



# EXHIBITOR PROSPECTUS

## WMDA/CAR EXPO & AWARDS DINNER

Tuesday, October 15, 2019 • 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 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  
 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



# WMDA/CAR EXPO EXHIBIT FLOOR DETAILS

## FLOOR PLAN SPECIFICATIONS

Tabletop	Member Cost*	Non-Member Cost
8' 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 15, 2019  
12:00 p.m. - 2:00 p.m.

**Dismantling of Displays**  
Tuesday, October 15, 2019  
6:00 p.m. - 11:00 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) \$35.00 each

## TABLETOP FURNISHINGS

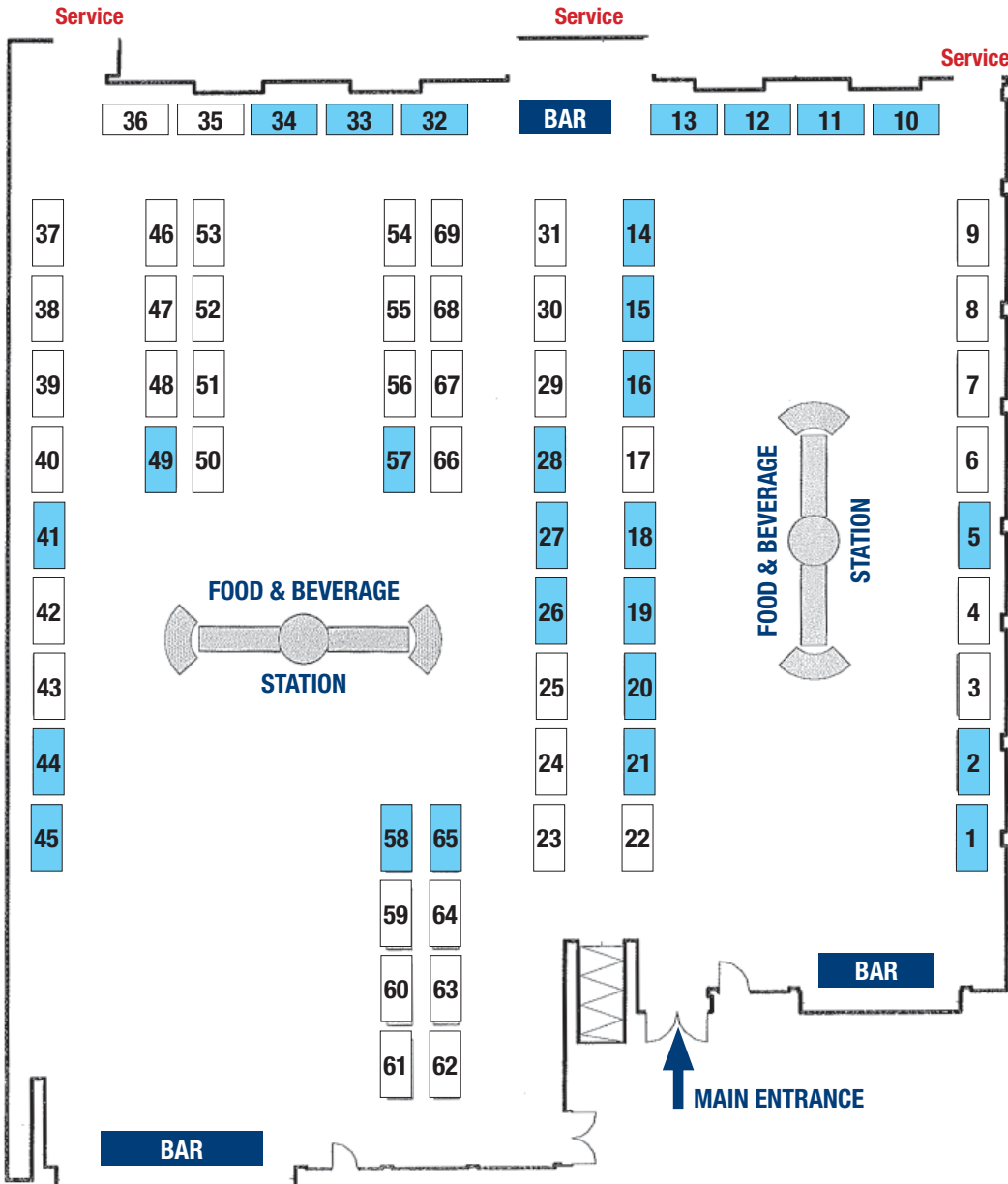
Each tabletop will consist of an eight-foot skirted table, two chairs and a vendor name sign. Tabletop area limited to two company representatives.

## 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.

## TENTATIVE SCHEDULE OF EVENTS – Tuesday, October 15, 2019

<b>Show Hours</b>	2:00 p.m. - 6:00 p.m.
<b>Light Snacks &amp; Beverages (Show Floor)</b>	2:30 p.m. - 4:30 p.m.
<b>Cocktail Reception (Show Floor)</b>	5:00 p.m. - 6:00 p.m.
<b>Bull Roast &amp; Awards Dinner</b> (Ticketed Event – \$55 each)	6:00 p.m. - 9:00 p.m.



## TO RESERVE YOUR TABLETOP OR FOR MORE INFORMATION:

**Email:**  
ssripada@wmda.net

**Phone:**  
301-390-0900, ext. 115

**Fax:**  
301-390-3161

**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

# 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 6, 2019. Any applications received after September 6, 2019 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 26, 2019.

## 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 F  
Bowie, MD 20716

**Email to:** [ssripada@wmda.net](mailto:ssripada@wmda.net)

**Fax to:** 301-390-3161

**FOR MORE INFORMATION, PLEASE CALL SWAPNA SRIPADA AT 301-390-0900, ext. 115.**

### 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 6, 2019): \$ \_\_\_\_\_ Signature \_\_\_\_\_  
or Electronic Signature:  
 Checking box is my electronic signature and payment authorization



# WMDA/CAR Expo, Bull Roast & Awards Dinner

**Tuesday, October 15, 2019**

**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 Friday, September 20, 2019, 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 Jenise Wray 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 30, 2019.**

<b>Mail to:</b> WMDA 1532 Pointer Ridge Place, Suite F Bowie, MD 20716	<b>Fax to:</b> 301-390-3161	<b>Email to:</b> ssripada@wmda.net	<b>Questions?</b> Swapna Sripada 301-390-0900, ext. 115 ssripada@wmda.net
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