

CAROLINAS

GOLF COURSE SUPERINTENDENTS ASSOCIATION

YOUR KEY TO SUCCESS

2016 CONFERENCE AND TRADE SHOW

November 14-16 Myrtle Beach, SC



EXHIBITOR INFORMATION



Conference & Trade Show November 14-16, 2016

SCHEDULE

MONDAY, NOVEMBER 14

Large Equipment Move-In, 4+ BOOTHS ONLY 6 - 9 p.m.	
Educational Seminars12:30 p.m 4 p.m.	
Sporting Clay Event12 noon	
Golf Championship at Barefoot Resort11 a.m.	

TUESDAY, NOVEMBER 15

Educational Seminars	8 a.m 4 p.m.
All Exhibitor Move-In	7 a.m 2:30 p.m.
Trade Show Open	4 - 7 p.m.
Carolinas Night	7 p.m 8 p.m.

WEDNESDAY, NOVEMBER 16

Fellowship Breakfast	7 a.m.
General Education Session	8 - 9:15 a.m.
DSA Presentation	9:15 - 9:30 a.m.
Annual Business Meeting	9:30 - 10 a.m.
Trade Show Open	10 a.m 2:30 p.m.
Buffet Luncheon in Exhibit Hall	11:15 a.m 1:45 p.m.
27-Hole Challenge Grand Prize Giveaway	2 p.m.
Exhibitor Tear Down	2:30 p.m 12 a.m.
General Education Session	222 5



I would like to invite your company to join us at this year's Carolinas GCSA Conference and Trade Show in Myrtle Beach, SC in November. The goal of our board of directors is to continue to improve on what is already widely regarded as the best regional event for golf course superintendents in the country. It is through

exhibitor support that we have continued to be successful.

For our partners who have supported our association through this event year-in and year-out and for those new companies whose emerging technologies and ideas continue to make the golf industry better in the Carolinas, we welcome you, and look forward to building future relationships.

I look forward to seeing you in November and on behalf of our association, appreciate your commitment to making our industry better.

De J. La

David LeeCarolinas GCSA President

Headquarters Hotel Sheraton Myrtle Beach Convention Center Hotel



2101 North Oak Street, Myrtle Beach, SC 29577

Call 1-888-627-8203 for reservations
Use Group ID# 4270 or ask for the Carolinas Golf Course
Superintendents block for any call-in reservations.

BOOK ONLINE:

https://www.starwoodmeeting.com/Book/CGCSA2016

RATES

\$105 1 King or 2 Doubles + 16.27% taxes/facilities fees

\$124 Club Level, 1 King or 2 Doubles + 16.27% taxes/facilities fees

\$5 Parking Fee Per Day Per Vehicle

Cancellation Policy: 3 Days Prior to Arrival

EXHIBIT AREA & BOOTH DETAILS

EXHIBIT SPACE FEES

- 1-3 Booths \$880 each
- 4-6 Booths \$770 each
- 7-10 Booths \$740 each
- 11-19 Booths \$715 each
- 20 Booths and up \$625 each
- 27 Hole Challenge Flags \$400 each

EXHIBIT BOOTH INCLUDES

- One 10 X 10 carpeted booth
- Two chairs
- Wastebasket
- Identification sign with company name and booth number
- Four exhibitor badges per booth; additional exhibitor badges are \$50 each
- One eight-foot draped & skirted table

GENERAL INFORMATION

- All Exhibit Booths will be set up in the Exhibit Hall of the Myrtle Beach Convention Center
- The trade show area is column free with 35-foot ceilings
- There are three loading ramps that are large and easily accessible
- Equipment displayed in the back parking lot will not be allowed
- The trade show floor including all exhibit booth space and aisles will
 have black carpeting. We ask that you use extreme caution when
 moving equipment onto the carpet. We strongly discourage the use of
 any skid-steers as they displace the carpet and cause tripping hazards.
 Damage to the carpet upon move in or move out may require full or
 partial replacement costs or cleaning of carpet as determined by the
 Carolinas GCSA.
- All exhibitor badges include admittance to the Wednesday education session in Ballroom E and the Wednesday buffet luncheon in the exhibit hall
- All exhibitor badges are picked up on-site

RESERVING YOUR EXHIBIT BOOTH

Exhibit booth sales open online at 10 a.m. on Wednesday, June 1st. Prime locations will go quickly!

Payment in full is required for 1-3 booths or a 10 percent deposit is required for 4 or more booths. We ask that exhibitors indicate the specific company name of any competitors they do not wish to be placed near. Exhibitors should also indicate any specific companies they wish to be placed near. While we make every effort to not place competitors near each other, we do rely heavily on the information that you provide to us.

You may reserve your booth(s) online with a credit card or fax the completed contract to 864-843-1149 or mail to P O Box 210, Liberty, SC 29657. On-line registration is recommended as you will be able to view all available booth locations and pick your top four choices.

CONFIRMATION OF EXHIBIT BOOTH NUMBER

Booths are assigned on a first come, first serve basis. If you register on-line, you will receive an email within 24 hours that shows your confirmed booth number. There will be a link in this confirmation email to register your booth workers for their exhibitor badges. You will also be able to register for other conference events at this time.

EXHIBIT BOOTH CONFIRMATION PACKET

The Exhibit Booth Confirmation Packets will be mailed and emailed to the booth contact person on September 1. Please review your packet promptly as some items will be time sensitive.

EXHIBITOR MOVE - IN TIMES

Exhibitors with 4 or more booths may move in on Monday, November 14 beginning at 6 p.m. We ask that you do not attempt to enter the exhibit hall prior to this time as carpet is being installed and booth dimensions are being marked on the carpeting to ensure each exhibitor is within their designated area. The decision may be made onsite to allow exhibitors to move in earlier if we are ready but under no circumstances should any vendor be on the floor before approval has been given. We will have security in place to patrol the floor.

Exhibitors with 1 - 3 booths may move in on Tuesday, November 15

beginning at 7 a.m. We ask that booths be set up by 2:30 p.m. so that a walk through by staff can be done prior to show opening at 4 p.m. There will be a complimentary refreshment table with water and lemonade on Monday and water and coffee on Tuesday available during set-up times near the center loading dock.

LINE OF SIGHT SPECIFICATIONS

We ask that all exhibitors refrain from positioning any booth components higher than 4 foot tall in the front third of their booth space so as not to block the line of sight of neighboring exhibitors. Please be courteous to your neighbor when setting up your display.

OVERHEAD BANNERS

If you wish to have a banner displayed above your booth(s) space, there is an additional fee. Exhibitor must provide their own banner and it will be installed by our official convention services company. Complete the rigging and bucket lift form that will be included in your booth confirmation packet.

ELECTRICITY

Electricity for your exhibit booth(s) is also available. Electrical service fees are: 20 Amp 120V \$95 pre-ordered rate or \$135 on-site rate. Complete the Utility Order Form that will be in your booth confirmation packet. Return form with full payment to the MBCC at least 10 days prior to the conference and show to get the pre-ordered rate.

TABLES

Each exhibit booth will include an eight-foot draped and skirted table. If you need another size: four-foot; six-foot; raised counter height; or no table at all, complete the table request form that will be in your booth confirmation packet. Raised counter height tables will be an additional fee.

In the past, we have had numerous requests to remove tables and replace tables onsite. If you change your table size onsite, you will be charged a fee.

DISPLAY OF MOTORIZED VEHICLE GUIDELINES

Any motorized vehicle on display at the Myrtle Beach Convention Center must comply with the following Myrtle Beach Fire Department requirements:

- ¼ tank of fuel or less (not to exceed 5 gallons)
- Neck of fuel tank sealed
- No additional fuel stored in or on the vehicle
- Both battery terminals must be disconnected

CANCELLATION POLICY

All exhibit booth cancellations must be in writing and can be faxed or emailed to the Carolinas GCSA at 864-843-1149 or adavis@cgcsa.org . The Carolinas GCSA cancellation policy is as follows:

- Cancellations received prior to October 1, 2016
 - Refund of Exhibit Space Rental minus \$100 per booth
- Cancellations received October 1 October 15, 2016
- Refund of Exhibit Space Rental minus \$250 per booth
- Cancellations received October 16 October 31, 2016
- Refund of Exhibit Space Rental minus \$400 per booth
- Cancellations received after October 31, 2016
 Forfeiture of all Exhibit Space Rental fees

EXHIBITOR CONTRACT

All Exhibitors must sign the following agreement as noted on your Exhibit Space Contract.

Exhibitor hereby agrees to protect, indemnify, defend and save the Carolinas Golf Course Superintendents Association and the Myrtle Beach Convention Center, their officers, directors, employees and agents harmless against all claims, losses and damages to persons or property, governmental charges or fines and reasonable attorneys' fees arising out of or caused by Exhibitors' installation, removal, maintenance, occupancy, or use of the Exhibition Area of the Myrtle Beach Convention Center, or a part thereof, excluding any such liability caused by the sole negligence of the Myrtle Beach Convention Center.

27-Hole Challenge

MARKETING OPPORTUNITY

SCORE AN ACE WITH YOUR PRIMARY MARKET



CASH Grand Prizes

In Partnership with

Revels Turf & Tractor Greenville Turf & Tractor ShowTurf



Turner Revels of Revels Turf and Tractor, Anna Taft of Show Turf, Kreg Kinney of John Deere, and Jeff Robinson of Greenville Turf and Tractor, were all on hand to congratulate major winners in the 2015 27-Hole Challenge, Chad Cromer from Sedgefield Country Club and Scott Sparks from Wolf Laurel Country Club.

Sign up NOW for your
27-Hole Challenge flag to
give every superintendent
and assistant superintendent
a reason to visit your booth at
the 2016 Conference & Show.

The Masters may be "a tradition unlike any other" but we're proud that the Carolinas GCSA 27-Hole Challenge has a tradition all of its own. You could say it is a "rich" tradition since every year we give away more than \$10,000 in prizes in partnership with Revels Turf & Tractor, Greenville Turf & Tractor and ShowTurf. This year we're offering cash grand prizes. Other prizes will include Yetis, Costas and GoPros.

As an exhibitor, this is your opportunity to ensure that superintendent and assistant superintendent members spend time at your booth. Purchase a flag, featuring the John Deere logo, and guarantee your company becomes part of the action. Flags are available at \$400 each on a first-come, first-served basis.

All Class A and SM superintendent members and Class C assistant superintendent members attending the show are eligible to enter free of charge. All they need to do is visit each of the 27 designated exhibitor booths and have their scorecards stamped during trade show hours. These are the people you come to see – qualified buyers and the qualified buyers of tomorrow - make sure you get the chance to speak with as many of them as possible.

Please note: 27-Hole Challenge booths are already designated on the floor layout to promote maximum traffic flow and cannot be moved. So we encourage you to sign up early! You will receive a numbered stamp on-site and will be required to stamp the scorecard presented by Class A, SM, or C members visiting your booth. Winners will be drawn on the exhibit hall floor at 2pm on Wednesday and members must be present on the trade show floor at the time to claim their prize.

A Winning Tradition



2011: Marty Stephenson Colonial Country Club



2012: Dean Baker, CGCS Kinston Country Club

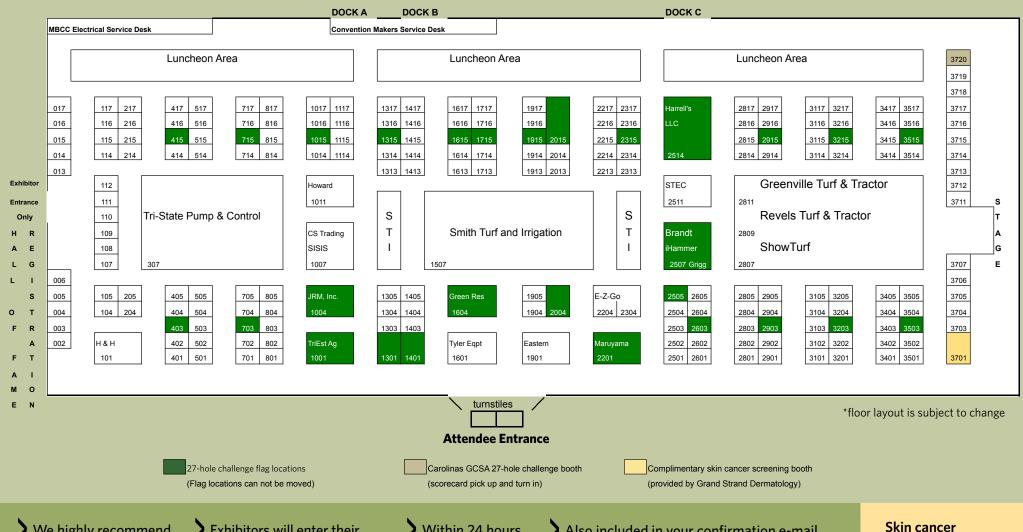


2013: David Jacob, CGCS Benvenue Country Club



2014: Paul Corder Country Club of Charleston

FLOOR LAYOUT OF EXHIBIT HALL



- We highly recommend that exhibitors go online to our website, www.carolinasgcsa.org to reserve your exhibit booth(s).
- Exhibitors will enter their 1st, 2nd, 3rd and 4th booth choices. After completion of your credit card payment, the Carolinas GCSA will then receive a notification e-mail of your booth choices.
- Within 24 hours, you will receive an email with your confirmed booth number.
- Also included in your confirmation e-mail, will be a link to register your booth worker personnel along with your unique login ID and password. Please be sure to register your workers for exhibitor badges so they do not have to wait in line on-site. We encourage you to register them early so this is not overlooked!

Skin cancer screenings will be given on Wednesday from 10 a.m. to 2:30 p.m. at booth number 3701. A sign-up sheet will be provided onsite.

2015 CONFERENCE AND SHOW EXHIBITORS

A.C. Schultes of Carolina Abraham Baldwin Ag. College Advanced Drainage Systems, Inc. Agri-Business Technologies, Inc. Agricultural Solutions, LLC

AgStone, LLC Air2G2

AlgaeGreen Liquid Seaweed

Aqua-Aid, Inc.

Arborguard Tree Specialists

Aspen Corporation
Atlantic Installations

Augusta Road Ltd. Company

B3C Fuel Solutions
BASF Corporation
Bayer CropScience LP
Best Sand and Gravel, Inc.
Better Billy Bunker Inc.
Blanchard Machinery Co.
Brandt Consolidated, Inc.
Bulk Aggregate Golf, Inc.

Buy Sod, Inc.
Calumet Packaging
Capillary Concrete
Carbtrol Corp
Cardinal Chemicals
Carolina Fresh Farms
Carolina Ground Covers
Carolina Turf Farms, Inc.

Catawba Valley Community College Central Piedmont Community College

Ceres Turf, Inc.

Champion Turf Farms, Inc. Clemson University Turf Club

Club Car

Coastal Floratine, Inc. Coombs Sod Farms

Corbin Turf & Ornamental Supply Course & Club Golf Outfitters Crews Service Company

CS Trading LLC Davisson Golf, Inc.

Diesel Equipment Company

Divots, Inc.
Dow AgroSciences
Dura Plastics Products

East Coast Equipment Consultants Eastern Turf Equipment, Inc. Easy Picker Golf Products, Inc.

Easy Picker Goll Product Ecologel Solutions, LLC Enovative Technologies ESD Waste2Water, Inc. Ewing Irrigation

E-Z-Go / Cushman FFT Turf

First Products
FIS Outdoor, Inc.
Flowtronex

FMC Professional Solutions

Foley-United Freylit USA Inc. Frost, Inc. GCSAA

Geoponics Corp. Global Turf Equipment Golf Agronomics Golf Course Builders Association of America

Golf Course Services, Inc. Golf Course Trades Graden USA Graham Sports, Inc.

Grand Strand Dermatology Skin Cancer

Screenings Green Resource

Greenleaf Technologies, Inc.

GreenScan 3D

GreensGroomer WorldWide, Inc. Greenville Turf & Tractor, Inc. Gregory Poole Equipment

Grigg Brothers
Growth Products, Ltd.
GutterDome

H & H Farm Machine Co., Inc.

Haifa

Harco Fittings

Harmon Turf Services, Inc.

Harrell's, LLC

Helena Chemical Company HGTC Student Chapter

Howard Fertilizer & Chemical Co. Humate International, Inc.

Intelligro ITB Co. Inc.

iHammer Technologies

JRM Inc. Innovative Turf Technology

Kings Greenhouse, Inc. Knox Fertilizer Company Landscapes Unlimited, LLC

Landshore Enterprises dba Erosion Restoration

LASCO Fittings, Inc. LebanonTurf Links Bridges Inc. Linne Industries, LLC

LSSA, Inc.

Macro-Sorb Technologies/SMS Additive

Solutions Maredo BV

MARUYAMA U.S., Inc.

McCord Golf Services & Safety

McDonald & Sons/McDonald Design Group

McGill Premium Compost

MCI

McPherson Greenhouses

Medi Massager Modern Turf, Inc. Montco Products Morgan Sand Company NC State University Turf Club

NewLife Turf, Inc. Nordic Plow, LLC Nufarm Americas NuTec Soil, Inc. NutraTurf Nutrite

Oakland Plantation Turf Farm, Inc. Oldcastle Enclosure Solutions

OnGolf

Otterbine-Barebo, Inc. Par Aide Products Co. PBI/Gordon Corp. PDC Group

Performance Nutrition (A Division of

LidoChem, Inc.)
Pioneer Athletics

Plant Food Company, Inc. PremierPRO

Pro Green, Inc. Pro/Angle Bunker Sand Propex TEEtoGREEN Quali-Pro Products R&K Pump and Equipment

Radios For Golf Rapid Cal Rx

Regal Chemical Company Revels Turf & Tractor

S & R Turf & Irrigation Equipment SandMat Bunker Liner by Milliken

SePRO Corporation Shapemasters, Inc.

ShowTurf

Simmons Irrigation Supply, Inc. SiteOne Landscape Supply Smith Turf & Irrigation Sod Solutions, Inc. Soil & Plant Technology Soil Technologies Corp. Southeastern Golf, Inc.

Southern Ag.
Southern Seeds, Inc.
Southern States Cooperative
Standard Golf Company
STEC Equipment Inc.

STEC Equipment, Inc. SubAir Systems, LLC Sunbelt Rentals, Inc.

Superintendent Mag. -- Moose River Media

Syngenta TETAC

The Andersons Turf & Specialty Group

Total Turf Golf Services TriEst Ag Group, Inc. Trinity Turf, Inc.

Tri-State Pump & Control, Inc.

Tru-Turf Pty. Ltd. Turf Dynamics, Inc.

Turf Drainage Co. of America

Turf Fleet Services Turf Mountain Sod, Inc.

Turf Screen

Turfgrass, A Division of Residex

Turfline, Inc.

TurfNet Media Network Turfplaner of Carolina, LLC Tyler Equipment Company, Inc.

U.S. Aqua Vac

Underhill International United Promotions, Inc.

UPI

Vereens Turf Products

VGM Club

Virginia Turfgrass Council Wake Stone Corporation Wampee Equipment WaterMyBattery Watershed Geo Watertronics

Wellmark International Williams Tire Distributors Wood Bay Turf Technologies

XGD Systems

Carolinas Golf Course Superintendents Conference & Trade Show November 14 – 16, 2016

Exhibit Space Contract Deadline: September 26, 2016 A LATE FEE OF \$100 WILL APPLY AFTER SEPTEMBER 26

Carolinas GCSA, P. O. Box 210, Liberty, SC 29657-0210 Phone 1-800-476-4272 · Local 864-843-1150 · Fax 864-843-1149 Company Name This name will be printed on the booth identification sign Contact Name ______ Will this person work in your booth? □Yes or □ No City _____ State ____ Zip Code ____ Phone: Office _____ Fax ____ Email ____ Type of Product(s) Offered (chemical, sod, fertilizer, equipment, etc.) Exhibit Space Fees: 1-3 Booths \$880 each; 4-6 Booths \$770 each; 7 – 10 Booths \$740 each; 11 – 19 Booths \$715 each; 20 Booths and up \$625 each 27-Hole Challenge Flag \$400 (flag locations will be designated on the floor layout) LATE FEE \$100 AFTER SEPTEMBER 26 Number of Exhibit Space(s) X \$ Cost Each | \$ 27-Hole Challenge Flag X \$400 | \$ Late Fee After September 26 X \$100 TOTAL AMOUNT DUE FULL PAYMENT REQUIRED TO RESERVE 1 – 3 BOOTHS 10% DEPOSIT REQUIRED TO RESERVE 4 OR MORE BOOTHS REMAINING 90% BALANCE DUE BY OCTOBER 3RD | \$ 1st booth choice ______ 3rd booth choice ______ 4th booth choice Company Name(s) <u>I DO</u> wish to be placed near. Be specific! Company Name(s) I DO NOT wish to be placed near. Be specific! 2) If paying by credit card, please complete the following: We accept MasterCard, Visa, Discover, and American Express. \$______10 % Deposit amount to be charged NOW OR \$______Total amount to be charged for 1 - 3 booths \$ _____90 % Balance to be charged on 10/3/16 Credit Card Holder's Name: _____ Expiration Date: _____ Credit Card Number: _____ Security Code: ____ Signature: ____ REGISTER BOOTH WORKERS FOR EXHIBITOR BADGES BY OCTOBER 14 AT https://www.carolinasgcsa.org/Booth/ LOG-IN ID WILL BE YOUR CONFIRMED BOOTH NUMBER. ALL EXHIBITOR BADGES ARE PICKED UP ONSITE. EXHIBITOR AGREEMENT BELOW MUST BE SIGNED BY PERSON RESPONSIBLE FOR EXHIBIT BOOTH. Exhibitor hereby agrees to protect, indemnify, defend and save the Carolinas Golf Course Superintendents Association and the Myrtle Beach Convention Center, their officers, directors, employees and agents harmless against all claims, losses and damages to persons or property, governmental charges or fines and reasonable attorneys' fees arising out of or caused by Exhibitors' installation, removal, maintenance, occupancy, or use of the Exhibition Area of the Myrtle Beach Convention Center, or a part thereof, excluding any such liability caused by the sole negligence of the Myrtle Beach Convention Center. I have read and understand the cancellation policy outlined on the reverse side of this contract. Signature Title Date ___Final Pmt. _____CC __Co. Ck. __Pers. Ck. __Entered _____Booth #____ Date Received_____Deposit ____

Exhibit Space Terms and Conditions

1) Exhibitor Set-Up, Tear Down & Trade Show Hours

Show set-up begins at 6 p.m. on Monday, November 14, 2016 for large equipment (4+ booths). All other exhibitors may begin set-up at 7 a.m. on Tuesday, November 15, 2016. All exhibits must be completed by 3 p.m. on Tuesday, November 15, 2016. Trade show is open on Tuesday from 4-7 p.m. and on Wednesday from 10 a.m. -2:30 p.m. All exhibits must be dismantled and removed from the MBCC beginning at 2:30 p.m. until midnight on Wednesday, November 16, 2016.

2) Booth Construction & Display Criteria

Each 10' x 10' booth is equipped with an 8' tall back drape and 3' tall side rail drapes. (Drape is not furnished with island exhibits unless requested.) Corner booth exhibitors may request to remove the 3' side rail drape on aisle side of booth. If a commercial pop-up display is utilized, it must abut the 8' tall back drape. Pop up display cannot be shifted to the side to obstruct view of adjacent booth(s). For single, double or triple booths, any items that are taller than 4 foot should not be placed in the front third of your booth so it does not block the line of sight of neighboring exhibitors. Booths that only have 3' tall draping on back and sides must have displays that do not exceed 18 inches above the back rail height. (Equipment does not fall under this guideline.) Banners displayed should not exceed 18 inches above the 3' tall back rail height.

3) Display of Motorized Vehicles

Any motorized vehicle on display at the Myrtle Beach Convention Center must comply with the following Myrtle Beach Fire Department requirements:

- ♦ ¼ tank of fuel or less (not to exceed 5 gallons)
- ♦ Neck of fuel tank sealed
- No additional fuel stored in or on the vehicle
- ♦ Both battery terminals must be disconnected

4) Use of Exhibit Space

All demonstrations, interviews, distribution of advertising materials or other activities must be confined to the limits of your exhibit booth(s), and must pertain to exhibitor and their products or services. No exhibitor shall assign, sublet, or share the whole or part of the space allotted without the knowledge and approval of the Carolinas GCSA. **All booths must be staffed throughout trade show hours.** Exhibitors may NOT move out until designated move-out time.

5) Terms and Payment of Cancellation Policy

Exhibit space contracts will not be accepted for exhibit space assignment until deposit or full payment has been received by the Carolinas GCSA. All booth cancellations must be in writing. The Carolinas GCSA cancellation policy for exhibit space rental follows:

- ◆ Cancellations received prior to October 1, 2016 Refund of Exhibit Space Rental minus \$100 per booth
- ◆ Cancellations received October 1 October 15, 2016 Refund of Exhibit Space Rental minus \$250 per booth
- ◆ Cancellations received October 16 October 31, 2016 Refund of Exhibit Space Rental minus \$400 per booth
- ◆ Cancellations received after October 31, 2016 Forfeiture of all Exhibit Space Rental fees

6) Care of Carpeting

The Carolinas GCSA provides wall-to-wall carpeting for the Myrtle Beach Convention Center exhibit area. This carpeting is a major investment for the association and as such exhibitors have a responsibility to protect the carpet from unnecessary wear and soiling. Exhibitors need to exercise extreme care when moving wheeled vehicles on the carpet. We ask that skid steers not be utilized as they displace carpet. In addition, exhibitors must ensure that no fuel, oil, or grease from exhibited equipment stains the carpet. Exhibitors will be responsible for cleaning or replacement costs of carpeting damaged during the trade show.