)\$750.00 |
| <input type="checkbox"/> Lanyard Sponsor (Exclusive, Must Provide Lanyards)\$1,500.00 | <input type="checkbox"/> Customer Service Contest Sponsor (5 Available)\$500.00 |
| <input type="checkbox"/> Bag Sponsor (Exclusive)\$1,500.00** | <input type="checkbox"/> Bull Roast Entertainment Sponsor (2 Available)\$500.00 |
| <input type="checkbox"/> Registration Gift Sponsor (Exclusive)\$1,500.00** | <input type="checkbox"/> Expo Sponsor (Unlimited)\$350.00* |
| <input type="checkbox"/> Bull Roast Bar Sponsor (2 Available)\$1,500.00 | |

If your pledge is submitted by September 21, 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 News, 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 LaKisha for details.

BULL ROAST TICKETS

- Individual Tickets\$55.00 x # _____ = \$ _____
- Table of 10\$500.00 x # _____ = \$ _____

CONTACT INFORMATION

Company: _____ Date: _____

Contact Person: _____

Mailing Address: _____

City: _____ State: _____ Zip: _____

Cell Phone: _____ Business Phone: _____ Ext. _____

Fax: _____ Email: _____

PAYMENT INFORMATION

Check Enclosed Visa MasterCard American Express

Sponsorship Total\$ _____

Ticket Total\$ _____

Grand Total\$ _____

Zip Code of Billing Address for Charge Card _____

Account # _____

Expiration Date _____ CVW Code _____

Account Name (print) _____

Signature _____

Checking box is my Electronic Signature and payment authorization

Sponsorship pledges must be paid by August 31, 2018.

Mail to: WMDA 1532 Pointer Ridge Place, Suite G Bowie, MD 20716	Fax to: 301-390-3161	Email to: lpindell@wmda.net Or: kmccauley@wmda.net	Questions? LaKisha Pindell 301-390-0900, ext. 104 lpindell@wmda.net	Kirk McCauley 301-390-0900, ext. 114 kmccauley@wmda.net
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