

**IPMBA 2019:
It's Worth It!**



**29TH ANNUAL
IPMBA CONFERENCE**

**FORT WORTH, TEXAS
APRIL 8-13, 2019**

REASONS TO COME

- 🚲 **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!**

The **biggest**, **best**, and **only** expo for **police**, **EMS**, and **security cyclists**.

APRIL 10-11, 2019
(plus optional demo day on April 12)

testimonials

As a 17-year IPMBA exhibitor, we cannot say enough about the success we have enjoyed being part of the organization. Not only have we established relationships with the “movers and shakers”, we have gained valuable information to help us design functional products.

— Bill Levitt, MOCEAN Tactical

We've grown over 100% and we owe it to IPMBA. We couldn't ask for a better venue to expose our products. **THANK YOU!!!**

— Eric Kackley, Volcanic Bicycles

ISM is proud to be a member of IPMBA. The IPMBA expo is a great place to come together with representatives of many different departments and demonstrate the benefits our saddles provide. Plus, I love your expo — it is my favorite of all that I go to!

— Laura Toll, ISM Saddles

Register Today!
www.ipmba.org
events@ipmba.org
410-744-2400

THE Public Safety Cycling Marketplace

IPMBA EXPO

April 10-11, 2019

29th Annual IPMBA Conference
April 8-13, 2019



The 29th Annual IPMBA Conference & Expo will bring you face-to-face with the people for whom your products or services are 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 has a 29-year track record of generating results in police, EMS, and security cycling.

reasons to exhibit

The IPMBA Conference & Expo is the oldest, **largest** and most **influential** conference and product exhibition devoted exclusively to police, EMS, and security personnel on bikes. IPMBA Conference & Expo attendees are **passionate** and **focused**. They are exceptionally **engaged** in their jobs and **hungry for products and services** that make their jobs **easier**, **safer**, and more **pleasant**, or are just plain **cool**. In other words, products just like yours!

Don't miss this opportunity to:

- Raise brand awareness.
- Increase product loyalty.
- Generate highly qualified sales leads.
- Expand your market share.
- Cultivate and strengthen your customer relations.
- Meet engaged and committed buyers.
- Convert prospects to sales.
- Build relationships.
- Solicit valuable input for product development.
- Network, schedule client meetings, and allow product testing.
- Establish contacts from nearly all U.S. states and beyond.
- Enjoy an intimate and focused exhibitor experience.

- ⇒ **Two-day format with breaks designed to maximize your effectiveness and enable you to participate in other conference activities, such as the Obstacle Course Competition and Awards Ceremony.**
- ⇒ **Optional "Demo Day" to encourage and enable hands-on demonstrations and test rides.**

exhibit hall hours

Wednesday, April 10:
5:30pm-8:30pm
(Reception Sponsorship Available)

Thursday, April 11:
11:00am-1:30pm;
5:00pm-8:00pm
(Reception Sponsorship Available)

optional outdoor demo

Friday, April 12:
11:00am-2:00pm

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

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

Rain or shine!

Past IPMBA Conference Exhibitors ...4BIKE-POLICE.COM, American Bike Patrol Services, Bar Mitts, Bellwether Technical Apparel, Bern Unlimited, Borealis Fat Bikes, Bosch eBike Systems, Bratwear, CeraSport, Codaxus LLC, Cygolite Bicycle Lighting Systems, Dero Bike Racks, Detroit Bikes, Enerspect Medical Solutions, Envelo-Suntour/Novatec, Haix North America, Hero Kit, iFORCE Bicycles, ISM Saddles, Jones & Bartlett, Kenda, Kryptonite, Magura USA, MOCEAN, National Association of School Resource Officers, National EMS Memorial Ride, National Interscholastic Cycling Association, NiteRider Technical Lighting, Patrol Bike Systems, Police Bike Store, Police Security Expo, R&B Fabrications, Rad Power Bikes, Rudy Project Eyewear, RZ Mask, Samson Electric Bikes, Smith Optics, TRU-SPEC, velofix, Volcanic Bicycles...are you next?

CONTRACT FOR EXHIBIT SPACE - IPMBA EXPO

IPMBA EXPO 2019 | April 10-12 | Fort Worth, Texas

IPMBA's 29th Annual Conference | April 8-13, 2019

PLEASE PRINT CLEARLY

Agreement dated _____ by and between _____, (company name; herein called the "Exhibitor") and **Police on Bikes, Inc., dba International Police Mountain Bike Association (IPMBA).**

In accordance with the enclosed terms, conditions and regulations, the undersigned hereby applies for exhibit space at the IPMBA Conference. We have read and understand the exhibit regulations and agree to abide by them. We agree to provide a certificate of insurance prior to occupying the booth space. We understand that all exhibit fees are to be paid in full on or before March 1, 2019, in order to guarantee inclusion in the conference program.

COMPANY INFORMATION **For publication.*

Company Name* (as you wish it to be listed on booth sign and in program): _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone*: _____ Fax: _____

Email*: _____

Website*: _____

Primary On-Site Representative*:

Additional Representatives. Three additional exhibitor passes are permitted per booth. Do not list the primary representative.

Contact Name (if different than primary representative):

Name: _____

Email: _____

Phone: _____

PRODUCT/SERVICE TO BE EXHIBITED. Please provide a description of the product(s) or service(s) to be displayed, for use in the official conference program and other listings. IPMBA reserves the right to edit for clarity, brevity, and grammar. *Limit 15 words.*

BOOTH LOCATION. All booths are assigned by show management on a first-come/first-served basis. In the absence of a floor plan, if you have any special requests regarding placement, please enter them here. While we cannot make any guarantees, we will do our best to accommodate.

Specify Companies and/or Type of Companies You:

Wish to be near: _____

Do not wish to be near: _____

PLEASE RESERVE THE FOLLOWING

___ 10' x 10' Booth Packages (s)

___ \$650

___ \$585 (Corporate Members)

___ Optional Outdoor Demo (included in booth fee)

___ **Corporate Membership** (*Join or renew now to save! Email maureen@ipmba.org or visit <http://www.ipmba.org/corporate-members.htm> for details.*)

\$750 ___ New ___ Renew

___ **Virtual Booth Package** \$300

___ **A Super Sponsorship Opportunity!**

___ Exhibit Hall Reception \$5000 (shared)

___ Exhibit Hall Reception \$10,000 (exclusive)

___ Beverages/Break \$1000

___ Workshop (Product Demo) \$275

Specify: _____

___ Challenge Coins \$1500

___ Beer Glasses \$1500

___ Shot Glasses \$750

___ Flash Drives Provided by Sponsor or \$1800

___ Conference Note Pads Provided by Sponsor or \$500

___ Conference Pens Provided by Sponsor or \$350

___ **Welcome Bag Items:** _____

(300-350; final count and shipping address to be provided)

___ **Silent Auction/Raffle Items:**

Item(s): _____

Retail Value: _____

PAYMENT (MUST ACCOMPANY FORM)

Total Due: \$ _____

Total Enclosed: \$ _____

Method of Payment:

Check (payable to IPMBA) Visa/Mastercard

Card Number:

_____|_____|_____|_____|_____|_____|_____|_____|_____|_____|_____|_____|_____|_____|_____|_____|

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

Cardholder's Name (printed): _____

Authorized Signature: _____

Date: _____

Email Address for Receipt: _____

PAYMENT IN FULL and CERTIFICATE of INSURANCE (\$1 million commercial general liability) naming IPMBA as additional insured must accompany this application.

CONTRACT and PAYMENT in full must be received by March 1, 2019, to guarantee inclusion in the Conference Program. Please complete this form and return it, with payment, via mail or fax.

INTERNATIONAL POLICE MOUNTAIN BIKE ASSOCIATION

29th Annual IPMBA Conference & Expo

Exhibit Terms and Conditions of Contract

In accordance with the following terms, conditions, and regulations governing the exhibits at the IPMBA. IPMBA Conference & Product Exhibition, this application becomes a contract. Please read all conditions and regulations prior to signing.

1. EXHIBIT MANAGEMENT. All exhibits will be under the management and control of IPMBA. All exhibits and related demonstrations and presentations shall serve the interests of IPMBA Conference Attendees. IPMBA reserves the right to determine eligibility of any company, product or service for inclusion in the exhibition. IPMBA reserves the right to require the removal of any exhibit and/or discontinuance of related activities that the Executive Director or designee deems detrimental to the purposes of the Association. This includes, but is not limited to, persons, things, conduct and printed matter.

2. WEAPONS AND EXPLOSIVES. All weapons displayed in the exhibit hall must be rendered inoperable. Live explosives of any type, aerosol/chemical sprays, or live ammunition are not permitted in the exhibit hall under any circumstances.

3. RESERVATIONS. Reservations, accompanied by signed contract and full payment, must be received by March 1, 2019, in order to guarantee listing in the conference handouts. Booth fee includes a non-refundable 50% deposit. Space will be assigned on a first-come/first-served basis.

4. CANCELLATIONS. (a) All cancellation requests must be made in writing. In the event Exhibitor cancels all, or part, of the exhibit space contracted, the following provisions shall apply: (i) if the cancellation request is received prior to March 1, 2019, booth fees, less 50%, will be refunded unless the space is resold and the show is a sell-out, in which case the full amount, less \$50 cancellation fee, will be refunded; (ii) if the cancellation request is received after March 1, 2019, the exhibitor shall pay a cancellation fee equal to the amount of the exhibit space rental. All payments made to IPMBA under the Exhibit Space Contract shall be deemed fully earned and non-refundable when made in consideration for expenses incurred by IPMBA and IPMBA's lost or deferred opportunity to provide exhibit space to others, and all cancellation fees that may become due are acknowledged by Exhibitor as liquidated damages. (b) If the exhibit space is not occupied by Exhibitor by the designated time on Wednesday, June 6, 2018, Exhibitor shall be deemed to have cancelled the exhibit space contracted for, and IPMBA shall have the right to use such space as it deems appropriate. If notice of cancellation is not received before March 1, 2019, Exhibitor shall, in addition to cancellation fees, pay the cost of decorating the ordered space in such a manner as IPMBA deems appropriate. (c) In the event of fire, or other uncontrollable circumstances rendering the exhibit area unfit or unavailable for use, or causing the exhibit to be canceled 10 days or more prior to the opening date of such exhibit, this contract will not be binding, and payment made on exhibit space will be refunded. If such event should occur within 10 days prior to the opening date of the exhibit, 50 percent of the cost of rental space will be refunded.

5. STANDARD BOOTH DESCRIPTION AND REGULATIONS. All single booths will be 10' x 10', with 8' high backgrounds and 3' high side rails. The height of built-up displays is limited to 8'. Side wings may not obstruct a view of the adjacent booth; and therefore may not project more than 30" from the back wall. *All display materials must remain within the confines of the booth and may not be placed in or protrude into aisles. Items must not block views of or access to other booths.*

6. EXHIBIT SPACE EQUIPMENT AND SERVICE INFORMATION. Shipping instructions and order forms for services, electrical equipment, booth furnishings, carpet, decorating materials, and prices will be sent to registered Exhibitors prior to the conference dates.

7. DRAYAGE. Booth displays and associated exhibition materials should be shipped prepaid to the authorized drayage firm, as indicated in the exhibitor services kit.

8. CLEANING SERVICE. Janitorial service for the aisles only throughout the exhibition area is included in the booth price.

9. SUBLETTING SPACE. Exhibitor may not assign, sublet or apportion the whole or any part of the space allotted him, nor exhibit therein, nor permit any other person or firm to exhibit therein, any other goods than those manufactured or distributed by Exhibitor in the regular course of his business, without written permission of IPMBA Executive Director.

10. EXHIBIT HALL HOURS. (a) Exhibit Hall will be available for set-up and installation prior to the opening of the show. All work must be completed one hour before the opening of the Exhibit Hall on Wednesday, April 10. The Executive Director and/or her designee will conduct an inspection of all booths prior to the opening of the show. (b) Exhibitor will be permitted in Exhibit Hall one hour prior to posted Exhibit Hall hours. All booths must be staffed during all published show hours except with the express permission of the IPMBA Executive Director.

11. DISMANTLING OF DISPLAYS. Exhibitor will not be permitted to dismantle exhibits nor commence packing until after the published closing time on the last day of the show except with the express permission of the IPMBA Executive Director. No packing crates or boxes will be returned until that time. All dismantling, packing, and material removal must be completed within the designated tear-down period. It is the responsibility of Exhibitor to arrange for return shipment of exhibit material, properly labeled, before departure, as per instructions provided in the exhibitor services kit.

12. EXHIBITOR BADGES. For every booth space purchased, Exhibitor will receive one full-conference registration and up to three exhibit-only badges at no additional cost. Additional conference registrations may be purchased for \$250, and additional exhibit-only badges may be purchased at a cost of \$25 in advance and \$30 on-site.

13. SELLING POLICY. Order taking is permitted throughout the open show hours. Exhibitor is responsible for obtaining any licenses or paying any applicable taxes on any merchandise sold during the show.

14. TAXES AND LICENSES. Exhibitor shall be responsible for obtaining any tax identification numbers and paying all taxes, license fees, or other charges that shall become due to any authority in connection with their activities at the show.

Exhibitor is responsible for obtaining all necessary licenses and permits to use music, photographs, or other copyrighted material in their booth, and will present evidence of said permission to show management upon request. Exhibitor shall remain liable for and shall indemnify and hold IPMBA, its agents and employees, harmless from all loss, cost, claims, causes of action, suits, damages, liabilities, expenses, and costs, including reasonable attorney's fees, arising from or out of any violation or infringement (or claimed violation or infringement) by Exhibitor, Exhibitor's agents or employees of any patent, copyright, or trade secret rights or privileges.

15. UNAUTHORIZED DISPLAYS. To protect the interests of all exhibitors, signs and displays other than those located at Exhibitor's booths in the exhibit hall are prohibited, unless authorized by IPMBA. Any Exhibitor who places signs or displays elsewhere will be subject to an additional exhibit booth fee. Exhibitor shall not, during the event, conduct or sponsor any classes, seminars, exhibits, or similar activities other than those in conjunction with the IPMBA Conference within 100 miles of the Conference.

16. USE OF EXHIBIT SPACE. *Solicitations, demonstrations, displays, and printed material must be confined to Exhibitor's booth space. Aisles in front of and next to the booths must be kept clear.* Remote controlled and wheeled products are not permitted to roam in the aisles nor outside the exhibit hall. Distribution of samples, catalogues, pamphlets, magazines and publications must be confined to the physical limits of Exhibitor's booth. No circulation of materials will be permitted outside the assigned exhibit booth. Pick-up and clean-up expenses will be the responsibility of the violator. Violators may be asked to leave the exhibit hall at their expense. IPMBA reserves the right to block the distribution of, and/or to demand the removal of printed, graphic or electronic materials that are obscene or pornographic, that disparage a competitor, or are deemed to be otherwise unsuitable for display and distribution at an exhibit of this type.

17. PROMOTIONAL GIVEAWAYS AND PRIZES. Promotional giveaways are permitted. All activities attendant to prize drawings must be conducted within Exhibitor's booth. The public address system will not be available to announce winners or to provide delegates information concerning the availability of prizes.

18. SPECIAL VISUAL AND SOUND EFFECTS. Audio-visual equipment and other sound and attention-getting devices will be permitted only in such intensity as, in the opinion of the Executive Director, does not interfere with the activities of neighboring exhibitors. Sound must be projected into Exhibitor's space, and must be within host site guidelines.

19. FIRE PROTECTION. All draping and display material of cloth must be fireproofed. Under no condition will combustible oils or gases be permitted in the exhibition area. All electrical work and equipment must be ordered through the Conference Decorator to ensure that it will meet the safety requirements of the Fire Marshall.

20. CARE OF BUILDING AND EQUIPMENT. Exhibitor must not injure or deface the walls or floors of the building, the exhibit spaces, or the equipment of the exhibit spaces. No nails or screws may be driven into walls, columns or floor. Exhibitor is responsible to the property owner for the repair or replacement of any property damaged.

21. SECURITY. General Exhibit Hall security will be provided during the hours that the Exhibit Hall is closed. However, Exhibitor is solely and fully responsible for its own exhibit material and should insure its exhibit against loss or damage from any cause. Neither IPMBA nor the show site assume responsibility for the safety and security of Exhibitor's property, at any time.

22. MISREPRESENTATION. Any misrepresentation, material omissions, false or misleading statements by the Exhibitor or any of its agents, servants or employees or persons acting on its behalf shall be grounds for cancellation of this agreement, regardless of when discovered. In such event, Exhibitor shall not be entitled to a refund of any fees paid or any other remedy.

23. LIABILITY AND INSURANCE. Neither IPMBA, and any of its officers, staff members or conference committee, nor the owners, employees or representatives of the exhibition site, nor the exhibit services company will be responsible for any injury, loss or damage that might occur to Exhibitor, or to Exhibitor's employees or property, prior to, during, or subsequent to the period covered by Exhibitor's contract. Exhibitor specifically agrees to release IPMBA and the exhibit venue from, and agrees to indemnify against, any and all claims for loss, damage, or injury, including attorney's fees and court costs, that may occur to Exhibitor's property or employees from any cause whatsoever. Exhibitor shall be solely responsible for the operation of his or her exhibit and expressly releases from, and agrees to indemnify, defend, and hold harmless the foregoing named Association, individuals, committee, exhibit venue, and exhibit services firms against any claims for loss, damage or injury, including attorney's fees and court cost to himself, his employees, spectators, or attendees arising from the operation of said exhibit. Insurance on each exhibit shall be obtained at Exhibitor's own risk and expense. Exhibitor shall carry no less than \$1 million of comprehensive general liability insurance. *Police on Bikes, Inc., must be named as additional insured and a certificate of insurance provided prior to occupancy.*

24. FORCE MAJEURE. In the event that IPMBA, for any reason, shall determine not to hold the IPMBA Conference, or if it is prevented from doing so for any reason, or if the exhibit site, in whole or in part, is destroyed or damaged by fire or other cause, or if by reason of governmental restriction the use of said premises or the conduct of the IPMBA Conference is prevented, Exhibitor waives any claim for damages or compensation which might arise by reason thereof, except the return to Exhibitor the payments made for rental exhibit space.

25. THIS AGREEMENT IS SUBJECT TO ALL TERMS AND CONDITIONS OUTLINED IN THE LEASE BETWEEN THE EXHIBITION FACILITY AND IPMBA. In the event of any inconsistencies, or if the exhibition site lease addresses issues not covered herein, the terms of the lease agreement will control. Exhibitor hereby indemnifies IPMBA to the same extent that IPMBA must indemnify the exhibition facility.

26. THE PARTIES AGREE THAT BALTIMORE, MARYLAND, SHALL BE DEEMED THE PLACE OF THE MAKING OF THIS AGREEMENT and any suit or other proceeding brought to enforce or construe the agreement shall be brought in the state or federal court with jurisdiction over Baltimore, Maryland, and no place else. The parties further agree that Maryland law will apply in the construction and enforcement of the agreement.

DETAILS



Location: Crystal Ballroom, Hilton Fort Worth, 815 Main Street, Fort Worth, Texas 76102

Registration & Move-In: Wednesday, April 10, 8:00am-4:30pm

Exhibit Dates & Times: Wednesday, April 10, 5:30pm-8:30pm (*Exclusive or shared reception sponsorships available*)
Thursday, April 11, 11:00am-1:30pm & 5:00pm-8:00pm (*Exclusive or shared reception sponsorships available*)

Optional Outdoor Demo: Friday, April 12, 11:00am-2:00pm (*Bring your own tent and other display necessities*)

Tear-down: Thursday, April 11, 8:00pm-10:00pm; Friday, April 12, 8:00am-5:00pm; outdoor demo 2:00pm-5:00pm

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

Booth Fee: \$650 (*Corporate members save 10%*) includes:

- Background and side divider drapery
- Table and two chairs
- Company listing in the official program and in the *IPMBA News*
- Electronic list of conference attendees' department mailing addresses
- Custom booth sign
- Four exhibitor passes (including lunch Wednesday-Friday)
- Virtual booth at www.ipmba.org (see below for description)
- Optional outdoor demo, April 12, 11am-2pm (BYO tent/tables/chairs)

Fee does not include: AV equipment, electrical/phone service, booth security service, materials handling, custom carpet and padding (the exhibit area has standard ballroom carpet), and additional services as outlined in the services kit.

Exhibitor Services: To Be Announced

Show Colors: Red, White, and Blue

Contract for Space: Complete the enclosed Contract for Exhibit Space and return it, with full payment, by March 1, 2019. Booth space is not guaranteed until payment and insurance certificate have been received. Exhibitors fully paid by March 1, 2019, will be listed in the official IPMBA Conference Program. No guarantees after that date.

Conference Housing: **Historic Hilton Downtown Fort Worth** 815 Main Street, Fort Worth TX 76102

Experience "a moment in time, a place in history" at the Hilton, the scene of President John F. Kennedy's final address on the morning of November 22, 1963. The hotel is convenient to Sundance Square, Fort Worth Cultural District, the Stockyards, Tarrant County College, and numerous shops and restaurants. On-site dining options include Starbucks, the Skyline Court Bar, the Café Texas, and Ruth's Chris Steakhouse. WiFi is free in guest rooms and public areas.

Rates: \$169 (single/double); \$179 (triple); \$189 (quad) per night + \$17% taxes + \$.81 tourism fee per night. To reserve, call 817-870-2100 and reference Group Code PMBA, or book online at <http://tinyurl.com/2019IPMBAHotel> before March 7, 2019. The rate is applicable April 4-14, as long as rooms are available. If you experience any difficulty booking your room online, please CALL the hotel so a reservations agent can help you.



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*.

Food, Glorious Food!

Exhibit Hall Reception — \$5000 — shared
Exhibit Hall Reception — \$10,000 exclusive
Beverage/Break — \$1000

Schwag!

Challenge Coins — \$1500
Beer Glasses — \$1500
Shot Glasses — \$750
Flash Drives — PYO or \$1800
Conference Pads — PYO or \$500
Conference Pens — PYO or \$350

Products and Demos!

Workshop — \$275 to demo your product
Silent Auction/Raffle Prize
Produce Samples/Promotional Items

Create-Your-Own!

Contact Maureen@ipmba.org

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

can't make the trip? Be there in spirit with a **virtual** booth.

Virtual: An online exhibit hall! Your company logo, contact information, a text area to describe your products and services, and a direct link to your website. Cost: **\$300**.

For more information about virtual booths, contact Maureen at events@ipmba.org or 410-744-2400.



IPMBA
583 FREDERICK Rd., SUITE 5B
BALTIMORE MD 21228 USA



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