

# International In-Service Training *EXPO*

# Sawgrass Marriott Ponte Vedra Beach, FL

## June 26-30, 2023



## THE INTERNATIONAL ASSOCIATION OF BOMB TECHNICIANS AND INVESTIGATORS

Dedicated to the advancement and development of the EOD community.

**This is  
*YOUR*  
Invitation!**



# PLEASE JOIN US!



# 2023 Technology & Exhibitor Expo

The IABTI's New Technology Exposition and Exhibitor Show is designed as a part of, and runs concurrently with, the IABTI's annual International In-Service Training. This event is one of the largest in the industry and brings together the latest in technology, services, and training for the explosives and post blast investigative communities. By fostering the exchange of explosives related information and ideas, as well as providing some of the best face-to-face networking in the industry, this is your invitation to attend. If your organization provides equipment, products, services, or resources to the EOD, UXO, Explosives or Investigative fields, we believe you will find great value in partnering with IABTI and exhibiting at this event.

IABTI's In-Service Training attracts professionals whose work or business is involved in the greater explosives community and includes: anti-terrorism, bomb/explosives disposal, post-blast investigations, and explosives detection canines, just to name a few. We are represented by, and this event is attended by, some of the best explosives related subject matter experts. If your company has explosives or post blast related equipment, tools, or training services, we welcome you.

Take advantage of this opportunity for human connection. Capitalize on the POWER of meeting in person. We also offer sponsorship opportunities allowing you to enhance your presence. Countless options, including the ability to get your product materials and collateral in the hands of every attendee. Make the most of IABTI's invitation, and exhibit with us!

## **10'x10' Booth, \$2,500.00 USD**

Includes:

- Skirted banquet table w/ 2 chairs
- One 500-watt electrical outlet
- Company name in event mobile app
- Two meals tickets for lunch Monday, Tuesday, & Wednesday
- Two tickets for the Wednesday banquet are also included, provided banquet attendance is indicated during your online registration.
- Networking & Sales Opportunities, with dedicated Exhibit Hall time on Monday and Tuesday evening.
- **Outdoor demos** on Wednesday

## **Booth Reservations**

Online Booth Reservations opens Tuesday, March 7, 2023 at 10:00 a.m. EST via the link below. Booth Reservations will not be accepted prior to this date/time. If you are unable to pay via credit card and need to be invoiced, you still must register for a booth using the online link, simply indicate during the online process that you will be remitting payment by invoice.

## **Booth Assignment**

Booth assignments will begin after April 1<sup>st</sup>. Priority will be given to registered sponsors. Following declared sponsors, booth assignments will be processed on a first paid, first registered basis according to the date and time Exhibit Booth Application was completed and paid. The IABTI will contact you via e-mail once your booth space has been assigned.

**Online Booth Reservations will open Tuesday, March 7, 2023 at 10:00 a.m. EST**

**[Click HERE for Booth Registration](#)**

Accessible via: <https://fs22.formsite.com/adminiabtiorg/form21/index.html>

<https://ist.iabti.org/>



# Exhibitor Schedule

*preliminary and subject to change*

## Monday, June 26

7:00 am	On-Site check-in
8:00 am	Set-up
1:00 pm	Exhibit Hall opens
6pm – 9pm	Welcome Reception in Exhibit Hall

## Tuesday, June 27

1:00 pm	Exhibit Hall opens
6pm – 9pm	Exhibitor Reception in Exhibit Hall

## Wednesday, June 28

8:00 am	Set-up: parking lot demos
9:00 am–noon	Demonstrations
6 pm / 7 pm	Reception / Annual Banquet



**JOIN US IN  
PONTE VEDRA  
BEACH,  
FLORIDA**



For more information:  
(540) 752-4533  
[admin@iabti.org](mailto:admin@iabti.org)

## IABTI Membership

Due to the nature and content, all attendees must be members of IABTI. Non-members shall apply at [www.iabti.org/join](http://www.iabti.org/join) and must be vetted and approved before access will be allowed.

Your IABTI photo ID will be used as your on-site ID and is required. If you do not have an IABTI ID, please email your photo to [IDCards@iabti.org](mailto:IDCards@iabti.org).

<https://ist.iabti.org/>

## Location, Lodging, & Travel



1000 PGA Tour Boulevard  
Ponte Vedra Beach, Florida 32082 USA  
1-904-285-7777

The IABTI group rate is \$139/night + taxes and \$19.00 Daily Resort Fee. Reservations can be made by calling 1-800-457-4653 (group code: IABTI) or via the link on our website. This room rate will only be honored for rooms booked prior to June 2nd (or unless the room block fills prior to that). If you encounter problems booking your room, please call us, we can typically assist. IABTI (540) 752-4533.

## Jacksonville International Airport (JAX)



JAX is approximately 40 minutes away from the Sawgrass Marriott. JAX is served by many of the major airlines.

Orlando is the next closest major airport, but is more than 150 miles away.

## Transportation

Unfortunately, there is no hotel shuttle. Please make individual arrangements to arrive at the Sawgrass Marriott utilizing a rental car, taxi, or ride-share.







# CONNECT, MEET, SHOWCASE *and* DEMO



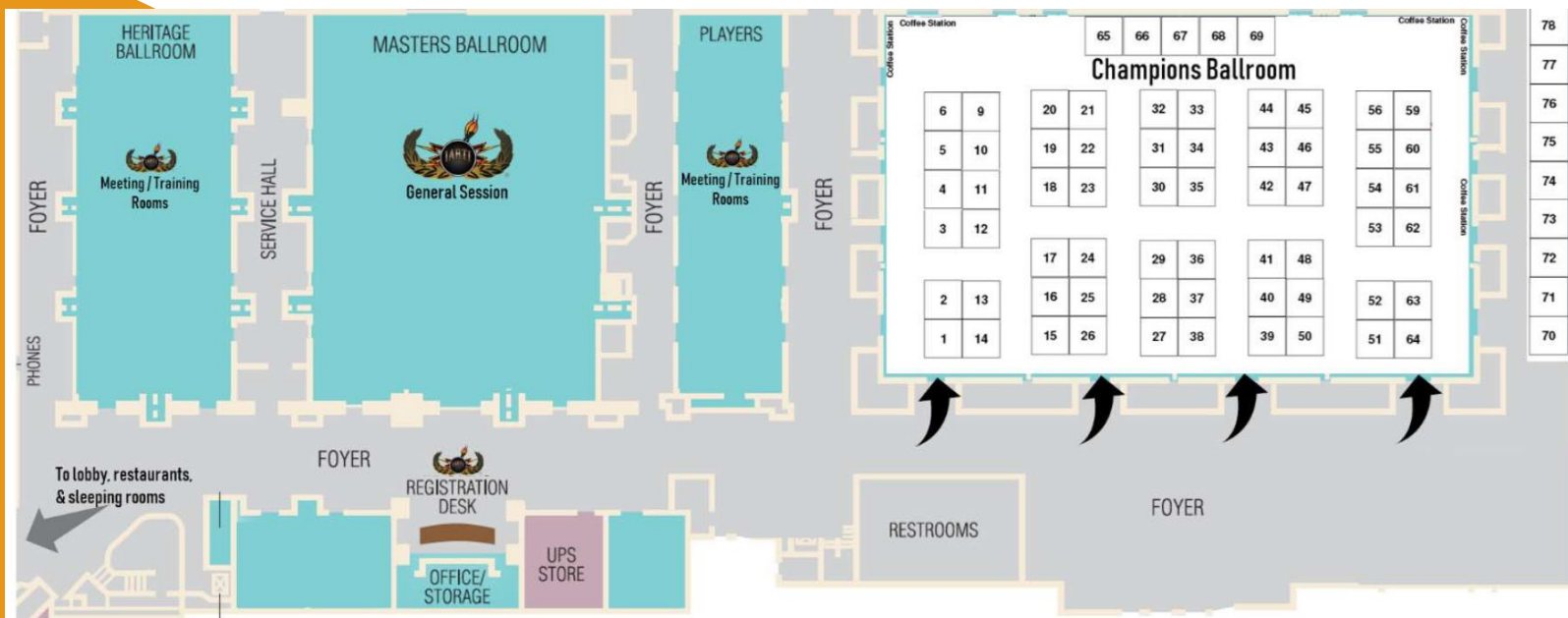
## YES!!! Outdoor Demos!

This year IABTI will also be hosting live, outdoor day demonstrations! Bring your tools and equipment and showcase their capabilities! You can indicate participation in the outdoor demos during registration or David Bebout will be on-site also accepting registrations during check-in on Monday.



## Exhibit Hall vs. Delegate

Paid Exhibitor training and booth fee does not include access to training or workshops that take place outside of the exhibit hall. However, it does make you eligible for a 50% savings on the cost of access to training. Should your organization wish to participate in or attend the Training or Workshops, you are eligible to purchase two Delegate training passes per booth at the reduced, additional cost of \$300 each.



# SPONSORSHIP OPPORTUNITIES:



**ALL sponsorship levels include priority booth selection**



## \$12,000 Diamond

- Custom email to all IABTI members
- Custom mobile app message to event registrants
- Two 10'x10' booths
- Custom mobile app message to all registrants
- Your Logo & weblink on premarketing material
- Logo on map & rotating banner in mobile app
- Includes **exhibitor** attendance at all Regional In-Service Training events\*



## \$10,000 Platinum

- Custom mobile app message to event registrants
- Two 10'x10' booths
- Rotating banner in mobile app
- Your Logo & weblink on premarketing materials
- Your logo on map in mobile app



## \$6,000 Gold

- Custom mobile app message to event registrants
- One 10'x10' booth
- Rotating banner in mobile app
- Your Logo & weblink on premarketing materials
- Your logo on map in mobile app
- Includes **exhibitor** attendance at two IABTI Regional In-Service Training events\*



## \$3,000 Bronze

- Custom mobile app message to event registrants
- Rotating banner in mobile app
- Your Logo & weblink on premarketing materials
- Your logo on map in mobile app



## \$1,000 Ruby

- Your Logo & weblink on premarketing materials
- Your logo on map in mobile app

\*excludes the Bomb Squad Commander's Conference



The IABTI offers a variety of sponsorship options for any size company or budget; designed to customize your presence and increase brand awareness. These give you the opportunity to capitalize your exposure or booth presence.

# Additional Marketing Opportunities

## Rotating Single Banner Ad within mobile app

Your ad or logo link to your exhibitor listing.  
Banners appear at the top of both icon screens

**\$1,000**

## Rotating Shared Banner Ad within mobile app

two companies listed side by side

**\$400**

## Customized Listing

Customize your organization's listing within the app. You can add your logo, insert a company description, and include contact information.

**\$300**

Company Logo on digital booth map (instead of booth number)

**\$200**



## Mobile App

**Sponsorship | \$4,000**

(Exclusive Sponsorship)

**Custom Full Screen Splash page (Sponsor provided ad that shows EVERY time an attendee opens the app)**

- Logo included on pre-event emails and onsite
- Two banner ads in the mobile app
- Your logo on map listing in mobile app
- Listing under Sponsors
- Listing under Exhibitors

## Why Attendees Find the Mobile App Useful

An exciting feature of the IABTI's In-Service Training events is the mobile app. This technology allows ALL IABTI MEMBERS a unique way to access, see, and engage.

The mobile app has been a huge success and integral part of the events in recent years. Don't miss this opportunity to get your message in front of this audience before and during 2023 International In-Service.

- Key alerts and announcements (push notifications)
- Event maps (city, hotel, and exhibit hall)
- Session information and presentations
- Sponsor and exhibitor information
- With pinpoint direction to booth location on exhibit hall map)
- Speaker bios and photos
- Ability to create your own schedule

### Previous Mobile App Stats:

- 624 users
- 97 average engagements per user
- 43K minutes open
- 6,851 total banner impressions



# IABTI EXHIBITOR RULES AND REGULATIONS

1. **ASSIGNMENT OF EXHIBIT SPACE** Exhibit space will be assigned on a first payment received basis using the date and time of receipt of completed online Exhibitor Registration form. Consideration will first be given to Sponsors. The IABTI will attempt to accommodate booth location preferences. It is advisable that exhibitors inform management of any company or exhibit from which they wish to be separated or near, but placement is not guaranteed. **No exhibitor may assign or share any part of his space with any other company without prior approval of the Event Manager.** The Event Manager reserves the right to reassign space in case of changes in the number or positioning of booths, or to fill spaces. All exhibit space assignments will be made by Show Management.

2. **CANCELLATION AND REFUNDS** Cancellations must be submitted in writing. No refunds for cancellations received after May 31, 2023. 50% of booth fee will be assessed for cancellations made before May 31, 2023.

3. **BOOTH RENTAL** Booths are 10 ft. x 10 ft. Back wall drape is 8 ft. tall by 10 ft. wide. Included in each booth is one six-foot skirted table, two chairs and a wastebasket and one electric drop. The exhibit hall is carpeted. Multiple booths are the single booth rate times the equivalent number of booths.

4. **EXHIBITOR MEMBERSHIP REQUIREMENTS and BADGING** All booth personnel, sales reps and exhibit staff MUST be members of IABTI; there will be NO EXCEPTIONS, so please plan accordingly (online applications are available at [www.iabti.org/join](http://www.iabti.org/join)). Registration badges will be distributed to individuals and not as a group. Admission will be by badge only and is not transferable. Lending badges or bringing in unauthorized persons will not be permitted.

5. **EXHIBIT COMPANY DESIGNATION** This agreement is between the International Association of Bomb Technicians and Investigators and the Exhibitor. It is not transferable. Exhibitor agrees that Exhibitor's company name will be the only company name to be used in connection with their exhibit space(s).

6. **SET UP** On-site exhibitors' registration and set-up begins 8:00 a.m. Monday, June 26, 2023 and all exhibits must be in place by 12:30 p.m. Monday, June 26, 2023. Show Management reserves the right to reassign space if Exhibitor fails to have booth in place by 12:30 p.m.

7. **TEAR DOWN** Tear down begins Tuesday, June 27, 2023 at 9:00 p.m. Booths should not be dismantled or removed before then. Exhibitors must dismantle, pack up and remove all booth materials from the Exhibit Hall no later than 10:00 am Wednesday, June 28, 2023.

8. **EARLY REMOVAL OF EXHIBITS** All exhibits must remain intact until the end of the show. No exhibit shall be packed, removed, or dismantled prior to the closing of the Exhibition. If an exhibiting company acts in breach of this provision, the company agrees to pay a \$300 USD penalty fee for disrupting the show and creating a distraction to the show's appearance, in addition to normal exhibit charges, and loss of the Exhibitor's priority status for booth preference at future shows.

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6 pm / 7 pm	Reception / Annual Banquet

9. **SPECIAL EXHIBITS** If you have a special size exhibit or special equipment or vehicle that will not fit within the dimensions of your booth space or inside the Exhibit Hall, contact the IABTI office directly to arrange details.

10. **EXHIBITION SERVICES** An Exhibitor Service Kit which will include shipping information, electrical requirements, furniture rental, labor regulations and other information will be emailed to all registered exhibitors at least thirty days prior to the event and should be included with your booth confirmation. If you do not receive a copy by then, please call the IABTI office (540) 752-4533.

11. **MANAGEMENT RIGHTS & OBLIGATIONS** The IABTI agrees to provide a clean, comfortable hall in addition to contracting with a decorating & drayage company with the ability to handle any reasonable requirements. Individual booth cleaning may be arranged directly with the decorator company.

Accordingly, the Exhibit Manager may control the aisles and lines of sight in the exhibit area and limit booth heights, space sizes, placement of signs and logos, distribution of literature/ materials and use of music and sound. The Exhibit Manager may also add other rules and publish them later to become part of this agreement; or may cancel this Agreement if these rules are not followed.

12. **EXHIBITOR RIGHTS & OBLIGATIONS** Exhibitor agrees to conduct themselves in an orderly manner, to abide by all laws and regulations of the exhibit site, to be considerate of other exhibitors, comply with show rules established by IABTI and the Exhibit Manager. Exhibitors agree to maintain their display and staff their booth during all exhibit hours.

13. **ANTITRUST COMPLIANCE** Exhibitor agrees to comply with the antitrust laws.

14. **CODE OF ETHICS** Exhibitor agrees to uphold and advance the integrity, honor and dignity of the explosives community by: using their knowledge and skill for the enhancement of humankind; serving their peers, their employers and their clients with integrity, honesty, and fidelity; striving to increase the standard of excellence and prestige of the explosives industry; and supporting the profession and technical societies of their

# IABTI EXHIBITOR RULES AND REGULATIONS

disciplines.

15. **SECURITY** Security is the exhibitor's responsibility. IABTI is not and cannot be responsible to exhibitors for lost, stolen or damaged merchandise or displays. Please keep your merchandise secured.

16. **SUGGESTIONS/COMPLAINTS** Exhibitors who have questions, suggestions, concerns, or problems should first contact the Exhibit Manager to resolve disputes. In addition, feedback, comments, and suggestions are invited and are reviewed by IABTI's Exhibitor Committee.

17. **SAFETY** Exhibitors specifically agree to follow all provisions of the local fire code and applicable federal, state and local regulations including those established by the Bureau of Alcohol, Tobacco and Firearms. The exhibit hall is a non-smoking area.

18. **NOISE, MUSIC, AND SOUND** Noise must be kept to a minimum. The Exhibit Manager will determine at what point video, sound, or other similar equipment including compressors and machinery constitutes an interference with others and must be discontinued or curtailed.

19. **COPYRIGHTED MATERIAL** U.S. copyright laws require a license for performance of copyrighted recordings. It is the responsibility of the Exhibitor to obtain any licenses before using music or recordings. By signing this agreement, the Exhibitor hereby agrees to indemnify IABTI against any and all claims based on copyright infringement or the failure to obtain a license or pay royalties for music, published material, and other recordings.

20. **USE OF EXHIBIT SPACE** Exhibitors may not exhibit or distribute literature outside of their assigned booth or meeting space. Any activity that results in excessive obstruction of aisles or prevents ready access to a nearby exhibitor's stand or obstructs the line of sight shall be discontinued.

21. **SOLICITATION BY NON-EXHIBITORS** Non-exhibitors or representatives of non-exhibiting companies may not canvass or solicit business or distribute literature in another company's exhibit booth, any part of the exhibit hall, or training meeting areas within the hotel without written permission from Exhibit Management.

22. **DIRECT SALES** Exhibitor is responsible for complying with all federal, state, and local laws relating to the sale of exhibitor's products including, but not limited to, collecting and paying all applicable permit fees, sales taxes and penalties.

23. **ANNOUNCEMENTS/PA SYSTEM** Use of the PA system is limited to Management. Exhibitors or attendees cannot be paged except in cases of emergency.

24. **CHILDREN** Children under 18 years of age are not permitted on-site during the installation and dismantling periods. During Exhibit hours, children under 13 years of age will

be allowed in the Hall only under the supervision of an adult who is registered to attend.

25. **HOSPITALITY EVENTS, MEETING SPACE & OUTSIDE EXHIBITS** Exhibitor agrees that it will not conduct any hospitality events, meeting functions, or display exhibits (including equipment and vehicles in the Hotel parking areas), outside of their official exhibit space, on or off the Training site, during Show hours or in conflict with the Training program or an IABTI event, without the prior approval of the Show Management. Exhibitors may conduct hospitality events on Sunday or Thursday evening which have specifically been reserved for such activity. Signs and reader board hotel announcements may not be used except for hospitality events held on Sunday or Thursday, without the prior IABTI approval.

26. **HOLD HARMLESS CLAUSE** The exhibitor assumes all responsibility for any and all loss, theft, and/or damage to exhibitor's displays, equipment and other property and hereby waives any claim or demand it may have against the IABTI. In addition, the exhibitor agrees to defend (if requested), indemnify and hold harmless the IABTI against any liabilities, obligations, claims, and damages, suits, costs and expenses, including, without limitation, attorneys' fees and costs, arising from or in connection with the exhibitor's occupancy and use of the exhibition premises or any part thereof or any negligent act, error or omission of the exhibitor or its employees, subcontractors or agents.

27. **ACT OF GOD (FORCE MAJEURE)** The IABTI will retain 25% of amounts received for exhibit space rental for administrative costs in the event of cancellation of the exhibit by the IABTI due to acts of God, fire, acts of war or threats of terrorism, disaster, civil disorder, strikes, threats of strikes or other circumstances not in its control. No refunds will be made if such force majeure act should occur and impact the exhibit.

28. **INSURANCE** Exhibitor acknowledges that the IABTI, does not maintain insurance covering each Exhibitor's property and that it is the sole responsibility of each Exhibitor to obtain business interruption and property damage insurance covering such losses by Exhibitor.

29. **NO-SHOW POLICY** Last minute cancellations should be communicated in writing to the IABTI in the headquarters hotel prior to the exhibit opening. Space that is not paid for, or paid for but not occupied, as of the set-up deadline will be resold, or otherwise used, as if the space had been canceled. Exhibitors who fail to show without canceling will not be included in the advance broadcast email booth selection process for the next training event and may jeopardize future participation.

30. **PHOTOGRAPHY/VIDEO** Taking photos or video inside the exhibit hall is strictly forbidden without prior consent of IABTI or Exhibitor. Exhibitor acknowledges that violation of this clause is cause for immediate termination of membership rights and future advertising and exhibit rights with IABTI and may also result in immediate removal from the exhibit hall. IABTI reserves the right to use photographs taken by IABTI during this event for promotional purposes.



# IABTI EXHIBITOR RULES AND REGULATIONS

## 31. PENALTIES FOR VIOLATION OF EXHIBITORS AGREEMENT

Exhibit Management reserves the right to penalize an exhibitor for an uncorrected violation of the Exhibitor Agreement. Violations during the installation period, exhibit hours, or for early tear down will result in one or more of the following: draping off, covering, or removal of the item in violation or the entire exhibit at the exhibitor's expense for a period specified by Exhibit Management; \$300 penalty fee for disrupting the show and/or creating a distraction to the show's appearance; loss of booth preference or opportunity to exhibit at future IABTI events.

## 32. USE OF IABTI LOGOS

Exhibitor acknowledges that the event name and event logos are registered trademarks owned by the IABTI. Event Management must approve in writing any use or reproduction of trademarks, logos, and trade names by emailing your request to IABTI: [admin@iabti.org](mailto:admin@iabti.org). Trademarks or names cannot be altered.

33. THIS AGREEMENT Any and all matters or questions not specifically covered by the preceding rules and regulations shall be subject solely to the decision of Exhibit Management. These rules and regulations may be amended by Exhibit Management and all amendments so made shall be binding on Exhibitors equally with the foregoing rules and regulations. This Agreement, Acceptance and Exhibitor Registration Form is to be interpreted according to the laws of the United States of America and constitute the complete Agreement between the Exhibitor and the IABTI. Any changes must be made in writing.

### **For questions, please contact:**

IABTI's International Business Office (540) 752-4533

Mary Gill - [admin@iabti.org](mailto:admin@iabti.org)

Karen Alexander - [karen@iabti.org](mailto:karen@iabti.org)



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