

**2018**

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***WPMA* EXPO**

• One Team • One Mission • One Goal

**Exhibitor Prospectus**

**February 20-22, 2018**

*Mirage, Las Vegas, Nevada*

# 2018 Exhibiting Guidelines

## GENERAL INFORMATION:

**Exposition Dates:** February 20-22, 2018  
**Location:** **Mirage Event Center**  
Las Vegas, Nevada  
**Hotel:** **Mirage** 3400 Las Vegas Boulevard South  
Las Vegas, NV 89109  
(800) 499-6311  
*(Do not ship items directly to the hotel. See 2018 Terms & Conditions for shipping information.)*

## BOOTH SPACE "PRIORITY" CRITERIA:

Booth space assignment for the *WPMAEXPO* Show is based on:

- 1) FIRST PRIORITY for last year's contracted booth space
- 2) MEMBER of WPMA
- 3) NUMBER of consecutive years in the show
- 4) DATE contract was received
- 5) BOOTH preferences

**APRIL 15:** Contracts due for current exhibitors in order to receive "priority" booth consideration. Contracts received after this date will be assigned on a first-come, first-served basis.

**AFTER JUNE 1:** All available booths may be contracted online at [www.wpmaexpo.com](http://www.wpmaexpo.com).

## BOOTH COSTS AND SIZE:

**BOOTH PRICE:** \$25.00 per square foot (sq').

Full payment is due **November 30, 2017**. No reserved booth spaces will be held after **November 30, 2017** unless paid in full. Any request for booth space after that date must be paid in full for the total amount of the booth space(s) requested.

**DEPOSIT:** \$500 per 100 sq' (nonrefundable) is required with contract to hold booth space.

**BOOTH PRICE INCLUDES:** Three (3) full registrations for the first booth and one (1) additional registration for each booth thereafter.

**MAXIMUM BOOTH SIZE:** None

**MINIMUM BOOTH SIZE:** 10' x 10' (100 sq'). All exhibit items must be contained within the booth space assigned. Any item higher than the side drapes (4') must be contained in the back half of the booth and may not exceed 8' in height.

**CANCELLATION:** Less the deposit, a refund will be made upon written notice of cancellation prior to **November 30, 2017**.

## EXHIBIT INFORMATION:

Trade Show Exhibitors must conform to the International Association of Exhibitions and Events (IAEE) guidelines.

**EXHIBIT SERVICES:** The Freeman Company will provide back and side drapes for each exhibitor, and one 7" x 44" sign containing the exhibitor's name, and booth number. The convention hall is carpeted. Service kits containing order forms for furniture, labor, drayage, electricity and other services will be available online eight weeks prior to the show.

**EXHIBIT DISMANTLING:** Exhibitors may not dismantle prior to 12 p.m. on Thursday. **ANY EXHIBITOR DISMANTLING BEFORE 12 P.M. COULD BE FINED \$500.**

All exhibits must be dismantled and packed by 5 p.m., Thursday, February 22, 2018.

## EXHIBIT SETUP:

Monday, February 19, 2018 . . . . . 8 a.m. - 5 p.m.  
Tuesday, February 20, 2018 . . . . . 8 a.m. - 12 p.m.

## EXHIBIT HOURS:

Tuesday, February 20, 2018 . . . . . 3 p.m. - 7 p.m.  
Wednesday, February 21, 2018 . . . . . 10 a.m. - 3:30 p.m.  
Thursday, February 22, 2018 . . . . . 9 a.m. - 12 p.m.

## EXHIBITOR POLICIES:

### SUITCASING POLICY:

In an effort to protect the integrity of the show and to ensure the value of Booth Space at the *WPMAEXPO*, the endorsed policy of the show is as follows: Any non-exhibiting vendor who wishes to attend the *WPMAEXPO* shall pay the non-exhibiting fee of \$1,500 per person. Non-exhibiting vendors who do not pay the fee will **NOT** be allowed to attend **ANY** convention events.

Only contracted exhibitors are permitted to promote their company, products or services at the *WPMAEXPO*. All company promotion and product sampling must occur within the contracted booth space. This includes, but is not limited to "roaming" characters, handing out flyers, approaching exhibitor booths to sell products, leaving and/or distributing product information in public spaces and/or show floor aisles. Attendees suitcasing will be asked to forfeit their badge and leave the show. Any suitcases should be reported to the WPMA Show Management.

### MEDIA POLICY:

ONLY WPMA AUTHORIZED MEDIA and WPMA representatives may be granted permission to capture audio, video and photographic content presented at the *WPMAEXPO*. Authorized images or audio obtained at the *WPMAEXPO* may not be sold or repackaged for commercial use. All media authorization must be acquired **90 days** before the event. No exceptions.

NO RECORDINGS (audio, video, or photographic) may be made of the *WPMAEXPO* keynote session, educational sessions, workshops, management sessions and / or evening events.

### CONFLICTING EVENT POLICY:

Events that conflict with *WPMAEXPO* trade show hours will not be permitted. Conflicting events include, but are not limited to hospitality suites, group functions, and private golf tournaments. Also, there shall be no conflicting golf tournaments permitted during the WPMA Scholarship Foundation Golf Tournament.

### MINOR POLICY:

DURING SET UP and tear down, **NO ONE under 16 years of age** will be allowed on the exposition floor. DURING REGULAR trade show hours, children under 16 must be accompanied by a registered, responsible adult.

# WPMA EXPO

## February 20-22, 2018 • Contract for Booth Space

### IMPORTANT INFORMATION:

- Thoroughly review *WPMA EXPO* Terms & Conditions and the Exhibit Rules and Regulations from the IAEE Guidelines. Both are available at [www.wpmaexpo.com](http://www.wpmaexpo.com), under Policies.
- Contracts received before November 30, 2017 require a \$500 non-refundable deposit per booth.
- Contracts received after November 30, 2017 require 100% payment.
- Exhibits will not be permitted to be installed unless all obligations to WPMA are paid in full.
- Includes three principal registrations for the first booth purchased and one registration for each additional booth purchased thereafter.

### WPMA EXPO MATERIALS INFORMATION:

For publication. Print exactly how you would like all information to appear in *WPMA EXPO* materials. WPMA is not liable for any misprints or misrepresentations made in *WPMA EXPO* publications.

Company: \_\_\_\_\_

Person to be listed in show materials: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ ZIP: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Website (URL): \_\_\_\_\_

Type of business: \_\_\_\_\_

### TRADE SHOW CONTACT:

Not intended for publication, but for all future correspondence, including booth confirmation and information on Exhibitor Service Materials.

Company: \_\_\_\_\_

Contact person for show correspondence: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ ZIP: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

### BOOTH SELECTION:

Our booth number preferences are: (go online after June 1, 2017 for 2018 booths)

1<sup>st</sup> \_\_\_\_\_ 2<sup>nd</sup> \_\_\_\_\_ 3<sup>rd</sup> \_\_\_\_\_

4<sup>th</sup> \_\_\_\_\_ 5<sup>th</sup> \_\_\_\_\_ 6<sup>th</sup> \_\_\_\_\_

Please list your major competitors: \_\_\_\_\_

### RESERVE BOOTH SPACE:

\_\_\_\_\_ X \$2,500 = \$ \_\_\_\_\_  
Total number of booths Total Booth Amount

LESS BOOTH DEPOSIT (non-refundable)

\_\_\_\_\_ X \$500 = amount to reserve booth space \$ \_\_\_\_\_  
Total number of booths Deposit due at time of Contract

Payment BALANCE due **November 30, 2017** \$ \_\_\_\_\_

### CONTRACT SIGNATURE:

By signing this contract, I acknowledge that I have read, understood and accepted the 2018 WPMA Terms and Conditions, and agree to abide and be bound by the terms and conditions contained therein. Further, by signing this "contract" I affirm that I have legal authority to bind the Company and agree that I and all personnel present in the Exhibit at all times will abide and be bound by the *WPMA EXPO* Terms and Conditions. This is a legally binding contract; please read before signing.

#### EXHIBITOR:

Authorized Signature \_\_\_\_\_ Date \_\_\_\_\_

#### WPMA:

Authorized Signature \_\_\_\_\_ Date \_\_\_\_\_

### METHOD OF PAYMENT FOR ABOVE TOTAL:

GRAND TOTAL (A) or  CONTRACT BOOTH DEPOSIT (B)

Check Enclosed (Please make checks payable to: WPMA)

or Charge my:  American Express  Discover  MasterCard  Visa

Acct# \_\_\_\_\_ Exp. Date \_\_\_\_\_

Authorized Signature \_\_\_\_\_

Title \_\_\_\_\_

Mail to: WPMA, P. O. Box 571500, Murray, Utah 84157-1500  
Phone: (801) 263-9762 • Fax: (801) 262-9413 • [www.wpmaexpo.com](http://www.wpmaexpo.com)

FOR OFFICE USE ONLY Date Received \_\_\_\_\_

WPMA Acct # \_\_\_\_\_ Member \_\_\_\_\_ Nonmember \_\_\_\_\_

Booth(s) Assigned \_\_\_\_\_

# WPMAEXPO: 2018 Terms & Conditions

1. **EXHIBITS:** WPMA reserves the right to determine the eligibility of any company for inclusion in the WPMAEXPO. WPMA reserves the right to rescind this contract and remove the Exhibitor from the WPMAEXPO site for violating the WPMAEXPO Terms and Conditions or for any other reason.

2. **BOOTH SPACE:** Cost \$2,500 for each 10' X 10' booth. We understand the assignment of booth spaces is based on the following "PRIORITY" criteria:

- 1) FIRST PRIORITY for last year's contracted booth space
- 2) MEMBER of Western Petroleum Marketers Association (WPMA)
- 3) NUMBER of consecutive years in the show
- 4) DATE Contract was received
- 5) BOOTH preferences

If your desired booth space is unavailable, you will be assigned the nearest booth available to the space you request. If WPMA must reassign a booth for any reason, you will be promptly notified.

3. **CANCELLATION:** A refund will be made upon written notice of cancellation before **November 30, 2017**, less the deposit. All terms and conditions contained herein are integral parts of this agreement.

4. **NO-SHOWS:** All booths must be set up by 12 p.m., Tuesday, the first day of the show. Any booth not set up by this time will be considered a No-Show. Booth and payment will be forfeited and WPMA will reassign the booth unless prior arrangements have been made.

5. **EXHIBIT SIZE:** Trade Show Exhibitors must conform to International Association of Exhibitions and Events (IAEE) Guidelines. All exhibit items (including carpet) must be contained within the booth space assigned. Any item higher than the side drapes (4') must be contained in the back 4' of the booth and may not exceed 8' in height. Any exceptions must be cleared with WPMA. Island booths (any size booth exposed to aisles on all four sides) that are opting for carpet rental, must order carpet to fit the booth specifications exactly. (e.g., 20' x 20' booth must order 20' x 20' carpet.)

6. **LIGHTING AND HEATING:** WPMA may restrict the use of irregular lighting effects. Exhibits that use heat (as in cooking), generate smells or any unusual activity or display must receive clearance from WPMA and Freeman.

7. **AGE LIMIT:** During set up and tear down, **NO ONE under 16 years of age** will be allowed on the exposition floor. During regular trade show hours, children under 16 must be accompanied by a registered, responsible adult.

8. **MEDIA POLICY:**

**Only WPMA authorized media** and WPMA representatives may be granted permission to capture audio, video and photographic content presented at the WPMAEXPO. Authorized images or audio obtained at the WPMAEXPO may not be sold or repackaged for commercial use. All media authorization must be acquired 90 days before the event. No exceptions.

**No recordings** (audio, video, or photographic) may be made of the WPMAEXPO keynotes session, educational sessions, workshops, management sessions and / or evening events.

9. **VEHICLES AND CAR WASHES:** Must be ready to MOVE-IN at 9 a.m., Sunday prior to trade show opening.

10. **VEHICLES ON DISPLAY:** Must have fuel filler caps locked or sealed to prevent escape of vapors and to avoid tampering. Batteries must be disconnected. Auxiliary batteries not connected to engine starting system may be left connected. External chargers are recommended for demonstration purposes.

**PLEASE NOTE:**

**FUEL TANK LEVEL MUST BE LESS THAN 1/4 OF A TANK ON ANY MOTORIZED VEHICLE.**

11. **EXHIBIT SIGNS, DRAPES:** Freeman will furnish back and side drapes for each exhibitor and one 7" X 44" sign containing the exhibitor's name and exhibit number.

12. **EXHIBIT SERVICES:** For procurement of additional booth space equipment, as well as any special equipment desired by exhibitors, the WPMAEXPO management has designated Freeman as contract service provider. **Contact Exhibitor Services Department at (702) 579-1700**, or access the Freeman Exhibitor Service Manual through a link provided on the WPMA Website: **www.wpmaexpo.com**.

13. **SHIPPING INSTRUCTIONS:** The hotel cannot accept and store large shipments of exhibit material in advance of the show. Consign all such material for receipt and storage to FREEMAN. They will deliver for you on setup days. They will arrange to remove empty crates, store them during the show and return them on the dismantling day. Setup days will be: **Monday, February 19, 2018, from 8 a.m. to 5 p.m. and Tuesday, February 20, 2018, from 8 a.m. to 12 p.m.**

**Dismantling day will be after 12 p.m., Thursday, February 22, 2018. All exhibits must be packed by 5 p.m. on Thursday, February 22, 2018.**

**ANY EXHIBITOR DISMANTLING PRIOR TO 12 p.m. MAY BE FINED \$500.** All shipments should be fully prepaid along with bills of lading, scheduled to arrive before February 16, 2018, to ensure arrival prior to the show, and consigned as follows:

WPMAEXPO, Exhibiting Company Name \_\_\_\_\_  
Booth # \_\_\_\_\_, C/O FREEMAN, 6675 West Sunset Road (215 & Rainbow), Las Vegas, NV 89118

14. **ELECTRICAL SERVICE:** A link to Mirage Exhibitor Services is provided on the WPMAEXPO Website: **www.wpmaexpo.com**, or **mirageexhibitorservices.com** for those exhibitors needing electrical services. Do not call the hotel for electrical service in your booth.

15. **NON-ASSIGNMENT:** Exhibitor agrees that this contract and any booth assigned to exhibitor may not be assigned or transferred to another exhibitor. All exhibitors must have a signed written contract with WPMA to utilize booth space.

16. **EXHIBITORS WILL BE IN FULL COMPLIANCE WITH ALL CITY OF LAS VEGAS FIRE PREVENTION BUREAU REGULATIONS INCLUDING:**

a. **All decorations**, drapes, curtains, backdrop, bunting, paper, cardboard, plastic, straw, leaves, hay, moss and similar materials shall be flame-retardant when subjected to the Nevada Standard Test procedure.

b. **Table coverings** are required to be flame-retardant treated unless they lie on the tabletop with no overhang.

c. **Materials that are not flame retardant** and cannot be properly treated to make them fire-retardant, such as oil cloth, tar paper, sisal paper, nylon, orlon, certain plastics, etc., are absolutely prohibited.

d. **The use of open flame** of any sort, or the use of heat producing devices, compressed gasses, flammable liquids, hazardous materials, or mechanical devices with exposed moving parts are closely regulated and are to be used only after written permission for such usage is obtained from the Nevada Fire Prevention Bureau.

17. **LIABILITY:** WPMA shall not be responsible for any loss, damage or injury that may occur to the exhibitor contracted. The exhibitor releases and agrees to protect, defend, indemnify and hold WPMA harmless from any loss, damage or injury that may occur to the exhibitor or any of its agents or employees or any third person arising out of or connected with the exhibitor's participation in this contract or the trade show exhibitions.

Exhibitor agrees to pay all of its own costs and expenses incurred in producing and setting up the exhibition including, but not limited to, those items listed in paragraphs 5 and 6 of this agreement and all labor costs. Exhibitor shall indemnify, protect, and hold completely harmless WPMA from all such costs and expenses including reasonable attorney's fees.

WPMA shall not be held liable in case of any act of God, strike, act of war, insurrection, riots or any other circumstances that would prohibit or restrict the working of the WPMAEXPO or trade center. WPMA shall not be held liable for any fire, theft, vandalism or destruction of any property belonging to exhibitor. Exhibitor shall obtain its own insurance for all such happenings.

18. **PROTECTION OF HOTEL PROPERTY:** No scotch tape, paste, thumbtacks, nails or other methods may be used to affix signs or posters to the wall. If any signs or posters are leaned on the walls, they must be properly padded so as not to cause damage. If any damage is caused to the hotel property accidentally or otherwise, the exhibitor will be responsible for the full cost of repairs.

19. **THE EXHIBITOR SIGNATURE** hereby agrees to protect, defend and indemnify WPMA from all liability, claims, suits, damages, costs and attorney fees arising out of or resulting from exhibitor use of music, logos, printed materials, trade names and any infringement thereof by the exhibitor.

20. **INSURANCE:** All exhibiting companies must show proof of insurance for General Liability, Workers' Compensation Liability and Business Automobile Liability and must provide WPMA with a current Certificate of Insurance with limits of not less than the following: \$1,000,000 General Liability, \$100,000 Workers' Compensation, and \$1,000,000 Business Automobile Liability. The WPMA, the Mirage Hotel, and Freeman must be named as additional insureds on all policies. The Certificate of Insurance must cover Sunday, February 18, 2018 through Friday, February 23, 2018 and must be received no later than Friday, February 9, 2018.

21. **24-HOUR GUARD SERVICE** will be provided.

# 2017 WPMEXPO TRADE SHOW EXHIBITORS (as of 01/30/2017)

<p><b>A</b></p> <p><b>ATM</b> Cummins Allison Corp OptConnect</p> <p><b>ABOVE GROUND STORAGE TANKS</b> Containment Solutions Inc Keesee Tank Company Inc Modern Welding Co SPATCO Energy Solutions Snyder Industries Tank Tech Inc Thunder Creek Equipment Zerust Oil &amp; Gas</p> <p><b>ACCOUNTING FACTOR</b> - WR Hess Company Moss Adams LLP Petroleum Rx Petrosoft Inc Success Systems Trinium Technologies</p> <p><b>ADDITIVES &amp; CHEMICALS SUPPLY</b> E-ZOIL FPPF Chemical Company Inc BIOBOR Fuel Additives Howes Lubricator Products Innospec Fuel Specialties MidContinental Chemical Co Power Service Products Inc Schaefter Fuel Additives - ValVect Petroleum Products</p> <p><b>AIR/VACUUM</b> CSC Service Works/ AIR-serv Dyson</p> <p><b>ANTIFREEZE</b> Imperial Sales Company IPAC, Inc PAR Products division of KMCO</p> <p><b>APPRAISALS</b> Hopkins Appraisal Services</p> <p><b>ARCHITECTURE</b> Alcoa - Kawneer and Reynobond</p> <p><b>AUTOMATED FUELING</b> BASE Engineering Inc CFN PDI Pacific Pride Schneider Electric</p> <p><b>AUTOMOTIVE PRODUCTS</b> Innospec Fuel Specialties PAR Products division of KMCO Scent Bomb/CareCo LLC</p> <p><b>BANK</b> Citizens Bank</p> <p><b>BEER</b> BGE Products Inc</p> <p><b>BEVERAGES/DRINKS</b> BGE Products Inc Cafe Vittoria Treasure Valley Coffee Inc</p> <p><b>C</b></p> <p><b>C-STORE &amp; FUEL SYSTEM DESIGN</b> Seneca Companies</p> <p><b>C-STORE AUTOMATION</b> ADD Systems DataMax Group Inc PDI Petrosoft Inc Success Systems</p> <p><b>C-STORE CO BRANDING</b> FormaShape Landmark Reimage Solutions</p> <p><b>C-STORE EQUIPMENT</b> C7 Works LLC Concept Communications Co ENS</p>	<p>Federal Health Sign Company Loomis PMP Corporation Retail Data Systems - C-Store Ryko Solutions Inc SHOPCO USA INC URBEN BLU Smart Restrooms USALCO LTD</p> <p><b>C-STORE MERCHANDISE/ SNACKS</b> Burrito Kitchens Lynco Products McLane Company Piccadilly Circus Pizza Scent Bomb/CareCo LLC Yota Enterprise</p> <p><b>C-STORE SALES &amp; ACQUISITIONS</b> Acquisition &amp; Refinance Capital</p> <p><b>C-STORE SUPPLIES</b> Core-Mark International SHOPCO USA INC Warren Distribution Yota Enterprise</p> <p><b>C-STORE</b> BGE Products Inc Cafe Vittoria Madison Industries</p> <p><b>CANDY, CONFECTION</b> McLane Company</p> <p><b>CANOPIES</b> Alcoa - Kawneer and Reynobond Bestworth-Rommel Inc Frey-Moss Structures Jimco Sales &amp; Mfg Landmark Reimage Solutions Lane Supply Inc Madison Industries Precision Canopy</p> <p><b>CAR WASH EQUIPMENT &amp; SUPPLIES</b> Belanger Inc CSC Service Works/ AIR-serv Innovative Control Systems Istobal Mark VII Equipment Inc RDM Industrial Electronics Inc Ryko Solutions Inc SONNY'S The Carwash Factory Snyder Industries Turtle Wax Pro Unitec United Sign</p> <p><b>CAR WASH SUPPLIES</b> E-ZOIL FPPF Chemical Company Inc Istobal Ryko Solutions Inc Scent Bomb/CareCo LLC</p> <p><b>CASES &amp; COUNTERS</b> USALCO LTD</p> <p><b>CATHODIC PROTECTION</b> Crompro LLC</p> <p><b>CHEMICAL SUPPLIES</b> Federal Process Corporation Istobal</p> <p><b>COFFEE &amp; TEA</b> Cafe Vittoria Treasure Valley Coffee Inc</p> <p><b>COMMUNICATIONS</b> California Fuel Cell Partnership Dean Houston Inc OPIS Oil Price Information Service</p> <p><b>COMPUTER SOFTWARE/ COMPUTERS</b> ADD Systems Automated Wireless Environments Inc</p>	<p>Axis Software, part of OPIS an IHS Markit Company Crompro LLC DM2 Software Inc DataMax Group Inc Datto/TSG FACTOR - WR Hess Company FireStream WorldWide Inc Intevacon Fleet Card Solutions LOC Software Lomosoft MID:COM Petroleum Rx Petrosoft Inc Pinnacle Corporation Red River Software Retail Data Systems - C-Store SMARTLogix dba SkyBitz Petroleum Logistics Schneider Electric Service Station Computer Systems Sigma Oil Corp AZ/ Series 2K The Site Controller LLC TouchStar TrackAbout Inc Trinium Technologies WEX Fuel Management</p> <p><b>COMPUTERS</b> Automated Wireless Environments Inc Axis Software, part of OPIS an IHS Markit Company Datto/TSG FACTOR - WR Hess Company FireStream WorldWide Inc MID:COM Petroleum Rx Schneider Electric Trinium Technologies</p> <p><b>CONSTRUCTION</b> Barghausen Consulting Engineers Inc Bestworth-Rommel Inc Calcraft Corporation Frey-Moss Structures Madison Industries Rugid Guard LLC SHOPCO USA INC Seneca Companies Tait Environmental Services Inc</p> <p><b>CONSULTANTS</b> Advanced GeoEnvironmental Avitus Group California Fuel Cell Partnership Executive Leadership Solutions INTL FCStone Financial Inc Moss Adams LLP PDI Petro Classroom Sigma Oil Corp AZ/ Series 2K T.E.S.T. Team Inc Worldpay</p> <p><b>CREDIT CARD PROCESSOR</b> Innovative Control Systems Petroleum Card Services</p> <p><b>DISPENSERS</b> Bennett Pump Company Blend Your Own Ethanol Campaign PMP Corporation Paul and Associates Petroleum Parts Inc SPATCO Energy Solutions</p> <p><b>DISTRIBUTOR</b> ANS Distributing Concept Communications Co</p>	<p>Lynco Products NWESTCO Phillips 66 Seneca Tank Source North America Corp TECALEMIT INC</p> <p><b>E</b></p> <p><b>E-COMMERCE</b> Tank Transport Trader</p> <p><b>ELECTRICAL</b> Carolina Products Inc Fatboy Electric Inc Power Integrity Corporation Space Saver Distribution Inc Square D by Schneider Electric Yota Enterprise</p> <p><b>EMERGENCY RESPONSE</b> PERS</p> <p><b>ENGINEERING</b> Advanced GeoEnvironmental Barghausen Consulting Engineers Inc Bestworth-Rommel Inc Tait Environmental Services Inc</p> <p><b>ENVIRONMENTAL</b> Barghausen Consulting Engineers Inc CGRS Inc Tait Environmental Services Inc</p> <p><b>EQUIPMENT MANUFACTURER</b> Betts Industries Brugg Pipesystems LLC CNI Manufacturing Inc Dixon Bayco ESCO Services Inc Fatboy Electric Inc Micro Matic Morrison Bros Co OILCO Liquid Handling Systems Oilmen's Truck Tanks PIUSI USA PT Coupling Company PWF Electronic Price Signs Inc Pneumercator Co Inc SPATCO Energy Solutions Tank Transport Trader Tuthill Transfer Systems URBEN BLU Smart Restrooms Unitec VST Wayne Fueling Systems</p> <p><b>EQUIPMENT SUPPLIES</b> Semler Industries</p> <p><b>ETHANOL SUPPLIER</b> Blend Your Own Ethanol Campaign</p> <p><b>F</b></p> <p><b>FAST FOOD</b> Little Caesars Pizza Noble Roman's Inc Orion Food Systems LLC</p> <p><b>FIBERGLASS PRODUCTS</b> FormaShape NOV Fiber Glass Systems Petroleum Containment Inc</p> <p><b>FILTERS/FILTRATION</b> Central Illinois Mfg Co PetroClear Filters Semler Industries</p> <p><b>FINANCIAL SERVICES</b> Acquisition &amp; Refinance Capital Ascendum Capital LLC Citizens Bank First Financial Capital LLC Hopkins Appraisal Services Northeast Bank Northland Capital Patriot Capital Corp Strategic Acquisition Advisors</p>	<p>Trans Lease Inc Umpqua Bank SBA Wells Fargo Bank Worldpay</p> <p><b>FLEET MANAGEMENT</b> CFN Compatible Technology Systems Fiscal Systems Inc Intevacon Fleet Card Solutions Lomosoft Thunder Creek Equipment TouchStar Triple E Technologies LLC US Bank Voyager Network</p> <p><b>FLUID STORAGE TANKS</b> PIUSI USA</p> <p><b>FOOD PREPARATION/SERVICE</b> Deli Express Little Caesars Pizza Noble Roman's Inc Orion Food Systems LLC Piccadilly Circus Pizza</p> <p><b>FROZEN FOOD/ICE</b> Burrito Kitchens</p> <p><b>FUEL DISTRIBUTOR AUTOMATION</b> ADD Systems</p> <p><b>FUEL STORAGE TANKS (UST)</b> Containment Solutions Inc Icon Containment Solutions Northwest Pump &amp; Equipment Shields Harper &amp; Co Tanknology Inc</p> <p><b>FUELING FACILITY</b> Cardlock Vending Inc Petro West</p> <p><b>G</b></p> <p><b>GENERAL CONTRACTOR</b> Calcraft Corporation</p> <p><b>H</b></p> <p><b>HEDGING</b> INTL FCStone Financial Inc</p> <p><b>I J K</b></p> <p><b>INSTALLATION</b> Eaton Sales &amp; Service Precision Canopy</p> <p><b>INSURANCE</b> AVI Risk Management &amp; Insurance Energi Inc Federated Insurance PT Risk Management Services Ltd Philadelphia Insurance Co RT Specialty LLC Rockhill Insurance Company WMI Mutual Insurance Company Wells Fargo Bank</p> <p><b>INVESTMENT BANKING</b> Corner Capital Advisors</p> <p><b>L</b></p> <p><b>LEASING</b> Ascendum Capital LLC</p> <p><b>LOYALTY &amp; MARKETING</b> Executives LOC Software Triple E Technologies LLC</p> <p><b>LUBRICATION EQUIPMENT</b> Electronic Sensors Inc Schaefter Fuel Additives</p> <p><b>M</b></p> <p><b>MANUFACTURING</b> Advantage Earth Products Armor Safe Technologies LLC Belanger Inc Bennett Pump Company CNI Manufacturing Inc Calcraft Corporation Central Illinois Mfg Co Clay &amp; Bailey Mfg Co</p>	<p>CompX Security Products Cummins Allison Corp D-A Lubricant Company Inc Dexsil Corp Dixon Pumps Inc DoubleTrac by Omegaflex Emco Wheaton Retail Franklin Fueling Systems Inc Frey-Moss Structures Great Plains Industries Hose Master Inc Howes Lubricator Products Husky Corporation IRPCO LLC Icon Containment Solutions Independent Tech (WESROC) JARCO Jikoh Manufacturing Inc KleerBlue Liquid Controls MAC LTT Manufacturing MID:COM Mark VII Equipment Inc Morrison Bros Co Nippon Primex Inc Nupi America Inc OILCO Liquid Handling Systems OMNTEC Mfg Inc OPW PAR Products division of KMCO PEAK Commercial &amp; Industrial PT Coupling Company Performance Ink Inc PetroClear Filters Petroleum Containment Inc Power Integrity Corporation S Bravo Systems Inc Scully Signal Co SignResource Space Saver Distribution Inc TECALEMIT INC Titan Chemical Transfer Solutions LLC Total Control Systems USA DEF LLC Vaporless Mfg Inc</p> <p><b>MARKETING</b> Dean Houston Inc</p> <p><b>MERCHANT SERVICES</b> EchoSat Inc Petroleum Card Services</p> <p><b>MERGERS &amp; ACQUISITIONS</b> Acquisition &amp; Refinance Capital Moss Adams LLP Strategic Acquisition Advisors</p> <p><b>N</b></p> <p><b>NETWORK SERVICES</b> Acumera Inc EchoSat Inc</p> <p><b>O</b></p> <p><b>OILS &amp; LUBES</b> Clay &amp; Bailey Mfg Co D-A Lubricant Company Inc Federal Process Corporation Imperial Sales Company IPAC, Inc Lubricating Specialties Co Nanotech Industrial Solutions Numerex Corp Schaefter Fuel Additives Warren Distribution</p> <p><b>OILS, ADDITIVES &amp; CHEMICALS</b> FPPF Chemical Company Inc Howes Lubricator Products Lubricating Specialties Co MidContinental Chemical Co PAR Products division of KMCO Power Service Products Inc</p>	<p>OPW PMP Corporation PT Coupling Company Paul and Associates Performance Ink Inc Petro West Petroleum Containment Inc Petroleum Parts Inc Pneumercator Co Inc RDM Industrial Electronics Inc Scully Signal Co Seneca Tank Shields Harper &amp; Co Snyder Industries Source North America Corp Space Saver Distribution Inc Titan Chemical Transfer Solutions LLC Total Control Systems Tuthill Transfer Systems VST Veeder-Root Company NOV Fiber Glass Systems Westmor Industries Xerxes Corp</p> <p><b>PETROLEUM PRODUCTS</b> ET Products LLC Federal Process Corporation FuelMaster/ Syntech Systems Inc Imperial Sales Company IPAC, Inc Innospec Fuel Specialties Phillips 66 Power Service Products Inc Sinclair Oil Corp Spirit Petroleum LOC Software OptConnect Petro West Retail Data Systems - C-Store Shields Harper &amp; Co Environmental</p> <p><b>PROJECT MANAGEMENT</b> C7 Works LLC</p> <p><b>PUBLICATIONS/MAPS</b> EPIC News + Data</p> <p><b>PUMPS</b> Dixon Pumps Inc Great Plains Industries Littlejohn Inc Roper Pump Company Titan Chemical Transfer Solutions LLC Tuthill Transfer Systems</p> <p><b>Q</b></p> <p><b>QSR - QUICK SERVE RESTAURANTS</b> Little Caesars Pizza Noble Roman's Inc</p> <p><b>R</b></p> <p><b>REAL ESTATE SALES</b> Hopkins Appraisal Services</p> <p><b>RETAIL PETROLEUM EQUIPMENT</b> PWM Electronic Price Signs Inc</p> <p><b>RISK MANAGEMENT</b> AVI Risk Management &amp; Insurance Avitus Group DIT Federated Insurance INTL FCStone Financial Inc Loomis PT Risk Management Services Ltd Powerhouse T.E.S.T. Team Inc</p> <p><b>S</b></p> <p><b>SAFES</b> Armor Safe Technologies LLC Lock America Inc</p> <p><b>SECURITY</b> Armor Safe Technologies LLC CompX Security Products Compatible Technology Systems Diamond Digital LLC Lock America Inc</p>	<p>Locking Systems Intl Loxahatchee Electronics Wells Fargo Bank</p> <p><b>SERVICE PROVIDER</b> BAT&amp;Coatings LLC CAT Scale Company DIT Executive Leadership Solutions OptConnect Petroleum Card Services Seneca Companies Weigh-Tec Zi Enterprise</p> <p><b>SERVICE STATION EQUIPMENT</b> ANS Distributing Brugg Pipesystems LLC CNI Manufacturing Inc ESCO Services Inc Eaton Sales &amp; Service Emco Wheaton Retail Freedom Electronics NOV Fiber Glass Systems Northwest Pump &amp; Equipment Paul and Associates Performance Ink Inc Source North America Corp VST</p> <p><b>SIGNS &amp; LIGHTING</b> Able Applied Technologies Cree Inc Federal Health Sign Company FormaShape LSI Industries Landmark Reimage Solutions PWM Electronic Price Signs Inc Precision Canopy SignResource Skyline Signals Inc SloanLED Sorreneto Tech Sunshine Electronic Display United Sign</p> <p><b>SNACK ITEMS</b> Burrito Kitchens Deli Express</p> <p><b>STORE DESIGN/LAYOUT</b> C7 Works LLC ENS Power Integrity Corporation United Sign</p> <p><b>SUPPLIERS</b> McLane Company Sinclair Oil Corp</p> <p><b>T</b></p> <p><b>TANK LINING</b> BAT&amp;Coatings LLC Containment Solutions Inc Tank Tech Inc</p> <p><b>TANK MANUFACTURING</b> Amthor International Beall-Wabash Tank Trailer Heil Trailer International Keesee Tank Company Inc MAC LTT Manufacturing Oilmen's Truck Tanks Opperman &amp; Son Inc PIUSI USA Seneca Tank Thunder Creek Equipment Xerxes Corp</p> <p><b>VAPOR RECOVERY/ LEAK DETECTION</b> Husky Corporation Northwest Tank &amp; Environmental OMNTEC Mfg Inc Tanknology Inc Vaporless Mfg Inc</p> <p><b>VENDING</b> Cummins Allison Corp</p> <p><b>WAREHOUSING</b> Lubricating Specialties Co</p> <p><b>WHOLESALE</b> ANS Distributing CARPCO Tank &amp; Equipment Inc Core-Mark International Littlejohn Inc Mila Wholesale Phillips 66 Price Container &amp; Packaging Sinclair Oil Corp Zi Enterprise</p>	<p>Northwest Tank &amp; Environmental</p> <p><b>TRADE ASSOCIATION</b> Blend Your Own Ethanol Campaign Petroleum Equipment Institute</p> <p><b>TRAINING PROGRAMS</b> Petro Classroom</p> <p><b>TRUCK &amp; TRANSPORT SALES</b> Beall-Wabash Tank Trailer CARPCO Tank &amp; Equipment Inc EZ Tank Trailer Sales Heil Trailer International MAC LTT Manufacturing Oilmen's Truck Tanks Opperman &amp; Son Inc Pacific Truck Tank Inc JARCO Polar Service Centers/ Polar Tank Trailers Semi Service Inc Seneca Tank Tankmax Inc The Jack Olds Company Transport Equipment Solutions Werts Welding &amp; Tank Service Inc Western Cascade Truck Tank &amp; Equipment Westmor Industries</p> <p><b>TRUCK TRAILER REPAIR &amp; PARTS</b> EZ Tank Trailer Sales Heil Trailer International Lomosoft Opperman &amp; Son Inc Pacific Truck Tank Inc Polar Service Centers/ Polar Tank Trailers Semi Service Inc Tank Transport Trader Tankmax Inc Transport Equipment Solutions Werts Welding &amp; Tank Service Inc Western Cascade Truck Tank &amp; Equipment Westmor Industries</p> <p><b>TRUCKING</b> CAT Scale Company Weigh-Tec</p> <p><b>U</b></p> <p><b>UNDERGROUND STORAGE TANKS</b> Modern Welding Co Tank Tech Inc Xerxes Corp</p> <p><b>V</b></p> <p><b>VAPOR RECOVERY/ LEAK DETECTION</b> Husky Corporation Northwest Tank &amp; Environmental OMNTEC Mfg Inc Tanknology Inc Vaporless Mfg Inc</p> <p><b>W</b></p> <p><b>WAREHOUSING</b> Lubricating Specialties Co</p> <p><b>WHOLESALE</b> ANS Distributing CARPCO Tank &amp; Equipment Inc Core-Mark International Littlejohn Inc Mila Wholesale Phillips 66 Price Container &amp; Packaging Sinclair Oil Corp Zi Enterprise</p>
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# More Exposure Opportunities in 2018

## BE A SPONSOR

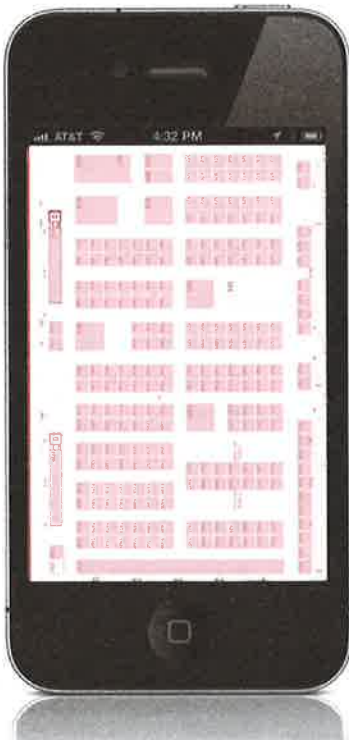
### WPMA invites you to be a sponsor of the WPMAEXPO

There are several levels of sponsorship. Each one receives special benefits and recognition, with the top levels receiving the most benefits, including booth space and meeting room availability. Sponsorships range in price between \$1,000 and \$30,000. We are open to your ideas for a tailored sponsorship that meets your needs.

For more specific details on sponsorships go to [www.wpmaexpo.com/sponsorships](http://www.wpmaexpo.com/sponsorships) or contact Jamie Wood at [jamiew@wpma.com](mailto:jamiew@wpma.com).

Our petroleum suppliers, exhibitors, advertisers and associate members are valuable to the success of our association. Thank you for your consideration and continued support of our convention.

## WPMAEXPO APP



Included with the purchase of booth space is exposure in the WPMAEXPO APP. The App provides your company maximum exposure with the following information available to attendees:

- **Contact Information**
- **Company Logo**
- **Show Specials**
- **Booth Locator**
- **Hyperlink to your website (URL)**

If you have any questions please call Kim White at (888) 252-5550 or (801) 263-9762 or e-mail [kimw@wpma.com](mailto:kimw@wpma.com).



## WPMAEXPO PROGRAM

### ADVERTISING

The WPMAEXPO Program offers a long shelf-life and delivers your advertising message in a high-quality, full-color format. Advertising in the WPMAEXPO Program is even more important because of its exclusive distribution at the WPMAEXPO.

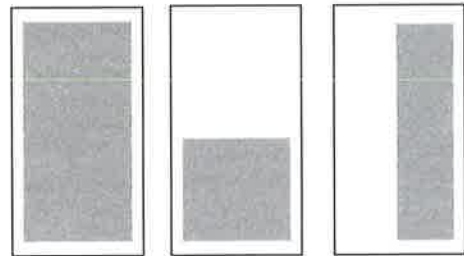
- Deadline for advertising space contract.....Jan. 1, 2018
- Deadline for advertising materials.....Jan. 5, 2018

### Ad Sizes, Rates & Specs

- Premium Back Cover position = 20% additional
- Inside Front or Inside Back Covers = 10% additional

For additional information or to book your advertisement, contact Jan Roothoff at: Tel: (801) 263-WPMA (9762), Toll-free: 1-888-252-5550, Fax: (801) 262-9413 E-mail: [janr@wpma.com](mailto:janr@wpma.com)

FC = Full color ad



**Full 1 Page**  
3.5"X7.5"  
w/bleed  
4.75"x8.75"  
FC \$1,220

**1/2 Page Horizontal**  
3.5"X3.625"  
FC \$980

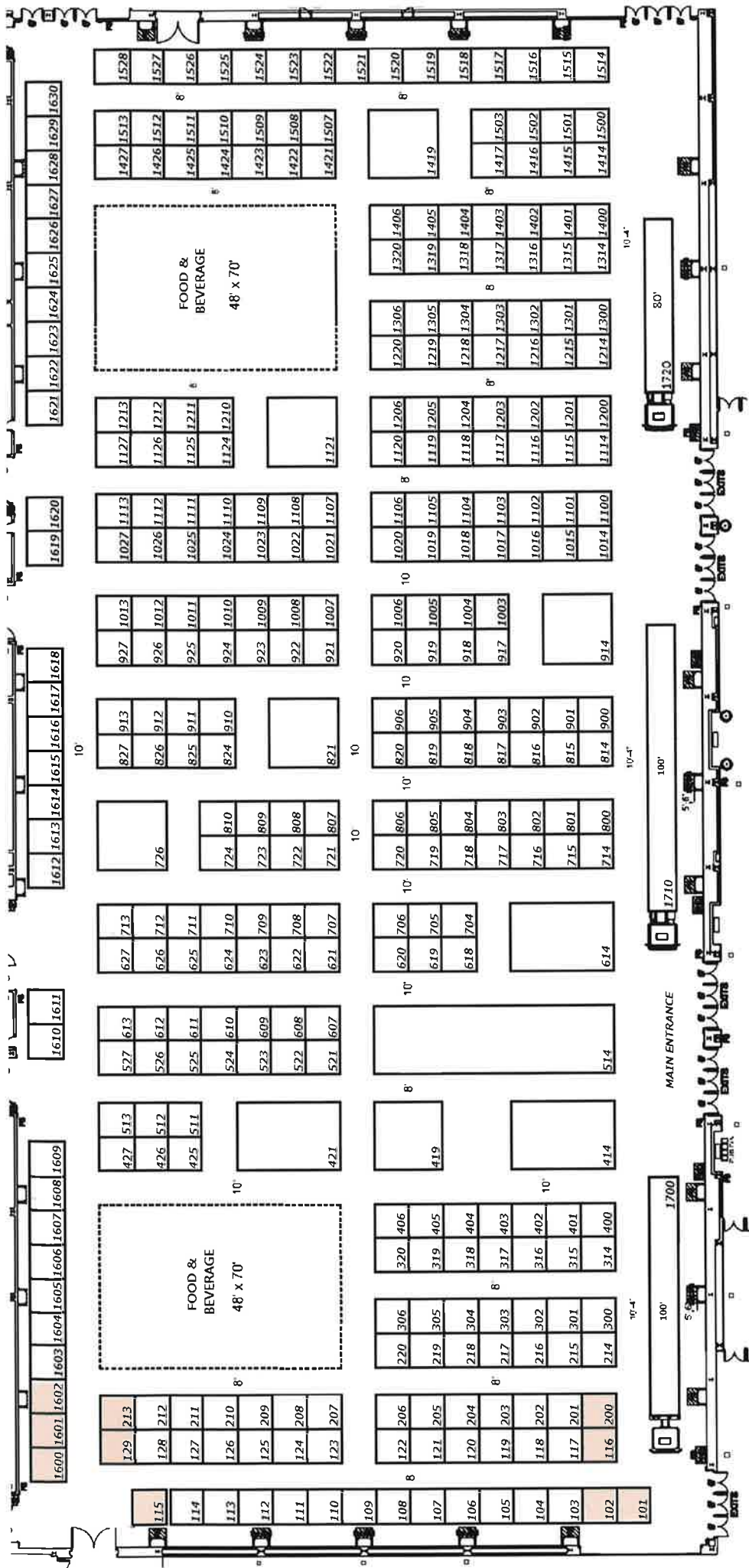
**1/2 Page Vertical**  
1.625"X7.5"  
FC \$980

## WPMA SCHOLARSHIP FOUNDATION SUPPORT

- **GOLF TOURNAMENT** on Tuesday, February 20, Sponsorships are available for hole, breakfast, beverage cart and logo items.
- **SILENT AUCTION** – donors receive recognition on signage and in the auction area.
- **OTHER DONATIONS**

For more specific details on the WPMA Scholarship Foundation and annual scholarship awards, go to [www.wpma.com/scholarship](http://www.wpma.com/scholarship) or contact Kathy Michaelis at [kathym@wpma.com](mailto:kathym@wpma.com).

Have ideas or suggestions to make our show better? Please feel free to give us a call or drop us an e-mail.



# 2018

## WPMAEXPO

### Exhibitor Prospectus

### Mirage Exhibit Hall

This exhibit map is for reference only. Please look for the actual 2018 booth map with registration information online at [www.wpmaexpo.com](http://www.wpmaexpo.com) after JUNE 1st.

**Office:**  
4393 South Riverboat Rd.  
Suite 380  
Salt Lake City, Utah 84123

**Mail:**  
PO Box 571500  
Murray, Utah 84157-1500

**Tel:** (801) 263-WPMA (9762)

**Fax:** (801) 262-9413



**Kim White**  
Trade Show Coordinator

[kimw@wpma.com](mailto:kimw@wpma.com)  
[www.wpma.com](http://www.wpma.com)  
[www.wpmaexpo.com](http://www.wpmaexpo.com)

# WPMAEXPO

• One Team • One Mission • One Goal

visit [www.wpmaexpo.com](http://www.wpmaexpo.com) for the latest convention news and event updates

= Booth must be last in  
2018 Booth map subject to change.



## Who are we?

**WPMAEXPO** is a national convention and trade show for a great network of petroleum marketers/oil jobbers, distributors, wholesalers and convenience store owners, along with the companies that support them throughout the USA and Canada.

Our mission is to assist members in increasing their business effectiveness and profitability.

## Where can I find more information on Booth Space?

Please see page 2 of this **2018 PROSPECTUS** for detailed information on booth costs and sizes, or check online at [www.wpmaexpo.com](http://www.wpmaexpo.com) after June 1st.



See you in **SUNNY Las Vegas!**

## **WPMAEXPO** February 20-22, 2018

# Join Us!

**EVERY FEBRUARY WPMA HOSTS** a national convention and convenience store exposition. In 2018 the **WPMAEXPO** takes center stage at the Mirage Event Center in Las Vegas, Nevada. During the convention, the **WPMAEXPO** brings together the necessary resources petroleum marketers and convenience store owners require, while presenting unmatched networking opportunities.

## Why You Need to Exhibit at **WPMAEXPO!**

### TOP THREE REASONS TO EXHIBIT:

1. Key Trade Show Attendees
2. Exhibitor-friendly Trade Show Hours
3. Non-opposed Trade Show Hours

### OUR EDUCATIONAL COMMITMENT TO EXHIBITORS:

WPMA recognizes that exhibiting represents a large investment of financial and human capital. We are committed to providing maximum exhibitor value by offering exhibitor training as a complimentary service. This value-added service is free for you and your staff to access the latest and best thinking and find direct answers to your most pressing exhibiting challenges. You'll expand your exhibiting know-how and improve your company's exhibiting performance and ROI.

## Who will you reach?

- **You will connect** with more than 3,000 attendees from the United States and Canada searching for new products or suppliers.

## What does the booth registration include?

- **THREE (3) Complimentary booth personnel registrations** for the first booth and one (1) additional registration for each booth thereafter.
  - Admission to all seminars and speeches
  - All food functions on the trade show floor

Booths may be contracted online at [www.wpmaexpo.com](http://www.wpmaexpo.com) after June 1, 2017, or FAX the 2018 contract found on page 3 to WPMA at (801) 262-9413.

If you have any questions please do not hesitate to contact Kim White at (801) 263-9762.