

NIGP: The Institute for Public Procurement

EXHIBITOR PROSPECTUS

Products Exposition • August 4 – August 5 • Kansas City Convention Center • Kansas City, Missouri



KANSAS CITY, MO • AUGUST 1 - 5, 2015

- The premier event for government suppliers to showcase your products and services.
- The largest educational conference exclusively for public procurement.

NIGP.ORG/EXHIBIT



To exhibit at the
NIGP Forum Contact:

Bradley Eubank, J. Spargo & Associates, Inc.
703.631.6200 x 2562
bradley.eubank@jspargo.com

Why Exhibit at the NIGP Forum Products Exposition August 4 - August 5?

Attendees Say:

96% attend the Products Expo

90% are more likely to recommend or purchase products and services from exhibitors

84% find the Exhibit Hall adds value

Even more reasons to exhibit

1,000 + procurement agents from the US and Canada attend this once-a-year event

Attendees spend over **\$200 billion** collectively

200 + Exhibitors get immediate feedback from target customers

One of the **Top 50 fastest growing shows** for 2011 and 2012 by *Trade Show Executive Magazine*.

Trade Show Executive's **FASTEST 50**

Dedicated show hours (no educational sessions during exhibit hours).

About NIGP

NIGP: The Institute for Public Procurement

Since 1944, NIGP has been developing, supporting and promoting the public procurement profession through premier educational and research programs, professional support, technical services and advocacy initiatives that benefit members and constituents.

With over 15,000 professionals from more than 2,900 local, state, provincial and federal government contracting agencies across the United States, Canada and countries outside of North America, NIGP is international in its reach.

Why Exhibit at NIGP Products Exposition - August 4 - August 5, 2015?

The 70th NIGP Products Exposition is being held in Kansas City, Missouri from August 4 - August 5. It's a once-a-year opportunity for government suppliers to showcase products and services to more than 1,000 public procurement agents who collectively spend over \$200 billion across capital projects, support services and operating supplies for the community's health, education, protective and community services, transportation and administrative programs.

The NIGP Forum was listed on the top 50 fastest growing shows for 2011 and 2012 by *Trade Show Executive* magazine. It's a don't miss exclusive opportunity to make connections in the public procurement community.



@amycecelia

@OfficialNIGP #NIGP2014 Looking forward to the Products expo this afternoon! Connecting with vendors and looking at new products.

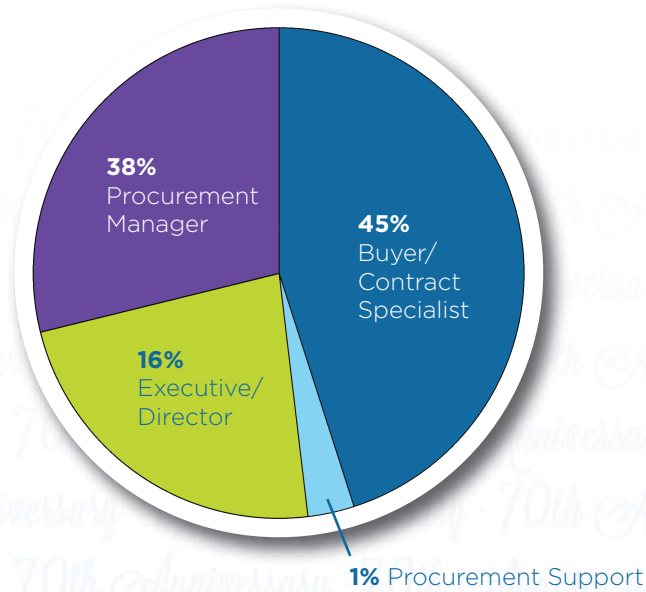
@joebuy

Thanks to all the vendors for a wonderful show.
#NIGPForum2014



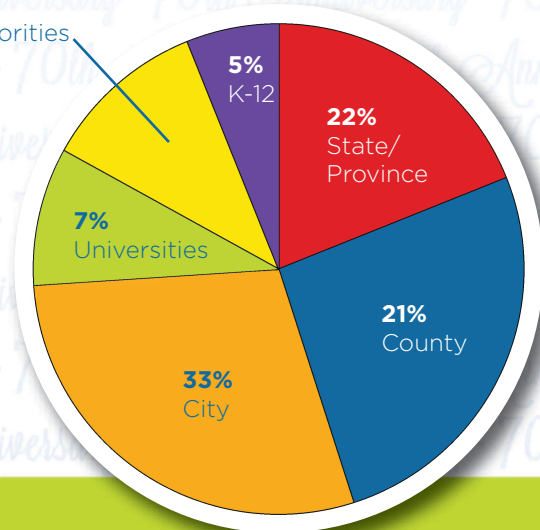
Attendee Profile

ATTENDEE TITLES



ATTENDEE TYPE

13% Authorities



Attendee Spending

Collectively, attendees spend over **\$200 billion** across capital projects, support services and operating supplies for their community's health, education, protective and community services, transportation and administrative programs.

CATEGORY	SPENT IN BILLIONS*	% OF TOTAL SPENT
EDUCATION: K12	\$39.7	18%
HEALTH	\$35.9	16%
AGRICULTURE & ENV.	\$28.9	13%
EDUCATION: UNIVERSITY	\$19.5	9%
TRANSPORTATION	\$16.1	7%
WELFARE	\$15.3	7%
PENSIONS	\$12.9	6%
GOVT OPS	\$12.0	5%
UTILITIES & WATER	\$9.9	5%
GENERAL SERVICES	\$8.1	4%
POLICE	\$6.4	3%
PRISONS	\$5.2	2%
LAW & COURTS	\$4.0	2%
RECREATION & SPORTING	\$2.9	1%
FIRE	\$2.8	1%
TOTAL	\$219.7	100%

*Estimate based on figures obtained from www.usgovernmentpending.com

Key Exhibitor Information

The NIGP Products Exposition provides government suppliers with the unique opportunity to generate business, increase visibility and make a lasting impression on the public procurement community.

Benefits of Exhibiting at the NIGP Forum Products Exposition

- Generate new business across government, K-12 and higher education
- Numerous networking opportunities to make new connections
- Enhanced listing in NIGP's Online Sourcebook starting when you purchase your booth
- Company listing on Expo Website, Show Program, and Mobile App
- Complimentary pre- and post-show registered attendee mailing list
- Dedicated show hours (*no educational sessions during exhibit hours*)

Registration includes:

- (1) Conference registration and (2) Exhibit Hall Only badges (per 10x10 space)
- Booth space with 8' high draped back wall, 36" high draped side rails, company ID sign -7"x44"
- Exhibitor participation points toward future NIGP Forums and priority in next year's booth selection
- 24 hour general exhibit hall perimeter security service



Affordable Space Rates

100 sq. ft.	\$25.00 per square foot (10' x 10' Booth - \$2,500)
200 - 300 sq. ft.	\$24.00 per square foot (10' x 20' Booth - \$4,800)
400 sq. ft. & over	\$23.00 per square foot (20' x 20' Booth - \$9,200)

Forum Program Guide Advertising Rates

Full Page (8.5 x 11 inches) (8.75 x 11.25 inches - with bleed) (8.25 x 10.75 inches - no bleed) Inside Front Cover (Not Available)	\$2,145
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Inside Back Cover \$2,445

Half Page (8.25 x 5.25 inches - no bleed) \$1,625

Quarter Page (4 x 5.25 inches - no bleed) \$1,095

Artwork Specifications:

Format: CMYK PDF format preferred

Resolution: Minimum = 300dpi

Exhibitor Categories In High Demand

- Architectural & Engineering Services
- Automotive/Fleet Services
- Bidding Software
- Building Materials
- Construction Equipment
- Communications
- Computer Hardware & Software
- Disaster Relief & Recovery
- Emergency Support
- Facilities Maintenance
- Finance Solutions
- Food Service
- Healthcare
- Laboratory Equipment
- Logistics & Warehousing
- Maintenance
- Office Furniture/Equipment
- Procurement Solutions
- Public Works Solutions
- Safety Security Solutions
- Recreation Facilities/Materials
- Training programs/services

Reserve your space today

NIGP Exhibit Space Application

View Floor Plan



Snapshot of Past Exhibitors

The following is a sampling of government suppliers who have made past events so successful:

- Acro Service Corporation
- Advance Auto Parts/CARQUEST
- Alamo Group (TX) Inc.
- Allsteel, Inc.
- American Traffic Solutions, Inc.
- Association of Educational Purchasing Agencies (AEPA)
- AT&T Mobility
- Auctions International
- Aurora Storage Products
- Bolfy.com
- Bridgestone Americas Tire Operations, LLC
- BSN Sports
- **Canon Solutions America**
- **Caterpillar**
- Cisco Systems, Inc.
- CKEP, LLC
- CNH Industrial
- Cost Control Associates, Inc.
- Cushman / E-Z-Go
- E&I Public Sourcing
- Ecolab, Inc.
- ESM Solutions
- FacilityDude
- **FedBid**
- Federal Contracts Corp
- FieldTurf & Beynon Sports
- Fitness Lifestyles Inc
- Ford Motor Company
- Garner Environmental
- GovConnection
- GovDeals
- Government Procurement/Penton Media
- Government Sourcing Solutions
- Grainger
- **Graybar Electric Company, Inc.**
- **Haworth Inc.**
- **HD Supply Facilities Maintenance**
- **HD Supply Waterworks**
- Heritage Bag Company
- Herman Miller, Inc.
- Hertz Equipment Rental
- Info Tech Inc.
- Insight Public Sector
- Interface
- Ion Wave Technologies, Inc.
- ISSA
- J.J. Kane Auctioneers
- John Deere Company
- Kellogg Brown & Root LLC
- Keystone Purchasing Network
- Kimball Office
- Konica Minolta Business Solutions
- Kubota Tractor Corporation
- Lowe's ProServices
- Milliken
- Mitel Business Systems, Inc.
- MP2 Energy
- MSC Industrial Supply Company
- **Municibid.com**
- National IPA
- National Joint Powers Alliance (NJPA)
- National Purchasing Partners Government Division
- NCPA - National Cooperative Purchasing Alliance
- Network Services Company
- NewLinear-ChapterManager
- NIGP
- **Office Depot**
- Onvia, Inc.
- O'Reilly Auto Parts
- Panasonic
- PEPPM
- Perfect Commerce
- **Periscope Holdings Inc.**
- PlanetBids, Inc.
- PlayPower
- PPG Architectural Coatings
- ProcureSource
- RoofConnect, National Roofing Services
- School Specialty
- Sharp Electronics Corporation
- Sherwin-Williams
- SHI International Corp.
- Shred-It
- SimplexGrinnell
- SmartProcure, LLC
- Staples Advantage
- Steelcase, Inc.
- Stertil-Koni
- Sunbelt Rentals Inc.
- Teknion
- TCPN-The Cooperative Purchasing Network
- The Gordian Group
- **The Home Depot**
- The HON Company
- The Public Group
- **The Toro Company**
- ThomasNet.com
- TIPS
- Toter, Inc.
- Tremco Inc.
- Tyco Integrated Security
- U.S. Communities
- United Rentals
- United Soybean Board
- US Armor
- WESCO CSC
- WEX Inc.
- WSCA-NASPO Cooperative Purchasing Organization
- Zanfel Laboratories, Inc

NIGP Business Council/Enterprise Sponsors in bold
(List as of 12/2/14)

[View Complete Exhibitor List](#)

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@parckrat1072

Only got thru 2 aisles at the expo and already met so many vendors, both my phone and my batteries need to be recharged. #NIGPForum2014

