

# *Your Invitation to Exhibit*

**TIA's 33rd Annual Convention and Trade Show  
April 6-9, 2011**

**Loews Royal Pacific Resort at Universal Orlando  
Orlando, FL**



# *You can't afford to miss this meeting!*

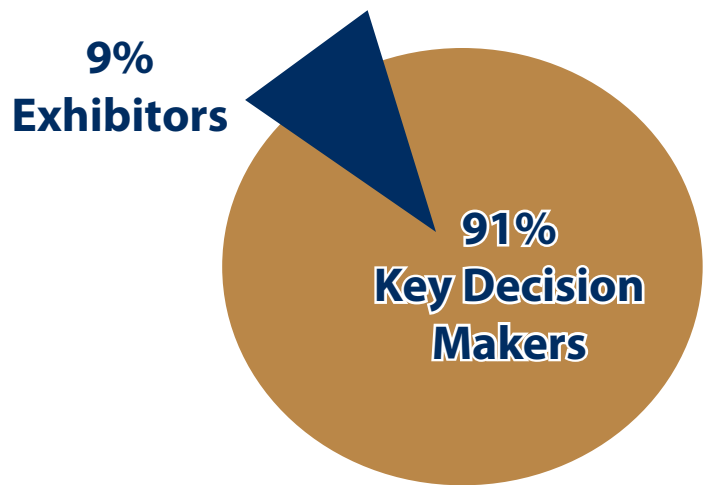
This is the only meeting for third-party logistics providers. It is a once-a-year opportunity for you to interact with representatives from throughout North America and abroad. Key decision makers with buying authority attend this meeting. Most of the attendees are owners and senior managers.

## **Who is TIA?**

TIA is the premier professional and educational organization of the \$164 billion third-party logistics industry. TIA represents transportation intermediaries of all disciplines in domestic and international commerce and is the voice of transportation intermediaries to shippers, carriers, government officials and international organizations. TIA members abide by a strict code of professionalism.

## **Who attends this show?**

**Property Brokers**  
**Domestic Freight Forwarders**  
**Intermodal Marketing Companies**  
**Perishable Commodity Brokers**  
**Motor Carriers**  
**Logistics Management Companies**  
**Ocean forwarders and NVOCCs**  
**Air Forwarders**  
**Warehouse Forwarders**



## **Value-Added Benefits**

**In addition to the ability to meet with potential and existing customers, TIA's Convention and Trade Show offers an array of additional benefits.**

Exclusive exhibit hours with no competing activities.

Top notch educational sessions to complement the show and draw more qualified attendees to the event.

FREE registrations lists, prior to and after the event, to assist you with pre-show promotion and follow-up activities.

FREE 25 word listing in the Final Program showing your company's profile and contact information.

Advertising Sponsorship opportunities in the Final Program, the Logistics Journal and Logistics Weekly.

### **Take this opportunity to:**

Meet key decisions makers who have buying authority for their companies – talk directly to the top individuals in the company

Introduce new products and services to a top-quality audience

Strengthen relationships with existing customers

Generate qualified leads

Expand your customer base

Share your expertise by speaking at a session

# About the Trade Show

***“Exhibiting at the TIA Convention allows Avalon to discuss current industry trends with TIA members to ensure our products and services meet their changing needs.” – Avalon Risk Management***

## Preliminary Schedule

The exhibit floor is open on Thursday, April 7, 2011 and Friday, April 8, 2011. None of these hours conflict with any other scheduled events. Exhibitors are reminded that no hospitality functions are to be scheduled in conflict with official TIA functions.

### Move In

Thursday, April 7th 10:00 am - 5:00 pm

### Hours

Thursday, April 7th 6:00 pm - 8:00 pm  
Friday, April 8th 8:00 am - 10:00 am  
Friday, April 8th Noon - 2:00 pm  
Friday, April 8th 6:00 pm - 8:00 pm

### Move Out

Friday, April 8th 8:00 pm - Midnight

## Costs of Exhibiting

Booths are 10' x 10'

\$2,150 per booth for TIA members  
\$3,150 per booth for non-members

## Included in the Cost of the Booth

Full booth set up consisting of flameproof backdrop (8' high) and side drapery (3' high) on aluminum supports.

One complimentary full registration per 10' by 10' booth for the Convention. Includes all sessions, handouts, meal functions, banquet and social functions. Additional booth workers are charged \$250.

Free listing and profile of your company and products in the Convention Final Program.

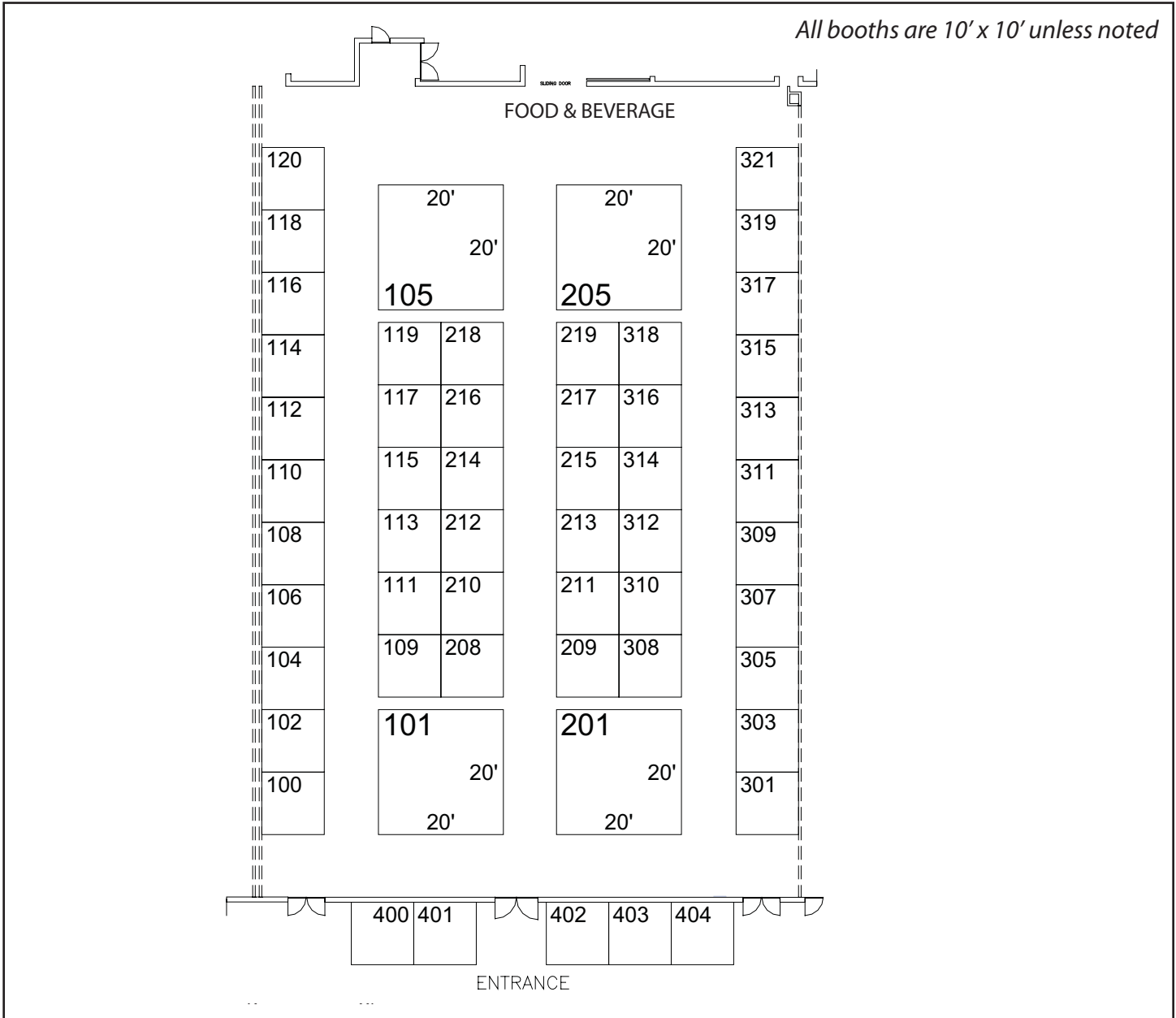
Free registration lists prior to and after the conclusion of the meeting.

## These companies know the value of exhibiting at TIA's Convention and Trade Show:

3PL Systems	Manitoulin Group of Companies
Aljex Software	McLeod Imaging
ALK Technologies	McLeod Software
AMTEX	MercuryGate International, Inc.
Ansonia Credit Data	One Source Risk Management
Automated Logistics Systems	Pacer International, Inc.
Avalon Risk Management	Pegasus Transtech
Bill Hay International	Port San Antonio
BNSF Railway	Grizella Corporation
Cal State Xpress, Inc.	Realtime Freight Services
Carrier411 Services, Inc.	Registry Monitoring Insurance Services, Inc.
CSX Intermodal	RJ Ahmann Company
Distributors & Consolidators of America	SMC3
EBE Technologies	Smiths Detection
Euler-Hermes ACI	Thoroughbred Direct Intermodal Services
Forius Business Credit Resources	TMW Systems, Inc.
Getloaded.Com, LLC	TIA Services Corp/ AMTEX
GlobalTranz	TransCore
GSIS - Global Solutions Insurance Services	TransCredit, Inc.
Infinity Software Solutions, Inc.	Transite Technology Inc.
Institute of Logistical Management	Transport Topics Publishing Group
Internet TruckStop	Trinet Transportation, Inc.
ITS Financial Services, LLC	UFollowit
Interstate Capital Corp.	USTC LIVE Logistics
Kleinschmidt, Inc.	UTSI - Crossroads Carriers
Landstar System, Inc.	VEE Technologies
LDK Logistics	Western Overseas Corp.
Loadmatch Drayage.com	World Trade Press
Logistics Financial	

# Exhibit Floor Layout

## Loews Royal Pacific Resort



\* Please note that this is a preliminary floor plan.

## Pacifica Ballroom #7

### Questions?

Contact us at 703.299.5700 or by email at [info@tianet.org](mailto:info@tianet.org)

# Rules and Regulations

## Eligible Exhibits

Show management reserves the right to determine the eligibility of any company or product for inclusion in the show.

## Floor Plan

Show management reserves the right to assign booth space and has control over admission policies at all times.

## Use of Exhibit Space

\* All demonstrations or other promotional activities must be confined to the limits of the exhibit booth.

\* Exhibitor must procure at its own expense any necessary licenses/permits necessary for the purpose of displaying and/or exhibiting any products or services at the show.

\* Exhibitors must show only goods manufactured or distributed by them in the regular course of business.

\* No firm or organization not assigned exhibit space will be permitted to solicit business within the exhibit area.

\* Exhibitors may procure at their own expense, modest food and beverage in their booths for entertaining purposes during designated show times only.

## Booth Information

\* To maintain uniformity and to prevent obstructing the view of adjoining booths, as well as to comply with fire regulations, standard booths (one or more booths in a straight line) must not be higher than eight feet in the back and three feet along the side dividers. Perimeter wall booths (standard wall booths located on the outer perimeter wall of the exhibit floor) must not be higher than eight feet in the back and three feet along the side dividers. Island booths must not be higher than 12 feet. No walls, partitions, decorations or other obstructions may be erected which in any way interfere with the view of any other exhibitor. All visible parts of booths must be free of electrical cords and unfinished surfaces.

\* Display material exposing unfinished surfaces is not permitted and must be finished at the exhibitor's expense. Show management reserves the right to have such finishing done and bill the exhibiting company for any charges incurred.

## Exhibit Information

\* No "live" microphones or loudspeaker equipment will be permitted in any exhibit booth; however, portable film, slide and videotape projectors may be utilized as long as other rules are met. If audio/visual equipment is used, the exhibitor agrees to comply with all hotel regulations for the operation of the equipment. All sound devices must be turned to a conversational level and should not be objectionable to neighboring exhibitors.

\* Helium-filled balloons, live animals or birds and smoking are not permitted in the exhibit area.

\* Alcohol is permitted in the exhibit area only during the official receptions and only the alcohol provided by the hotel specifically for these receptions is permitted.

\* Show management reserves the right to restrict the exhibits which, due to noise, method of operation, materials or any behavior that becomes objectionable. Also to prohibit or to evict any exhibit, which, in the opinion of show management, may detract from the general character that show management determines to be desirable. In the event of such restriction or eviction, show management is not liable for any refund or any other exhibit expense.

\* The exhibiting of products does not constitute an endorsement by show management, nor is an exhibitor permitted to represent in any manner that its goods and/or services have been endorsed by TIA.

## Exhibitor Activities

Exhibitors agree not to schedule or conduct any outside activities, including but not limited to, receptions, seminars, symposiums and hospitality suites, that are in conflict with the official published program of the show management.

## Common Areas

The registration area, aisles, common areas, main entrance, etc. may not be used for the purpose of displaying any equipment, merchandise, signs, demonstrations or distributing materials.

## Fire Regulations

Exhibitors shall comply with all local, state, federal and building fire and smoking regulations.

## Set up and Dismantling

Installation of exhibits will begin at 10:00 am, Thursday, April 7, 2011, and must be completed by 5:00 pm, Thursday, April 7, 2011. All charges for services will be billed to the exhibitor directly. Dismantling of exhibits may not begin until after the show has closed at 8:00 pm., Friday April 8, 2011, and must be completed by Midnight, April 8, 2011.

## Special Conditions

Exhibitors may appoint their own subcontractors only for the physical set up and dismantling of their displays. Show management, however, must be notified in writing at least 30 days prior to the show. Certificates of Insurance must accompany such notifications. Freeman Decorating Company, the official service contractor, and/or the hotel must provide all other show services.

## Security

TIA will provide perimeter security in the exhibit hall during set up, show hours and dismantling. Show management will take reasonable precautions against damage or loss by fire, theft or other means. TIA does not, however, guarantee or insure exhibitors against any loss or damage for any reason. TIA, the hotel, or any other officers, agents or employees shall not be liable for any act or omission of security watchmen. Exhibitors are responsible for insuring their equipment and other materials used in the exhibit.

## Subletting

No exhibitor may assign, sublet or apportion the whole or any part of the space allotted to him/her, nor exhibit therein, nor permit any other persons or firms to exhibit therein, any goods or services other than those distributed by the exhibitor in the regular course of business, without the written consent of show management.

## Booth Cancellation

Written cancellation is required and must be postmarked no later than Friday, December 10, 2010 to qualify for a refund of monies paid less a \$100 administrative fee. Written cancellations postmarked received after December 10, 2010, forfeit all monies paid. Space may be resold or reassigned without any obligation on the part of TIA for any refund whatsoever.

## Show Cancellation

In the event that fire, strike or other circumstances beyond the control of TIA causes the show to be cancelled, a full refund of exhibit fees will be made.

## Exhibitor Registration

Personnel must pick up their registration materials and badges during regular registration times. No one will be admitted to the exhibit hall without a badge, and badges must be worn at all times when in the exhibit hall.

## Badges

No one (including exhibit personnel, installation and dismantling crews, etc.) will be admitted to the exhibit hall without a badge. Badges are required and must be worn by all attendees and exhibit personnel at all times. Persons without badges will be escorted out of the exhibit hall. Exhibitors with exposition credentials (an exhibitor badge) will be admitted into the exhibit hall one hour prior to the opening of the show and be permitted to remain in the hall up to one hour after closing each day.

## Liability and Insurance

Exhibitors shall assume all responsibility for damage to the display area and shall indemnify and hold harmless agents, servants and employees of TIA and the hotel from and against any and all claims for loss, damage, injury no matter however caused, resulting from, or arising out of or in any way connected with exhibitor's participation in TIA's 33rd Annual Convention and Trade Show. Exhibitors must insure themselves against property loss and/or damage and liability for injury. Damage to inadequately packed property is the exhibitor's responsibility. In the event the exhibitor damages the building, he/she agrees to reimburse the owner of the building for the cost of repairing such damages. Exhibitors also agree to abide by all other provisions of these regulations, fire regulations, all other regulations of the hotel and local, state and federal regulations.

## Indemnity

Exhibitor agrees to indemnify and hold harmless TIA, and any and all co-sponsors, their officers, employees and members, from any and all liability to any person or persons for or by reasons of the breach by exhibitor, his/her agents or employees of: any condition, defective or otherwise, of any apparatus, equipment or fixtures furnished by exhibitor in connection with his/her exhibit; any act or omission of said exhibitor, or any of his/her agents or employees. Indemnity includes, but is not limited to, claims of copyright, trademark or patent infringement, unfair competition and products liability. The exhibitor, on signing the contract, expressly releases TIA, and any and all co-sponsors, their officers, employees and members from any and all claims for loss, damage or injury. Exhibitor assumes entire responsibility and hereby agrees to protect, indemnify, defend and save TIA, and any and all co-sponsors, their officers, employees and members, and the host site harmless against all claims, losses and damages to persons or property, governmental charges or fines and attorney's fees arising out of or caused by exhibitor's installation, removal, maintenance, occupancy or use of the exhibition premises or part thereof, excluding any such liability caused by the sole negligence of the host site jointly or severally, their employees and agents. In addition, exhibitor acknowledges that show management/host site does not maintain insurance covering exhibitor to obtain business interruption and property damage insurance covering such losses by exhibitor.

## Amendments

TIA reserves the right to revise, delete or otherwise amend these exhibit rules at any time and without prior notice.

# Exhibitor Application for Space

This application for exhibit space at TIA's 33rd Annual Convention and Trade Show indicates the applicant's willingness to abide by all the accompanying exhibit terms & conditions and general regulations & such additional rules and regulations as TIA deems necessary to the success of the Trade Show. A deposit of one-half of the space rental fee must be postmarked by December 10, 2010; the remainder of the fee is due by February 11, 2011. Checks should be made payable to TIA in U.S. dollars. Payment in full is due with applications received after December 10, 2010. **For more information, go to [www.tianet.org](http://www.tianet.org).**

## **Please Note**

Return pages 6-8 and payment to: Transportation Intermediaries Association (TIA), 1625 Prince Street, Suite 200, Alexandria, VA 22314.

Cancellations must be received IN WRITING by TIA postmarked no later than December 10, 2010, and are subject to a \$100 administrative fee.

No refund, partial or full, will be made after December 10, 2010. Final cut off date to receive exhibit booth reservations is February 18, 2011.

Contracts are not valid and booths will not be assigned without receipt of a fully completed reservation form and deposit at the TIA office.



## **EXHIBITING COMPANY**

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State/Prov \_\_\_\_\_

Postal Code \_\_\_\_\_

Contact exhibit materials should be sent to \_\_\_\_\_

Title \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

Authorized Signature (must be signed): \_\_\_\_\_

## **BOOTH SELECTION** (Please indicate booth choices in order of preference from the layout on page 4)

1st Choice: \_\_\_\_\_ 2nd Choice: \_\_\_\_\_ 3rd Choice: \_\_\_\_\_ (We will call if your choices are taken)

We DO NOT wish to be placed near the following firm(s): \_\_\_\_\_

## **CONVENTION PROGRAM INFORMATION**

First Name \_\_\_\_\_

Last Name \_\_\_\_\_

Title \_\_\_\_\_

Company Website \_\_\_\_\_

Address (if different from above) \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

25 word description of products &/or services to be exhibited (this info will be used in the final program)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

# Exhibitor Registration Form

All exhibitors must use this form. Exhibitors are entitled to one full registration for each 10' x 10' booth occupied.

Additional registrations are available for \$250 each, member or non-member. Please use a separate form for each person registered. The fee of \$250 does allow your employees to attend all social and meal functions, but does NOT entitle them to participate in the educational sessions. If additional booth representatives are going to attend the education sessions and the social/meal functions, the registration fee is \$495 per person by February 18, 2011 and \$595 after February 18, 2011. The spouse registration fee is \$360 per person by February 18, 2011 and \$410 after February 18, 2011.

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## **COMPLIMENTARY REGISTRATION**

(Representative to receive complimentary registration fee included with the booth)

\_\_\_\_\_  
First Name

\_\_\_\_\_  
Last Name

\_\_\_\_\_  
Title

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Email

## **ADDITIONAL REGISTRATION**

\_\_\_\_\_  
First Name

\_\_\_\_\_  
Last Name

\_\_\_\_\_  
Company

\_\_\_\_\_  
Booth Number

\_\_\_\_\_  
Address

\_\_\_\_\_  
City

\_\_\_\_\_  
State/Prov

\_\_\_\_\_  
Postal Code

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Email

- Full registration with booth at no cost \$ \_\_\_\_\_
- Additional registration at \$250 \$ \_\_\_\_\_
- Additional Representatives attending sessions and social events  
\$495 by February 18, 2011 & \$595 after February 18, 2011 \$ \_\_\_\_\_
- Spouse Registration \$360 by February 18, 2011 & \$410 after February 18, 2011 \$ \_\_\_\_\_
- Total amount due \$ \_\_\_\_\_

**CANCELLATIONS:** Cancellations must be in writing and received by February 18, 2011 and will be subject to a \$100 cancellation fee. No refunds will be made after that date. Substitutions may be made only if received in writing by March 18, 2011. Questions? Call 703-299-5700 By registering for this meeting, I acknowledge that I understand and am bound by all rules of registration.

Signature: \_\_\_\_\_

# Exhibitor Payment Form

## Please Note

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## Exhibitor Space Payment Information

**Members: \$2,150**       **Non members: \$3,150**

Enclosed, please find my **Check** for \$ \_\_\_\_\_ (payable to TIA in US Funds)

Please **Charge** my       \$ \_\_\_\_\_

Credit card number: \_\_\_\_\_ Exp. date: \_\_\_\_\_

Name as it appears on card (please print): \_\_\_\_\_

Billing address (if different from Company address):  
\_\_\_\_\_  
\_\_\_\_\_

Signature: \_\_\_\_\_

## Additional Registration Payment Information

Based on the selections made on page 7:

Enclosed, please find my **Check** for \$ \_\_\_\_\_ (payable to TIA in US Funds)

Please **Charge** my       \$ \_\_\_\_\_

Credit card number: \_\_\_\_\_ Exp. date: \_\_\_\_\_

Name as it appears on card (please print): \_\_\_\_\_

Billing address (if different from Company address):  
\_\_\_\_\_  
\_\_\_\_\_

Signature: \_\_\_\_\_

**IMPORTANT:** Add \$100 if you are not staying at the Loews Royal Pacific Resort at Universal Orlando (your credit card will be charged or you will be billed if your name does not appear on the hotel listing).

**Mail: 1625 Prince Street, Suite 200, Alexandria VA 22314**

**Fax: 703.836.0123**