



Kentucky Building Materials Association

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January 16, 2019

Dear Supplier Friend:

It's time to make plans for the Kentucky Building Materials Association's 114th Annual Convention. The 2019 event will be held April 17th-18th at the Lexington Griffin Gate Marriott Resort, Lexington, KY. The President's Reception and Awards Banquet will be Wednesday, April 17th 6:00 to 9:00PM. The Product Expo will take place Thursday, April 18 from 8:30 to 10:30AM, with breakfast starting at 7:30AM. After the Expo you can golf at the Griffin Gate Resort or head to Keeneland for an afternoon of racing. Again, this year all Exhibitors will be given an opportunity to speak for a few minutes during Product Expo.

We hope you will participate in the Product Expo! **The cost of a tabletop display space for KBMA members is \$550 (\$800 for non-members) and includes the \$50 company registration fee.** There are also several sponsorship options available. Receive special promotional opportunities by becoming a Diamond or Platinum sponsor. If your company can't display, we invite you to show your support of independent building material dealers by becoming a Supporter for \$300. More information is included in this packet.

We are again asking exhibitors to contribute to the Product Expo Prize Fund. Attendees will play Expo Bingo to win cash prizes, your \$50 contribution ensures your company's name will be included on the Bingo sheets. This is a great opportunity to boost visits to your exhibit. Drawings will be made at the top and bottom of the hour, and a grand prize of \$500 will be given at the Expo close. *Must be present to win!*

Plan to offer Show Specials! Bring information and products with excess inventory- we want to make this event successful for everyone.

Registration material, as it develops, will be emailed to you and posted on kbma.net.

The KBMA appreciates all the support we receive from our Supplier Members. Please show your support with your participation in the Convention- just complete and return the enclosed contract at your earliest convenience.

Sincerely,

Tom Underwood
Executive Vice President

Be sure to invite your customers!

"Our mission is to promote the success of the Kentucky lumber and building material industry through education, information, advocacy and cooperation."

114th KBMA CONVENTION & PRODUCT EXPO

APRIL 17-18, 2019

Extend your reach to dealers by becoming a sponsor!



The 2018 KBMA Convention & Product Expo connected exhibitors to some of Kentucky's most influential industry decision-makers. With Lexington's central location in Kentucky, we are sure to draw in even more attendees in 2019! Commit by March 1, 2019 to take advantage of the location and speaking time sponsor benefits listed below!

\$ 2,000 Sponsor KBMA Day at The Races (Only One Available)

- Exclusive Sponsor for KBMA Day at Keeneland
- Your company logo featured on table tents for KBMA tables in Phoenix Room at Keeneland
- 2 tickets to the event at Keeneland

\$1,500 Diamond Sponsor Level Benefits (Only Three Available)

- Includes Tabletop Exhibit
- 2 complimentary tickets to the President's Banquet on Wednesday Evening
- Verbal recognition of your sponsorship at the Awards Banquet
- First choice of table location (If submitted by March 1, 2019)
- First choice of speaking time at Product Expo
- Extended speaking time at Product Expo
- Diamond Sponsorship recognition sign for your exhibit table and in the KBMA virtual exhibit hall
- Onsite sign recognition at sign in/registration area featuring your company logo

\$1,000 Platinum Sponsor Level Benefits (Only Five Available)

- Includes Tabletop Exhibit
- Preferred choice of table location at Product Expo
- Preferred choice of speaking time at Product Expo
- Platinum Sponsorship recognition sign for your exhibit table and in the KBMA virtual exhibit hall
- Onsite sign recognition at sign in/registration area featuring your company logo

\$ 700 Gold Sponsor Level Benefits

- Preferred choice of table location at Product Expo (after Diamond and Platinum Sponsors)
- Preferred choice of speaking time at Product Expo (after Diamond and Platinum Sponsors)
- Gold Sponsorship sign for your exhibit table and in the virtual exhibit hall
- Onsite recognition sign in registration area listing your company's name

\$ 300 Supporter Level Benefits

If you are unable to exhibit but would like to show your support for KBMA, this option is for you!

- Sponsorship recognition on the KBMA virtual exhibit hall
- Onsite recognition at sign in/registration area listing your company's name

Thank you for your continued support!

114th KBMA PRODUCT EXPO APRIL 18, 2019

8:30 to 10:30AM, EDT

Breakfast & Break will be provided.



- Location** Paddock Pavilion, Lexington Griffin Gate Marriott Resort, Lexington, KY
- Cost** **\$550/tabletop space for KBMA Members; \$800/tabletop space for Non-Members** (includes company registration fee of \$50). Breakfast for all exhibitors and attendees is included.
- Expo Hours** **8:30 - 10:30am on Thursday, April 18.** Breakfast will be served at 7:30AM and exhibitors will each be given a few minutes to speak about their company/products.
- Setup** Wednesday, April 17 2:00 - 9:00PM and Thursday, April 18 7:00-8:30PM. Exhibits must be set by 8:30AM on Thursday, April 18.
- Tear Down** All materials **MUST** be removed from the product expo by 3:00PM on Thursday, April 18.
- Furnishings** Exhibit tables are 6'x30" and skirted. Each table comes with 2 chairs. The exhibit space is carpeted.
- Expo Bingo** Dealers visiting the Product Expo can play Expo Bingo to win \$\$\$\$. Only participating exhibitors will be listed on the bingo sheets; donate to the Prize Fund to be included! (Cost: \$50)
- Specials** Exhibitors are encouraged to offer **Show Specials**. If you have excess inventory or close outs you would like to move, bring a list to the Expo – offer sales to attendees! Advance notice can be provided to attendees in a Pre-Convention Show Special mailing.
- Space Assignment** Exhibit space will be assigned with sponsors receiving first choice if committed by March 1st. Thereafter, space will be assigned on a first-come, first-served basis. Every effort is made to not put competitors near each other if possible. KBMA reserves the right to move, reassign or otherwise alter exhibit space assignments onsite as its Convention Planning Committee sees fit.
- Expo Reps** Booth personnel name badges will only reflect the name of the company which contracted for that space. No company will be listed on the convention program unless KBMA has received, by April 1, a signed contract from the company.
- Electric & Internet** Arrangements for electric, internet, or other special equipment may be made directly with the Marriott (Morgan Lucchese, 859-288-6144, morgan.lucchese@marriott.com).
- Shipping** Advance shipments should not arrive prior to April 13th and should be directed to Marriott Griffin Gate; 1800 Newtown Pike; Lexington, KY 40511; ATTN: KBMA/ ((COMPANY NAME)). If you are shipping items to the hotel, please email morgan.lucchese@marriott.com so that proper payment arrangements can be made. Be sure to bring pre-paid shipping return labels as the hotel will arrange UPS/FedEx pickup after the show.
- Restrictions** No loud noisemakers or music. No admission to the Expo will be available for associate members or prospects who are not exhibitors. No business solicitation by companies/representatives who are not participating in the Product Expo. Participation in the Product Expo is at the sole discretion of the KBMA and privileges may be revoked for any violation of these rules.
- Liability** The **Kentucky Building Materials Association** and **Lexington Griffin Gate Marriott Resort** are not responsible for loss or carnage which might ensue from any cause in connection with transfer, installation, maintenance, storage or removal of exhibits or management of the Conference. The site will exert reasonable diligence and safeguards conforming to conference standards, but will not be responsible for damage, loss or theft. All points not covered by these rules are subject to the judgement of the show management.
- Cancellation** Cancellations must be submitted in writing with an explanation. Refund decisions are on an individual basis. All refunds will be subject to a \$75 administrative fee and will be processed after the convention. **No refunds are available for cancellations received after April 1, 2019.**

KBMA Exhibitor/Sponsor Contract

April 17-18, 2019 • Lexington Griffin Gate Marriott Resort & Spa • Lexington, KY

_____ \$ 550* Tabletop Exhibit (KBMA member)
_____ \$ 800* Tabletop Exhibit (Non-member)
_____ \$ 50 Prize Fund
_____ \$2,000 Keeneland Sponsor*
_____ \$1,500 Diamond Sponsor*
_____ \$1,000 Platinum Sponsor*
_____ \$ 700 Gold Sponsor
_____ \$ 300 Supporter

\$ _____ TOTAL DUE

**includes company registration fee of \$50*

NEW THIS YEAR: Virtual Exhibit Hall

Exhibitor and Sponsor impressions will last well beyond the Convention and Product Expo in the *Virtual Exhibit Hall*. This online resource provides 2019 Exhibitors' and Sponsors' information and links to dealers until December 31, 2019. See the 2018 Virtual Exhibit Hall under "Events" on kbma.net.

- ***Diamond & Platinum Sponsorships include a tabletop exhibit space.***
- ***Keeneland Sponsorship does NOT include a tabletop exhibit space.***

PLEASE PRINT

Company Name _____

Contact Name _____ Email _____

Mailing Address _____

City _____ State _____ Zip _____

Contact Phone _____ Website _____

Sales Rep Name & Email (for use on Virtual Exhibit Hall)

Short Company/Product Description _____

Check payable to KBMA enclosed for \$ _____

Charge \$ _____ to my MC Visa AmEx

Card Number _____ Exp _____ Security Code _____

Name on Card _____ Signature _____

Billing Address _____

Email for receipt _____

Questions?

502-223-5322
ryan@kbma.net

Return with payment to:

KBMA
5932 Timber Ridge Dr, Ste 101
Prospect, KY 400590
fax (502) 223-4937

**NO REFUNDS AFTER
APRIL 1, 2019**