

## 2017 STATISTICS

675 Exhibitors  
8,000 Attendees  
57+ Countries  
3,800 News Stories

To reserve exhibit space, contact your business strategist:

### COMPANIES #-L

Eric Hallberg  
+1 571 858 4364  
ehallberg@auvsi.org

### COMPANIES M-Z

Wes Morrison  
+1 571 255 7783  
wmorrison@auvsi.org

### State & Int'l Pavilions

Alex Mann  
+1 571 482 3204  
amann@auvsi.org

### ALL EXHIBITORS RECEIVE ACCESS TO:

- Company listing in the official XPO Guide, online and event app
- Company listing in the Demographic/Cross-Reference Directory in the official XPO Guide, online and event app
- Allotment of complimentary exhibitor badges based on booth size
- Complimentary (and unlimited!) customer passes
- Promotional Toolkit
- Affiliate Events and Hospitality Listing
- Attendee Acquisition Widget
- Show logo/banner ad for your website
- Opportunity to apply for a Solutions Theater speaking slot
- Exhibitor interview rooms
- Pre-registered media list
- Press conference rooms

### EXHIBIT SPACE CANCELLATION

All cancellations must be made in writing to AUVSI at 2700 S. Quincy Street, Suite 400, Arlington, VA 22206, USA with a copy via email to exhibits@auvsi.org. It is the exhibitor's responsibility to confirm receipt of cancellation request with AUVSI. Should an exhibitor cancel from the show after the date of acceptance of assignment, the following shall apply:

- If the Exhibitor cancels between the time of application and Friday, September 8, 2017, 25% of the paid deposit will be refunded.
- If the Exhibitor cancels between Saturday, September 9, 2017 and Friday, November 17, 2017, only amounts paid in excess of the 50% deposit will be refunded.
- Cancellations received after Friday, November 17, 2017, shall receive no refunds AND 100% PAYMENT IS STILL DUE.
- No cancellation shall be acknowledged unless received in writing by show management. The date upon which the written notice of cancellation is received shall apply as the official cancellation date. Upon exhibitor notification of cancellation, show management has the right to resell the space vacated.
- A downsize in space is treated as a cancellation.

Dimensions	Booth Size in sq. ft.	Organizational Member Rate † \$33 per sq. ft.	Nonmember Rate \$39 per sq. ft.	Member Savings	Complimentary Exhibitor Badge Allocation
5'x10*	50	\$1,650	\$1,950	\$300	2
5'x10' Turnkey*	50	\$2,450	\$2,000	\$300	2
10'x10***	100	\$3,300	\$3,900	\$600	3
10'x10' Shell**	100	\$5,620	\$6,725	\$1,105	3
10'x20***	200	\$6,600	\$7,800	\$1,200	5
10'x20' Shell**	200	\$9,846	\$11,766	\$1,920	5
10'x30**	300	\$9,900	\$11,700	\$1,800	8
10'x40**	400	\$13,200	\$15,600	\$2,400	10
20'x20'	400	\$13,200	\$15,600	\$2,400	10
20'x30'	600	\$19,800	\$23,400	\$3,600	13
20'x40'	800	\$26,400	\$31,200	\$4,800	15
30'x30'	900	\$29,700	\$35,100	\$5,400	17
20'x50'	1,000	\$33,000	\$39,000	\$6,000	18
30'x40'	1,200	\$39,600	\$46,800	\$7,200	20
20'x60'	1,200	\$39,600	\$46,800	\$7,200	20
30'x50'	1,500	\$49,500	\$58,500	\$9,000	25
40'x40'	1,600	\$52,800	\$62,400	\$9,600	27
30'x60'	1,800	\$59,400	\$70,200	\$10,800	30
40'x50'	2,000	\$66,000	\$78,000	\$12,000	35
50'x50'	2,500	\$82,500	\$97,500	\$15,000	45
50'x60'	3,000	\$99,000	\$117,000	\$18,000	50

### COMPLIMENTARY EXHIBITOR BADGE ALLOCATION

An exhibitor booth personnel badge provides access to the Keynote sessions, the exhibit show floor and Wednesday's networking event, The Mix. It does NOT provide access to the technical/educational sessions or co-located events; however you can upgrade to gain access.

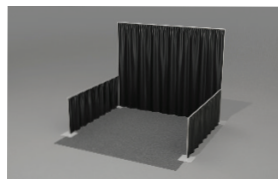
\* Start-up Pavilion booths with open corner(s) are charged \$250 per corner.

\*\* Linear booths with open corner(s) are charged \$500 per corner.

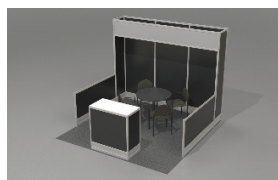
† Member Discount for Exhibitors: Company must be an organizational member of AUVSI at the time of contracting and at the time of the show.

Share Fee - \$1,200 per company and includes two discounted exhibitor badges and a listing in the printed XPO Guide.

Static Space - \$12 per sq ft, must have a minimum of 400 TSF of continuous exhibitor space, and must reserve at least 400 TSF of static space.



Raw Space Only



Shell Scheme

### RAW SPACE INCLUDES:

- 8' tall back drape and 3' tall side drape (linear only)
- 2-line ID sign (44" x 7") (linear booths only)

### SHELL SCHEME INCLUDES:

- All items listed under raw space
- Hard wall system (with velcro friendly fabric panels)
- Header sign
- Standard carpet
- Track light with one head per panel
- 42" h side returns/panels
- Counter with sliding doors (42" h x 39" w x 18" d)
- One café table
- Four chairs
- Power - 10amp/1000watt
- Set-up and removal
- Opening day cleaning