

# 55th Annual Convention Trade Show

October 12 – 15, 2008 • Scottsdale Resort and Conference Center

Scottsdale, AZ

# NALMCO™ heads to warm and sunny Scottsdale, Arizona, for its 55th Annual Convention and Trade Show-October 12-15, 2008

The interNational Association of Lighting Management Companies (NALMCO™) will host its 55th Annual Convention and Trade Show in Arizona, October 12-15, 2008. Although known for its deserts, more than half the state features mountains and plateaus, plus beautiful craggy cliffs that carve up the horizon in every direction, providing countless photo opportunities and limitless inspiration.

The Scottsdale Resort and Conference Center in Scottsdale, Arizona, has been chosen as the host property for this year's Convention. Lose yourself in the warm, secluded setting in the very heart of Scottsdale. Lush greenery and surrounding Arizona mountains enables thoughts and ideas to flourish. Regarded as a premier destination, the Resort has elevated excellence by capturing the beauty and ambience of historic hacienda décor.

This is the perfect learning environment for the NALMCO<sup>TM</sup> Convention.

# Scottsdale Resort Amansala Spa/Salon, Fitness Center, Tennis Courts, Pools and Jogging/Bike Trail:

The Amansala Spa at the Scottsdale Resort is an oasis of hot stone massages, aromatic body wraps and signature spa treatments that refresh both mind and body. To keep a workout routine on track, visit the fitness center, four lighted tennis courts, two sparkling pools or the seven-mile jogging/biking trail.

### **Things To Do Near the Scottsdale Resort:**

Scottsdale provides some of the finest recreation options available. The Resort is surrounded by McCormick Ranch Golf Club's two championship 18hole courses and is only a short drive from other famous courses carved from the scenic desert landscape. Take advantage of the unlimited attractions near the Resort. Roam the nearby Sonoran Desert, the richest, most biologically diverse desert in the Americas; Enjoy world-class shopping opportunities in the Downtown Scottsdale Art and Shopping Districts - Scottsdale Fashion Square, The Borgata, or Kierland Commons; Immerse yourself in local, international, and native culture at the Scottsdale Center for the Arts, Kerr Cultural Center, Phoenix Art Museum, Heard Museum, or Frank Lloyd Wright's school of architecture, Taliesen West; Travel a little further to explore the famous red rocks of Sedona and Oak Creek Canyon on a day trip; or visit one of nature's most magnificent wonders, the Grand Canyon, only four hours away by car.

### **Airport Accessibility:**

Approximate travel time between the Phoenix Sky Harbor International Airport and Scottsdale Resort and Conference Center is 25 to 30 minutes. Phoenix Sky Harbor International Airport is serviced by many major carriers. The airport code is PHX.



# **Ground Transportation/ Shuttle Companies:**

The Scottsdale Resort and Conference Center provides airport transportation to and from Phoenix Sky Harbor International Airport. **Advanced reservations are required**, please either fax in your flight information directly to the Bell Staff at (480) 596-7420 or phone in to (480) 596-7535 or 800-528-0293, extension 535. You will need to give your name, meeting group name, arrival date, airline, flight number and arrival time in Phoenix at least 48 hours in advance of arrive date. one way. Once you land, please contact the Resort via the Courtesy Phones near the baggage claim area.

### **Rental Car Companies:**

The Rental Car Center is located at 1805 E. Sky Harbor Circle South and accommodates all airport rental car companies, their rental counters and vehicles. The facility is open 24 hours, seven days per week. Upon arrival in Phoenix, please proceed to the airport curb at the baggage claim level. Look for the Rental Car Shuttle pick up area, which takes passengers to the center. For general information about the Rental Car Center, call (602) 683-3741, 8:30 a.m. to 5:00 p.m. (MST).

The Scottsdale Resort and Conference Center offers its guests the convenience of on-site car rental. To rent a car, please contact the Bell Desk (480) 596-7420 prior to your arrival.

### **Parking:**

Parking at the Scottsdale Resort and Conference Center is complimentary for self parking and for valet. Gratuities are at your discretion.

### **Limos and Taxis:**

Phoenix Sky Harbor International Airport offers a variety of transportation options. All fares listed are the maximum rates allowed under contract with the airport. Your actual rate may be less. We encourage you to check with the driver before starting out as many will negotiate.

**Limousines:** Limousines offer airport-to-door service. For-hire limousines are staged on the south curbs of each terminal and available for walk-up service.

**Taxi Companies:** Three taxi companies have contracted with Sky Harbor Airport to provide service. The three companies are: AAA Cab (602) 437-4000, Allstate (602) 275-8888 and Discount (602) 266-1110.

### **Anticipated Weather:**

The Salt River Valley Region is known as the Valley of the Sun for good reason -- it is sunny more than 330 days a year. The average high temperature during October in Scottsdale, Arizona, is 88°F and the average low is 65°F.

### **Dress Code:**

Business casual is the appropriate attire for day meetings and evening receptions. Western attire is appropriate for the Tuesday night reception – bring your hat, chaps and spurs! A jacket is preferred for the awards banquet.

### **Room Reservations:**

Scottsdale Resort & Conference Center 7700 East McCormick Parkway Scottsdale, Arizona 85258-3497 Call (800) 528-0293 and identify yourself with the NALMCO<sup>TM</sup> group to make your room reservations. **Reservations must be made before: October 10, 2008.** 

NALMCO<sup>TM's</sup> discounted rate: \$210.00 per single/double plus 11.92% tax and 7%. No charge for children sharing the same room as parents. There is an additional charge of \$40.00 for any person 17 years and older in a room with parents. The maximum number of persons per room is four (4) adults or two (2) adults and two (2) children in a room with two queen beds.

### **Additional Charges:**

Baggage Handling: \$4.00 per person in and \$4.00 per person out, plus tax.

Maid Service: \$2.00 per person per day, plus tax.

Airport Transfer: \$21.00 per person each way, inclusive of tax.



# **nual Convention** Trade Show

# Saturday, October 11, 2008

7:00 a.m. - 5:00 p.m. NALMCO™ Board Meeting

# Sunday, October 12, 2008

12:00 p.m. - 5:00 p.m. Exhibitor Set-Up 1:00 p.m. - 7:00 p.m. **Registration Open** 

New Member Orientation/Leadership Reception 5:00 p.m. - 6:30 p.m.

6:30 p.m. - 8:30 p.m. Welcome Reception in the Exhibit Hall

Sponsored by: GE Lighting

# Monday, October 13, 2008

7:00 a.m. - 5:00 p.m. **Registration Open** 

7:00 a.m. - 8:00 a.m. NALMCO<sup>TM</sup> Past Presidents' and Ambassadors' Breakfast

7:00 a.m. - 8:00 a.m. **Breakfast in the Exhibit Hall** 7:00 a.m. - 9:00 a.m. Spouse/Guest Breakfast

A representative of the Scottsdale Resort and Conference Center will speak at 8:00 a.m. about the Resort and available activities in the area.

8:00 a.m. - 8:30 a.m.

**Welcome and Opening Remarks** 

8:30 a.m. - 10:15 a.m.

The 7 Irrefutable Rules of Business Growth Keynote Speaker -Steve Little



More than any other objective, businesses want to grow. Through his personal experience as a growth expert and studies of the Inc. 500 Steve identifies those best practices of organizations that achieve sustained and profitable growth. As a Senior Consultant for Inc. Magazine since 1998, he now speaks to thousands of owners and managers of growing businesses and communities each year. His style has been described as "real-world," "highly credible" and "uniquely engaging." From 1988 thru 1999, Steve was President of three fast growth companies. Both FAME, Inc. and Erb Industries, Inc. achieved profitable

growth rates of over 500% during Mr. Little's tenure. As President of The Queensboro Shirt Company, Steve helped to build one of the country's most successful sites for Internet commerce. Steve is a graduate of Miami University and has studied at The Institute for Management Development in Lausanne, Switzerland and The University of Houston's Future Studies Program.

10:15 a.m. - 10:45 a.m. Refreshment Break (Exhibit Hall)

10:15 a.m. - 11:30 a.m. Exhibit Hall Open

10:30 a.m. - 2:30 p.m. City Tour with Shopping

The Phoenix and Scottsdale metro area, is located in the Sonora Dessert. Experience this unique lush desert, home of the Saguaro Cactus, visit downtown Phoenix, upscale Biltmore Fashion Park, drive through exclusive Paradise Valley with its many stunning celebrities' homes.

11:30 a.m. - 1:00 p.m. Annual Meeting Luncheon

1:15 p.m. - 2:45 p.m. New Product Introductions

(Each exhibitor will have 2-3 minutes to address attendees general session)

2:45 p.m. - 3:00 p.m. **Refreshment Break** 

3:00 p.m. - 4:00 pm The Ten T's of Customer Acquisition & Retention:

**Proven Initiatives For Building Relationships and Profits** 

Steve Little

Today, businesses interested in growth are looking to improve their customer relationships to increase sales, lower costs and maximize profits. Short on theory, long on practical advice, Steve examines how today's most successful organizations are transforming the way in which they acquire and retain customers.

4:00 p.m. - 4:30 p.m. **Cracker Barrel Forum** 

4:30 p.m. - 5:30 p.m. **Exhibitor/Associate Member Meeting** 

**Reception – Western BBQ** 6:30 p.m. - 9:00 p.m. Sponsored by: SYLVANIA

Bring your boots, bandanas, your 10-gallon hats and your chaps and enjoy an evening of the best BBQ in the West with an evening of exciting music, fun and the best fiddlers in the World!

# Tuesday, October 14, 2008

7:00 a.m. - 5:00 p.m. **Registration Open** 7:00 a.m. - 8:30 a.m.

7:00 a.m. - 9:00 a.m.

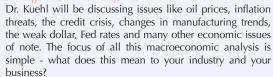
8:30 a.m. – 10:00 a.m.

Breakfast in the Exhibit Hall

Spouse/Guest Breakfast

"Feeling Cornered? It IS the Year of the Rat"

Dr. Chris Kuehl, Managing Director, Armada Corporate Intelligence, Kansas City, MO



Chris Kuehl is the co-founder and Managing Director of Armada Corporate Intelligence, a company created in 1999 to provide strategy foundation, competitive intelligence, business analysis and economic forecasting for

corporate clients. Armada's clients include YRC Worldwide, TranSystems, Spencer Fane Britt and Browne, KPMG, Hallmark International, Weitz Industrial among others. Chris is the editor and primary writer for several publications. He speaks annually at approximately 50 industry conferences in the US and internationally.

10:00 a.m. - 10:15 a.m. Refreshment Break

10:15 a.m. - 12:00 p.m. Labor Law -Handling Employees in the Construction Industry- Tom Kovacich, Atkinson, Andelson, Loya, Ruud

& Romo, PLC, Cerritos, CA



One of the many issues facing those in charge of handling employees is juggling the mix of regulations, laws, including prevailing wage & apprenticeship requirements, legislation, and company policies that affect company business and employee relationships. Thomas W. Kovacich, partner with the law firm of Atkinson, Andelson, Loya, Ruud & Romo will provide an overview of labor laws and focus on recent judicial decisions of interest to employers, newly passed legislation, and the litigation trends employers should be aware of for 2008 and beyond.

Thomas Kovacich has exclusively represented employers for over 26 years in all aspects of employment law and labor relations matters. He has successfully defended contractors before the Department of Industrial Relations (DIR) and in private wage and hour class action lawsuits. Mr. Kovacich is considered an authority in state and federal public works, wage and hour laws, and labor relations. He earned his undergraduate degree from University of California at Irvine. He graduated with his Juris Doctor from Loyola Marymount University School of Law.

12:00 p.m. - 1:30 p.m. Informal Networking Luncheon

1:30 p.m. - 4:00 p.m. **Exhibit Hall Open & One-On-One Appointments** 

Refreshment Break (Exhibit Hall) 2:30 p.m. - 3:00 p.m.

4:30 p.m. - 6:00 p.m. **Exhibitor Breakdown** 6:00 p.m. - 7:00 p.m. **Cocktail Reception** 

NALMCO<sup>TM</sup> Awards Banquet 7:00 p.m. - 9:00 p.m.

Entertainment: Celebrate NALMCO<sup>TM</sup>'s 55th Anniversary by stepping back in time to the music and show of the Jake and Elwood Blues Review. You've seen the movie, you've heard the music – enjoy a lively presentation with a couple of rocking guys. The Jake & Elwood Blues Revue is a Blues Brothers Tribute Act officially sanctioned by Dan Ackroyd and The John Belushi Estate. You will be singing wildly and dancing in the aisles as Jake and Elwood sing their greatest hits, including, "Soul Man", "'Everybody Needs Somebody", "'Gimme Some Lovin", "'Rawhide", and many many more.

Sponsored by: Philips Lighting and Advance

# Questions Regarding the NALMCO™ Convention and Trade Show:

Contact the NALMCO™ office at meetings@nalmco.org or (515) 243-2360.

# NALMCO™ Exhibit Space

							Boo	ths sold as o	of 7/2/08			
П	Grand Coronado Scottsdale Resort & Conference Center											
Ш		7	20			21	34					
	6								35			
	5	8	19			22	33		36			
		9	18			23	22					
	4		10			23	32		37			
		10 Earth Protection Services, Inc.	17			24	31					
	3	11 Time Manufacturing Company	16			25 Lighting Resources, LLC	30		38			
		12	15	_		26	29					
						Advance			39			
	1	13	14 A.L.P. Lighting Components,			27 Phillips	28		40			
	Sylvania		Components, Inc.						GE Lighting			
	]			Area Op Food St								

## **Booth Specifications:**

- All Booths are 8' by 10'.
- The Ballroom is carpeted so it is not necessary to order carpet.
- Tradeshow set-up is Sunday, October 12, 2008, beginning at 12:00 noon.
- Booths must be set-up by 5:00 p.m. (The Sunday evening Opening Reception will be held in Exhibit Hall.)
- · Booths are open Sunday through Tuesday at specific times.
- Breakdown is Tuesday, October 14, 2008, beginning at 4:30 p.m.



## Convention Registration and **Cancellation Policies:**

- Registration fees are per person and include admission to all outlined Convention functions.
- Please note that registration fees do not include hotel accommodations, airfares or optional tours and activities. Spouses, significant others and children must pay the registration fees if attending the Convention. Only those individuals who register and have NALMCOTM Convention name badges/tickets may attend Convention events.
- NALMCO™ cannot guarantee the availability of space for optional tours and activities without
- Cancellations received in writing prior to or on September 15, 2008, will be refunded in full.
- No refunds will be made after Septemeber 15, 2008.
- No refunds for no-shows.

# Wednesday, October 15, 2008

8:00 a.m. - 12:00 p.m. Registration Open 8:00 a.m. - 8:30 a.m.

**Breakfast Buffet** 

8:30 a.m. - 10:00 a.m. Wireless Controls - Brian Platner, Sensor Switch, Inc.,



The presentation will cover the latest advances in lighting control systems that cost-effectively integrates time-based, and manual lighting control. The presentation will then cover the technologies, how they work, and how best to apply them. Brian Platner, President of Sensor Switch, Inc., graduated from California Polytechnic State University in 1982 with a degree in Mechanical Engineering. He worked for Johnson Controls in San Francisco and later headed up Hubbell Incorporated Energy Conservation Group. He founded Sensor Switch, Inc. in 1987. All those in attendance Wednesday for the final presentation will be eligible for a

drawing. The prize will be one (1) half-price registration for the NALMCO™ 2009 Annual Convention in Florida.

### 12:00 p.m. - 5:00 p.m. NALMCO™ Golf Outing

Mc Cormick Ranch Golf Club features breathtaking southwestern scenery, but more important may be the immaculate maintenance of the courses and the gracious hospitality extended by their staff. The Palm Course features ten water holes and, as its name suggests, showcases many large palm trees. The course was designed by renowned golf course architect Desmond Muirhead and opened in 1972. The very popular 72-par Palm Course has recently been renovated with outstanding new greens, sand traps and bridges. The ninth hole of the Palm Course was chosen by Golf Illustrated as "One of the USA's top 18 water holes." Prizes will be awarded for the Best Foursome and Closest to the Pin Men and Women.

### Afternoon Ultimate Adventure – Turf Soaring School

Thousands of people have been introduced to the excitement and beauty of soaring flight. Whether you have never been aloft or are a seasoned air traveler (or even a pilot), we'll show you a new, quiet world up there - and give you time to savor it. Your pilot will point out places of interest as you climb into the sky behind a powered towplane. After release from tow, your instructor will demonstrate basic flying techniques, then give you the opportunity to take the controls yourself and taste the very personal freedom of flight. After landing, your pilot will enter your flight in an official pilot's logbook which you may keep either as a souvenir of a once-in-a-lifetime experience or as the beginning of your glider pilot training.

12:00 p.m. - 3:00 p.m. Ultimate Adventure 1 (Meet in Hotel Lobby at 11:45 a.m.) 2:00 p.m. - 5:00 p.m. Ultimate Adventure 2 (Meet in Hotel Lobby at 1:45 p.m.)

Early Registration Deadline: August 31, 2008



# nual Convention Trade Show

# Sponsorship Opportunities

Scottsdale, AZ • October 12 – 15, 2008 • Scottsdale Resort and Conference Center

### Diamond Level (\$25,000 minimum contribution)

- Organization named as a designated sponsor for the Convention closing reception and dinner
- Organization name listed on all sponsorship signage at the Convention
- Organization name listed in promotional materials including registration and Convention packets
- Organization name and logo (with link) included on NALMCO<sup>TM</sup> Convention Web site
- Complimentary registrations (2)
- Exhibitor Registration

### Platinum Level (\$15,000 minimum contribution)

- Organization named as a designated sponsor for one of the Convention evening events
- Organization name listed on all sponsorship signage at the Convention
- Organization name listed in promotional materials including registration and Convention packets
- Organization name and logo (with link) included on NALMCO  $^{\text{\tiny TM}}$ Convention Web site
- Complimentary registration (1)
- Exhibitor Registration

## Gold Level (\$10,000 minimum contribution)

- Organization named as a designated sponsor for one of the Convention keynote speakers, breakfasts or lunches
  Organization name listed on all sponsorship signage at the Convention
  Organization name listed in promotional materials including registration and
- Convention packets
- Organization name and logo (with link) included on NALMCOTM Convention Web site
- Complimentary registration (1)
- Exhibitor Registration

Organization/Company:

## Silver Level (\$5,000 minimum contribution)

- Organization named as a designated sponsor for one of the general session
- Organization name listed on all sponsorship signage at the Convention
- Organization name listed in promotional materials including registration and Convention packets
- Organization name and logo (with link) included on NALMCO<sup>TM</sup> Convention Web site
- **Exhibitor Registration**

### **Bronze Level** (\$2,500 minimum contribution)

- Organization named as a designated sponsor for one of the Convention organization name listed on all sponsorship signage at the Convention
- Organization name listed in promotional materials including registration and
- Organization name and logo (with link) included on NALMCOTM Convention Web site

## **Supporter** (\$1,000 minimum contribution)

- Organization named as a contributing partner or a designated sponsor of a golf hole
- Organization name listed on all sponsorship signage at the Convention Organization name listed in promotional materials including registration and
- Convention packets Organization name and logo (with link) included on NALMCOTM Convention Web site

# Commitment

Address:		City, State, Zip:	City, State, Zip:										
Telephone:		Fax:											
Web site:													
Please specify the lo O Diamond □ Tuesday Evening Closi	\$25,000	p and the specific event you would like to s	ponsor.  Complimentary exhibit space -  Yes  No										
O Platinum  Sunday Evening Openi		☐ Monday Evening Western Bar-B-Que	Complimentary exhibit space -   Yes   No										
O Gold	\$10,000		Complimentary exhibit space - 🗆 Yes 🕒 No										
<ul><li>□ Keynote Speaker</li><li>□ Tuesday Breakfast</li></ul>		☐ Monday Breakfast ☐ Monday Lunch ☐ Wednesday Breakfast											
O Silver  General Session Speak			Complimentary exhibit space -   Yes   No										
O Bronze  Monday AM Break	\$2,500 Monday PM Break	☐ Tuesday AM Break ☐ Tuesday PM Break ☐ Golf Beverage	e Cart										
O Supporter  Contributing Partner	\$1,000 Golf Hole Sponsor Total Amount \$		international association OF LIGHTING MANAGEMENT • COMPANIES •										
O Enclosed please find a c	heck made out to NALMC		Mail payment and registration to: NALMCO™  100 East Grand Avenue, Suite 330 • Des Moines, IA 50309 Phone: (515) 243-2360 • Fax: (515) 243-2049 Email: memberservice@nalmco.org • Web site: www.nalmco.org										
O Credit card payment:			· ·										
Account #:		Exp. Date: CVV Code:_	Billing Zip Code										
Name on Card:		Signature:											

Contact Name:



Name on Card:

# th Annual Convention **Trade Show**

# Exhibitor Registration

Scottsdale, AZ • October 12 – 15, 2008 • Scottsdale Resort and Conference Center

**Early Registration Deadline: August 31, 2008**Please use attendee form to register spouse, significant other, children or others not staffing the exhibit booth.

	istration for one represer deep draped exhibit boo	,	tional sessions and o chairs, one waste basket,	Inclu		<b>1: Gol</b> les of go	lf, green fee On o Aug	r before just 31	ch, bevei	rages and pri After August 31	zes.	Afte Septemb	
Member:	On or before August 31 \$1,350	After August 31 \$1,550	After September 15 \$1,750	Or	Golfer: otion 4	5: Gol	f Club Rer	130 Ital		\$140		\$150	)
Non-Member:  Option 2: Boo	\$1,850	\$2,050	\$2,250	Ш		elow you	ur needs for On o Aug	Right (5R) r <b>before</b> j <b>ust 31</b>	or Left (5	5L) handed. After August 31		Afte Septemb	r er 15
Includes: Convention reg	istration for one represer 8' deep draped exhibit b	ntion.	two chairs, one waste basket,	Or	Set: otion ( es will be av	5: Gol	f Shoe Rel or selection	at the club		\$55		\$65	
Member: Non-Member:	August 31 \$1,800 \$2,300	After August 31 \$2,000 \$2,500	After September 15 \$2,200 \$2,700	_	Pair:		Aug	r <b>before</b>   <b>ust 31</b>  \$10		After August 31 \$10		Afte Septemb \$10	er 15
	stration for one additiona	Il booth representative inc			Person:	7: Opt	Aug	enture r before just 31		After August 31 \$190		Afte Septemb \$200	er 15
Member:	On or before August 31 \$650	After August 31 \$850	After September 15 \$1,050			3: Spo	use Shop		r	After August 31		Afte Septemb	
Non-Member:	\$900	\$1,100	\$1,300	Per	Person:		Aug	\$90		\$95		<b>Septemb</b> \$100	
ontact Name:													
ity:										Zip:			
none: irst Represer			no).	Fax: .				ration Or	ntion Se	elections			Total Due
	•	<u> </u>			2	3	4	5R	5L	6	7	8	
ddress (if different tha	n above):			01-1-						7:			
										Zip:			
econd Repre	sentative: (Add	ditional fee applies):			2	3	Regist 4	ration Op	otion Se	elections 6	7	8	Total Due
mail:				_									
				State:	:					Zip:			
hone:				_ Fax: .									
Third Represe	ntative: (Additi	onal fee applies):		_ 1	2	3	Regist 4	tration Op 5R	ption Se 5L	elections 6	7	8	Total Due
mail:ddress (if different that	n above):			_									
ity:				_ State:									
hone: f golfing, please indic			ired with.	Fax: .									
Please indicate your B	<b>Cooth preference:</b> 1s	t Choice	2nd Choice	3rd C									
	Telephone S	ervices: An exhi	bitor packet will be sent to					oth upon r	registrat	tion.			
<ul> <li>Registration fees a</li> <li>Please note that re the registration fee</li> <li>NALMCO™ cannot</li> </ul>	re per person and incl gistration fees do not so if attending the Con- guarantee the availate yed in writing prior to	nd Cancellat ude admission to all o include hotel accomm vention. Only those in oility of space for optio or on September 15, 2	ion Policies: utlined Convention function: odations, airfares or optiona dividuals who register and I nal tours and activities with 2008, will be refunded in fu	al tours a nave NAL out pre-	∟МСО™ С	onventi		adges/tick	kets ma	y attend Co	onvention	n events.	to:
ALMCO™ Tax ID # 54	-1080259		funds. Registrations can n	ot be pro	ocessed w	ithout p	ayment.	100 East	Grand A	<b>NAL</b> Avenue, Sui	<b>MCO™</b> te 330 •	Des Moines, : (515) 243-2	, IA 50309
D Enclosed please fi Credit card payme						CVA		ail: memb	berservi		oorg • V	Veb site: ww	

Signature: \_



# h Annual Convention **Trade Show**

# Attendee Registration

Scottsdale, AZ • October 12 – 15, 2008 • Scottsdale Resort and Conference Center

**Early Registration Deadline: August 31, 2008**To be included in the attendee roster and receive a printed nametag, we must receive your registration form and payment on or before September 15, 2008. Please type, print clearly, or attach a business card.

Option 1: Convention Attendee Registration Includes: Registration for one individual to all educational sessions including handouts, entrance in the exhibit hall, all meals, breaks and receptions during the Convention.  On or before After August 31 August 31 August 31 August 31 August 31	Inclua	tion 4:  des: 18 holes  Golfer:	Golf O	uting reen fees, On or l Augu \$1:	before st 31		ages and priz After August 31 \$140	es.	After Septembe \$150	r 15
Member:         \$650         \$750         \$850           Non-Member:         \$850         \$950         \$1050           Option 2:         Spouse-Significant Other Registration	<b>Op</b> Please	tion 5: e specify bel	Golf C ow your n	eeds for Ri <b>On or</b> I	ight (5R) o <b>before</b>		After		After Septembe	
Includes: Registration for one to all educational sessions including handouts, entrance in the exhibit hall,	Per S	Set:		Augu \$4			<b>August 31</b> \$55		Septembe \$65	r 15
All meals, breaks and receptions during the Convention.  On or before August 31 August 31 September 15  Member: \$450 \$550 \$650  Non-Member: \$550 \$650 \$750		tion 6: will be avai			the club l <b>before</b> st 31		After August 31 \$10		After Septembe \$10	r 15
Option 3: Children (6–18 years) Children 5 years and under free.  Includes: Registration for one child to all meals, breaks and receptions during the Convention.  On or before After August 31 August 31 Member: \$150 \$200 \$250	Op	tion 7: Person:	Option	al Adven On or l Augu \$1	before st 31	ı	After August 31 \$190		After Septembe \$200	r 15
<b>Non-Member:</b> \$150 \$200 \$250	-	tion 8: Person:	Spous	e Shoppi On or l Augu \$9	before st 31		After August 31 \$95		After Septembe \$100	r 15
Organization/Company	Wob o	ito								
Organization/Company:Contact Name:										
Billing Address:										
City:	_ State:						Zip:			
Phone:	_ Fax: _									
First Attendee:				Registr	ation Op	tion Se	elections			<b>Total Due</b>
Name:		1	2	3	4	5R	5L	6	7	
Email:	-									
Address (If different than above):	01-1-						7:			
City:Phone:							ZIP:			
	_ гах									
Second Attendee:		1	2	Registra 3	ation Up	tion Se 5R	lections 5L	6	7	Total Due
Name:Email:	_	1	2	3	4	ЭH	ЭL	0	1	
Address (If different than above):	-									
City:	State:						Zip:			
Phone:										
Third Attendee:							elections			Total Due
Name:	_	1	2	3	4	5R	5L	6	7	
Email:	_									
Address (If different than above):										
City:										
Phone:	_ Fax: _									
Fourth Attendee:							elections			<b>Total Due</b>
Name:		1	2	3	4	5R	5L	6	7	
Email:										
Address (If different than above):City:	State:						7in·			
Phone:										
If golfing, please indicate other golfers you would like to be paired with.	_ r ux									
<u> </u>										····
<ul> <li>Convention Registration and Cancellation Policies:</li> <li>Registration fees are per person and include admission to all outlined Convention functions.</li> <li>Please note that registration fees do not include hotel accommodations, airfares or optional Spouses, significant others and children must pay the registration fees if attending the Convindividuals who register and have NALMCO™ Convention name badges/tickets may attend</li> <li>NALMCO™ cannot guarantee the availability of space for optional tours and activities witho</li> <li>Cancellations received in writing prior to or on September 15, 2008, will be refunded in full.</li> <li>No refunds will be made after September 15, 2008. No refunds for no-shows.</li> </ul>	tours ar vention. Convent out pre-re	Only those tion events.	)		00 East G Phor	irand Av ne: (515	NALM venue, Suite (i) 243-2360	I <b>CO™</b> 330 • D • Fax: (	es Moines, I. 515) 243-20	A 50309 49
Payment Information: All payments must be in US funds. Registrations can not be pro NALMCO™ Tax ID # 54-1080259										
O Enclosed please find a check made out to NALMCO™ for \$ O Credit c Account #: Exp. Date	ard payı _	ment: [	AME CVV Co	de:	Master	Card	Visa Billing Zin	Code:		
Name on Card:	Signat	ture:								