CALL RON BATES, PWX EXHIBIT SALES

e-mail: PWXsales@ntpshow.com  |  direct: 703-706-8230
toll-free: 800-687-7469, ext. 230  |  fax: 703-706-8234
RESERVE YOUR SPACE NOW!

PWX is the perfect location to meet with our target municipal audience. Every single attendee I spoke to on the exhibit floor was someone I wanted to talk to!

Jenna Hale, Marketing Coordinator, North American Society for Trenchless Technology (NASTT)

SECURE YOUR POSITION IN THE NEW PUBLIC WORKS EXPO!

2016 marked a noteworthy point in the history of the APWA annual conference. Significant accomplishments included new education formats, more interactive learning experiences, fresh innovations and technologies, and additional networking opportunities contributed to make this a historic year. PWX aims to continue to be a fantastic learning experience for all generations and all levels of public works professionals.

2015 BEST BOOTH AWARD WINNERS

- **The Plug Hug**
  - Best New Product
- **Bergkamp**
  - Best Large Booth
- **DesignPole**
  - Best Medium Booth
- **SMITH Manufacturing**
  - Best Single Booth & Best in Show

DISCOUNTED EARLY BIRD

BOOTH PRICING ENDS FRIDAY, OCTOBER 7

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We attended the 2015 APWA Congress to introduce our new product. The member attendees voted us the ‘Best New Product Award 2015’. We are humbled by this recognition and proud to be part of the APWA.

Douglas Marshall, Director, Business Development,
The Plug Hug, Best New Product Winner 2015

NEW Pavilions in 2017
Secure your spot in these new exclusive areas of the PWX exhibit floor and reach your target customers more directly. Space is reserved on a first-come, first-served basis so don’t wait — reserve now!

- Geographic Information Systems Pavilion
- Asset & Inventory Management Pavilion
- Eco-Solutions Pavilion

EXHIBITOR BENEFITS
As part of your exhibitor package, all PWX exhibitors receive:

- Access — direct engagement with key target audiences all in one place
- Badges — minimum 4 Full-Conference and unlimited Expo-Only registrations depending on booth size
- Company Listing — pre-show exposure in the APWA Reporter magazine before PWX 2017
- Online Listing — company description, logo and URL on the PWX exhibitor website
- Mobile App Listing — company description, logo and URL in the PWX mobile app
- Video Contest — 45 seconds of creative content aimed at convincing attendees why they should visit your booth; all submissions will be posted and promoted for voting; winning video will be featured on the event site, and promoted across APWA social networks
- And much more!

PWX 2017 EXHIBIT HALL HOURS
Sunday, August 27  Noon – 4:00 p.m.
Monday, August 28  9:00 a.m. – 3:00 p.m.
Tuesday, August 29  10:00 a.m. – 2:00 p.m.

EXHIBIT SPACE FEES
AFTER OCTOBER 7:  $27.50 per sq. ft.
                    $25.50 for each additional sq. ft.

WHO SHOULD EXHIBIT?
If your organization is focused on the economic development of public works across important industry sectors, you should reserve your booth now!

- Emergency Management
- Engineering/Construction
- Facilities
- Fleet Services
- Operations
- Parks and Grounds
- Public Works
- Snow/Ice Control
- Solid Waste
- Stormwater/Flood Control
- Streets/Roads/Bridges
- Sustainability
- Traffic/Transportation
- Utilities and Right-of-Way
- Water/Wastewater
ATTENDEE PROFILE

PWX attracts nearly 6,000 professionals across vital market sectors. They understand the importance of new business opportunities and industry partnerships — and will not miss out on the next Public Works Expo!

PWX attendees make strategic market and product development decisions, driving the roadmap for innovation at their organizations. They are looking to do business with companies that can help implement public works technologies as a means to increasing their competitive advantage.

BUSINESS SECTOR

<table>
<thead>
<tr>
<th>Sector</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>CONSTRUCTION</td>
<td>61%</td>
</tr>
<tr>
<td>EMERGENCY MANAGEMENT</td>
<td>38%</td>
</tr>
<tr>
<td>ENGINEERING/TECHNOLOGY</td>
<td>53%</td>
</tr>
<tr>
<td>ENVIRONMENT/SUSTAINABILITY</td>
<td>46%</td>
</tr>
<tr>
<td>FACILITIES/GROUNDS</td>
<td>36%</td>
</tr>
<tr>
<td>FLEET SERVICES</td>
<td>33%</td>
</tr>
<tr>
<td>LEADERSHIP/MANAGEMENT</td>
<td>61%</td>
</tr>
<tr>
<td>SOLID WASTE</td>
<td>28%</td>
</tr>
<tr>
<td>TRANSPORTATION</td>
<td>52%</td>
</tr>
<tr>
<td>UPROW</td>
<td>48%</td>
</tr>
<tr>
<td>WATER/SEWERS</td>
<td>44%</td>
</tr>
<tr>
<td>WINTER MAINTENANCE</td>
<td>33%</td>
</tr>
</tbody>
</table>

BUSINESS CLASSIFICATION

<table>
<thead>
<tr>
<th>Classification</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>PUBLIC AGENCY</td>
<td>74%</td>
</tr>
<tr>
<td>PRIVATE INDUSTRY</td>
<td>21%</td>
</tr>
<tr>
<td>OTHER</td>
<td>5%</td>
</tr>
</tbody>
</table>

PRIMARY JOB FUNCTION

<table>
<thead>
<tr>
<th>Job Function</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>CITY ENGINEER</td>
<td>23%</td>
</tr>
<tr>
<td>PROJECT MANAGER</td>
<td>14%</td>
</tr>
<tr>
<td>SENIOR LEVEL MANAGER</td>
<td>10%</td>
</tr>
<tr>
<td>MID-LEVEL MANAGER</td>
<td>6%</td>
</tr>
<tr>
<td>FOREMAN</td>
<td>9%</td>
</tr>
<tr>
<td>SUPERVISOR</td>
<td>8%</td>
</tr>
<tr>
<td>OTHER</td>
<td>30%</td>
</tr>
</tbody>
</table>

PURCHASING POWER

- Over 70% of attendees are involved in purchasing decisions
- 42% of attendees have budgets over $500K
A new generation of customers is entering the public works industry, and APWA is responding. Now more than ever, a single event must better unite these innovative professionals with knowledgeable experts all in one place.

TOP REASONS TO ATTEND PWX

90% OF ATTENDEES SURVEYED
Agree that the PWX Exhibit Floor had a good variety of relevant equipment, products and services

SOURCE: 2015 APWA Attendee Survey Data

To meet with other public works professionals

54% OF ATTENDEES SURVEYED
To learn about the latest technical information

SOURCE: 2015 APWA Registrant & Attendee Survey Data

52% OF ATTENDEES SURVEYED

NOT JUST ANOTHER PUBLIC WORKS EVENT

A new generation of customers is entering the public works industry, and APWA is responding. Now more than ever, a single event must better unite these innovative professionals with knowledgeable experts all in one place.

New Product Showcase
Offers attendees the opportunity to see and touch your most current and innovative technology

Jam Sessions
Daily interactive, topic-related jam sessions offering complimentary refreshments and drinks

Sustainable Exhibitor Listing
Participating exhibitors that promote environmentally conscious business practices receive value-added exposure benefits and an optional placement in the exclusive Eco-Solutions Pavilion on the PWX Exhibit Floor

Technology Solutions Theater
Opportunity to present educational information focused on technology applicable to public works in an exclusive area directly on the PWX Exhibit Floor

APWA Connect Live
APWA’s revamped presence on the PWX Exhibit Floor provides attendees with an environment to meet public works experts, network with peers and stay up-to-date with the latest happenings in public works

Exhibitor Solutions Theater
Showcases how participating organizations provide a solution or service which addresses the needs of the public works industry — attendees can even earn CEUs at these session

PWX Event App
An expanded APWA mobile app that maximizes exhibitor exposure and booth traffic with new features to enhance the overall attendee experience

Best Booth Awards
All exhibitors are automatically entered for consideration in three categories — Single, Medium, and Large Booth. Participation is free and the rewards are plentiful every year
JOIN THE GROWING LIST OF BUSINESS INNOVATORS ALREADY ALIGNED WITH PWX!

ARRB Group Inc
Artistic Holiday Designs
Asphalt Maintenance Solutions LLC
Asphalt Pavement Alliance
AssetWorks LLC
Autocor Industries, LLC
Avanti International
Avery Dennison
AW Direct
Bandit Industries, Inc.
Barr Engineering Co.
Beehive Industries
Beka Max of America Inc
Bentley Systems, Incorporated
Bergkamp Inc.
Bergmann Associates
Bertelsen International, Inc
Best Management Products, Inc
Bigfoot Construction Equipment
BioBased Spray Systems
Biodiesel - America's Advanced Biofuel
BioSpan Technologies, Inc.
Blackburn Mfg.
Blackhawk Technology Company
BlueScope Construction
Government Services
Bobcat Company
Bolton & Menk, Inc.
Bomag Americas, Inc.
BreakThrough Technologies, LLC
Brisbane Building Systems
BSM Technologies(Webtech Wireless, a division of BSM Technologies)
Buyers Products Company
Buzzi Unicem USA
CalAmp
Calhoun Super Structure
Canicom USA
Carbrotol Corporation
Cartograph Systems Inc.
CASE Construction Equipment
Certified Power, Inc.
CFA Software, Inc.
Chemical Containers, Inc.
Chettu Inc.
Cimline Pavement Maintenance Group
CIPPlanner Corporation
CitySourced
CityWorks
ClearSpan Fabric Structures
COLAS Solutions, Inc.
Collective Data
Conectec / BIC
Construction Equipment 4 Less
Construction Equipment 4 Less
Contech Engineered Solutions
CountingCars.com
Crafco
Cretex Specialty Products
Custom Linings, Inc.
Cutler Repaving, Inc.

Cyclone Technology
D&I Instruments
Data Integration, Inc.
Data Transfer Solutions LLC
Deighton Associates Limited
Design-Build Institute of America
DesignPole
DevEze Mfg
Diamond Mowers
DICA Outrigger Pads
Dickey-John
DoeTech Environmental Services
DOGIPOT
Dome Corporation of North America
Door Engineering & Manufacturing
Dredge Boats LLC
DuBois Chemicals
Duke’s Root Control, Inc.
Dulevo International
E.J. Ward, Inc.
Ecube Labs Co., Ltd.
EJ
Elgin Sweeper Co/Vactor Manufacturing
EnDiSys
eNoto Corp
Engineering America
Ennis-Flint
EnviroTech Services, Inc
ENZ USA Inc.
e-ride Industries
Esi
Eull Manufacturing
Eureka Chemical Co.
Evolution Edges
Exeloo Corporation
EZ-Liner Industries
FacilityDude
Falcon Asphalt Repair Equipment
Farnsworth Group, Inc.
FASTER Asset Solutions
FastPatch Systems
Felling Trailers, Inc.
FER-PAL Infrastructure
FHWA Local and Tribal Technical Assistance Programs (LTAP/TTAP)
Filtrexx International
FINN Corporation
Flagshooter Inc.
Flexamat
Flink Co.
Flip Screen LLC
FORCE America Inc
Forresta Media
Forterra Building Products
Fuelmaster/Syn-Tech Systems, Inc
Fugro
GAF
Gallagher Asphalt Corporation
Gasboy
GemSeal Pavement Products

continued on next page
SPACE IS RESERVED ON A FIRST-COME, FIRST-SERVED BASIS.

CONTACT US NOW TO SECURE YOUR EXHIBIT!

PUBLIC WORKS EXPO
ORLANDO
AUGUST 27-30, 2017
ORANGE COUNTY CONVENTION CENTER

DON'T MISS YOUR CHANCE TO HAVE A PROMINENT PRESENCE AT THE WORLD’S BEST PUBLIC WORKS EVENT!

RESERVE YOUR EXHIBIT BOOTH PACKAGE TODAY!

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