

46TH ANNUAL INTERNATIONAL AVIATION SNOW SYMPOSIUM

APRIL 14-18, 2012

**HYATT REGENCY HOTEL/BUFFALO CONVENTION CENTER
BUFFALO, NEW YORK**

Dear Exhibitor:

We are pleased to announce the **46th Annual International Aviation Snow Symposium** to be held **April 14-18, 2012** at the **Hyatt Regency Hotel and the adjoining Buffalo Convention Center**. Conference activities including exhibits, general sessions, luncheons and the farewell banquet will take place at the Buffalo Convention Center.

The Exhibit Hall will be open from 5:30PM–7:30PM Sunday, 9:00AM–5:00PM Monday and 9:00AM–4:30PM Tuesday. Set up must be completed by 4:00 PM on Sunday. Breakdown for all exhibitors will be Tuesday after the last visit with exhibitors. No early breakdowns.

For the Snow Symposium Service Kit, please contact John Dubreville at Hale Northeastern at (716) 896-6170.

Limited space is available so please don't delay.

If you have any questions regarding this year's Snow Symposium, please contact Todd Rushing by e-mail at trushing@sherwinindustries.com, or by phone at (804) 275-6900.

See you after the winter!

Sincerely,

Todd Rushing
IASS Manufacturers Chairman

2012 INDUSTRY / MANUFACTURERS EXHIBIT REQUEST AND REGISTRATION

RETURN THIS PAGE TO:

**SUE GALLAGHER
 BUFFALO NIAGARA INTERNATIONAL AIRPORT
 AIRFIELD SUPERINTENDENT OFFICE
 251 C CAYUGA ROAD
 BUFFALO, NY 14225
 (716) 630-6061
 (716) 630-6070 FAX
 suegsnopo@gmail.com**

COMPANY NAME: _____

STREET ADDRESS: _____

CITY/STREET/ZIP: _____

TELEPHONE/FAX: _____

E-MAIL ADDRESS: _____

CONTACT PERSON: _____

THESE FORMS NEED TO BE RETURNED WITH PAYMENT BY FEBRUARY 15, 2012.

- 1. Right to do Business Fee (**Required) \$350 \$ _____
- 2. Single Exhibitor Booth - 10-feet wide and 8-feet deep - \$350 \$ _____
- 3. Bulk Exhibit Spaces (20ft x 20 ft) - \$400.00 each. \$ _____
- 4. All personnel attending must be individually registered at a cost of \$359.00 per person (After Feb 15, \$389.00) \$ _____

Booth Location: 1st _____ 2nd _____ 3rd _____

Fill out separate registration form (attached) for each person attending and submit it with this form and your payment.

Total cost for company/individual attendees – subtotal \$ _____

- 4. Industry “ANGELS” – Company will be listed and acknowledged as helping to offset Symposium cost in the brochure and listed on posters. **\$350.00** \$ _____

- OR -

Industry “SPONSOR” – will be listed as the SPONSOR or one of the SPONSORS of a specific event. (See Sponsor Attachment for fees) \$ _____

TOTAL AMOUNT ENCLOSED: \$ _____

2012 IASS SPONSORSHIP OPPORTUNITIES

- **Moderators Luncheon - \$600**
- **Sunday Ice Breaker - \$2,100**
- **Monday Breakfast - \$1,100**
- **Monday Morning Coffee w/ Exhibitors - \$400**
- **Monday Lunch - \$1,600**
- **Monday Afternoon Ice Cream Social - \$600**
- **Tuesday Breakfast - \$1,100**
- **Tuesday Morning Coffee w/ Exhibitors - \$400**
- **Wednesday Breakfast - \$1,100**
- **Wednesday Balchen/Post Award Luncheon - \$1,600**
- **Wednesday Evening Final Banquet - \$4,000**
- **Spousal Program - \$1,500**

Sponsorships can be split into partial sponsorships (Example: Sunday Ice Breaker by Company A and Company B – each putting up \$1,000).

Please contact Bill Lander for Sponsorship:

blander@flybangor.com

207-992-4573

INDIVIDUAL REGISTRATION FORM FOR EACH PERSON ATTENDING

COMPANY NAME: _____

PERSON ATTENDING: _____

**NICKNAME FOR
NAMETAG:** _____

E-MAIL ADDRESS: _____

TELEPHONE / FAX #: _____

**THIS FORM MUST BE SENT IN WITH THE COMPANY REGISTRATION FORM AND
PAYMENT.**

**PLEASE MAKE AS MANY COPIES AS NEEDED OF THIS FORM FOR EACH PERSON
ATTENDING.**

MANUFACTURER'S RULES OF CONDUCT

1. Exhibitors cannot sublet any part of their assigned exhibit space.
2. No exhibit will be permitted which interferes with the use of other exhibits, impedes access to exhibits, or impedes the free use of the aisles.
3. Apart from the specific display space for which an exhibiting company has contracted with the I.A.S.S., no part of the exhibit hall, surrounding grounds of the hotel, hotel public space or hospitality suites may be used by an organization other than the I.A.S.S. for display purposes of any kind or nature during a non-equipment display year. The only display area allowed is what the company has paid for in the designated area.
4. If a manufacturer (company) is registered, has rented a booth space and has either sub-suppliers or dealers present at the conference, these companies/individuals need to pay the \$350.00 "Right To Do Business" fee and the individual registration if they are not employed by the registered company.
5. Spill-kit material will be available to vendors should they require this due to oil leaks, spills, etc.
6. Attendees, registrants, exhibitors cannot invite or transport any attendees to any other location other than the actual I.A.S.S. designated exhibit area to view, demonstrate or sell equipment.