



NORTH AMERICAN  
**SNOW** 2018  
 CONFERENCE  
 INDIANAPOLIS, IN

January 2, 2018

Fellow Snow and Ice Fighters,

The American Public Works Association’s (APWA) 2018 North American Snow Conference is coming to Indiana! This conference that attracts nearly 2000 participants will be hosted in Indianapolis by the Indiana Chapter May 6<sup>th</sup>- 9<sup>th</sup>, 2018. This is a unique opportunity for agencies in your state to enjoy the benefits of a national winter operations conference close to home. For the first time ever APWA is extending discount rates for the exhibition floor not only to Indiana agencies but also to agencies in our neighboring states.

With the reality that all our agencies have lean travel and training budgets, the Indiana host committee wanted to provide you some information that you can use to ensure your staff at all levels can attend this exciting event in May 2018. We have spent the last several months working with the staff at APWA’s national offices and we are pleased to announce a unique program that will allow your staff to attend the conference at a fraction of the normal cost. *The Agency Sponsorship Program* allows your organization to send multiple staff members to the *Show4Snow* and have a full day access to the exhibit floor displays, vendors and suppliers without having to register for the full conference. Although these exhibit passes do not include access to education sessions, the Snow Conference also features Exhibitor Showcase Presentations on the exhibit floor and your staff is welcome to attend these presentations.

The Snow Conference provides a great opportunity for your front line personnel, supervisors and managers to meet directly with vendors, see and evaluate new products, and learn tricks of the trade from each other. This conference will strengthen their understanding and overall ability to contribute to your snow and ice control program. In these days of travel restrictions and limited training budgets, it can be difficult to reward your employees and keep them motivated. An agency sponsorship is a great way to reward your hard working employees by letting them attend the Snow Conference Exhibit Floor for a day! *The Agency Sponsorship Program* allows you to cut the one day access rate by as much as 67%!

Levels of Agency Sponsorship

5 passes for \$100 \$20.00/each (50% Discount)	15 passes for \$250 \$16.67/each (59% Discount)	35 passes for \$500 \$14.29/each (64% Discount)	75 passes for \$1,000 \$13.33/each (67% Discount)
--	---	---	---

We hope that you will join with other public agencies in purchasing exhibit floor passes. Enclosed is a form where you can indicate your level of interest and support.

On behalf of the Indiana Chapter and the 2018 North American Snow Conference Host Committee, we thank you in advance for your agency’s support. Thanks for your consideration and we hope to see you in Indianapolis next May for the North American Snow Conference.

Sincerely,

2018 Host Committee  
 Eric Pethtel, CPM, PWLF  
 Director of Public Works  
 City of Fishers, IN

Jamie Stetzel, PE  
 Project Engineer  
 American Structurepoint

Shan Gunawardena, P.E., PTOE  
 Deputy Director/City Engineer  
 City of Fort Wayne, IN



NORTH AMERICAN  
**SNOW** 2018  
 CONFERENCE  
 INDIANAPOLIS, IN

Agency Exhibit Floor Badge Order Form  
 2018 North American Snow Conference, May 6-9, 2018  
 Sponsored by the American Public Works Association  
 Hosted by the Indiana Chapter

Agency Name: \_\_\_\_\_

Name of Contact: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Telephone: (\_\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_\_) \_\_\_\_\_

Email Address: \_\_\_\_\_

Check the level that your agency would like to subscribe:

- \$1,000 (75 exhibit floor badges) Exhibit Floor hours subject to change:
- \$500 (35 exhibit floor badges) Monday, May 7, 2018 9 AM – 3:30PM
- \$250 (15 exhibit floor badges) Tuesday, May 8, 2018 8 AM – 1 PM
- \$100 (5 exhibit floor badges)

Exhibit floor badges provide attendees with a one-day access to the exhibit floor including Exhibitor Solutions Theatre presentations, hospitality areas, and to drawings for prizes. To reduce the impact to your workforce, you may choose to send staff both days... for example: a \$500 agency sponsor could send 20 people on Monday and 15 people on Tuesday.

No orders at the reduced rate will be accepted after April 6, 2018.

EXHIBIT FLOOR BADGES:

APWA Snow Conference Registration Staff will notify you concerning how to register your individual employees. The badges will be mailed to the above listed contact person approximately one week before the conference.

**Please note that you must pre-register each individual using the exhibit passes.  
 Names will be due to APWA Registration by April 20, 2018.**

# of Exhibit Floor badges \_\_\_\_\_ Amount enclosed \$ \_\_\_\_\_

Please make check payable to: APWA – Indiana Chapter 2018 Snow Conference

Mail check and this completed form to:  
 Indiana Chapter - APWA  
 Attn: Kyle Winling, City of Fort Wayne Engineering  
 Citizens Square, 200 East Berry Street, Suite 210  
 Fort Wayne, IN 46802  
 Memo line: 2018 NASC

To request an invoice or to ask any other questions please contact Kyle Winling at [kyle.winling@cityoffortwayne.org](mailto:kyle.winling@cityoffortwayne.org) or at 260-427-2781.