



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

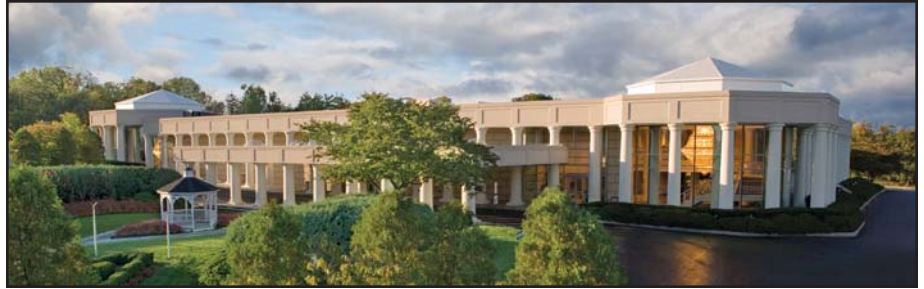
If You Sell to the Automotive Industry, The WMDA/CAR Expo is for You!

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	Dismantling of Displays
Tuesday, October 15, 2019 12:00 p.m. - 2:00 p.m.	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

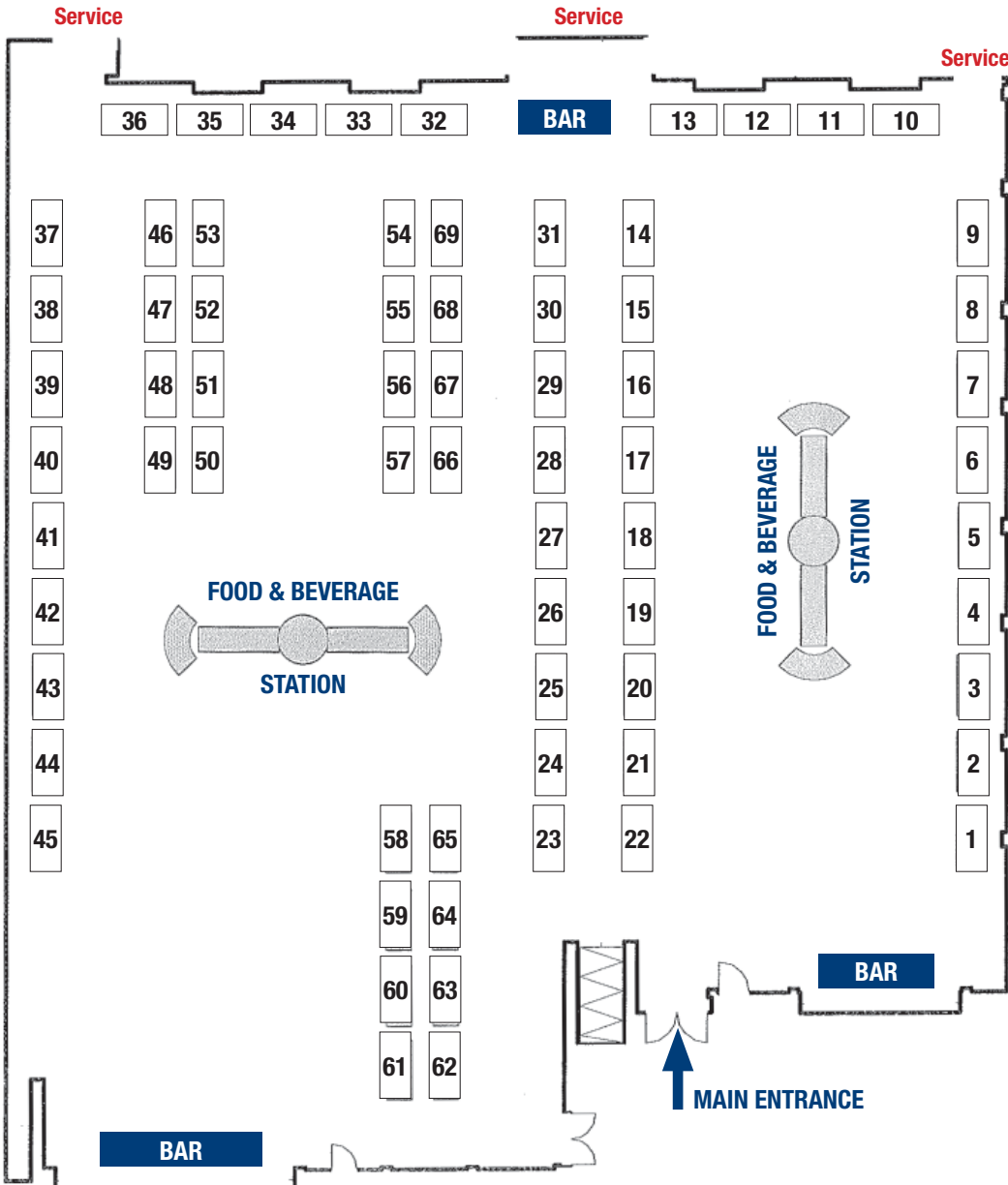
Each tabletop will consist of an eight-foot skirted table, two chairs and a vendor name sign. Tabletop area limited to two company representatives.

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

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.
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:
jwray@wmda.net

Phone:
301-390-0900, ext. 113

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: jwray@wmda.net

Fax to: 301-390-3161

FOR MORE INFORMATION, PLEASE CALL JENISE WRAY AT 301-390-0900, ext. 113.

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.

Mail to: WMDA 1532 Pointer Ridge Place, Suite F Bowie, MD 20716	Fax to: 301-390-3161	Email to: jwray@wmda.net Or: ssripada@wmda.net	Questions? Jenise Wray 301-390-0900, ext. 113 jwray@wmda.net	Swapna Sripada 301-390-0900, ext. 115 ssripada@wmda.net
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