

The logo for the American Council of Independent Laboratories (ACIL) is displayed in a large, white, serif font at the top center of the page. The background of the entire page is a photograph of a modern city skyline with several tall, white skyscrapers and a body of water in the foreground. A concrete bridge structure is visible in the middle ground, spanning across the water.

ACIL

AMERICAN COUNCIL OF INDEPENDENT LABORATORIES

Exhibitor Guide

78TH Annual Meeting

October 6 – 9, 2015

Hyatt Regency Miami

Preliminary Schedule

**subject to change*

Tuesday, October 6, 2015

8:00 am – 1:00 pm
ACIL Board of Directors

9:30 am – 1:00 pm
Registration Opens

1:00 pm – 5:00 pm
Section Breakouts

1:00 pm – 5:00 pm
Exhibitor Set-up

6:00 pm – 7:30 pm
Welcome Reception with Exhibitors

7:30 pm
Evening on your own

Wednesday, October 7, 2015

7:00 am
Registration Opens

7:30 am – 8:30 am
Networking Breakfast with Exhibitors

8:30 am – 10:00 am
Keynote Speaker

10:00 am – 10:30 am
Networking Break with Exhibitors

10:30 am – Noon
Education

Noon – 1:30 pm
Lunch and Speaker in Exhibit Hall

1:30 pm – 2:00 pm
Dessert with Exhibitors

2:00 pm – 3:30 pm
Earl Hess Lecture Series

2:00 pm – 5:00 pm
Guest/Spouse Tour

3:30 pm – 4:30 pm
Networking Break with Exhibitors

4:30 pm – 5:30 pm
Annual Business Meeting

4:30 pm – 6:00 pm
Exhibitor Breakdown

6:00 pm
Evening on your own

Thursday, October 8, 2015

7:00 am
Registration Opens

7:30 am – 8:30 am
Networking Breakfast

7:30 am – 8:30 am
Past Presidents Breakfast
(by invitation only)

8:30 am – 9:30 am
Keynote Speaker

9:00 am – 11:00 am
Spouses/Guests Gathering

9:45 am – 10:45 am
Education

9:45 am – 12:15 pm
CEO Forum

10:45 am – 11:00 am
Break

11:00 am – 12:15 pm
Education

12:15 pm – 1:15 pm
Networking Lunch

12:15 pm – 5:30 pm
ACIL Tom Zierenberg
Memorial Golf Tournament

1:30 pm – 4:30 pm
Guest/Spouse Tour

1:30 pm – 4:30 pm
Off-site Event

6:30 pm – 10:00 pm
Annual Reception and Dinner

Friday, October 9, 2015

7:00 am
Registration Opens

7:30 am – 8:30 am
Networking Breakfast

8:30 am – 11:00 am
Roundtable Workshop

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

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:

- More than 150 member companies throughout the U.S.
- Represents more than 2,000 facilities
- Represents more than \$2B in annual revenues
- Represents the lab owners and senior managers
- Employs thousands of quality lab technicians and the industry continues to grow
- Represents more than 75% of the independent commercial environmental testing in the U.S.



Hyatt Regency Miami lobby



The Vizcaya Museum and Gardens is the former villa and estate of businessman James Deering, of the Deering McCormick-International Harvester fortune, on Biscayne Bay in the present day Coconut Grove neighborhood of Miami, Florida.

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, and
- be featured on a prominent sign listing all the exhibitors on-site and in the program.

American Council of Independent Laboratories

1875 I Street, NW • Suite 500 • Washington, DC 20006 • Tel: (202) 887-5872 Fax: (202) 887- 0021 • info@acil.org

Meeting Location:

The meeting location will be at the Hyatt Regency Miami, 400 S.E. Second Avenue, Miami, Florida 33131. Discounted rooms are available for \$149 per night, single/double occupancy, \$174 per night, triple/quadruple occupancy, \$209 Regency Club. To receive the ACIL rate please contact the hotel directly for room reservations at 888-421-1442 and ask for the ACIL Annual Meeting group rate or book online by clicking on the following link: https://resweb.passkey.com/Resweb.do?mode=welcome_ei_new&eventID=12608942

Cancellation:

If you are unable to attend, there will be a cancellation fee of 50% as long as you cancel prior to August 24, 2015. If you cancel after August 24, 2015 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, 2015.

Shipping of Booth/Materials:

All shipping arrangements MUST be made through the Hotel and should arrive at the hotel no earlier than October 2, 2015. 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 Hyatt Regency Miami and ACIL any representative, agency or employee while using exhibition facilities.

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



Ocean Drive in Miami Beach's Art Deco District is within a two-minute walk of restaurants and shops. Bayshore Golf Course and Miami Beach Botanical Garden are a five-minute drive away. South Beach is a great choice for travelers interested in nightlife, restaurants and food.

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

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 Wednesday (October 7, 2015) until 4:30 p.m.

Exhibitor Fee:

- Associate Members (annual dues of \$1000 for annual sales under \$10M): \$1200 includes one conference full registration and table top display.
- Associate Members (annual dues of \$5000 for annual sales over \$10M): \$749 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.



Riverwalk Restaurant located in the Hyatt Regency Miami

EXHIBITOR REGISTRATION FORM



PHONE: 716-844-8174 **FAX:** (202) 887-0021 **MAIL:** ACIL
PO Box 223591
Chantilly, VA 20153-3591

QUESTIONS?
Tony Kozak, ACIL Corporate Liaison
phone: (716) 844-8174
email: TonyKozak@roadrunner.com

<p>Please print or type, complete and return to address at top of this form</p> <p>Company: _____ Contact: _____ Address: _____ City: _____ State: _____ Zip: _____ Phone: _____ Fax: _____ E-mail: _____ Website: _____</p> <p>Is this your first ACIL Annual Meeting? <input type="checkbox"/> Yes <input type="checkbox"/> No Would you like to sponsor an event? <input type="checkbox"/> Yes <input type="checkbox"/> No</p>	<p>Exhibitor Tabletop Fee*</p> <table><thead><tr><th></th><th></th><th>COST</th></tr></thead><tbody><tr><td>Member Exhibitor: (L1 - annual sales under \$10M)</td><td>\$1,200*</td><td>_____</td></tr><tr><td>New Associate Member Package: (L1) (includes membership through 12/31/2016)</td><td>\$1,750*</td><td>_____</td></tr><tr><td>Member Exhibitor: (L2 - annual sales over \$10M) (table is included with membership at L2)</td><td>\$749*</td><td>_____</td></tr><tr><td>New Associate Member Package: (L2) (includes membership through 12/31/2016)</td><td>\$5,250*</td><td>_____</td></tr><tr><td>Additional Rep:</td><td>\$599</td><td>_____</td></tr><tr><td>Spouse / Guest fee:</td><td>\$399</td><td>_____</td></tr><tr><td colspan="3">*Fee includes one full conference registration</td></tr><tr><td>TOTAL COST</td><td></td><td>_____</td></tr></tbody></table> <p>Marketing & Sponsorship Opportunities <input type="checkbox"/> I am interested in Sponsorship Opportunities</p>			COST	Member Exhibitor: (L1 - annual sales under \$10M)	\$1,200*	_____	New Associate Member Package: (L1) (includes membership through 12/31/2016)	\$1,750*	_____	Member Exhibitor: (L2 - annual sales over \$10M) (table is included with membership at L2)	\$749*	_____	New Associate Member Package: (L2) (includes membership through 12/31/2016)	\$5,250*	_____	Additional Rep:	\$599	_____	Spouse / Guest fee:	\$399	_____	*Fee includes one full conference registration			TOTAL COST		_____
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TOTAL COST		_____																										

REPRESENTATIVE(S) STAFFING EXHIBIT:

(Names as they should appear on name badge and in official program; fees apply for additional attendees)

Name: _____
Email: _____
Phone: _____

Additional Employee(s) (if applicable)

Name: _____
Email: _____
Phone: _____

Name: _____
Email: _____
Phone: _____

Name: _____
Email: _____
Phone: _____

Spouse/Guest(s) (if applicable)

Name: _____
First name for badge: _____
Dietary Restrictions: No Yes: _____
If yes please specify

Title: _____
First name for badge: _____
Dietary Restrictions: No Yes: _____

Title: _____
First name for badge: _____
Dietary Restrictions: No Yes: _____
If yes please specify

Title: _____
First name for badge: _____
Dietary Restrictions: No Yes: _____
If yes please specify

Title: _____
First name for badge: _____
Dietary Restrictions: No Yes: _____
If yes please specify

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: _____

PAYMENT

Check Enclosed: _____ Bill my: Visa MasterCard American Express
Card No. _____ Exp. _____
Cardholder's name (please print) _____
Cardholder's signature: _____

TOTAL REGISTRATION FEES (pg 1) \$ _____
TOTAL SPECIAL ACTIVITIES FEES (pg 2) \$ _____
GRAND TOTAL (pg 1 + pg 2)* \$ _____

DEADLINE: AUGUST 24, 2015

All logos and ads are due to ACIL in PDF or JPG format no later than **September 4, 2015**. 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.



Villa Vizcaya
 1:30 pm to 5:00 pm on
 Wed (10/7)
 \$55 includes tour and
 transportation
 No. of tickets _____
 Total \$ _____

Miami Sightseeing Cruise
 1:30 pm - 5:00 pm on
 Thur (10/8)
 Included with full, spouse/
 guest, or Thur registrations (or
 \$50 if purchasing outside of a
 registration)
 No. of tickets _____
 Total \$ _____

Golf Tournament
 Tournament to start at
 12:15 pm - 5:00 pm on
 Thur (10/8) \$200
 Club Rental (\$70,
 includes balls)
 No Clubs Needed
 Golf Handicap _____
 No. of tickets _____
 Total \$ _____

Annual Reception & Dinner
 6:30 pm - 10:00 pm on
 Thur (10/8)
 included with full, spouse/guest,
 or Thur registrations (or \$200 if
 purchased outside a registration)
 No. of tickets _____
 Total _____

\$ Total Amount

<p>RSVP I/we will be attending the following:</p>	<p>Breakfast <input type="checkbox"/> Wednesday #_____ <input type="checkbox"/> Thursday #_____ <input type="checkbox"/> Friday #_____</p>	<p>Lunch <input type="checkbox"/> Wednesday #_____ <input type="checkbox"/> Thursday #_____</p>	<p>Tours <input type="checkbox"/> Miami Sightseeing Tour #_____</p>	<p>Receptions <input type="checkbox"/> Tuesday #_____ <input type="checkbox"/> Thursday #_____</p>
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Tour of Villa Vizcaya

Wednesday 1:30 pm - 5:00 pm (\$55 per person)

Villa Vizcaya, built in 1916 and now named the Vizcaya Museum and Gardens, is the former villa and estate of businessman James Deering of the Deering McCormick-International Harvester fortune. Located on Biscayne Bay in the present-day Coconut Grove neighborhood of Miami, the early 20th century Vizcaya estate is decorated and furnished with antiques from Europe. There are extensive Italian Renaissance gardens, a native woodland landscape, and a historic village compound. The landscape and architecture were influenced by Veneto and Tuscan Italian Renaissance models and designed in the Mediterranean Revival architecture style with Baroque elements.

Annual Reception & Dinner

Thursday, October 8, 6:30 pm

Join your fellow attendees to close out the 2015 ACIL Annual Meeting in premier fashion at the Annual Reception & Dinner. Relax and spend time talking and having fun with your peers. This year's event will sure be something to remember.

Miami Sightseeing Cruise

Thursday 1:30 pm - 5:00 pm (included with full, spouse and Thursday one-day registrations OR \$50 per person if purchased separately)

Enjoy an afternoon cruise around Biscayne Bay aboard an air conditioned yacht. You'll see amazing views of Miami and the celebrity homes. Following the cruise enjoy some time at the famous Bayside Marketplace along the banks of Biscayne Bay.

Tom Zierenberg Memorial Golf Tournament

Thursday 12:15 pm - 5:00 pm \$200 (additional \$70 for club rental)

In memory of our dedicated Food Sciences Section Chair, ACIL continues its tradition with the second annual Tom Zierenberg Memorial Golf Tournament at The Miami Beach Golf Club.

Originally opened as Bayshore Golf Course in 1923 as part of pioneering developer Carl Fisher's ambitious Alton Beach subdivision that was designed to lure wealthy winter residents from New York, Indianapolis and Detroit.

The City of Miami Beach hired Arthur Hills/Steve Forrest and Associates for the latest and most extensive transformation. The once tired and under-utilized Bayshore has now become the elegant and highly regarded Miami Beach Golf Club.

The result is a beautifully restored landmark that will be enjoyed by South Florida residents and visitors from around the world for years to come.

www.miamibeachgolfclub.com