



September 17 - 19, 2018
Sacramento, CA

EXHIBITOR PROSPECTUS

Contact CWilliams@cpoa.org 916-520-2246



COPSWEST Training & Expo is the ultimate way to reach the recommenders and purchasers at public safety agencies throughout California and beyond.

WHO ATTENDS?

Thousands of public safety officials of all ranks and agency sizes attend this can't miss two-day event to explore the newest products, services and technology in public safety. COPWEST is second-to-none in access to the LE decision makers throughout the West Coast.

WHY YOU NEED TO BE AT COPSWEST...

- Connect with industry decision makers from across the West Coast.
- Market and showcase your services and products to new agencies.
- Build relationships with customers face-to-face and boost loyalty.
- Raise your profile and gain recognition as a leader in your industry.
- 75% of past attendees stated they plan to make a purchase based on attending the expo.
- CW Retail Pavilion – Cash and Carry serving the tactical needs of the LE professionals.

83%

83% of attendees **recommend or approve purchases** for their departments or agencies.

70%

70% of attendees intend to make a **purchase within 6 months of the show.**



8 hours of dedicated uninterrupted **EXPO-ONLY** time

75%

75% of attendees plan to make a **purchase based on what they discovered at COPSWEST**



24 states represented

104%

Adding sponsorship increases booth efficiencies **104%**

1,700 registered attendees represented
334 agencies and organizations

334
Agencies & Organizations

Statistics based on survey results from 2016 COPSWEST Training & Expo.

COPSWEST

RESERVE YOUR BOOTH TODAY!

www.COPSWEST.com

BOOTH PRICING

Member Rate: \$1,500 per 10' x 10' space.

Non-Member Rate: \$1,550 per 10' x 10' space.

**No additional fees for corner or island booths.*

Interested in becoming a CPOA Affiliate Member?

Please visit www.cpoa.org for more information on becoming a CPOA Affiliate Member.

EXHIBITING OPTIONS

Standard Booth Includes:

Two exhibitor badges per 10'x10'.

Company name and booth number in event mobile app.

50-word company description and company logo included with online floor plan listing.

A pre-and post-event attendee list.

Access to COPSWEST official logo and marketing materials for use in advertising and social media.

Booth Amenities:

- Standard carpeting.
- Booth identification sign.
- Draped 8' high back wall and 3' high side rails.
- Daily aisle cleaning.

THE CW RETAIL PAVILION

The CW Retail Pavilion is a dedicated shopping space within the COPSWEST Expo where selling is permitted on the show floor. With only 3' draping, all booths and vendors will be visible and accessible. Bring your wire racks and shelf displays to highlight your quality products. Retailers offering show-only discounts will be included in an email campaign to all attendees.

Vendors must submit their interest to participate, provide product category information and supply their sales tax permit #.

Contact Cindi Williams, Exposition & Sponsorship Manager at cwilliams@cpoa.org or 916-520-2246.

SHOW DETAILS

Training & Expo:

Sacramento Convention Center
Sacramento, CA

Host Hotels:

Hyatt Regency Sacramento
Sheraton Grand Sacramento
**Room Blocks Open Spring 2018*

Exhibitor Move-In:

Monday, September 17, 2018

Show Dates:

Tuesday, September 18, 2018
Wednesday, September 19, 2018

Exhibitor Move-Out:

Wednesday, September 19, 2018

Optional Off-Site Activities (TBA):

Thursday, September 20, 2018



"This was my first time attending and being involved with the COPSWEST show. My experience with it was a very positive one. I was able to meet many new leads and build my business because of this event." — David Grace, Jotto Desk

COPSWEST

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PURCHASE YOUR BOOTH

To secure your space at COPSWEST Training & Expo, please complete the form below or visit COPSWEST.com and click on the exhibitor tab. A deposit of \$250 per 10' x 10' space is required to reserve your space. Balance is due by March 31, 2018.

COMPANY NAME

BOOTH CONTACT NAME (FIRST, LAST)

BOOTH CONTACT TITLE

BOOTH CONTACT PHONE NUMBER

BOOTH CONTACT EMAIL ADDRESS

ADDRESS

CITY

STATE

ZIP CODE

BOOTH SELECTION

Please indicate your first, second and third choice for booth location. Booths are assigned in the order of which requests are received. For the most up to date floor plan, please visit COPSWEST.com and click on Exhibitor Information.

BOOTH SIZE REQUESTED

BOOTH SPACE CHOICE 1

BOOTH SPACE CHOICE 2

PAYMENT INFORMATION

☐ Check Enclosed ☐ Check in Process ☐ Please charge credit card below for \$ _____

CARDHOLDER NAME CARD NUMBER

EXPIRATION DATE

SECURITY CODE

BILLING ADDRESS

CITY

STATE

ZIP CODE

SIGNATURE

TERMS AND CONDITIONS

Please read the terms and conditions by clicking [here](#) or visiting COPSWEST.com and clicking on Exhibitor Information.

☐ I have read and agree to the terms and conditions.

SIGNATURE

PRINTED NAME

DATE

Please return this form to CPOA via email at cpoa.cpoa.org or mail to CPOA, 555 Capitol Mall, Ste 1495, Sacramento, CA 95814.
You can also purchase a booth online at COPSWEST.com.