

EXHIBITOR TRADE SHOW INFORMATION

LETTER OF INVITATION

The South Carolina Ground Water Association's 17th Annual Winter Meeting & Trade Show will be held Friday, February 3, 2012 at the Columbia Conference Center in Columbia, South Carolina. As in the past, this event includes educational and networking opportunities as well as our annual auction. We are mailing brochures to well over 1000 licensed drillers and look forward to another successful year of connecting drillers with the latest services and tools of the trade.

Can we count on your full support as we continue our efforts on behalf of the well drilling industry of South Carolina? As South Carolinians face more and more mandatory connection requirements and drillers face more and more regulation, the water well industry looks to SCGWA to protect and preserve its fate. We need your support now more than ever if we are to remain a strong advocate for South Carolina's ground water industry. We encourage you to show your support in the following ways:

- Reserve a booth space for the South Carolina Ground Water Association's 2012 Trade Show;
- Provide a workshop speaker for the program;
- Donate items to the Scholarship and Defense Fund auction;
- Become a Conference & Trade Show sponsor; and
- If you are not already a member, join SCGWA. Not only will you save money on your conference fees, you will be contributing to the future of the well water industry and the success of your own company.

The enclosed materials provide all the details needed to make your commitment to SCGWA and the water well industry of South Carolina. If you are unable to attend the Trade Show, we encourage you to consider being a Beverage Sponsor or donating items for the auction, and we will be happy to distribute printed materials in your absence. Please contact the SCGWA office to make these arrangements.

TRADE SHOW LOCATION

Columbia Conference Center

169 Laurelhurst Drive, Columbia, SC 29210

Located off of I-26 between Piney Grove Road and St. Andrews Road

- **From I-26-E** - take exit 104 and turn RIGHT onto Piney Grove Road Turn RIGHT at the first light onto Fernandina Road (at the San Jose Restaurant). Continue on Fernandina for 9/10 miles and take a LEFT at the Westpark Entrance "A" onto Laurelhurst Avenue, directly beside the Hampton-Pontiac-Buick car dealership. Columbia Conference Center is the first building on the RIGHT behind the dealership.

- **From I-26 W** - take exit 104 and turn LEFT onto Piney Grove Road crossing over I-26. Turn RIGHT at the second light onto Fernandina Road (at the San Jose Restaurant). Continue on Fernandina for 9/10 miles and take a LEFT at the Westpark Entrance "A" onto Laurelhurst Avenue, directly beside the Hampton-Pontiac-Buick car dealership. Columbia Conference Center is the first building on the RIGHT behind the dealership.

HOTEL INFORMATION

The following are a few of the hotels located in the vicinity of the conference center.

Hilton Garden Inn, 434 Columbiana Drive/Columbia, 803.407.6640, www.columbiaharbison.stayhgi.com

Comfort Suites, 750 Saturn Parkway/Columbia, 803-407-4444, www.choicehotels.com

Fairfield Inn, 320 Columbiana Drive/Columbia, 803-732-4436, www.marriott.com/caefn

Holiday Inn Express, 211 Lanneau Court/Columbia, 803-732-2229, www.hiexpress.com/columbiasc

CONFERENCE SCHEDULE

Friday, February 3, 2012

8:30a - 10:00a	Workshop for drillers
8:30a - 11:00a	Trade Show setup
10:15a - 11:00a	SCGWA General Meeting
11:00a - 3:00p	Trade Show open
11:00a - 12:30p	Exhibits
12:30p - 1:00p	Lunch Buffet/Exhibits
1:00p - 2:30p	Auction
2:30p - 3:00p	Exhibits
3:00p - 4:30p	Exhibit dismantle
3:00p - 4:30p	Workshop for drillers

PARTICIPATION OPTIONS

EXHIBIT SPACE/COST

This is a tabletop show. Each space is a minimum of 12' wide and 8' deep and comes with a skirted table and two chairs. Each booth space includes registration for one representative. Additional representatives may register at the fees indicated below. Registration for each representative includes lunch. Exhibitors are responsible for their own signage. Companies interested in joining SCGWA to receive the discounted member rate should contact the SCGWA office or visit the website at www.scgwa.org for a Membership Application.

Trade Show Exhibit Rates

First Booth	\$260
Additional Booth	\$110
Additional Representative	\$50

Discounted SCGWA Member Rates

Platinum Member	FREE
Regular Member	
First Booth	\$210
Additional Booth	\$80
Additional Representative	\$30

Early Bird Discount: Subtract \$50 for registrations submitted by January 20, 2012.

PAYMENT/REFUND POLICIES

All fees must be paid by January 27, 2012. Payment can be made by check, money order, or cash. Checks and money orders can be mailed with completed application to: SCGWA, PO Box 2054, Lexington, SC 29071. To qualify for the early bird discount, forms can be faxed ahead of time to 803/356-6826. Registration fees, minus a \$50 service charge, will be refunded if cancellation is received in writing prior to January 27, 2012. No refunds will be given after January 27, 2012.

SHIPPING OF MATERIALS

The conference center provides limited storage. Special arrangements must be made for any materials that need to be shipped to the conference center. Contact the SCGWA office for more information. Additional charges may apply.

SET UP/SHOW TIMES

Set-up begins at 8:30am. All exhibits must be "open for business" by 11:00am. The show remains open until 3:00pm. The Scholarship & Defense Fund Auction will be held in the Trade Show area and a buffet lunch served. Booths should remain set until 3:00pm, and all materials removed from the exhibit area by 4:30pm.

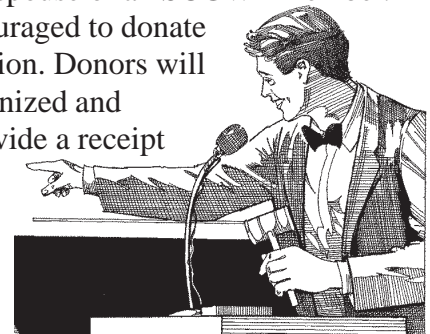
SPONSORSHIP OPPORTUNITIES

The following sponsorship opportunities are an excellent way to promote your company.

- **Beverage Sponsor:** A coffee and beverage station will be available in the workshop and trade show areas. Beverage sponsors will be acknowledged in the program and with signage at the meeting. The cost to be a beverage sponsor is \$125.
- **Door Prize Sponsor:** We will hold door prize drawings during the Trade Show. If you donate a door prize, you will receive a box to be placed at your booth to collect door prize tickets. Registrants for the conference will receive color coded tickets and must visit your booth to place a ticket in your box. **Door prizes must be coordinated with SCGWA prior to the show.**
- **Workshop Sponsor:** Offering to provide a speaker for a workshop is an excellent way to spotlight the types of products and services provided by your company. Workshops must be educational and nonpromotional.

SCHOLARSHIP & DEFENSE FUND AUCTION

We will be hosting our 11th annual auction during the Trade Show to raise money for the Defense Fund, money that is used to fight threats like mandatory connections, drilling restrictions, and cumbersome regulations. Proceeds from the auction are also used to fund an annual scholarship which is offered to SCGWA members or the children, grandchildren or spouse of an SCGWA member. Vendors are encouraged to donate items for the auction. Donors will be properly recognized and SCGWA will provide a receipt for tax purposes upon request.



All questions should be directed to SCGWA at 803/356-6809 or scgwa@sc.rr.com.

Exhibitor/Sponsor Registration Form

Please provide the following information, as you would like it listed in the program. Please print legibly or type.

Company _____
Address _____
City, State, Zip _____
Phone _____ Fax _____
Website: _____ SCGWA Member Yes No

Indicate level of participation below.

- Exhibit @ \$260** (\$210 for SCGWA Member, FREE for SCGWA Platinum Member)
Deduct \$50 from exhibit fee if registration is faxed or postmarked by January 20, 2012.

Each booth fee includes registration for one representative. Additional representatives can register at an additional fee as indicated. Representatives of non-exhibiting companies should contact the SCGWA office for a Conference Registration Form. A booth may only be occupied by "registered" representatives of the contracting company and may only display products/services offered by the contracting company. Representatives of other products/services or companies are not permitted in the booth without being registered through SCGWA. Violators will be asked to leave.

List Company Representatives -1 free; \$50 for each additional (\$30 for SCGWA Regular Member, FREE for SCGWA Platinum Member)

Name of Representmtatives	Fax or Email for Representatives
_____	_____
_____	_____
_____	_____

Number of exhibit space(s) required _____ - Additional space @ \$110 (\$80 SCGWA Regular Member; FREE SCGWA Platinum Member)

Will you require electricity? Yes No

Special needs/requests: _____

- Beverage Sponsor @ \$125**
- Door Prize Donation** - Door prizes should be brought to the show and displayed at your booth. SCGWA staff will provide a box for you to collect door prize tickets at your booth.
- Auction Donation** - Auction items will be collected in the auction staging area of the trade show floor. Items should be clearly marked with your company name and estimated value. Items should be registered with the SCGWA volunteer onsite to insure that proper credit is given for the donation during the auction.
- Workshop Speaker** - Contact Janet Jordan at scgwa@sc.rr.com or 803/356-6809 to discuss potential speakers and topics.

Name of person submitting application: _____

Phone (if different from above): _____ Fax (if different from above): _____

Email: _____ Signature: _____