



PUBLIC SAFETY DRONE EXPO 2019

Police • Fire • Search & Rescue

EXHIBITOR PROSPECTUS



COLUMBUS, OH

OCTOBER 7-10, 2019



PUBLIC SAFETY DRONE EXPO IS PRODUCED BY THE AIRBORNE PUBLIC SAFETY ASSOCIATION, INC.
FOR MORE INFORMATION OR TO REGISTER TODAY, VISIT WWW.PUBLICSAFETYAVIATION.ORG.

CONTRACT FOR EXHIBIT SPACE

This Contract for Exhibit Space incorporates the **PUBLIC SAFETY DRONE EXPO 2019** Rules & Regulations and APSA exhibitor insurance requirements, included herein. By signing this contract, you acknowledge you have read and understand the exhibitor Rules & Regulations and agree to abide by them and any additional rules deemed necessary by the Airborne Public Safety Association (APSA). For additional information or inquiries, please contact Emily Tarr at etarr@publicsafetyaviation.org or 205-563-9313. Company description may be submitted to bosborne@publicsafetyaviation.org and is due by August 15, 2019.

Please complete the fields below as you would like your company listed in the official Program Guide:

Exhibiting Company: _____
Address: _____
City/State/Zip: _____ Country: _____
Website: _____
Phone: _____ Fax: _____
Exhibit Contact: _____ Email: _____
Signature: _____ Date: _____

EXHIBIT SIZES/PRICING

☐ 8' x 8' \$1950 (Member) \$2350 (Non-Member)

BOOTH SPACE PREFERENCE*

#1 _____ #2 _____

Companies we would like to be near / away from (circle): _____

*Every effort will be made to secure the exhibit space(s) in the priority you have listed. Priority is determined by the date of the request for space, accompanied by full payment.

ADVERTISING

☐ Program Guide (Cover) \$500 ☐ Tote Bag Inserts \$ 200
☐ Program Guide (4C Ad) \$350 ☐ Hotel Key Cards TBA

Please contact Emily Tarr to contract your advertising today at 205-563-9313 or via email at etarr@publicsafetyaviation.org.

SPONSORSHIPS

Please contact Benay Osborne to contract your sponsorship today at 301-631-2406 or via email at bosborne@publicsafetyaviation.org.

ACCOUNTING

Booth Fee \$ _____
Advertising/Sponsorship Fee(s) \$ _____
Non-Corporate Member surcharge* ☐ \$ 400.00
TOTAL AMOUNT \$ _____

*check box if you would like to apply the non-corporate member surcharge towards one-year Corporate Membership dues (\$400 value)

BILLING ADDRESS

☐ Please check box if same as mailing address

COMPANY NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____ COUNTRY _____

PHONE _____ FAX _____

EMAIL _____

PAYMENT MUST ACCOMPANY FORM

Please make checks payable to APSA, or use your VISA, MasterCard, Discover or American Express.

☐ VISA ☐ MASTERCARD ☐ DISCOVER ☐ AMERICAN EXPRESS

CREDIT CARD NUMBER _____ AMOUNT _____

EXP (mm/yy) _____ V-CODE _____

NAME AS IT APPEARS ON CARD _____

SIGNATURE _____

Please return this form to:

Airborne Public Safety Association
PUBLIC SAFETY DRONE EXPO 2019

50 Carroll Creek Way, Suite 260, Frederick, MD 21701
F 301.631.2466 E etarr@publicsafetyaviation.org

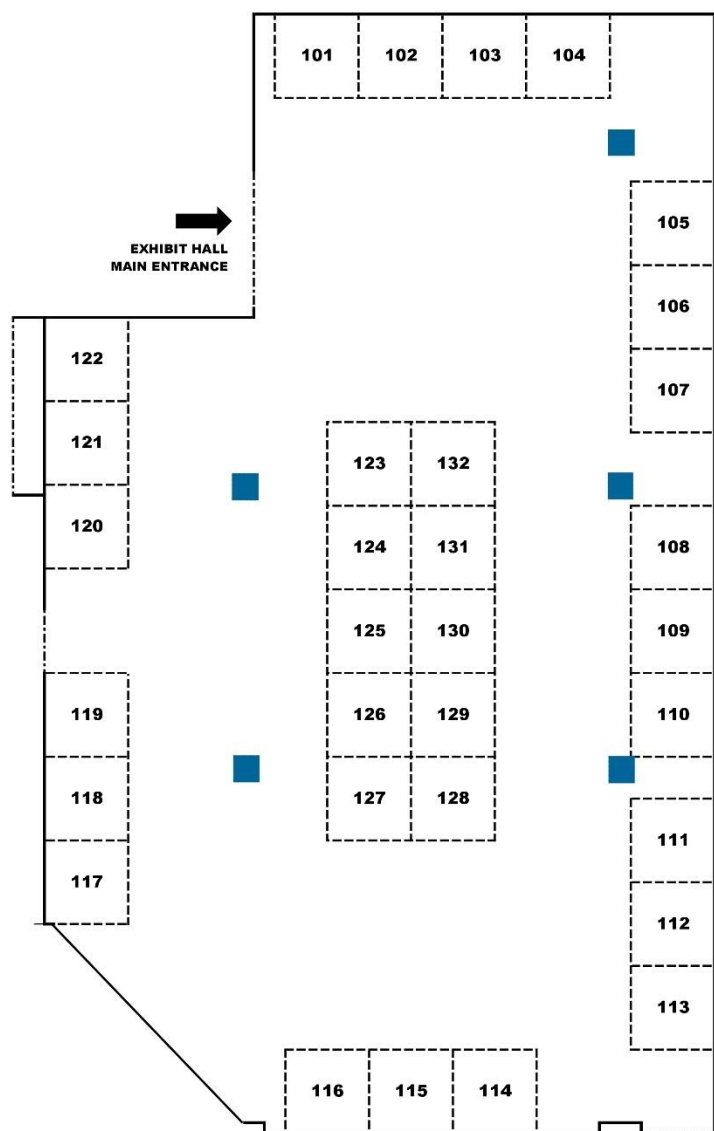


REGISTRATION AND CANCELLATION/REFUND POLICY: Exhibitors may reduce or cancel contracted space by submitting written notice to the APSA Headquarters on the following schedule:

- Written notice received 60 days or more from the event: 75% refund
- Written notice received 30 – 59 days from the event: 50% refund
- No refunds will be issued less than 30 days from the start of the event.



EXHIBIT HALL FLOORPLAN



TURN-KEY BOOTH (includes):

- 8' x 8' space
- Back & Side Drape
- Floor Covering
- One (1) 6' x 30" Draped Table
- One (1) Chair
- One (1) 10 amp electric
- One (1) Waste Basket
- Expertly Lettered 7" x 44" Sign



Join us this Fall for our third annual event dedicated solely to public safety UAS operations. With a mix of courses, classes, general sessions, roundtables and an exhibit hall featuring the latest in UAS equipment and services, this is sure to be the premier public safety UAS event of the year.

HYATT REGENCY COLUMBUS

350 North High Street, Columbus, OH 43215
Phone 614-463-1234 | www.hyatt.com

EXPOSITION | OCTOBER 8-10

Tuesday 5PM – 7PM *Opening Reception*
Wednesday 11AM – 4PM
Thursday 11AM – 4PM

EXHIBITOR RULES & REGULATIONS

ASSIGNMENT OF SPACE & PAYMENT

All exhibit space will be allocated on a first-come, first-served basis. Confirmation of space will be sent immediately upon receipt of signed contract and required payment. APSA reserves the right to reassign booth space if need be.

Payment in full is due upon submission of contract.

Exhibit space must be occupied solely by your organization in exhibiting your products at **PUBLIC SAFETY DRONE EXPO 2019**. No exhibitor shall assign, sublet, or share the whole, or any part of, the space contracted.

BOOTH SPECIFICATIONS

The standard booth size is 8' x 8' (approximately 2.438m x 2.438m). Except for custom size or island displays, the booth price in this agreement provides for installation, maintenance and removal of standard framing materials. The materials include a quality fabric, 8' high backdrop; 36" high side divider rails; one (1) 6' draped table; one (1) chair; one (1) 10 amp electric; one (1) waste basket; and an expertly lettered 7" x 44" exhibitor sign for each space.

All exhibits must fit within the lateral boundaries of an 8' deep x 8' wide exhibit space and shall be located on top of and/or behind the assigned exhibit table. Table top displays shall be limited to a height above the floor of 8 feet, and banner displays placed behind exhibit tables shall be limited to a height above the floor of 8 feet.

EXHIBITOR NAME BADGES

We request that all badges be ordered via our website at www.publicsafetyaviation.org. If web access is unavailable, please contact the APSA office at 301-631-2406 or bosborne@publicsafetyaviation.org. The exhibitor badge entitles the wearer access to the Exhibit Hall only and exhibitor badges are issued only to personnel actually staffing the booth. The name of the exhibiting company, as it has been listed on the exhibit space contract, will appear on each badge. Two Exhibitor badges and two Exhibit Hall Only Guest passes will be provided for each 8' x 8' area of display space contracted. Additional badges are available for \$50 each.

Exhibitors are urged to order badges in advance to avoid long lines and additional charges at the registration desk. All exhibitor badges should be ordered by September 27, 2019. The registration desk is scheduled to be open beginning October 7, 2019 at 8 am, at which time exhibitor badges will be available for pick-up.

One-day full access guest passes are available for your customers at \$75.00 each. This would entitle the guest access to the Exhibit Hall and the educational classes for that day ONLY.

Contact the APSA Headquarters to order with your Visa, MasterCard, American Express or Discover.

INSTALLATION & DISMANTLING

Installation of exhibits may commence on Monday, October 7, 2019 at 8 am, at the Hyatt Regency Columbus (Hayes Ballroom). All exhibits must be fully assembled and ready for display no later than 3 pm on Tuesday, October 8, 2019. Dismantling of exhibits may begin after 4 pm on Thursday, October 10, 2019 - no dismantling allowed prior to 4 pm. All exhibits and materials must be totally removed from the exhibit hall no later than 9 pm on Thursday, October 10, 2019.

OFFICIAL SERVICE COORDINATOR

Approximately 3 months prior to **PUBLIC SAFETY DRONE EXPO 2019**, an Exhibitor's Service Kit will be mailed or emailed to each exhibitor. This packet will include all necessary information and forms regarding: shipping of displays; display rental; telephone service; electrical service and utilities; furniture and accessories; etc.

CANCELLATION

Exhibitors may cancel contracted space by submitting written notice to the APSA Headquarters, in accordance with the following schedule:

- **Written notice received 60 days or more from the event: 75% refund**
- **Written notice received 30 – 59 days from the event: 50% refund**
- **No refunds will be issued less than 30 days from the start of the event.**

SECURITY

While standard security precautions will be taken, APSA assumes no liability for materials left in the Exhibit Hall. The ultimate responsibility remains with the individual exhibitors to protect their property and appropriate protection and insurance should be arranged.

LIABILITY, INSURANCE & HOLD HARMLESS

In consideration for the opportunity to display services and products at **PUBLIC SAFETY DRONE EXPO 2019**, Exhibitor, its officers, directors, agents and insurers, agrees to indemnify and hold harmless APSA, its officers, directors, contractors, employees and agents and the convention facility, its governmental entity, agents and employees, from any loss, injury, suit,

action or cause of action, or claim whatsoever resulting from any incident, accident, fire, theft or any claim or loss to any person claiming loss or injury, including any loss or damage to property of Exhibitor, its employees, agent or subcontractors, loss or injury to any manufacturer's demonstration participants, their employees, agents, guests and general public. Said indemnification and agreement to hold harmless, APSA and the convention facility, as aforesaid, shall include reimbursement for any costs, expenses and reasonable attorney's fees incurred by indemnities. Further, any claim of damage to the property of the convention facility resulting in the immediate assessment of damages against APSA from any act or omission of Exhibitor, its agents, employees, contractors and subcontractors, shall be immediately paid or assumed by Exhibitor.

INSURANCE REQUIREMENTS

As a standard requirement for all of our show exhibitors, it is necessary for you to carry commercial general liability coverage from an A-Rated insurance company in good standing with minimum policy limits of \$1,000,000 per occurrence and \$2,000,000 aggregate. Said commercial general liability insurance must be in force during the exhibition dates of the event, October 7 - 10, 2019. The Certificate of Insurance must also list as additionally insured:

- Airborne Public Safety Association, Inc., its Agents, Officers, Directors and Employees; and
- Hyatt Regency Columbus Hotel, its Owners, Management Company, Officers, Directors, and Employees.

For your convenience, APSA has made arrangements with Rainprotection Insurance, to provide the minimum insurance requirements for just \$84. Please visit www.publicsafetyaviation.org for more information.

RESTRICTIONS

APSA reserves the right to determine the eligibility of a company or their product for inclusion in the exhibits, and reserves the right to restrict exhibits that, because of noise, method of operation, materials or for any other reason, become objectionable to APSA. APSA also reserves the right to prohibit any exhibit that, in the opinion of APSA management, may detract from the general character of the exhibit show as a whole. In such event, APSA shall not be liable to any exhibitor for any refund of exhibit fees or expenses incurred by exhibitor to exhibit.

No signs will be affixed by any means to the walls, doors or any other surface in the exhibit area or seminar facility.

Subsidiaries that share a parent company are permitted to share exhibit space under the following conditions: 1) If subsidiaries are sharing a 8' x 8' booth, the booth itself, all materials, advertisements, sponsorships, etc., will be listed under the name of the company that reserves and pays for the booth, unless otherwise instructed by the exhibiting company(ies). To receive the member price, the purchasing company must be an APSA Corporate Member or the space will be charged at the non-member rate. 2) If subsidiaries wish to have multiple company names associated with a shared booth (the booth itself, all materials, advertisements, sponsorships, etc.), the amount of booth space purchased must be, at a minimum, equivalent to a 8' x 8' booth space per company. To receive the member price, all subsidiaries sharing booth space must be APSA Corporate Members or the space will be charged at the non-member rate.

APSA policy firmly restricts representation of an organization that has not been assigned an official exhibit booth from soliciting business and/or distributing promotional material of any type within the exhibit area or any other areas. Further, those organizations that have been assigned an official APSA exhibit booth must conduct all business activities from within their assigned booth space and not impede traffic through the Exhibit Hall aisles or other areas. 'End-Cap' booths are strictly prohibited. Multiple booths must be registered through the APSA office.

No children under the age of 16 are permitted in the Exhibit Hall.

Demonstration Operational Constraints

- Electric and/or battery-operated vehicles only.
- Emergency-stop equipped and enabled.
- Must be operated by exhibitor, within a netted area and contained within your contracted exhibit space.
- Areas are located on the exhibit hall floor, therefore communications management (Wireless networks and radios) are the responsibility of the exhibitor. Dedicated frequencies, time, or space will not be provided. GPS is not guaranteed.
- APSA is not responsible for damage to or malfunction of any unmanned system.

For additional information, visit
www.publicsafetyaviation.org or
contact Emily Tarr at
etarr@publicsafetyaviation.org.

