

The background of the entire page is a vibrant sunset or sunrise over a desert landscape. The sky is filled with warm, glowing clouds in shades of orange, red, and yellow. In the foreground, several saguaro cacti are silhouetted against the bright light of the sun, which is positioned low on the horizon. The overall mood is warm and inviting.

ACIL

AMERICAN COUNCIL OF INDEPENDENT LABORATORIES

76TH ANNUAL MEETING EXHIBITOR GUIDE

SCOTTSDALE, ARIZONA
THE SCOTTSDALE PLAZA RESORT
OCTOBER 6-9, 2013

ACIL
EXHIBITOR GUIDE

2013 Annual Meeting Preliminary Schedule

**subject to minor changes*

SUNDAY, OCTOBER 6TH, 2013

9:00am – 1:00pm	Board of Directors Meeting
9:30am – 1:00pm	Registration Opens
1:00pm – 5:00pm	Section Breakouts Food Sciences
1:00pm – 5:00pm	Section Breakouts Environmental Sciences
1:00pm – 5:00pm	Section Breakouts Conformity Assessment
1:00pm – 5:00pm	Section Breakouts Construction Materials Engineering & Testing
3:00pm	Break
6:30pm – 7:30pm	Welcome Reception

MONDAY, OCTOBER 7TH, 2013

7:00am	Registration Opens
7:30am – 8:30am	Networking Breakfast/Opening Session
8:30am – 9:45am	Keynote Speaker Prospering through Relationship Building
9:00am – 11:00am	Spouses/Guests Gathering
9:00 am - Noon	Exhibitor Set-up
9:45am – 10:45am	Earl Hess Lecture Series Handling Delicate Situations Ethically
10:45am – 11:00am	Break
11:00am – 12:15am	Educational Session Crisis Planning: Maintaining Business Continuity
11:00am – 12:15am	Educational Session Information Technology
12:15am – 2:00pm	Lunch and Speaker Living Like Your Life Depends on It
2:00pm – 6:00pm	Exhibitor Set – Up
2:00pm – 3:30pm	Educational Session Developing a High Performance Organization
3:30pm – 3:45pm	Break
3:45pm – 5:00pm	Educational Session Determining Worth: Business Valuation
3:45pm – 5:00pm	Educational Session Human Resources
5:30pm – 7:30pm	Cocktail Party with Exhibitors Outdoors

TUESDAY, OCTOBER 8TH, 2013

7:00am	Registration Opens
7:30am – 8:30am	Networking Breakfast with Exhibitors
7:30am – 8:30am	Past Presidents (by Invitation Only)
8:30am – 10:00am	Educational Session Future of Laboratory Automation
9:00am – 11:00am	Spouses/Guests Gathering Scholarship Alliance Annual Meeting
10:00am – 10:30am	Break with Exhibitors
10:30am – Noon	Educational Session Succession/Retirement Planning
10:30am – Noon	Educational Session Designing a Lean Laboratory
Noon – 2:30pm	Lunch with Speaker and Networking Economic Outlook
2:30pm – 4:00pm	Exhibitor Breakdown
2:30pm – 3:45pm	Educational Session Capitalizing on Customer Relationship Management (CRM) Data
2:30pm – 3:45pm	Educational Session Keeping Customers Happy
3:45pm – 4:00pm	Break
4:00pm – 5:00 pm	Annual Business Meeting
6:30pm – 10:00pm	Annual Reception & Dinner - Offsite

WEDNESDAY, OCTOBER 9TH, 2013

7:00am	Registration Opens
7:30am – 8:30am	Networking Breakfast
8:30am – Noon	Roundtable Workshop Birthing of Giants: Stages of Growth, Evaluating Growth, Managing Staffing Finances for Growth
10:00am – 10:30am	Break
1:00pm	ACIL Golf Tournament

Showcase hours have been designed not to compete with scheduled sessions.

ACIL EXHIBITOR GUIDE

WHAT IS ACIL?

ACIL is the trade association representing independent, commercial scientific and engineering firms. Its members are professional services firms engaged in testing, product certification, consulting, and research and development. Affiliated membership is available to manufacturers' laboratories, consultants and suppliers to the industry and related trade associations.

ACIL defines independent scientific and engineering services firms as commercial entities engaged in analysis, testing, inspection, materials engineering, sampling, product certification, research and development and related consulting services for the public. They are not affiliated with any institution, company, or trade group that might affect their ability to conduct investigations, render reports, or give professional, objective and unbiased counsel.

VISION:

To be recognized as the leader advancing the interests of the testing industry.

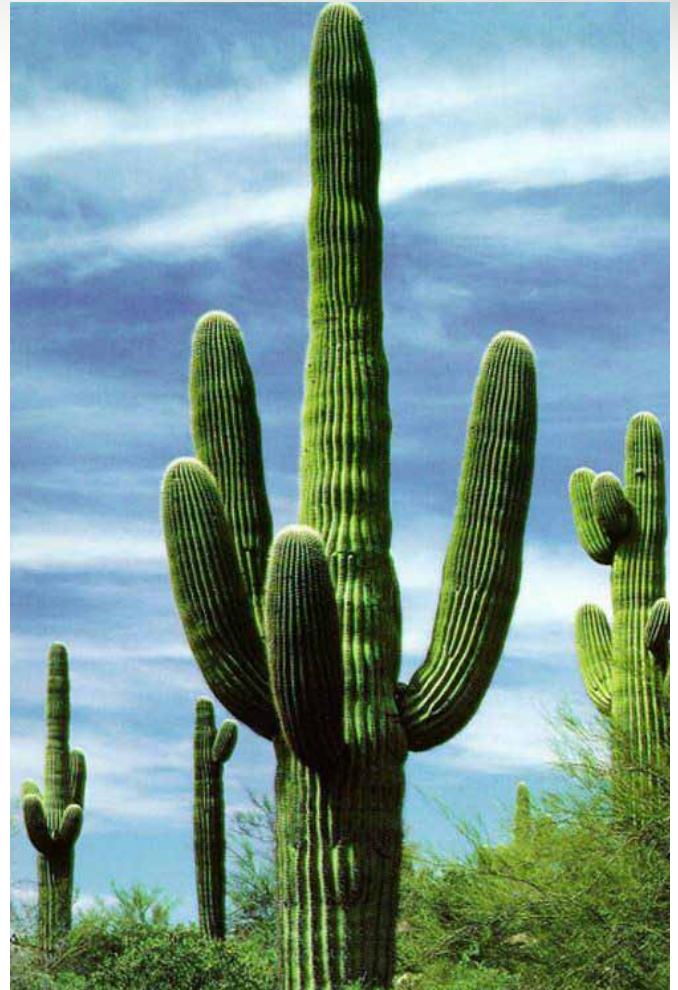
MISSION:

To enhance members' success by:

- Providing advocacy, education, service and mutual support.
- Promoting quality, ethics, independence objectivity and free enterprise.

MEMBERSHIP DEMOGRAPHICS:

- Over 150 member companies throughout the U.S.A.
- Represents over 2000 Facilities.
- Represents over 2 \$Billion in Annual Revenues.
- Represents the Lab Owners and Senior Managers.
- Employs Thousands of Quality Lab Technicians and the Industry Continues to Grow.
- Represents over 75% of the Independent Commercial Environmental Testing in the U.S.
- Represents over 60% of the Independent Commercial Food Testing in the U.S.



ACIL EXHIBITOR GUIDE

WHY EXHIBIT?

- Meet decision makers from the major Independent Testing Labs who operate laboratories for Major Fortune 100 Companies.
- Generate valuable sales leads.
- Introduce new products.
- Advertise your services.
- Promote company awareness and brand image.
- Network with industry leaders.

REACHING THE AUDIENCE

Each participating organization will receive one tabletop only display.

In addition each participating organization will:

- Be featured in an issue of the ACIL Newsletter and on the ACIL website.
- Receive a half page ad in the conference program.
- Be featured on a prominent sign listing all the exhibitors onsite and in the program.



For more information please contact Tony Kozak, ACIL Corporate Liaison
716-844-8174 or email TonyKozak@roadrunner.com

ACIL EXHIBITOR GUIDE

The American Council of Independent Laboratories Organizing Committee Cordially Invites Your Company to Participate in its 2013 Annual Meeting.

MEETING LOCATION:

The meeting location will be at the Scottsdale Plaza Resort, 7200 N. Scottsdale Rd., Scottsdale, Arizona 85253. Discounted rooms are available for \$187 per night, suites for \$247 per night if you reserve by September 4, 2013. To receive the ACIL rate please contact the hotel directly for room reservations at 800-832-2025 or <http://events.SignUp4.com/ACIL2013>.



CANCELLATION:

If you are unable to attend, there will be a cancellation fee of 50% as long as you cancel prior to August 24, 2013. If you cancel after August 24, 2013 there will be no refund of your registration fees. Sponsorships are non-refundable.

TABLETOP ASSIGNMENTS:

If you require electricity/internet, arrangements must be made through the Hotel. More information will follow in the Exhibitor Manual.

CONFIRMATION:

Your confirmation will be "emailed" upon receipt of payment. An Exhibitor Manual will be sent by August 1, 2013.

SHIPPING OF BOOTH/MATERIALS:

All shipping arrangements MUST be made through the Hotel and should arrive at the hotel no earlier than October 4, 2013. Complete shipping information will be sent in your confirmation packet and Exhibitor Manual.

LIABILITY

The exhibitor assumes the entire responsibility and liability for losses, damages, equipment and other property brought upon the premises of the hotel and shall indemnify and hold harmless the Scottsdale Plaza Resort and ACIL any representative, agency or employee while using exhibition facilities.

Please note that more detailed information will be included in your Exhibitor Manual.

ACIL EXHIBITOR GUIDE

EXHIBITOR INFORMATION:

Each exhibitor receives a 6 foot draped tabletop only with two chairs, and ONE full conference registration. Additional registrations can be purchased. Exhibitors will also receive a roster of registrants at least 10 days prior to the conference. Please note that booth, backdrops and additional chairs are NOT permitted in the exhibit area.

SET-UP AND TEAR DOWN OF EXHIBITS:

Shipment, set-up and tear-down of exhibits will take place on the dates and times specified by ACIL. Set-up and tear-down will not begin until the times indicated on page 1 (preliminary schedule of events). We ask that you don't tear-down until the time specified. Please plan to staff your tabletop area through Tuesday (October 8, 2013) until 2:30pm.



EXHIBITOR FEE:

- Associate Members (annual dues of \$1000 for annual sales under \$10M): \$995 includes one conference full registration and table top display.
- Associate Members (annual dues of \$5000 for annual sales over \$10M): \$500 includes one conference full registration and table top display (discounted registration due to the table top display being included with membership).

PAYMENT:

All exhibitors must either register by phone, mail or fax your form to the ACIL office.





76th Annual Meeting
 October 6-9, 2013
 The Scottsdale Plaza Resort
 7200 N. Scottsdale Rd
 Scottsdale, Arizona 85253

EXHIBITOR REGISTRATION FORM

3 ways to register: Fax • Mail • Phone



Please print or type, complete and return to address below

FOR INFORMATION REGARDING EXHIBITORS
 PLEASE CONTACT:

Tony Kozak
 ACIL Corporate Liaison
 (716) 844-8174
 TonyKozak@roadrunner.com

Company: _____
 Contact: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Phone: _____ Fax: _____
 E-mail: _____
 Website: _____

Representative(s) Staffing Exhibit: (names as they should appear on name badge and in the official program and additional fees apply for second attendee)

1. _____
2. _____

OTHER INFORMATION AND SPECIAL NEEDS
 (please mark all that apply)

- This is my first time as an exhibitor
- I am the primary representative of my member institution
- Special requests: _____

EXHIBITOR REGISTRATION DEADLINE: August 31, 2013

ALL logos and ads are due to ACIL in PDF or JPG format no later than 9/5/13. We do not hold space for you in our program if you cannot meet this deadline.

* All event exhibitors and sponsors receive free advertising on the ACIL website.

Exhibitor Tabletop Fee*		COST
Member Exhibitor: (L1 - annual sales under \$10M)	\$995*	_____
New Associate Member Package: (L1) (includes membership through 12/31/2014)	\$1,495*	_____
Member Exhibitor: (L2 - annual sales over \$10M)	\$500*	_____
(table is included with membership at L2)		
New Associate Member Package: (L2) (includes membership through 12/31/2014)	\$4750*	_____
Additional Rep:	\$599	_____
*Fee includes one full conference registration		
TOTAL COST		_____
Marketing & Sponsorship Opportunities		
<input type="checkbox"/> I am interested in Sponsorship Opportunities		

PAYMENT OPTIONS - payment due by
 Credit Card: Visa Mastercard AMEX
 Check: _____

Cardholder name: _____
 Card#: _____
 Signature: _____
 Expiration Date: _____

Fax this form to: (202) 887-0021



If mailing registration form, please send along with payment to:

ACIL
 PO Box 223591
 Chantilly, VA 20153

Thank you for supporting the 76th Annual Meeting 2013