

CANADIAN **WEST**
COMMTECH
SHOW & SEMINARS
MAY 15-17 | CALGARY AB
COAST PLAZA CONFERENCE CENTRE

2018
WEST EXHIBITOR
& SPONSOR
INFORMATION

WWW.COMMTECHSHOW.COM/WEST/

Book Your Exhibitor Booth and/or Sponsorship:
Online at: <http://www.commtechshow.com/west/>
Call: 1-855-215-1334 or 905-309-1914



Be a part of Canada's Premiere ICT Events

Dear Exhibitor,

Inside you will find everything you need to know about COMMTECH WEST.

This show has always been about content and value since its inception in 2006.

Booth packages include all the necessities to simplify expense accounts and make it easy on the budget. We are very grateful for the amazing support this industry has provided and the generous sponsors who allow us to offer many extra benefits for all who attend and help drive attendance.

COMMTECH WEST provides the perfect opportunity to meet with existing and potential customers to drive new sales for your business. This show offers a cost-effective solution to reach buyers, influencers and decision-makers from across multiple communication industries. COMMTECH is not an association. We have no political interests and reach out to all Information Communication Technology industries and associations. From training seminar opportunities to valuable networking, the Canadian CommTech Show & Seminars delivers results for our exhibitors.

As an added exhibitor incentive, we offer **early bird savings of \$150**, a multi-show discount of **5% off booth fees**, when you register for both COMMTECH shows. We also provide **5% off sponsorship fees**, when you sponsor both shows.

The 10th annual COMMTECH WEST CHARITY GOLF TOURNAMENT is held at the beautiful Valley Ridge Golf Club. Approximately 100 customers and vendors meet for a day of networking and fun. Always a highlight at our western show!

Be sure to check out the Sponsorships available for new opportunities to promote your Company!

We look forward to having you participate as a valued Exhibitor and/or Sponsor at COMMTECH EAST. If you have any questions, contact us at the number above.

Respectfully,
Linda Guzman
President, DazzleMe Productions
Host, The Canadian CommTech Show & Seminars
info@commtechshow.com

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WHO EXHIBITS?

This unique show brings together buyers, influencers, sellers, presenters and industry professionals from across North America for trade, education and networking.

WHO EXHIBITED AT COMMTECH WEST IN 2017?

COMMTECH WEST provided a forum for 80+ exhibitors and their suppliers of products and services, plus over 20 seminars and workshops:

3M Canada • Ace Manufacturing Metals • Adtran • Akleza • All Systems Broadband • Alliance Corporation • Alpha Technologies • AMAC Equipment • Amphenol Broadband Solutions / Times Fiber • Angstrom • Anixter Canada • Antronix • ATX Networks • Big Bore Directional Drilling • Calix • Cambium Networks • Capella Telecommunications • Channell Commercial Canada • Charles Industries • CIF Composites • Clearfield • CommScope • Comtest Communications Products • Comtrend • Condux International • Connect Telecommunications • Dasan Zhong Solutions • DGC Contracting • DTS Technical Inc. • Dura-Line • EXFO • Fiber Instrument Sales • Fluke Networks • Fonex Data Systems • Gap Wireless • Graybar Canada • GS Teletech Inc. • Helix Analytix • Helix Analytix • Hutton Communications of Canada • Impulse Technologies • Innovative Systems • Inventronics • JFTech • Lindsay Broadband • Linestar Utility Supply • MBSI WAV • Metageek • Milwaukee Electric Tool • Multilink • Neptco • Netcom Vocational Training Assoc. • Norscan Instruments • O-M6 Technologies • OFS • Omnitron Systems • Optelian • Opterna • PerfectVision • Petro Comm Industries • Platinum Tools • Potti Corp. • Power & Tel • Preformed Line Products • Primex Manufacturing • Priority Electronics • ProLabs USA • Raisecom • Rincon Technology • Rohl Geomatics • Sak Data Products • Sales Outsource Solutions • SCTE / ISBE • Sterling Fleet Outfitters • Taihan • Technetix • Telonix Communications • TeraSpan Networks • Tii Technologies • Toronics • Trispec Communications • TRS Rentelco • TVC Communications Canada • Vecima Networks • Viavi Solutions • Westell • Wirewerks

For a list of Attending companies in 2017, please contact Show Management.

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WHY EXHIBIT AT COMMTECH?

- ✓ Present your Products and Services to a Diverse Clientelle
- ✓ Generate New Sales Leads
- ✓ Lead Retrieval Available
- ✓ Attendee Company Listing – Pre & Post Show
- ✓ Attendee Badges QR Coded
- ✓ Booth Fee Covers included Delegate lunch tickets, sponsored beverage breaks and Welcome Reception tickets
- ✓ Delegate fees include Lunch and Welcome Reception both days
- ✓ Location is Easily Accessible
- ✓ Multi-Show Booth & Sponsorship Discounts Available
- ✓ Meet with Current and Future Clients
- ✓ Seminar, Workshop and Demo Opportunities
- ✓ Connect and learn from other Industry Experts
- ✓ Build New Industry Relationships
- ✓ Source New Products and Services
- ✓ Networking Opportunities
- ✓ Increase Profitability by Reaching New Customers
- ✓ Free Parking / Register online

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BOOTH PRICING

COMMTECH WEST offers economical table-top spaces to full/multiple booth packages (+taxes):

Packages:

Option 1	10 ftw x 6 ftd / 60 sq.ft.	\$2199
Option 2	20 ftw x 6 ftd / 120 sq.ft.	\$4199
Option 3	12 ftw x 10 ftd / 120 sq.ft (ROW END)	\$4199
or	10 ftw x 10 ftd/ 100 sq.ft (WALL)	\$4199
Option 4	Outdoor Space (please contact)	\$550

Includes:

- 2 Exhibitor Badges per Option 1; 4 per Option 2 or 3; 1 per Option 4 outdoor space
- Sponsored WIFI
- Table(s) & standard linen. 1 per Option 1 & 4; 2 per Option 2 & 3 booths.
- Chairs available for pickup in trade show hall.
- Complimentary customer passes with optional lunch
- AC - 120 Volt - 1500 Watt (15amp) outlet per 60sqf
- Carpeted Floor
- Pipe & Drapery
- Lunch & Welcome Reception tickets
- Sponsored Beverage Breaks
- Company Logo and URL on website
- Listing in Exhibitor Directory
- Free Parking

EARLY BIRD SPECIAL

- Book and Pay by October 31, 2017 to receive a \$150 discount for inside booths and \$50 for outdoor booths

MULTI-SHOW DISCOUNT

- Book at both 2018 COMMTECH shows and receive 5% off exhibit space fees
- Sponsor at both 2018 COMMTECH shows and receive 5% off sponsorship fees

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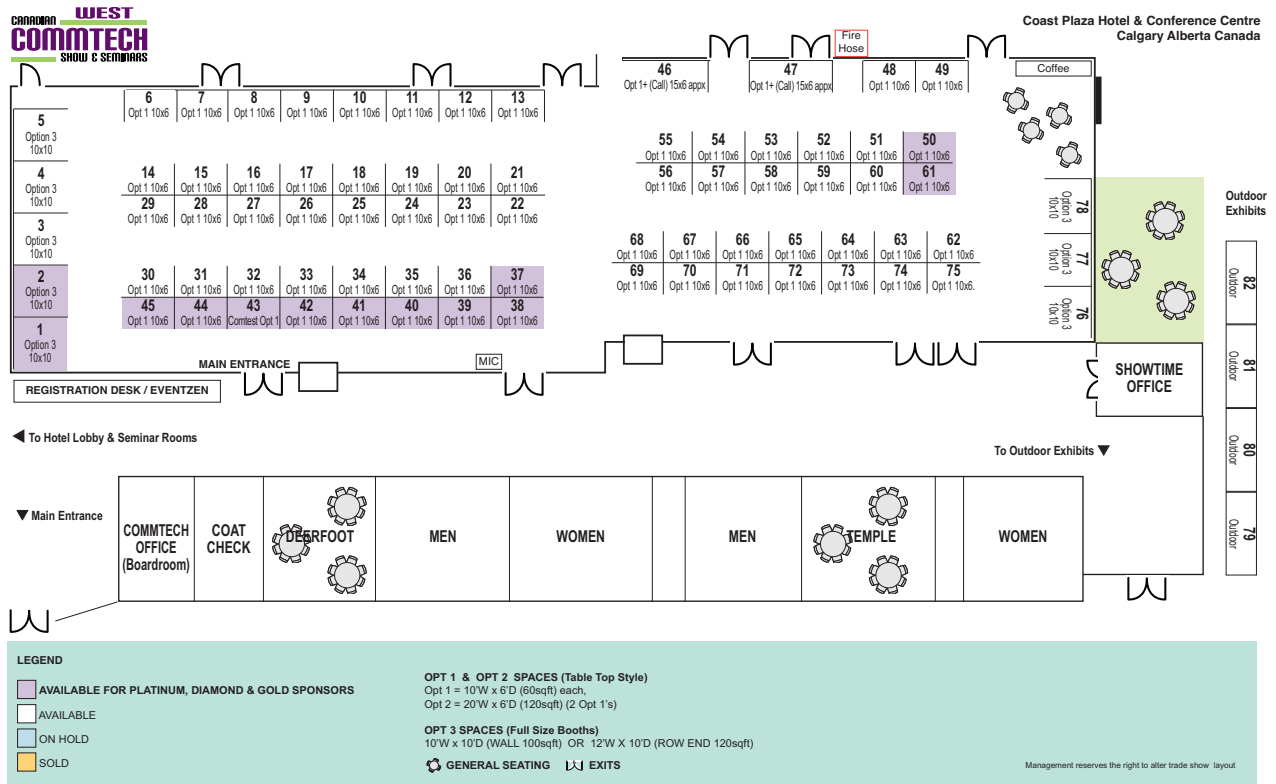
FLOOR PLAN

Take advantage of early-booking savings and the preferred selection of booth locations.

Table Top booths - 10ftw x 6ftd

Full booth sizes - 10ftw x 10ftd (wall) or 12ftw x 10ftd (row end), and multiples of both are available and affordable for all budgets.

Outdoor spaces for vehicles are also available.



You can view the current floor plan at: [FLOOR PLAN WEST](#)

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SPONSORSHIP OPPORTUNITIES

Show Sponsorships include the following PROMOTIONAL PACKAGE:**

Company logo displayed on sponsor recognition event signage, in event program, on attendee pre-show promotional materials, as well as the Show website home page crawl banner and on Sponsor page with a link to your company site. Sponsorship noted in Exhibitor Directory. Available on a first-come, first-serve basis. Please view Show Website or contact Show Management to confirm availability. Exhibit fees not included.

Sponsor both COMMTECH shows and receive a 5% discount

PLATINUM SHOW SPONSOR

Platinum Sponsors are entitled to premium trade show locations where available, and company description on Show Website Sponsor page. Includes Show Promotion Package above.

- **Luncheon Sponsor DAY 1** – SOLD – \$7,000– Lunch is branded with your company logo. Sandwiches, salad, desert and beverage are provided. Includes signage displayed at sandwich stations plus back cover ad in the CommTech Passport program.
- **Luncheon Sponsor DAY 2** – \$7,000 – Lunch is branded with your company logo. Sandwiches, salad, desert and beverage provided in tradeshow lobby. Includes signage displayed at sandwich stations plus one full-page ad space in the CommTech Passport program.
- **Welcome Reception Sponsor DAY 1** – \$7,000 – Includes logo on welcome banner in reception areas. Meet & Greet style reception with hors d'oeuvres, beer and wine, cocktails and soda for registered attendees and vendors. Includes 1 full-page colour ad space in the Passport program.

DIAMOND SHOW SPONSORSHIPS

Gold Sponsors are entitled to premium trade show locations, where available. Includes Show Promotion Package above.

- **Early Morning Breakfast Break Sponsor** – \$4,000 – (2 available) Pastries & beverages provided from 7 to 9AM for Day 1 or Day 2, held outside seminar rooms for attendees. Your logo displayed on breakfast table signage. Sponsor may place freestanding signage beside breakfast area. Includes one full-page colour ad space in the CommTech Passport program.
- **Sweet & Beverage Break Sponsor** – \$4,000 – A mid-morning or mid-afternoon break with assorted pastries and beverages branded with your company logo. Includes one full-page colour ad space in the CommTech Passport program.

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SPONSORSHIP OPPORTUNITIES continued...

DIAMOND SHOW SPONSORSHIPS CONTINUED...

In addition, Diamond Sponsors are entitled to premium trade show locations where available and company description on Show Website Sponsor page.

- **Branded Bottled Water Sponsor** – \$3,000 – Personalized bottled water labelled with your company logo and information, available both days of show. Bottled water can be available at your table, and at beverage tables. Includes one full-page colour ad space in the CommTech Passport program.
- **Branded Tote Bag Sponsor** – SOLD – \$3,000 – Quality cloth tote bag imprinted with two-colour company logo, provided to attendees at registration. Includes one full-page colour ad space in the CommTech Passport program.
- **Branded Deluxe Badge Holder Sponsor** – \$3,000 – Provided to each attendee, with a one colour company logo or name exclusively on front flap. Includes one full-page Colour ad space in the CommTech Passport program.
- **Branded Pens & Pads** – \$3,000 – Pens and Pads labelled with your one-colour company logo or website, plus one full-page ad space in CommTech Passport program. Pens and Pads supplied to attendees with registration package. (Multi-colour logos available for additional fee). Includes One full-page Colour ad space in the CommTech Passport program.

GOLD SHOW SPONSORSHIPS

In addition, Gold Sponsors are entitled to premium trade show locations, where available.

- **Show Beverage Break** – \$1,500 – Hot or cold beverages provided with table signage on beverage tables.
- **Show Beverage Break + Advert** – \$2,000 – Includes Show Beverage Break Sponsorship and one full-page ad space in CommTech Passport program.
- **Show Beverage Break + Corporate Golf Hole + Advert** – \$2,350 – Includes Show Beverage Sponsorship, Corporate Hole Sponsorship and one full-page ad space in CommTech Passport program.
- **NEW* Passport Contest + Advert + Online Ad** – \$1,500 – Includes: 1) a \$100 gift card for the Passport draw, promoted and shown as donated by your company; 2) One full-page colour ad space in the CommTech Passport program; and 3) Online ad rotating space which appears on most pages of the CommTech website.
- **NEW* WIFI Lounge Provider + Advert** – SOLD – \$2,000 – WIFI lounge in Tradeshow Hall with personalized signage and table card for exhibitor booth. Includes one full-page colour ad space in the CommTech Passport program.

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SPONSORSHIP OPPORTUNITIES continued...

SILVER SHOW SPONSORSHIP

Silver Sponsors are entitled to Show Promotion Package above.

- **Passport Contest Prize Sponsor** – \$350 – Includes a \$100 gift card for the Passport draw, promoted and shown as donated by your company. Ballots in back of the Show program.
- **NEW* Seminar Door Prize Sponsor** – \$500 – One per day. Includes a \$250 gift card or value prize to be drawn at end of each day in the trade show hall.

BRONZE SHOW SPONSORSHIP

- **Promotional Package Sponsor** – \$250 – Show sponsor promotion package (see description at top of page 8.**)

GOLF TOURNAMENT SPONSORSHIP

- **Corporate Hole Sponsor** – \$350 – Includes corporate logo signage at one hole. Logos at time of print will appear in the show program and on the tournament banner. Eighteen available.
- **Corporate Hole Sponsor + Show Advert** – \$950 – Includes corporate logo signage at one hole. Logos at time of print will appear in the show program and on the tournament banner. Eighteen available. Includes one full-page colour ad space in the CommTech Passport program.
- **Team of Four Sponsor** – \$1250 – Organize your own team of four. Also includes Golf Hole Sponsorship (value \$350), and 2 Flagged Carts with your company logo.
- **Golf Attendee Sponsor** – HOLD – \$15,000 approx. – Sponsor golf fees for CommTech West Customer Attendees. Sponsoring golf fees for employees of communications service providers: TSP, MSO, Telco, Cableco, Wireless, Utility, government, or other related service provider.

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COMMTECH GOLF TOURNAMENT

Tuesday, May 15, 2018

Valley Ridge Golf Club

11618 Valley Ridge Park N.W., Calgary, Alberta T3B 5L4

www.valleyridgegolf.com

9am Shotgun Start • Scramble Format
\$215pp

Registration opens at 7:30 am ~ Rain or Shine

Includes: 18 holes of golf, shared power cart, boxed lunch, appetizers, prizes & gratuities.
Suitable golf dress code in effect.

Complimentary transportation to and from the golf tournament from the host venue.

A donation will be presented to a charity to be selected.

This is a great networking opportunity to get acquainted with many contacts in the industry.
Teams are formulated by the management based on information received and balanced
as much as possible with vendors and clients on a team.

For more information visit our website at: www.commtechshow.com GOLF TOURNAMENT

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ADVERTISING OPPORTUNITIES

“PASSPORT” PROGRAM & DIRECTORY

Everyone receives an Event Program containing the trade show floor plan and seminar schedule. Also included is the "CommTech Passport Contest" where attendees collect exhibitor's stamps for prizes. Promote your products and booth location with a full or half page full color advertisement. Each exhibitor has their company's descriptor and contact details profiled in the exhibitor directory. This is a valuable attendee keepsake and kept by the majority of Attendees for future reference.

Program size: 5.5" x 8.5"

Due date: Friday, April 13, 2018

Specifications and forms available online.

Back Cover	Full Page	SOLD
Inside Front Cover	Full Page	\$850
Inside Back Cover	Full Page	\$850
Inside Page	Full Page	\$650
Inside Page	Half Page	\$425



WEBSITE ADVERTISING

Advertise your company for 12 months on the COMMTECH site

Ad size: 318 pixels wide x 247 pixels high

Multi-page insertion on COMMTECH WEST site:	\$600
Multi-page insertion on both EAST & WEST sites:	\$900

For more information or to order, visit our website at: [ADVERTISING OPPORTUNITIES](http://www.commtechshow.com/west/)

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VENUE

Coast Plaza Hotel & Conference Centre
1316 33 St NE, Calgary, AB, T2A 6B6, Canada

COMMTECH WEST will take place in the newly renovated Coast Plaza Hotel & Convention Centre, conveniently located 15 min. from Calgary's International Airport & the Trans Canada Hwy. Free Parking.

DATES & TIMES

EXHIBITOR SETUP	Tuesday, May 15	3pm – 7pm
GOLF TOURNAMENT	Tuesday, May 15	9am Shotgun
DAY 1	Tuesday, May 16	8am – 4pm
	Tradeshow Hours	11am – 4pm
	Reception, May 16	3pm – 4pm
DAY 2	Wednesday, May 17	8am – 4pm
	Tradeshow Hours	11am – 4pm

Hours subject to adjustment.

LEAD RETRIEVAL

EVENTZEN – Supplying lead retrieval services to exhibitors. Information available online soon.

MATERIALS HANDLING & EVENT DISPLAY RENTALS

SHOWTIME EVENT & DISPLAY SERVICES – For rates and contact information download Showtime's Information Kit on our website (available soon), contact Showtime directly at 1-800-721-0029 or email infodesk@showtimedisplay.com and mention COMMTECH WEST 2018.

INTERNATIONAL SHIPPING & CUSTOMS CLEARANCE

DAVIDSON & SONS / CUSTOMS CLEARANCE – For rates and information on International shipping and materials handling, download Davidson & Sons package on our website (available soon).

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ACCOMMODATIONS (taxes extra)

COAST PLAZA HOTEL & CONFERENCE CENTRE (Host Hotel)

NO SMOKING ENVIRONMENT

1316-33rd St. NE Calgary Alberta Canada T2A 6B6

A full service, non-smoking hotel located close to the Calgary International Airport and right off the Trans-Canada Hwy., nearby shopping and LRT transit.

- Comfort Room - **\$139** Superior Room - **\$164** Jacuzzi - **\$214** Executive - **\$234**
- Check In Time: 3:00 PM; Check Out Time: 12:00 PM
- Complimentary wifi; Onsite Restaurant and Lounge; Indoor Pool and Exercise Room; 24 Hour Room Service; complimentary airport shuttle – reservation required in advance

BOOKING INSTRUCTIONS:

Hotel: 403-248-8888

Group Block Reservations: 1-800-661-1464 or 403-207-8113

Group Name: CommTech Trade Show

[Coast Plaza Hotel Website](#) | Group Code: CPC-GFC24170

Block Release date: April 15, 2018

HOLIDAY INN – CALGARY AIRPORT

NO SMOKING ENVIRONMENT

1250 McKinnon Drive NE, Calgary, AB (5 minutes from Host Hotel)

A full service, non-smoking hotel located close to the Calgary International Airport and right off the Trans-Canada Hwy., nearby shopping and LRT transit.

- 2 Queen beds with wet bar - **\$109**
- Check In Time: 3:00 PM; Check Out Time: 12:00 PM
- Complimentary wifi; Onsite Restaurant and Lounge; Indoor Pool and Exercise Room; 24 Hour Room Service; complimentary airport shuttle – reservation required in advance

BOOKING INSTRUCTIONS:

Group Block Reservations: 403-230-1999 | Group Name: CommTech West

[Holiday Inn Website](#) | Group Code: "COM"

Block Release date: May 4, 2018