

Sales Matter



28th Annual IPMBA Conference & Exhibition

Saint Louis, Missouri June 4-9, 2018

- 🚲 **Connect** with your customers.
- 🚲 Gather **intelligence**.
- 🚲 Conduct valuable **market research**.
- 🚲 Get **inspired** to innovate.
- 🚲 **Introduce** new items and product enhancements.
- 🚲 **Enhance** your understanding of bike operations.
- 🚲 **Witness** public safety bike training in action!
- 🚲 **Increase your sales!**



www.ipmba.org ~ 410-744-2400

THANK YOU

for registering for the 28th Annual IPMBA Conference: the biggest, best, and *only* conference and expo for police, EMS, and security cyclists!

This packet contains essential information for navigating the IPMBA conference. Please Read!

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www.ipmba.org
events@ipmba.org
410-744-2400



Welcome to Saint Louis

The 28th Annual IPMBA Conference & Expo will bring you face-to-face with the people for whom your product or service is designed. It will **connect** you with current and potential clients, **enhance** your ability to meet your customers' needs, **inspire** you to innovate, and **increase your sales**.

IPMBA EXPO

June 6-8, 2018

28th Annual IPMBA Conference
June 4-9, 2018



IPMBA has a 28-year track record of generating results in police, EMS, and security cycling.

sponsorships

Cut through the clutter with one or more of these super sponsorships! Our sponsors will receive special recognition at the conference, in the conference program, on the IPMBA website, and in *IPMBA News*.

Please reserve the following for me:

- A Super Sponsorship Opportunity!**
- Exhibit Hall Reception \$2500 shared
- Exhibit Hall Reception \$5000 exclusive
- Coffee Break \$750
- Workshop \$250 _____
- Conference Bags R&B Fabrications
- Lanyards Volcanic Bicycles
- Pens Police Bike Store
- Water Bottles Police Bike Store
- Flash Drives \$1800 or sponsor-provided
- Create-My-Own Call me!

Welcome Bag Items (325): _____

Silent Auction Items: _____

Retail Value: _____

PAYMENT

Total Enclosed: \$ _____

Method of Payment:

Check (payable to IPMBA) Visa/Mastercard Number:

Exp. Date: ____/____/____ Security Code: _____

Cardholder's Name (printed): _____

Authorized Signature: _____

Date: _____

Email Address for Receipt: _____

**Sponsorship opportunities are limited.
Contact Maureen at Maureen@ipmba.org or 410-744-2400 to secure yours today!**

exhibit hall hours

Wednesday, June 6:
5:30pm-8:30pm
(Reception Sponsored by MOCEAN Tactical)

Thursday, June 7:
11:00am-1:30pm; 5:00pm-8:00pm
(Reception Sponsored by IPMBA Board; Beverages Sponsored by Sound Uniform Solutions)

optional outdoor demo

Friday, June 8: 11:00am-3:00pm

Optional "Demo Day" (included in the booth fee) specifically for hands-on demos and test rides.

Participants: bring your own tent and other necessities if desired (tables, chairs provided.) if desired; rentals not available.

Rain or shine!

DETAILS



Location: Bear's Den, South 40 House, Washington University in Saint Louis, Missouri

Registration & Move-In: Wednesday, June 6, 8:00am-4:30pm; Bear's Den, South 40 House

Exhibit Dates & Times:

Wednesday, June 6, 5:30pm-8:30pm (*Reception co-sponsorship with MOCEAN available*)

Thursday, June 7, 11:00am-1:30pm; 5:00-8:00pm (*Reception sponsorship available; beverages sponsored by Sound Uniform Solutions*)

Tear-Down: Thursday, June 7, 8:00pm-10:00pm; Friday, June 8, 8:00am-12:00pm

Optional Outdoor Demo: Friday, June 8, 11:00am-3:00pm

Tear-down: Friday, June 8, 3:00pm-5:00pm

Booth Dimensions: 8' x 10', 8' high back with 3' side rails

Booth Fee Includes:

- Background and side divider drapery
- Custom booth sign
- Skirted table, two chairs, wastebasket
- Four exhibitor passes (includes lunch Wednesday-Friday)
- Company listing in the program, app, and *IPMBA News*
- Virtual booth at www.ipmba.org
- Electronic list of conference attendees' department mailing addresses
- Optional outdoor demo

Fee does not include: AV equipment, booth security service, materials handling, custom carpet and padding (the exhibit hall is carpeted with standard carpet), and additional services as outlined in the exhibitor services kit. Electrical outlets are available, but power strips and extension cords are not provided.

Exhibitor Services: Paramount Convention Services is the official contractor for furniture/carpet rentals, displays, signs and graphics, shipping and material handling, and cleaning. Contact Leigh Everett at leveret@paramountcs.com or 314-621-6677 or order services online at www.paramountcs.com/exhibitor-services. Paramount will send an email containing more information and a link to the services kit as well.

Show Colors: French Blue and Gold

Command Post (Information Central): The IPMBA Command Post will be located in the Danforth University Center, Goldberg Lounge, Second Floor. *Hours of Operation:* Sunday, June 3: 12:00pm-8:00pm; Monday, June 4-Thursday, June 5: 7:00am-8:00pm; Friday, June 6: 7:00am-5:00pm.

POV Unloading/Loading and Parking

If you are driving exhibit booth materials in a personal vehicle refer to the attached map. Follow the yellow line to the drop-off location. Short-term parking will be permitted for drop-off/pick-up only.

Vehicles with parking passes must be moved to the garage indicated by the red box immediately after unloading. Overnight parking is permitted for on-campus residents only.

If you will have a motor vehicle on campus and have not purchased a pass, you will need to park in a daily garage (Danforth, Snow Way, or Millbrook Garage) and pay the daily rate.

Current Booth Assignments

4Bike-Police: 2
American Bike Patrol Services: 7-8
Bellwether: 5
BLAC-RAC: 6
ISM Saddles: 1
MOCEAN Tactical: 9
Patrol Bike Systems: 15
Police Bike Store: 11
Rad Power Bikes: 3-4
RZ Mask: 14
Samson Electric Bicycles: 12
Sound Uniform Solutions: 13
Volcanic Bicycles: 10

DETAILS



getting here

BY AIR Lambert-Saint Louis International Airport, approximately 10 miles/15 minutes from WashU, is served by Air Canada, Air Choice One, Alaska, American, Delta, Frontier, Southwest, United, and XSTRAirways. It offers non-stop flights and easy connections through many major US hubs.

SHUTTLE SERVICE Shuttle service from Lambert will be provided by the host agency. You **MUST** register in advance for shuttle service (arrival and departure) on the 2018 IPMBA Conference Airport Shuttle page at <http://tinyurl.com/2018IPMBAshuttle>. The shuttle can transport personal luggage only, not exhibit booth materials.

Upon arrival, proceed to the baggage claim and look for the Welcome Center. If the shuttle driver does not arrive within a reasonable time, call the Command Post (number to be provided). Please also call the Command Post if your arrival details change due to flight delays and/or cancellations.

BY AUTO Saint Louis is situated at the geographic hub of the United States. It is accessible from I-71, I-64, I-44, and I-55. It is within 500 miles of Chicago, Cincinnati, Columbia MO, Des Moines, Indianapolis, Jackson MS, Kansas City, Little Rock, Louisville, Memphis, Milwaukee, Nashville

where to stay

Washington University in Saint Louis (WUSTL) Residence Halls 6618 Shepley Drive, Saint Louis MO 63130. Suites with up to four singles sharing a common area and a bathroom. Prices are per person and include breakfast and a linen package ((sheets, pillow and case, blanket, two bath towels, two washcloths, a bar of soap and a plastic cup). Air-conditioned; smoking and tobacco use are prohibited.

Rates: Single Room: \$51.50 per person, per night + \$40 one-time linen and reservation fee. You **MUST** book online (<http://tinyurl.com/2018IPMBAHousing>) using MC, Visa, Discover, or AmEx between *February 1 and May 11, 2018*. For assistance with online reservations, call 314-935-6680.

Conference Hotel

Clayton Plaza Hotel, 1.5 bike-able miles; 7750 Carondelet Ave; Clayton 63105; 314-726-5400; Group Code: INP; <http://tinyurl.com/2018IPMBAHotel>. **Rate:** \$124 + 16.61% tax. Smoke-free. **Cutoff Date: May 3, 2018, or sellout.**

The **IPMBA Command Post** number will be published on the app.

weather

Average temperatures range from the mid-50's F during the night to the upper 70's/low 80's F during the day. It will be humid. There is a moderate chance of rain and thunderstorms. Check the forecast and come prepared. As Mark Twain said, "Climate is what you expect. Weather is what you get."

product showcase silent auction/welcome bag items

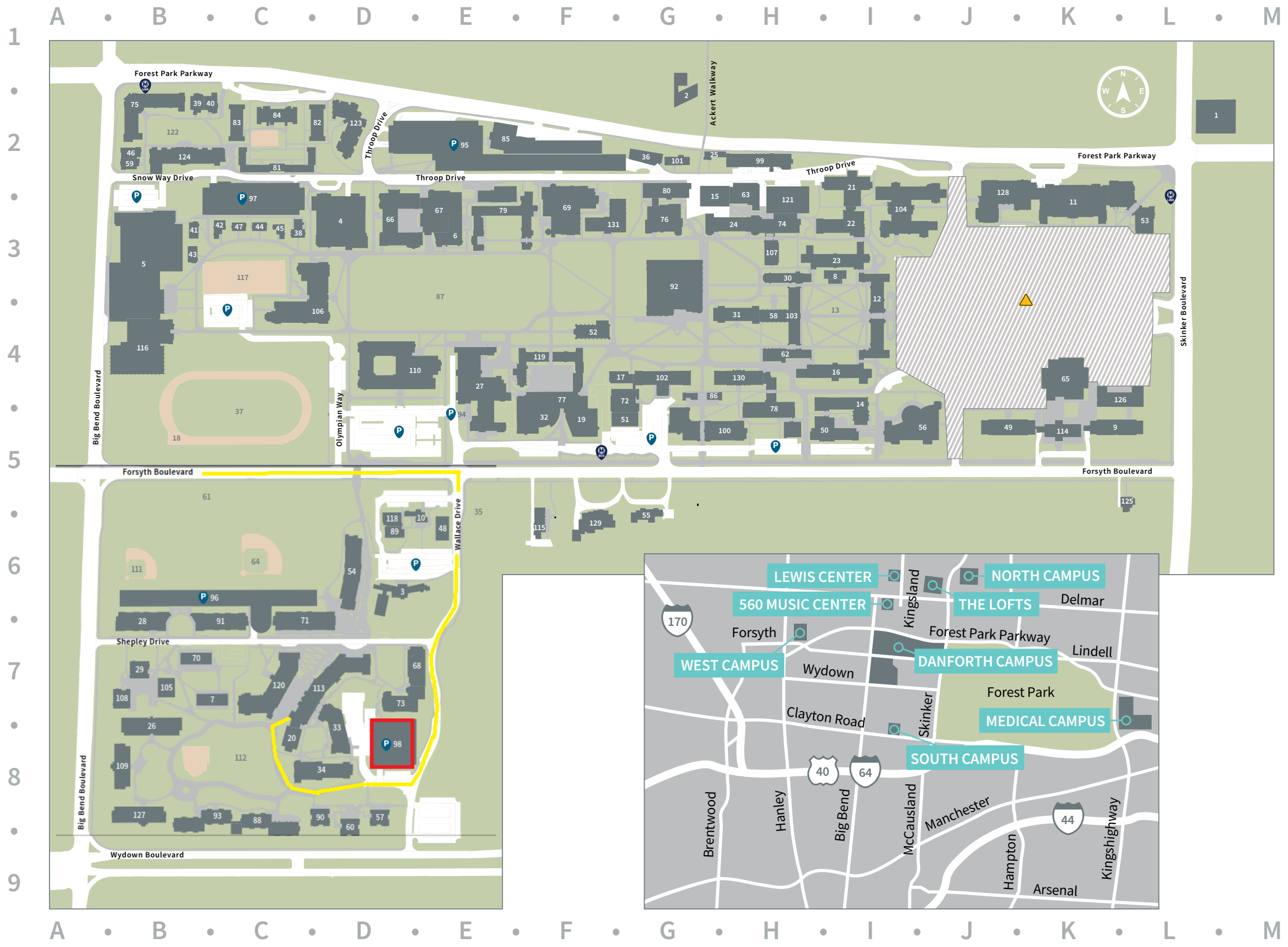
If you are donating items for the Product Showcase Silent Auction or for the welcome bags, please ship those items to the below address. Please indicate the contents on the box or shipping label.

Items should arrive by **May 31, 2018**, for inclusion in the welcome bags and maximum showcase exposure.

IPMBA Conference
c/o Sgt. Bob Wayne
WUSTL Police Department
6615 Shepley Drive
Saint Louis MO 63105

Robert.wayne@wustl.edu / 314-935-5084

Do NOT ship exhibit booth materials to this address. It will be refused. Materials handling for booths MUST be arranged through the exhibitor services company.



1. 276 N. Skinker (M2)
2. Academy Building (G2)
3. Alumni House (D6)
4. Anheuser-Busch Hall (D3)
5. Athletic Complex (B3)
6. Bauer Hall (E3)
7. Beaumont House (C7)
8. Beaumont Pavilion (I3)
9. Bixby Hall (L5)
10. Blewett Hall (E6)
11. Brauer Hall (K3)
12. Brookings Hall (I4)
13. Brookings Quadrangle (I4)
14. Brown Hall (I4)
15. Bryan Hall (H3)
16. Busch Hall (I4)
17. Busch Laboratory (G4)
18. Bushyhead Track (B5)
19. Campus Store (F5)
20. College Hall (C8)
21. Compton Hall (I2)
22. Crow Hall (I3)
23. Cupples I Hall (I3)
24. Cupples II Hall (H3)
25. Cyclotron Building (H2)
26. Danforth House (B8)
27. Danforth University Center (E4)
28. Dardick House (B7)
29. Dauten House (B7)
30. Duncker Hall (H3)
31. Eads Hall (H4)
32. Edison Theatre (F5)
33. Eliot B House (D8)
34. Eliot House (D8)
35. Elizabeth Danforth Butterfly Garden (E5)
36. Environmental Health and Safety Facility (G2)
37. Francis Field (C5)
38. Alpha Delta Phi (C3)
39. Alpha Epsilon Pi (B2)
40. Beta Theta Pi (C2)
41. Kappa Sigma (B3)
42. Phi Delta Theta (C3)
43. Sigma Alpha Epsilon (B3)
44. Sigma Chi (C3)
45. Sigma Nu (C3)
46. Tau Kappa Epsilon (B2)
47. Theta Xi (C3)
48. Gaylord Music Library (E6)
49. Givens Hall (J5)
50. Goldfarb Hall (I5)
51. Goldfarb Plant Growth Facility (G5)
52. Graham Chapel (F4)
53. Green Hall (L3)
54. Gregg House (D6)
55. Harbison House (G6)
56. Hillman Hall (J5)
57. Hitzeman House (D8)
58. Holmes Lounge (H4)
59. House 11 (B2)
60. Hurd House (D8)
61. Intramural Recreational Fields (B5)
62. January Hall (H4)
63. Jolley Hall (H2)
64. Kelly Baseball Field (C6)
65. Kemper Art Museum (K4)
66. Knight Executive Education and Conference Center (D3)
67. Knight Hall (E3)
68. Koenig House (E7)
69. Laboratory Sciences Building (F3)
70. Lee House (B7)
71. Lien House (C7)
72. Life Sciences Building (G4)
73. Liggett House (D7)
74. Lopata Hall (H3)
75. Lopata House (B2)
76. Louderman Hall (G3)
77. Mallinckrodt Center (F4)
78. McDonnell Hall (H5)
79. McMillan Hall (E3)
80. McMillan Laboratory (G2)
81. Millbrook Apartment 1 (C2)
82. Millbrook Apartment 2 (D2)
83. Millbrook Apartment 3 (C2)
84. Millbrook Apartment 4 (C2)
85. Millbrook Building (F2)
86. Monsanto Laboratory (H4)
87. Mudd Field (E3)
88. Mudd House (C8)
89. Music Classroom Building (D6)
90. Myers House (D8)
91. Nemerov House (C7)
92. Olin Library (G3)
93. Park House (C8)
94. DUC (E5) Zone 2
95. Millbrook (E2) Zone 3
96. Shepley Drive (C6) Zone 4
97. Snow Way (C3) Zone 3
98. Wallace Drive (D8) Zone 4
99. Power Plant (H2)
100. Psychology Building (H5)
101. Radiochemistry Building (G2)
102. Rebstock Hall (G4)
103. Ridgley Hall (H4)
104. Rudolph Hall (I3)
105. Rutledge House (B7)
106. Seigle Hall (D4)
107. Sever Hall (H3)
108. Shanedling House (B7)
109. Shepley House (B8)
110. Simon Hall (E4)
111. Softball Field (B6)
112. South 40 (C8)
113. South 40 House (D7)
114. Steinberg Hall (K5)
115. Stix International House (F6)
116. Summers Recreation Center (B4)
117. Tao Tennis Center (C3)
118. Tietjens Hall (D6)
119. Umrath Hall (F4)
120. Umrath House (C7)
121. Urbauer Hall (H3)
122. The Village (B2)
123. Village East (D2)
124. Village House (B2)
125. Visual Arts & Design House (L5)
126. Walker Hall (L4)
127. Wheeler House (B8)
128. Whitaker Hall (J2)
129. Whittemore House (F6)
130. Wilson Hall (H4)
131. Women's Building (G3)

WUSTL MOBILE
A free app for maps, campus dining, and more.
Available for iOS and Android.