

Canadian
PROCESS & AUTOMATION SHOWS 2013
The **1** day show that goes to your neighborhood! *produced by cpecn magazine*

In September, companies who participated in our 2012 shows were contacted by email and asked for their input as to where CPE&CN should hold shows in 2013. They suggested show locations based on their knowledge of the "Hot Spots" for business. We thank all of the companies who participated with their show site suggestions.

They also set rule policies that make the shows safe and fair for all exhibitors.

Dates and locations for the 2013 Process & Automation Shows are shown below. They will also be posted on cpecn.com, with further details as they become available.

2013 Process & Automation Shows

BRITISH COLUMBIA

*Executive Airport Plaza, Richmond
February 14, 2013*

MANITOBA

*Delta Winnipeg
May 29, 2013*

ONTARIO

*Mississauga Convention Centre
March 6, 2013*

ALBERTA

*Grande Prairie Holiday Inn & Conference Ctr.
September 10, 2013*

NOVA SCOTIA

*Marriott Halifax HarbourFront
April 30, 2013*

ALBERTA

*Coast Edmonton East, Sherwood Park
September 12, 2013*

NEW BRUNSWICK

*Hilton St. John Trade & Convention Ctr.
May 2, 2013*

QUEBEC

*Hotel Plaza Quebec
October 8, 2013*

SASKATCHEWAN

*Saskatoon Inn
November 5, 2013*

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Canadian
PROCESS
EQUIPMENT & CONTROL NEWS cpecn.com

Publicity and Attendance:

The success of any show comes down to the quality of visitors who attend. Exhibitors are best equipped to invite/attract visitors to the show as you know the customers personally. Together we can ensure that every customer and prospect receives an invitation. We then need to give them an excuse to attend; CPE&CN will work with you to promote your special product introduction or event at the show.

CPE&CN will print thousands of invitations, run tabloid ads; mail invites to our readers, email our readers, and promote the show through telemarketing. We will continue to offer excellent prizes for the passport program, ensuring visitors visit at least 10 tables.

Exhibitors are encouraged to go the extra mile with promotion and we will help promote your effort at no extra charge. Do a draw at the show, run a pre/post show event. CPE&CN will help with your promotion.

Utilize your web site and email campaigns to promote your participation in the show. Local customers are going to want to know you are in town and have something to demonstrate!

Priorities For Selecting The Exhibiting Companies Are The Same As Previous Years And Are As Follows:

1. Companies who were at all shows in 2012 and advertise in Canadian Process Equipment & Control News.
2. Companies who were at less than all shows in 2012 but want all shows in 2013, and advertise in Canadian Process Equipment & Control News.
3. New exhibitors who want all shows in 2013.
4. Present exhibitors who want less than all shows in 2013.
5. New exhibitors who want less than all shows in 2013.

Show costs for 2013:

Eight to Nine shows: \$785.00 per show	Four to Seven shows: \$835.00 per show	One to Three shows: \$885.00 per show
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Hotel Rooms:

The hotels hold a block of rooms for us up to four weeks before the show and then release them for public sale. **Book early.** Please mention you are with the Process & Automation Show.

Cancellation Policy:

You can receive a full refund if you have to cancel a show at least **eight weeks** in advance of the show.

Please call us if you have any questions or have any ideas to improve the 2013 Process & Automation Shows.

APPLICATION FOR 2013 PROCESS & AUTOMATION SHOWS

We want all nine shows

We want only the following shows:

- | | | |
|---|---|--|
| 1. <input type="checkbox"/> Vancouver, BC | 4. <input type="checkbox"/> Mississauga, ON | 7. <input type="checkbox"/> Quebec City, QC |
| 2. <input type="checkbox"/> Winnipeg, MB | 5. <input type="checkbox"/> Saint John, NB | 8. <input type="checkbox"/> Edmonton, AB |
| 3. <input type="checkbox"/> Saskatoon, SK | 6. <input type="checkbox"/> Halifax, NS | 9. <input type="checkbox"/> Grande Prairie, AB |

Please send 100 _____ 200 _____ 300 _____ invitations per show.

If you want to have invitations sent to someone else or to another office for different shows, please indicate on a separate sheet of paper. Otherwise all invitations for all shows will be sent to the person indicated as your show co-ordinator.

Company Name (How you want it printed on invitations)

Address _____

City _____ Province _____ Postal Code _____

Tel: _____ Fax: _____

E-mail _____ Web Site _____

Our show co-ordinator will be _____

Signature _____

***Please fax or mail back this application form now
to the number or address below.***

2013 PROCESS & AUTOMATION SHOW RULES

As Determined By 2013 Exhibitor Survey

1. This is a tabletop show – no booths. All displays must be contained within the 8' table space. Any floor standing backdrops must sit flush against the back of the table, and cannot exceed 8' in width.
2. Show set up time is 7:00 AM on the day of the show.
3. If you need a power cord, bring it with you. None will be supplied. Companies requiring power at their table must have at least **one 30-foot extension cord** to reach wall outlets and power bar if needed.
4. All displays must go on the table except where a heavier piece is involved. These can be left on the floor and a smaller table used. Aisles must be kept clear at all times. Please notify CPE&CN before the show of any irregularities.
5. All shows have a definite closing time. We will stay open until closing time.
No exceptions.
6. Bring your own tablecloths.
7. No hospitality suites during show hours. **Demonstration trucks or suites are not allowed during show hours.**
8. Pre-Show Promotion Is Key. All participating companies are expected to mail and distribute invitations before **each and every show**. Do your share of the work to ensure successful shows. Freeloaders are not welcome. In addition, each company must select **one** show at which they will expend a special and extra effort in promoting that show.
9. Exhibitors should move their vehicles away from the prime parking spots. These spots should be available to visitors.
10. All exhibitors must have public liability insurance for the trade show. You may be asked for a certificate of insurance.

If due to causes beyond its control the Show Management is prevented from holding the Show or cannot permit an Exhibitor to occupy the Exhibitors rented space due to circumstances beyond management's control including, but not limited to, strike, fire, health related issues, civil disobedience, inclement weather, lockout, bankruptcy, Acts of God, facility unavailability for whatsoever cause: Show Management will rebook space within six months of the cancelled date and will hold show on that date or the Show Management will refund to the exhibitor the amount of rental paid by him, less a proportionate share in relation to the other exhibition space, of the total Show expenses incurred by Show Management to that date, and Show Management shall have no further liability to the Exhibitor.

Please send the rules to your local people.