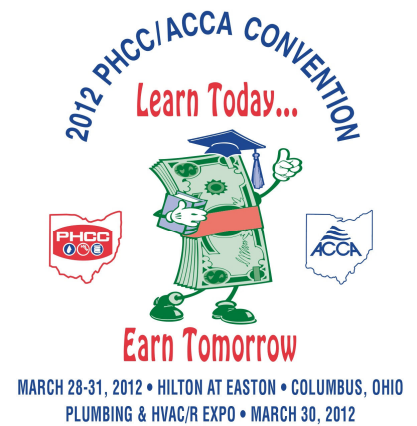


**Dear Product and Service Provider:**

You aren't going to want to miss this event! A duo in Ohio combines plumbing, hvac, hydronics and refrigeration into one exhibit opportunity. The Ohio Chapters of the Air Conditioning Contractors of America and the Plumbing-Heating-Cooling Contractors are hosting their annual EXPO on March 30th as part of their 2012 Ohio Convention on March 28-31, 2012 at the Hilton at Easton in Columbus, Ohio.



This will be one of the largest groups of quality decision-making contractors you'll find in one place in Ohio. Last year over 300 were in attendance. This show will provide you with new prospects and qualified leads. A complete list of attendee names, addresses and phone numbers will be provided to all exhibitors within a few weeks following the close of the convention.

Enclosed you will find EXPO details and a contract form for your consideration. In order to keep our members in the forefront of knowledge and application, we encourage you to bring 'green' products and information. Exhibit opportunity for vehicle and oversized equipment are available. Space is limited and many booths are already contracted, so be sure to reserve your space soon. "Early birds", "Multiple booths" and State Associate Members receive a discount, so act now and be part of this exciting venture.

If you have any questions, please contact the Convention office toll free at 1-877-553-EXPO. Thanks again for your support. We'll be looking for you at the Hilton at Easton in Columbus, Ohio.

**Roger Gundlach**  
*Convention Co-Chair*  
*ACCA Ohio*

**Greg Eisenhart**  
*Convention Co-Chair*  
*PHCC Ohio*

## Location

Hilton at Easton  
3900 Chagrin Drive  
Columbus, OH 43219  
Phone: 614-414-5000  
Fax: 614-4145001  
www.columbusoh.hilton.com



## Installation of Exhibits

Friday, March 30, 2012  
8:00 am – 12:00 pm

## Exhibit Date and Hours

Friday, March 30, 2012  
1:00 pm – 5:00 pm

## Breakdown

Friday, March 30, 2012  
5:30 pm – 8:30 pm

## Allocation of Booth Space:

Exhibit space at the 2012 EXPO will be assigned according to the date the completed application and deposit are received. Booth space may be released to waiting list, and deposit forfeited, if booth space is not paid in full by Feb. 15, 2012.

Application for exhibit space must be made on the official application form, and the name and description of the product(s) to be exhibited must be indicated.

## Exhibitor Assist:

Arrangements may be made through Geo E. Fern Co. for extra needs at cost from the supplier. Labor for unpacking and repacking crates and the installation and dismantling of displays will be available on site.

## Electricity:

Arrangements for electricity, power strips, extension cords, etc. in your booth must be ordered directly from Hilton at Easton. An Exhibit Service Order Form will be included in the packet you receive by email from Geo. E. Fern Co..

## Official Decorator:

Geo. E. Fern Co.  
1500 Old Leonard Ave.  
Columbus, OH 43219-2509  
Phone: 614-253-1500  
Fax: 614-253-9101



## Who Should Exhibit?

If you provide products or services that are serviced and/or installed by plumbing, hvac, refrigeration, and/or hydronics contractors, or if you provide products or services which are used by contractors in their businesses, you should participate in the 2012 EXPO.

## Companies Providing the Following are Being Sought for the 2012 EXPO

tubs	hvac equipment
boilers	showers
spas and hot tubs	tools
computer hardware and software	sewer and drain cleaning
faucets and fixtures	remote beepers
hydronics	duct cleaning equipment
lavatories	man lifts
materials handling equipment	GPS tracking systems
communications	excavating equipment
services and installation	equipment rental
trucks	green energy
safety equipment	solar thermal
flat rate pricing programs	photovoltaic
pipng	

## Exhibitor Publicity Support and Deadlines:

The Plumbing-Heating-Cooling Contractors of Ohio (PHCC) and the Air Conditioning Contractors of America – Ohio Chapter (ACCA) provide maximum exposure to those companies that exhibit at the convention. Exhibit contracts are accepted until the day of the EXPO pending space availability.

**Contracts received prior to November 15, 2011**, will ensure publication in the *Ohio PHC Contractor* magazine as well as on-site listings. (This magazines reaches nearly 7,000 contractors, inspectors and building officials statewide.)

Complimentary “tickets” for prospective attendees to the EXPO will be provided upon request to all exhibitors to distribute to customers at your place of business and/or as inserts in billings.

An Exhibitor Directory will be published for distribution to all attendees as well as in the promotional and post-convention materials. We will also provide a link from our website to yours. It is VERY important that you include on the contract the products you plan to display, as well as your web site and a phone number where you can be contacted.

**Sponsorship:** Each level includes special features for cost effective use of your representatives’ time and your dollars. Your exhibit and sponsor support provide state-of-the-art education for over 200 convention attendees and over 300 contractors attending the EXPO. Call the convention office for details at 1-877-553-EXPO.

**Don’t Wait!** With only 94 booths available, don’t miss out in 2012. Exhibitors in 2011 indicated enthusiastic response because the contractors attending the exhibits were decision-makers. Participating in the 2012 EXPO will also ensure you the first opportunity to exhibit in the 2013 EXPO.

**NOTE:** Payment in full not received by Feb. 15, 2012, will render the space available for another exhibitor and forfeiture of the deposit. Please make sure your payment is timely.

## EXPO '12 Rules and Regulations

**Use of Space:** PHCC Ohio and ACCA Ohio reserves the right to decline or prohibit any exhibit which in their opinion is not suitable to and in keeping with the character of the exhibition. No subletting or assignment of space will be permitted.

**Payment for Exhibit Space:** All exhibits must be paid in advance of the convention. Booths not fully paid for will not be permitted to open. A 5% discount will be honored if payment in full is received by November 15, 2011.

**Cancellation Policy:** Full refund if cancellation received no later than November 15, 2011. 50% of booth space payment will be refunded with cancellation received in writing between November 15 and December 31, 2011. Sorry, we cannot refund after January 1, 2012.

**Display and Description:** Each exhibitor will be provided with a 41" x 4" sign, a table and chair according to contract. The entire exhibit area is carpeted. Additional needs can be met through arrangement with the decorator, Geo. E. Fern Co. Exhibits must be arranged so that they are completely within the allotted space. Ample space must be provided within the booth for all exhibitor personnel. Exhibits must conform to size of space and must be arranged so as not to obstruct the view or interfere with the exhibiting of others. Displays having unfinished or unsightly exposures at the rear or sides must be covered in an acceptable manner at the exhibitor's expense and to the satisfaction of the committee.

**Installation and Removal of Exhibits:** Exhibitors may begin installation of displays at 8:00 am on Friday, March 30, 2012. Booths must be in complete order by 12:00 noon. Each exhibitor agrees not to dismantle the exhibit or remove any display articles from the booth before 5:00 pm.

**Shipping Instructions and Exhibit Labor:** Upon receipt of an exhibit contract and deposit/payment, an information packet including materials handling and additional services available from the decorator, Geo. E. Fern Co., Columbus, OH, will be emailed to you. Directions regarding early shipment of booth contents as well as outbound shipping information will be included.

All crates in which exhibits arrive must be removed from the exhibit area immediately and may be retrieved following the close of the EXPO. If any exhibitor fails to remove his exhibit accordingly, the PHCC Ohio and ACCA Ohio may remove such exhibit to a storage facility at the risk of the exhibitor, who shall pay all expenses thus incurred and the damage incurred by PHCC Ohio and ACCA Ohio on account thereof.

**Exhibitor Registration:** No one will be permitted in the exhibit area without a name badge. Advance registration is available for all exhibitors and contractors. Badges may be picked up at the convention registration desk.

**Amplification:** The use of microphones, recordings\*, movies, slides or other audio-visual equipment is permissible; however, the sound volume of any such device must not exceed that of normal conversation voice level or be objectionable to neighboring exhibitors. \*Any recordings using music must be pre-approved by PHCC Ohio and ACCA Ohio and are subject to additional charge.

**Safety Precautions:** All material and installations must conform to the requirements of the building and inspection authorities having local jurisdiction. All flammable materials must be flameproof before being taken into the exhibit area. Exhibitors must pay for all necessary permits and licenses should any be required for their individual respective displays.

**Liability and Insurance:** PHCC Ohio and ACCA Ohio will not be responsible for any loss, damage, injury or theft that may occur to the exhibitor or the exhibitor employee or property from any cause whatsoever, prior, during or subsequent to the period covered by the exhibit agreement. The exhibitor, in signing the agreement, expressly releases PHCC Ohio, ACCA Ohio, Geo. E. Fern Co. and the Hilton at Easton and agrees to indemnify same against any and all claims for loss damage, or injury. Each exhibitor must make provisions for the safekeeping of his exhibit materials during and after the close of the exposition. Exhibitors must protect their equipment and goods so that no injury or damage will result to the public or the exhibit area. Exhibitors will be responsible for any such charges.

**Notice to Exhibitors Displaying Water-Contained Structures:** The structure must be completely surrounded by plastic and an insulated wall to contain spills. Pre-fabricated structures are acceptable. You may be charged for filling display with water.

## For Further Information Contact:

### **2012 PHCC/ACCA OHIO CONVENTION**

2278 Samira Road, Stow, OH 44224

Toll Free: 877-553-EXPO (3976) Fax: 216-393-0095

Email: [mary@ohioconvention-phccacco.org](mailto:mary@ohioconvention-phccacco.org)

Website: [www.ohioconvention-phccacco.org](http://www.ohioconvention-phccacco.org)

### **Co-Chairs:**

*Greg Eisenhart, PHCC / Roger Gundlach, ACCA*



# 2012 PHCC/ACCA CONVENTION

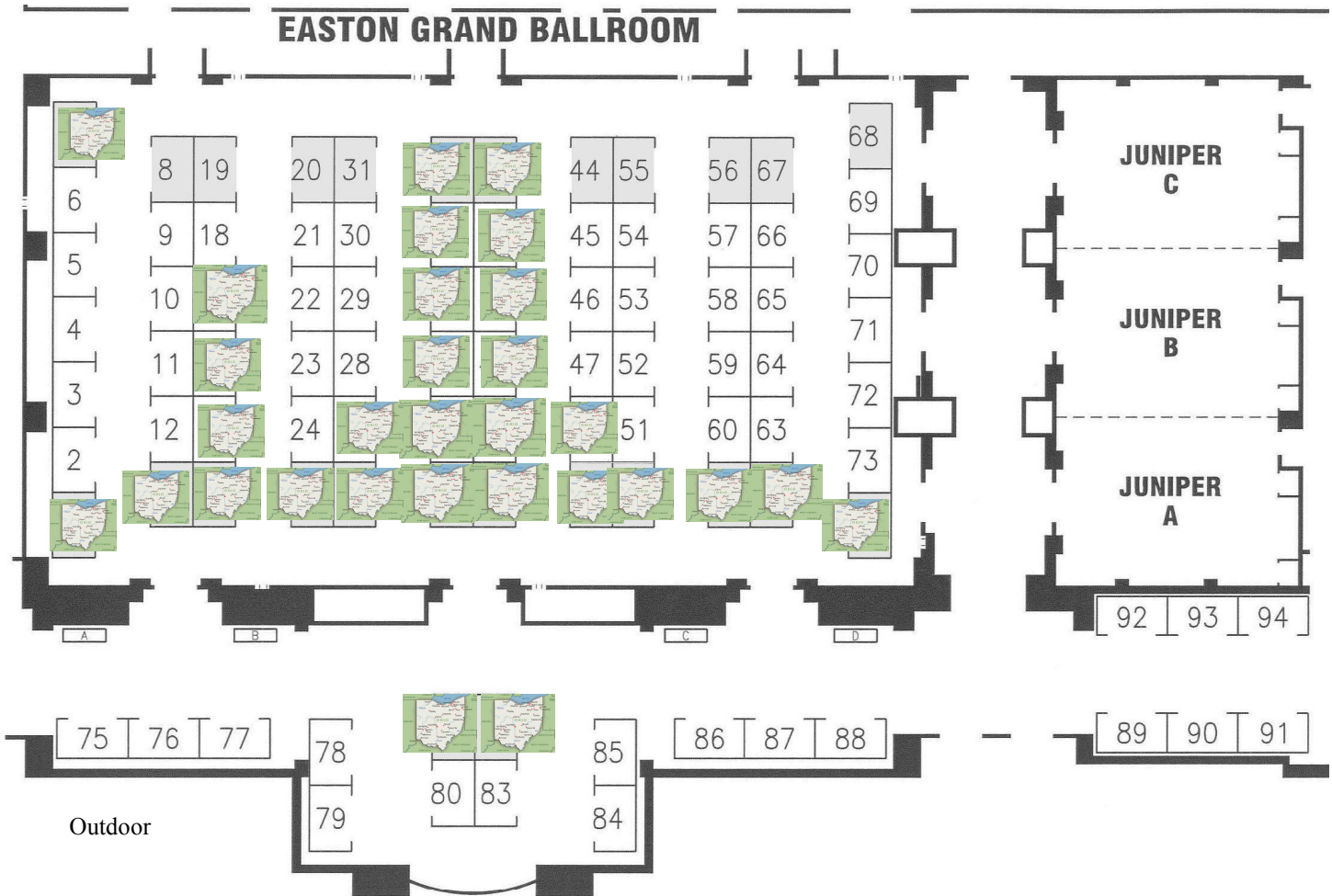
## Hilton at Easton Columbus, Ohio

2012 PHCC/ACCA CONVENTION  
Learn Today...



Earn Tomorrow

MARCH 28-31, 2012 • HILTON AT EASTON • COLUMBUS, OHIO  
PLUMBING & HVAC/R EXPO • MARCH 30, 2012



Booths are 8' x 10'

Key:  =

No longer available as of October 13, 2011

## PHCC & ACCA OF OHIO

### EXPO MARCH 30, 2012