

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 low on the horizon. The overall mood is warm and inviting.

# ACIL

AMERICAN COUNCIL OF INDEPENDENT LABORATORIES

## 76<sup>TH</sup>

### ANNUAL MEETING

# SPONSORSHIP OPPORTUNITIES

SCOTTSDALE, ARIZONA

THE SCOTTSDALE PLAZA RESORT

OCTOBER 6-9, 2013

ACIL  
**SPONSORSHIP OPPORTUNITIES**

**2013 Annual Meeting Preliminary Schedule**

*\*subject to minor changes*

**SUNDAY, OCTOBER 6<sup>TH</sup>, 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 7<sup>TH</sup>, 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 8<sup>TH</sup>, 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 9<sup>TH</sup>, 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 SPONSORSHIP OPPORTUNITIES

## 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.

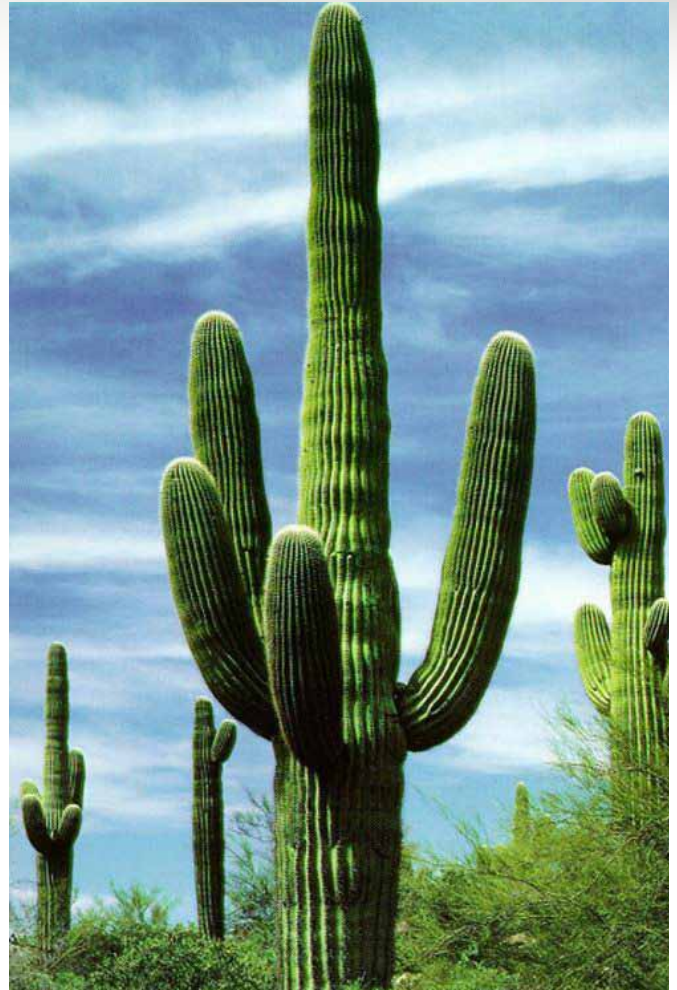
## MISSION:

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 SPONSORSHIP OPPORTUNITIES

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:

Sponsorships are non-refundable.



For more information please contact Tony Kozak, ACIL Corporate Liaison  
716-844-8174 or email [TonyKozak@roadrunner.com](mailto:TonyKozak@roadrunner.com)

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# SPONSORSHIP OPPORTUNITIES

## **Section Membership Conferences (Sunday)**

**\$2,000\***

Sponsor an educational breakout. These breakouts based on specialty and include Construction Materials Engineering and Testing, Environmental Sciences, Food Sciences (formerly Microbiology and Analytical Chemistry) and Conformity Assessment. You will have 2 minutes of microphone time to introduce the breakout speakers and appropriate signage will be displayed in the room. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

## **Welcome Reception (Sunday)**

**\$3,000 & Co-sponsor \$1,500\***

This Premier Sponsor event is open to all attendees and is always well attended. You will receive 2 minutes microphone time and appropriate signage will be displayed in the room. Your sponsorship will also be listed on ACIL's web site and in all conference literature and be recognized from the podium.

## **Registration Area Sponsor (Sunday – Wednesday)**

**\$3,000 & Co-sponsors \$1,500**

This is an excellent opportunity to sponsor the registration area. You will receive the opportunity to hand out promotional literature to all attendees as they arrive and appropriate signage will be displayed in the room. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

## **Keynote Address (Monday)**

**\$4,000\***

This is an opportunity to open the Conference as a sponsor of the Keynote Speaker. You will have 2 minutes microphone time to introduce the session and appropriate signage will be displayed in the room. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

## **Earl Hess Lecture Series on Ethics (Monday)**

**\$1,000\***

This is an opportunity to be affiliate with one of ACIL's premiere events – the ethics lecture, dedicated to the memory of Dr. Earl H. Hess, founder of Lancaster Laboratories. You will have 2 minutes to introduce the session and appropriate signage will be displayed in the room. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

## **Education Sessions (Monday & Tuesday)**

**\$1,000\***

This is an opportunity to introduce the speaker of this well attended event. You will have 2 minutes of microphone time to introduce the session and appropriate signage will be displayed in the room. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

\* Indicates 2 minutes of microphone time allotted to the sponsor at this event.

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# SPONSORSHIP OPPORTUNITIES

**Luncheon (Monday)**

**\$6,000 & Co-sponsor \$3,000\***

This is open to all attendees. You will have 2 minutes of microphone time to welcome everyone and introduce the luncheon and appropriate signage will be displayed in the room. Your sponsorship will also be listed on the conference literature and ACIL's web site and be recognized from the podium.

**Reception (Monday)**

**\$3,000 & Co-Sponsor \$1,500\***

This Premier Sponsor event is open to all attendees and is always well attended. You will receive 2 minutes of microphone time and appropriate signage will be displayed in the room. Your sponsorship will also be listed on ACIL's web site and in all conference literature and be recognized from the podium.

**Continental Breakfast (Monday, Tuesday & Wednesday)**

**\$2,500\* Each**

Sponsor one of the morning's first activities and address all the attendees in this breakfast session. You will have 2 minutes of microphone time to address the group and appropriate signage will be displayed in the room. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

**Luncheon (Tuesday)**

**\$6,000 & Co-sponsor \$3,000\***

This is open to all attendees. You will have 2 minutes of microphone time to welcome everyone and introduce the luncheon and appropriate signage will be displayed in the room. Your sponsorship will also be listed on the conference literature and ACIL's web site and be recognized from the podium.

**Annual Awards Reception & Dinner (Tuesday)**

**\$10,000 & Co-sponsor \$6,000\***

This is open to all attendees. You will have 2 minutes of microphone time to welcome everyone and introduce the dinner and awards ceremony and appropriate signage will be displayed in the room. Your sponsorship will also be listed on the conference literature and ACIL's web site and be recognized from the podium.

\* Indicates 2 minutes of microphone time allotted to the sponsor at this event.

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# SPONSORSHIP OPPORTUNITIES

## **Annual Conference Tote Bags**

**\$3,000**

A wonderful giveaway and your logo will appear on all bags. Every attendee carries the tote bag throughout the conference and in many instances back home and beyond.

## **Refreshment Breaks**

**\$1,500 Each**

Your logo and signage will appear at the refreshment breaks area. You are invited to provide cups, napkins and other utensils with your logo on each. Your sponsorship will be listed on ACIL's web site and in all conference literature.

## **Hotel Room Drop**

**\$1,000**

This is an opportunity to send collateral or gifts to all attendees in the conference hotel directly to their hotel rooms. ACIL coordinates all activities with the hotel and ensures delivery. Your sponsorship will also be listed on ACIL's web site and in all conference literature. No room drops will be permitted without coordinating with ACIL.



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# SPONSORSHIP OPPORTUNITIES

Flash drive with speaker presentations and Sponsor/Company profiles will be distributed to all conference attendees.

All Sponsors will be further recognized as Major Sponsors of the Annual Meeting According to the Following Categories:

## **PLATINUM SPONSOR**

Any company sponsoring \$10,000 and above will be listed as a Platinum Sponsor in all events communications including the conference and program brochure and on the web site with a link to their homepage.

## **GOLD SPONSOR**

Any company sponsoring \$5,000 and above will be listed as a Gold Sponsor in all events communications including the conference and program brochure and on the web site with a link to their homepage.

## **SILVER SPONSOR**

Any company sponsoring \$2,500 and above will be listed as a Silver Sponsor in all events communications including the conference and program brochure and on the web site with a link to their homepage.

## **BRONZE SPONSOR**

Any company sponsoring \$1,000 and above will be listed as a Bronze Sponsor in all events communications including the conference and program brochure and on the web site with a link to their homepage.

## **FRIEND OF ACIL**

Any company sponsoring \$500 and above will be listed as a Friend of ACIL in all events communications including the conference and program brochure and on the web site with a link to their homepage.



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**SPONSORSHIP OPPORTUNITIES**

**ACIL ANNUAL GOLF TOURNAMENT SPONSORSHIP OPTIONS**

**Overall Tournament Sponsors**

**\$3,000 or co-sponsor \$1,500**

You will have the opportunity to be the Key Sponsor of this event. Get the right exposure, meet the players and award the winning prizes. You will also get to start the tournament and greet all players. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

**19th Hole Reception & Awards Presentation**

**\$2,500**

This is open to all attendees. You will have 2 minutes of microphone time to welcome everyone and appropriate signage will be displayed in the room. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

**Sponsor a Hole**

**\$200**

You will have an opportunity to have someone present to meet and greet the players at the sponsored hole. You will also receive appropriate signage at the hole listing you as sponsor. Your sponsorship will also be listed on ACIL's web site and in all conference literature. (Please note that ACIL will handle all the prizes unless the sponsor has a desire to do something special.)

**Longest Drive (Male & Female)**

**\$500**

You will have the opportunity to have someone present to meet and greet the players at the sponsored hole. You will also have the opportunity to present the prizes at the post-game reception. You will also receive appropriate signage at the hole listing you as a sponsor. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

**Hole in One**

**\$1,000**

You will have the opportunity to have someone present to meet and greet the players at the sponsored hole. You will also have the opportunity to present the prizes at the post-game reception. You will also receive appropriate signage at the hole listing you as a sponsor. Your sponsorship will also be listed on ACIL's web site and in all conference literature. (Please note ACIL will handle all the prizes unless the sponsor has a desire to do something special).

**Nearest to the Pin**

**\$500**

You will have the opportunity to have someone present to meet and greet the players at the sponsored hole. You will also have the opportunity to present the prizes at the post-game reception. You will also receive appropriate signage at the hole listing you as a sponsor. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

**Golf Cart Sponsor**

**\$1,000**

You will have the opportunity to have someone present to meet and greet the players at the Golf Cart Enclosure. You will also receive appropriate signage at the hole listing you as a sponsor. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

***Please note that all sponsors can provide logo golf balls, golf towels, tees and any other gifts they would like to hand out at the tournament.***



**76<sup>th</sup> Annual Meeting**

October 6-9, 2013

The Scottsdale Plaza Resort  
7200 N. Scottsdale Rd  
Scottsdale, Arizona 85253

**SPONSORSHIP FORM**

Fax • Mail • Phone



**Please print or type, complete and return to address below**

**FOR INFORMATION REGARDING SPONSORSHIP PLEASE CONTACT:**

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

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

**Marketing & Sponsorship Opportunities**

**COST**

- Section Membership (4) \$2,000 each \_\_\_\_\_
- Welcome Reception (Sunday) \$3,000/\$1,500 \_\_\_\_\_
- Registration Area/Co-Sponsor \$3,000/\$1,500 \_\_\_\_\_
- Keynote Address (Monday) \$4,000 \_\_\_\_\_
- Earl Hess Lecture Series (Monday) \$1,000 \_\_\_\_\_
- Education Session (Monday & Tuesday) \$1,000 each \_\_\_\_\_
- Monday Luncheon \$6,000/\$3,000 \_\_\_\_\_
- Reception (Monday) \$3000/\$1500 \_\_\_\_\_
- Continental Breakfast (Monday, Tuesday & Wednesday) \$2,500 each \_\_\_\_\_
- Tuesday Luncheon \$6,000/\$3,000 \_\_\_\_\_
- Annual Awards Dinner (Tuesday) RESERVED \_\_\_\_\_
- Annual Conference Tote Bags \$3,000 \_\_\_\_\_
- Refreshment Breaks \$1,500 each \_\_\_\_\_
- Hotel Room Drop \$1,000 \_\_\_\_\_
- FRIEND OF ACIL \$500 \_\_\_\_\_
- Golf (specify option): \_\_\_\_\_

**TOTAL COST** \_\_\_\_\_

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

- This is my first time as an Sponsor
- I am the primary representative of my member institution
- Special requests: \_\_\_\_\_

**SPONSORSHIP DEADLINE: September 5, 2013**

ALL logos 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 sponsors receive free advertising on the ACIL website.

**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 this form, please send along with payment to:**

**ACIL  
PO Box 223591  
Chantilly, VA 20153**

**Thank you for supporting the 76<sup>th</sup> Annual Meeting 2013**