



Delaware Rural Water Association

31st Annual Technical Conference & Exhibition

August 17th, 18th & 19th, 2021

Delaware State Fairgrounds Harrington, DE.

Exhibitor Registration

(COVID Restrictions May Change Schedule of Events)

Tuesday, August 17, 2021

Exhibitors Set Up Booths	8:00 a.m. – 8:00 p.m.
Meet & Greet	4:30 p.m. – 7:00 p.m.

Wednesday, August 18, 2021

Exhibit Hall Open	8:00 a.m. – 5:30 p.m.
Box Lunch	12:00 p.m. – 1:00 p.m.
Ice Cream Social	12:00 p.m. – 2:00 p.m.
Social Event	4:15 p.m. – 5:30 p.m.

Thursday, August 19, 2021

Exhibit Hall Open	8:00 a.m. – 1:30 p.m.
Box Lunch	12:00 p.m. – 1:00 p.m.
Ice Cream Social	12:00 p.m. – 2:30 p.m.
Exhibitors' Tear Down Booth	1:30 p.m.
Conference Concludes	3:00 p.m.



Delaware Rural Water Association
31st Annual Technical
Conference & Exhibition

*Exhibitor Representatives on
DRWA's 2021 Conference Committee*

Mark Snyder, Mueller Company
443-340-3737

msnyder@muellercompany.com

Rich Skilton, Southern Corrosion
302-275-1156

rich@tankcare.net

Dustan Russum, Town of Frederica
302-853-5203

russuntugboat@aol.com

Robert Johns, Ferguson Waterworks
443-336-7221

bob.johns@ferguson.com

**** Any Conference Issues &/Or Suggestions Should Be
Brought to The Attention of One of The Committee
Members Listed Above.**



Delaware Rural Water Association
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Welcome!

Delaware Rural Water Association is preparing for its 31st Annual Technical Conference & Exhibition to be held again in the Dover Building at the Delaware State Fairgrounds in Harrington.

The 2020 Conference was a huge success with more than 100 exhibits with exceptional attendance. Thanks to our past exhibitors and sponsors for their support of Delaware Rural Water Association and it's utility members. We look forward to working with all of you in the future. If you have any questions, feel free to give us a call at 302-424-3792.

Dates to Remember

December 1, 2020

Early prepaid Exhibitor Registration begins

March 1, 2021

Exhibitor Registration begins

Full registration fee payment is required to guarantee booth space.

July 31, 2021

End of refund for cancellation. Refunds through July 31, 2021 will be made minus \$200 administration fee. Beginning August 1, 2021, **no refunds** will be issued.

August 1, 2021

Names of exhibitor representatives must be submitted by this date.

August 17, 2021

Set-up from 8:00 a.m. - 8:00 p.m.

August 18 & August 19, 2021

Exhibits will open at 8:00 a.m.

Conference Hotel Information

Quality Inn & Suites **\$85.00 + tax**
1259 Corn Crib Road **Block Available**
Harrington, DE. 19952
Phone: 302-398-3900

Holiday Inn Express **No block available**
17261 S. DuPont Highway
Harrington, DE. 19952
Phone: 302-398-8800

Hampton Inn **King \$94.00 + tax**
Light House Estates Drive **Block Available**
Milford, DE. 19963
Phone: 302-422-4320

Door Prizes

Exhibitors will be in charge of their own individual drawings. If you plan to give away a Door Prize, you will need to provide your own tub and entry slips. Once you've drawn a winner, let the DRWA staff know and we'll announce the winners.

Ice Cream Social

Wednesday, August 18th from 12:00 p.m. - 2:00 p.m.

Thursday, August 19th from 12:00 p.m. - 2:30 p.m.

Official 2021 Conference Exhibitor Rules

USE OF SPACE, SUBLETTING OF SPACE:

No exhibitor may assign, sublet, or share the space allotted with another business, firm, or individual.

EXHIBITORS' AUTHORIZED REPRESENTATIVE(S):

Each exhibitor must submit their representative(s) names that are to staff their exhibit PRIOR to August 1, 2021. The exhibitor representative(s) shall assume responsibility for keeping the exhibit neat, staffed and orderly at all times.

SET-UP:

Exhibitors may set up 8:00 a.m. – 5:00 p.m. on Tuesday, August 17, 2021. **All exhibitors must have their exhibit space set up by 7:00 p.m., Tuesday, August 17, 2021. Unload and Load in marked areas only.**

EQUIPMENT MUST FIT IN SPACE:

Exhibitors should set up no more equipment than will fit in their assigned space. Any exhibitor who brings more equipment than will fit in their space must move the excess equipment from the Dover Building and other DRWA conference exhibit areas. There will be no exceptions to this policy. All equipment, displays, posters, etc., cannot exceed 8' in height. Additional outdoor space is available for registered Exhibitors.

CARE OF BUILDING AND EQUIPMENT:

Exhibitors or their agents shall not injure or deface any part of the exhibit building, the booths, or booth contents or show equipment and décor including, but not limited to, signs or other articles posted, nailed, taped, stapled, or otherwise affixed to any pillars, doors, walls, or other parts of the building. Back and sidewall drapery and framework are designed for the support of drapery only. The suspension of display materials from the framework of drapery is prohibited. All framework is interconnected. The collapse of one booth could easily cause a domino effect. Serious personal injury and property damage could be the result of non-compliance to this rule.

OPERATION OF DISPLAY:

DRWA staff reserves the right to restrict the operation of, or evict completely, any exhibit which, in its sole opinion, detracts from the general character of the exposition as a whole. All demonstrations or other promotional activities must be confined to the limits of the exhibit space. Sufficient space must be provided within the exhibit space for the comfort and safety of persons watching demonstrations and other promotional activities. Each exhibitor is responsible for keeping the aisle un-clogged and safe. Displays may not obstruct the view of adjacent booths. Exhibitors may not distribute alcoholic beverages in the Dover Building. Exhibits which include the operation of musical instruments, radios, sound projection equipment, public address systems or any noise-making machines must be conducted or arranged so that the noise resulting from the demonstration will not annoy or disturb adjacent exhibitors and their patrons.

LIABILITY AND INSURANCE:

All property of the exhibitor remains under his/her custody and control in transit to and from the Dover Building areas and while it is in the confines of the Dover Building areas. Neither DRWA staff, its service contractors, the management of the Dover Building, nor any of the officers, staff members, or directors of any of the same area responsible for the safety of the property or exhibitors from theft, damage by fire, accident, vandalism or other causes, and the exhibitor expressly waives and releases any claim or demand he may have against any of them for any damage to or loss of any property of the exhibitor. DRWA is not responsible for Exhibitor booth and property.

AMERICAN WITH DISABILITIES ACT:

Exhibitors acknowledge their responsibility under the Americans with Disabilities Act to make their booths accessible to handicapped persons. Exhibitors shall also indemnify and hold harmless DRWA staff, service contractors, and the management of the Dover Building against cost, expense, liability or damage which may arise out of or be caused by the exhibitor's failure to comply.

SMOKING POLICY:

Smoking is prohibited in all areas of the DRWA Conference except outside.

TEAR DOWN:

No early tear down of exhibits is permitted. Exhibitors who tear down early will forfeit their choice of booth location next year. Tear down is on Thursday, August 19, 2021 beginning at 1:30 p.m.

REFUND POLICY:

Should an exhibitor find it necessary to cancel their reservation for booth space, Delaware Rural Water Association will refund the registration fee minus a \$200 administration fee through July 31, 2021. Beginning August 1, 2021, **no refunds will be made.**

Fee Information

Current* DRWA Associate Member Registration Fee Includes:

1 Exhibitor Booth

2 Badges - Names of Exhibitor Company Representatives must be submitted by August 1, 2021.

Meet & Greet Tuesday

Happy Hour Wednesday

Lunch Wednesday & Thursday

Booth is 10' X 6' area with one (1) 8' table, two (2) chairs, pipe and draping to be provided. Electric is available; however, Exhibitors are responsible to provide their own extension cord(s) if they are needed. Shipment of displays can be received on Monday, August 16th at 9:00 a.m.

Fees for Registrations:

Regular Booths

Current* DRWA Associate Member: \$750 for 1 booth

Non-DRWA Member: \$1,200 for 1 booth

Additional Exhibitor Staff - \$150 per person / per day

This classification is for Exhibitor Personnel who will be working in Exhibitor Booth with initial two (2) registered representatives. This fee includes one (1) badge and lunch.

Sales Representatives - \$350 per person / per day

This classification is for Non- Exhibiting Personnel who will be conducting business while attending the Conference. This fee includes one (1) badge and lunch.

Refunds:

Refunds for cancellation will be made through July 31, 2021 minus a \$200 administrative fee.

Beginning August 1, 2021, no refunds will be issued.

Become a 2021 Conference Sponsor

Platinum Sponsor - \$2,000 and up

Platinum Sponsors will receive 3 badges (in addition to those that come with the booth), recognition during the conference, a special sign for their booth, and recognition on the DRWA website with a hyperlink to their site.

Name on the 1st Badge: _____

Name on the 2nd Badge: _____

Name on the 3rd Badge: _____

Gold Sponsor - \$1,500 to \$1,999

Gold Sponsors will receive 2 badges (in addition to those that come with the booth), recognition during the conference, a special sign for their booth, and recognition on the DRWA website with a hyperlink to their site.

Name on the 1st Badge: _____

Name on the 2nd Badge: _____

Silver Sponsor - \$1,000 to \$1,499

Silver Sponsors will receive 1 badge (in addition to those that come with the booth), recognition during the conference, a special sign for their booth, and recognition on the DRWA website with a hyperlink to their site.

Name on the Badge: _____

Bronze Sponsor - \$500 to \$999

Bronze Sponsors will receive recognition during the conference, a special sign for their booth, and recognition on the DRWA website with a hyperlink to their site.

Meet & Greet - \$500

Meet & Greet Sponsors will receive recognition during the conference and recognition on the DRWA website with a hyperlink to their site.

Social Event - \$500

Social Event Sponsors will receive recognition during the conference.

Friend of Rural Water - \$200

Friend of Rural Water Sponsors will receive recognition during the conference.

Sponsor Level: _____ Amount: \$ _____

Name of Special Recognition: _____

Contact Person: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____ Website: _____



Complete & Return To:

Delaware Rural Water Association
210 Vickers Drive, Milford, DE. 19963

Phone: 302-424-3792 / Fax: 302-424-3790 / Email: debbie_drwa@yahoo.com



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August 17th, 18th, 19th, 2021

Company: _____
 Contact Name: _____
 Address: _____

 Phone: _____ Fax: _____
 Cell: _____
 Email: _____

2 Company Badges are included with each booth.

Badge #1

Name: _____
 Phone: _____
 Email: _____

Badge #2

Name: _____
 Phone: _____
 Email: _____

Additional Company Staff \$150 per person/per day

Name: _____
 Name: _____
 Name: _____

Sales Representatives \$350 per person/per day

Name: _____
 Phone: _____
 Email: _____

Name: _____
 Phone: _____
 Email: _____

Association Exhibitor Rules and Policies.

(DRWA **requires** this acknowledgement of our rules to be signed before registration can be processed.)

Signature: _____

Print Name: _____

	Total
Regular Booth	
FIRST BOOTH:	
Current DRWA Associate Member	\$750.00
Booth Regis./New Membership	\$1100.00
Non-Member (Booth Only)	\$1,200.00
Additional Company Staff	\$ 150.00 each
Sales Representative	\$ 350.00 each
Platinum Sponsor	\$ 2000.00
Gold Sponsor	\$ 1500.00
Silver Sponsor	\$ 1000.00
Bronze Sponsor	\$ 500.00
Meet & Greet Sponsor	\$ 500.00
Social Event Sponsor	\$ 500.00
Friend of Rural Water	\$ 200.00
Overall Sponsor	Any Amount
Total Amount Enclosed	

BOOTH # _____

Visa / MasterCard Check # _____
 Card# _____
 Expiration: _____ CVV/CSC# _____
 Name on Card: _____
 Card Billing Zip Code: _____
 Signature: _____

Complete & Return To:

Delaware Rural Water Association
 210 Vickers Drive, Milford, DE 19963
 Phone: 302-424-3792 Fax: 302-424-3790
 Email: debbie_drwa@yahoo.com

For DRWA Use Only...

Amount Received: _____ Date Received: _____
 Payment Type: Visa / MasterCard / Check # _____
 Exhibit Booth # Assigned: _____