

# 2018 Professional Development



## Training Seminar

Thank you to our valued vendors and exhibitors for supporting our Maryland Chiefs of Police Association & Maryland Sheriffs' Association's 2018 Professional Development Training Seminar!

We are proud to be supported by over 70 exhibitors, vendors and sponsors and quite simply, we wouldn't be able to put on the quality training and networking opportunities for law enforcement executives and decision makers from every corner of our great state without your support! We strongly encourage all of our attendees to visit, exchange information and support all of our vendors who are displaying products, services and technology that can enhance our law enforcement efforts in the communities we serve!

Below you will find useful information regarding our vendor/exhibitor show. Your vendor registration fee allows you access to the entire conference and all amenities throughout the week. We highly encourage you to stay for the entire conference and take advantage of the great networking opportunities, especially at the daily evening poolside social networking event.

## Vendor / Exhibitor Information

### Check-in/Exhibit hours:

Check-in begins at **1pm** on Sunday, September 9th.

- ◇ Exhibit set-up must be completed and set up by **5:00pm** on September 9<sup>th</sup>.
- ◇ The first event held, the President's Reception, will take place in the Vendor / Exhibitor area and begins at **6:00pm on September 9<sup>th</sup>** – no set up will be allowed during this time. The incoming President of both the Maryland Chiefs of Police Association and Maryland Sheriffs' Association will personally greet each vendor and present them a gift. This will be a brief greeting and thank you for your support. The Presidents' Reception is scheduled from 6pm-9pm.
- ◇ Monday September 10<sup>th</sup> – Vendor Mall opens at 7am with a continental breakfast and closes at 8:15am for Opening Ceremonies of the Seminar. You are invited to attend the Opening Ceremonies where Craig Floyd, CEO of the National Law Enforcement Memorial Fund will be our keynote speaker. The Vendor Mall **reopens** at 10:30am followed by lunch in the vendor mall and vendor visitation until 1:15pm. The Vendor Mall area will **reopen** at 3:00pm with the break and conclude at 3:30pm.
- ◇ The Vendor / Exhibitor area will be open on Tuesday, September 11th from 7:00 a.m.—3:45 p.m. **Breakdown** will begin at 3:45pm on Tuesday, September 11<sup>th</sup> (after the final break); however, some vendors may choose to breakdown after the lunch visitation which ends at 1:15pm. Tuesday is Vendor / Exhibitor Visitation Day with members from our law enforcement community not attending the Seminar welcomed to come down to Ocean City and meet with our great vendors and exhibitors. While vendors and exhibitors are encouraged to stay until the final break, we do request that any vendor who breaks down after lunch, be completed prior to the 3:00pm break to avoid disruption in the Vendor / Exhibitor area.

## **What is included in the registration fee?**

- ◇ Booth area is approximately 8'x8'. Please do not encroach on the area next to you. If your table, signage or product encroaches on your neighbor's area, you will be asked to move or remove the item(s).
- ◇ 6' draped table with one chair for the attendee. If you registered additional associates' and paid the appropriate fee, a chair will be provided for each registered associate.
- ◇ The exhibit area is fully carpeted.
- ◇ The registration fee/associate fee includes admission to all events and meals for the entire Training Seminar through the banquet on Wednesday evening. Each paid registrant will receive a name badge that will act as their "key" to entering the exhibit area and all events. No one will be admitted to the vendor / exhibitor area or other events without appropriate registration credentials. Standard vendor / exhibitor registration only allows access for one person. Additional persons for your vendor / exhibitor space are \$300 each and must be purchased in advance. This fee includes admittance to the Vendor / Exhibitor area and all meals and evening hospitality access for the duration of the event. **NO ONE WILL BE PERMITTED IN THE VENDOR / EXHIBITOR AREA WITHOUT PROPER CREDENTIALS.** Please contact John Newnan at [jnewnan@jhu.edu](mailto:jnewnan@jhu.edu) of 410-516-9873 to purchase additional vendor associate registrations.

## **Additional Services Available:**

- ◇ Should you require electric to your booth, you will need to complete the Exhibitor Service Order Form (if you have not already done so via on-line when registering) and forward it along with payment to Ms. Coleen Meyer, Banquet Director at Clarion Resort. All questions regarding this service should be directed to Ms. Meyer and her contact information is provided on the form.
- ◇ Delivery/Storage/Return of exhibit materials. Please follow the specific guidelines on the Exhibitor Service Order Form if you will be shipping your exhibit items directly to the hotel. This is a service provided by Clarion so all questions should be directed to Ms. Coleen Meyer at the Clarion Resort.

## **Booth Assignments:**

- ◇ Booth assignments are noted on the following page. We have done our best to assure that a good mix of products/services are offered in each area.

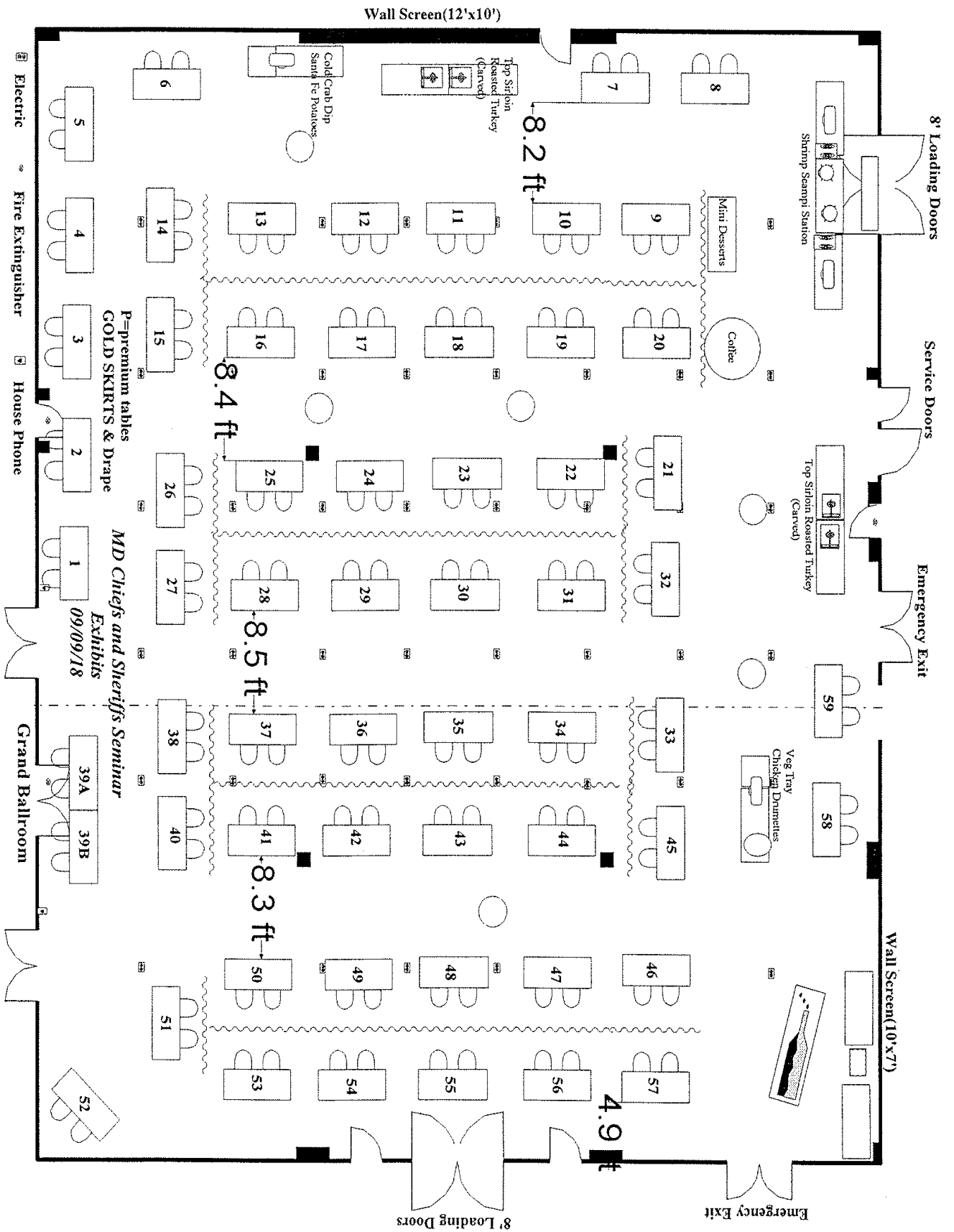
If you have any questions, please contact Ms. Karen Bullock, our Registered Vendor Liaison at 410-857-9281 or [kbullock@westgov.com](mailto:kbullock@westgov.com) We look forward to seeing everyone in Ocean City at the Maryland Chiefs of Police / Maryland Sheriffs' Association Professional Development Training Seminar & Vendor Show!



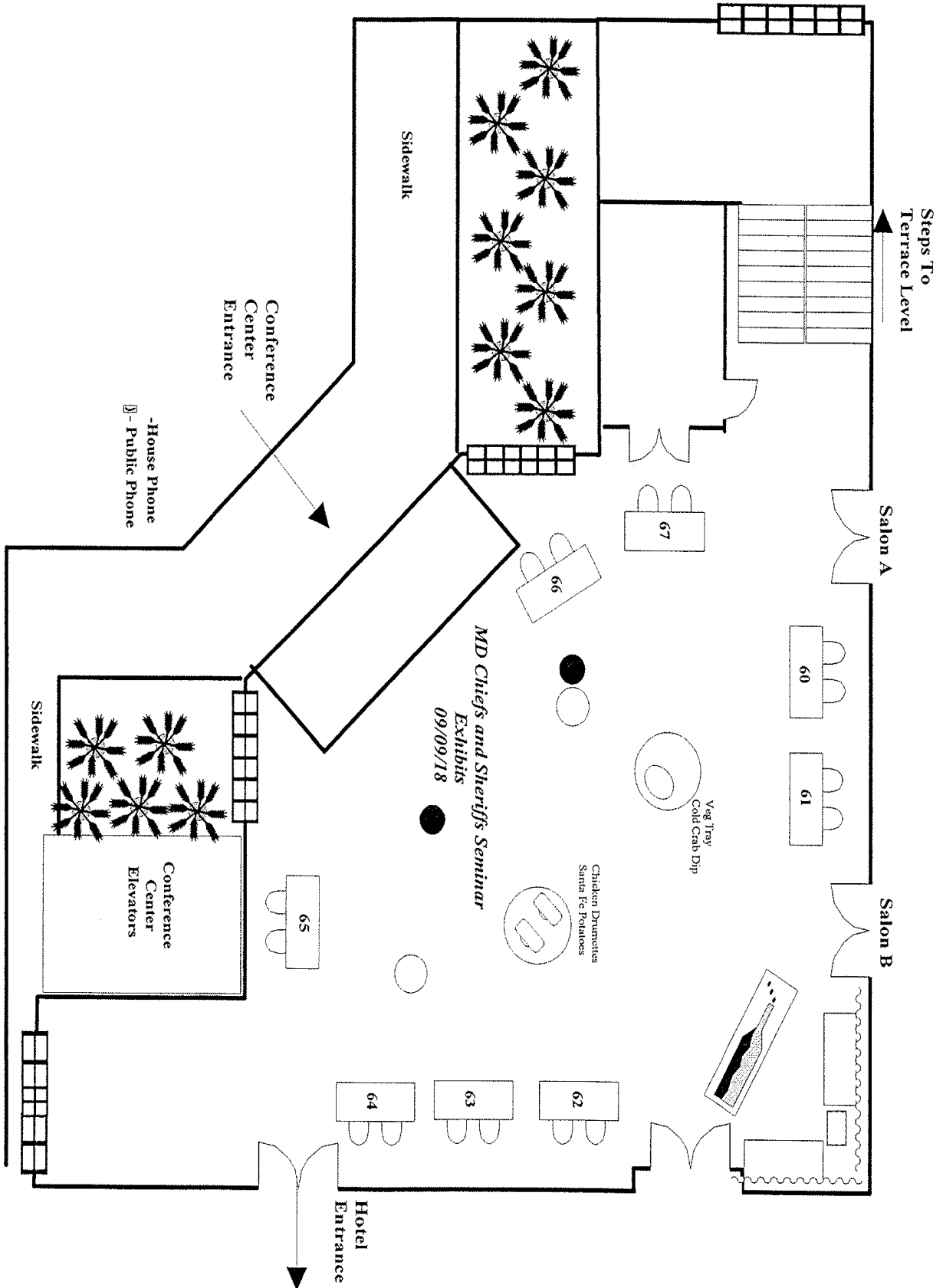
# Vendor / Exhibitor Booth Assignments

Booth Number	Company Name	Booth Number	Company Name
64	Aftermath Services LLC	31	LoJack Corp
58	All Traffic Solutions	51	Major Police Supply
33	AT & T	24	Mark43
26	Atlantic Tactical	53	Maryland Burglar & Fire Alarm Association
59	Axon	28	Maryland Small Arms Range, Inc.
42	Blauer Manufacturing Co.	10	Motorola Solutions, Inc.
65	Block Communications	4	NATIONAL CHILD SAFETY COUNCIL
35	Brekford Traffic Safety, Inc.	47	Nice Public Safety
45	Dell EMC	67	Noptic
30	Elbeco Inc	12	Offender Watch
1	Equature	57	Officerstore / Witmer Public Safety Group, Inc.
32	EVIDENT	60	Optotraffic, LLC
34	Federal Signal	61	Panasonic
27	Firing Line Inc	19	Pay Tel Communications, INC.
66	Flying Cross	56	Pelican Products, Inc.
6	FreeState Gun Range	37	Police Federal Credit Union
29	Front Line Mobile Tech	13	PowerDMS
46	Galls	18	PrimeCare Medical, Inc.
2	Gemalto	40	Purdue University Global
25	Global Public Safety	44	Purple Communications
52	Gunbusters - Mid Atlantic LLC	39 a/b	Red The Uniform Tailor
41	HCGI	16	Rescue One Training for Life Inc.
3	IdentiSys Inc.	38	SecureWatch 24, LLC
62	Intertalk Critical Information Systems	23	Sensys Gatso USA
49	Justice Technology Information Center	15	Special Olympics Maryland
36	Keystone Mid-Atlantic, Inc.	11	Superion
20	Keystone Public Safety, Inc.	54	Team One Network
8	KPI Tactical	43	University of Maryland University College
5	Kustom Sgianls, Inc.	9	Verizon
48	L3 Mobile Vision, Inc.	63	Visual Labs
50	Laser Technology, Inc.	17	WatchGuard Video
21	Lawmen Supply Company	55	Whelan Security
14	Leonardo/ELSAG ALPR Systems	22	Whelen Engineering Co., Inc.
7	Lexipol		

# Booth Assignments



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Please check if NO services are needed



**EXHIBITOR SERVICE ORDER FORM**  
**Exhibits Maryland Chiefs & Sheriffs Seminar**  
September 9 - 11, 2018 – EX0909

Please complete and forward directly to the Clarion Resort Fontainebleau Hotel

**Please Print:**

Exhibitor Company Name:

Contact Person:

Address:

City/State/Zip:

Phone Number:

**AUTHORIZATION SIGNATURE:**  
(Please reserve the services indicated)

**Exhibit Material Storage:**

The hotel does not accept Exhibit materials delivered sooner than **one week prior** to the convention date.  
**NO freight deliveries accepted to or from hotel unless there is a lift gate on the truck and appropriate manpower is sent to remove/replace deliveries on the truck.**

**Other Requirements:**

If there are any unique requirements for exhibit space, please contact the Catering Department.

**Special Notice:**

No nails, bracing wires, staples or tape used in constructing displays may be attached to walls, floor or ceiling. All property damage by exhibitor's expense. All large exhibit items must use the freight elevator only. Permits for selling must be obtained prior to exhibit show and must be on hand during show hours.

**Shipping Labels – REQUIRE Name of Recipient & Name of CO.**

Exhibit items sent by trucking co. require complete Bill of Lading with the names of shipper and receipt MUST include address. (PO Box numbers are NOT acceptable for shipping via truck, UPS or FedEx)

Return Shipping via FedEx and UPS require full name, address and telephone number. Prepayment is required for return shipping. There will be no direct billing extended for exhibit items.

**PREPAYMENT MUST BE SENT FOR SERVICE AND MAILED DIRECTLY TO: **Jacque Kupa****

**IF PAYING BY CREDIT CARD:**  
**CREDIT CARD NUMBER:**

CCV: \_\_\_\_\_ EXP: \_\_\_\_\_

**NAME OF CARDHOLDER:**

**SIGNATURE:**

**CARDHOLDER PHONE NUMBER:**

**EMAIL ADDRESS FOR RECEIPT:**

**MAKE CHECKS PAYABLE TO:**

Clarion Resort Fontainebleau Hotel  
10100 Coastal Hwy  
Ocean City, MD 21842  
(410)524-3535 or FAX (410) 524-4907  
EMAIL: [jkupa@clarionoc.com](mailto:jkupa@clarionoc.com)

**EXHIBIT SERVICE CHARGES:**

**110V Outlets, Single Phase \$50.00 x \_\_\_\_\_**  
(Charged once per booth, per convention)

**Extension Cord \$30.00 x \_\_\_\_\_**  
(Per cord)

**Hardwired Internet Access \$60.00 x \_\_\_\_\_**  
(\$60.00 per day/ per computer)

**Storage/ Delivery Charges-**  
(Includes storage & handling to & from exhibitor booth from freight dock.)

**Box (Each) \$10.00 x \_\_\_\_\_**

**Pallet (Each) \$40.00 x \_\_\_\_\_**  
**TOTAL AMOUNT DUE: \$ \_\_\_\_\_**

Catering Office Use Only:  
Date Paid: \_\_\_\_\_ Initials: \_\_\_\_\_