



2018 Conference & Vendor Tradeshaw

**Grand Sierra Resort and Casino
Reno, Nevada
November 5-8, 2018**

Vendor Trade Show
November 5 & 6, 2018
11am – 7pm each day

Grand Sierra Resort and Casino
2500 East 2nd Street
Reno, Nevada 89595
(800) 501-2651
www.catonews.org

2018 CATO Conference Coordinator

Scott Bickle

sbickle@glendaleca.gov

Vendor Show Coordinator

Randy Winn

vicepresident@catonews.org

(916) 606-2753

P.O. Box 6126

Folsom, CA 95763

CATO Executive Board

Charles 'Sid' Heal, President

Randy Winn, Vice President

Nick Weaver, Secretary

Bob Benton, Treasurer

Brian Jones, Director

R.K. Miller, Director

Scott Bickle, Director

Tim Anderson, Director

Phil Myers, Training Director

Gene Ramirez, General Counsel

CATO

The California Association of Tactical Officers was founded in 1997 as a professional organization dedicated to improving the tactics, safety and professionalism of special weapons and tactics officers through education, training and information sharing. CATO has since become a premier professional organization and is dedicated to the continued improvement of officer safety through training, education and advocacy.

Our annual **training conference** hosts approximately 1000 SWAT officers, supervisors and commanders from teams throughout the Western United States. The conference features educational seminars and presentations on emerging trends, tactics, legal issues, leadership and valuable 'lessons learned' from after action incident review. We also offer a two day **vendor trade show** where equipment manufacturers, distributors, and suppliers highlight the latest safety gear, weapons, munitions, clothing, emergency vehicles and technology. The CATO Conference and Vendor Trade Show is one of the few events that bring the police supply vendors, the end users and the executives that approve equipment purchases together in the same room.

The 2018 CATO Conference and Vendor Trade Show will be held at the **Grand Sierra Resort and Casino in Reno, Nevada**. The trade show will take place on **Monday and Tuesday** in the recently renovated Summit Pavilion which offers more than 45,000 square feet of fully carpeted exhibition area.

2018 Trade Show Schedule

Set Up

- Sunday November 4th from 1pm-6pm
- Monday November 5th from 7am-10am

Trade Show

- Monday and Tuesday November 5th & 6th
- 11am-7pm

Tear Down

- Tuesday November 6th after 7pm

The vendor trade show will start on Monday with several hours dedicated for attendee participation. In addition, raffle drawings will be conducted in the Summit Pavilion during breaks, lunchtime and evening hospitality events. This ensures maximum interaction time with attendees during the show.

Raffle prize donations are encouraged from participating vendors.

Exhibit Rates for 2018

All vendor booths will be located in the carpeted Summit Pavilion and will include 8' skirted tables, pipe and drape, chairs, a wastebasket and a company ID sign. Each booth includes two lunch tickets per day. Additional two day tickets may be purchased for \$40.00 each.

Standard booth (\$800.00)

- 10' x 10' booth
- One table and two chairs

Corner booth (\$900.00)

- 10' x 10' booth on corner
- Two tables and two chairs

Double booth (\$1600.00)

- Two 10' x 10' booths
- Two tables and four chairs

Double booth with corner (\$1700.00)

- Two 10' x 10' booths
- Three tables and four chairs

Exhibition Island (\$2500.00)

- Four 10' x 10' booths back to back
- 400' sq. feet of exhibition space
- Tables and chairs as requested

Vehicles (\$2500.00)

- Access doors 12'W x 14'H
- IFC 314.4 display requirements apply
- Access Door 19'W x 14'H

Vendor Hall

The Summit Pavilion has 45,000 square feet of carpeted exhibition space with 25' ceilings. The hall will accommodate up to 265 10' x 10' exhibition booths. The roll up door access is 19' wide and 14' high.

Vendor Demonstrations

No demonstrations outside of booth space will be permitted without the explicit permission of the Conference Coordinator and Vendor Show Coordinator.

ELECTRICAL SERVICE MUST BE ORDERED DURING REGISTRATION. (Standard - \$125.00)

Additional Services/Shipping/Storage

Global Experience Specialist (GES) is the official and exclusive decorator and material handling company for the 2018 Vendor Trade Show. GES will coordinate any additionally requested furnishings, showcases or special accessories desired by the exhibitor using the Vendor Kit link.

Vendor Kit Info:

<https://ordering.ges.com/015600616/welcome>

Discount deadline is Friday October 19, 2018.

GES will begin accepting appropriately packaged materials beginning October 4, 2018. Please use the GES Shipping labels contained in the vendor kit. Shipments arriving to the warehouse before October 4 or after October 29 will incur additional fees.

Primary Account Manager
Theresa DiJoseph
Office: 775.332.7042
Cell: 775.745.7612
tdijoseph@ges.com

Sponsorships

A limited number of sponsorships and special marketing opportunities are available. Please contact Vendor Trade Show Coordinator Randy Winn at vicepresident@catonews.org for additional details.

Host Hotel

Grand Sierra Resort and Casino

2500 East 2nd Street
Reno, Nevada 89595
(800) 501-2651

Standard Grand Room Rate: \$79.00
Luxury Summit Room Rate: \$99.00
Plus daily resort fee of \$15.00/day + tax

Grand Sierra Room Reservation Link:
<https://aws.passkey.com/e/49535523>

Vendor Show Registration

Companies are **encouraged** to register and pay by credit card using the Vendor Show Registration Link:

<http://events.constantcontact.com/register/event?llr=rbpsxjab&oeidk=a07eeypo2sr03527892>

Booth space is not guaranteed until full payment is received. If necessary, companies can pay by check using the attached registration form in lieu of the online link. Mail the registration form and payment to:

CATO
C/o Randy Winn
PO Box 6126
Folsom, CA 95763

Registration closes October 5, 2018

Terms of Cancellation

Cancellations received by September 5, 2018 will be entitled to a **50% refund**. There will be no refunds for cancellations received after the deadline.

CATO Web Page

Sponsors and vendors can stay up to date on the latest CATO information by accessing our web site located at www.catonews.org

VENDOR SHOW IS FREE to all Law Enforcement, Fire & Military personnel with valid identification. You may invite your clients from 11am to 7pm each day!



2018 CATO Conference
Vendor Trade Show Registration Form
November 5th & 6th, 2018

COMPANY NAME: _____
(This is how your company name will appear on identification placard.)

Number/Type of Booth:

- | | |
|---|---|
| _____ Standard 10' x 10' booth (\$800.00) | _____ Standard 10' x 10' booth with corner (\$900.00) |
| _____ Double booth 20' x 10' (\$1600.00) | _____ Double booth- 20' x 10' with corner (\$1700.00) |
| _____ Exhibition Island 20' x 20' (\$2500.00) | _____ Additional Lunch Tickets (\$40.00 each) |
| _____ Emergency Vehicle (\$2500.00) | |
| _____ Standard Electrical (\$125.00) | TOTAL: _____ |

Brief Company/Product Description: -

Point of Contact:
***Name;** _____ **Title:** _____
***Company Address:** _____
***Phone:** _____ ***Email:** _____

Badges Required: (Please list all names of those attending the show)
1) _____ 2) _____
3) _____ 4) _____

Special Considerations (i.e. Location near or away from affiliate / competing vendor)

The undersigned hereby authorizes CATO to reserve exhibit space for use by the above company or organization during the 2018 CATO Trade Show. The undersigned hereby acknowledges receipt of, and agrees to abide by, the exhibit rules and regulations as printed in this prospectus.

Authorized Signature for Contract: _____ **Printed Name:** _____

***** Make all checks payable to: CATO**
Mail to: CATO c/o Randy Winn PO Box 6126 Folsom, CA 95763***

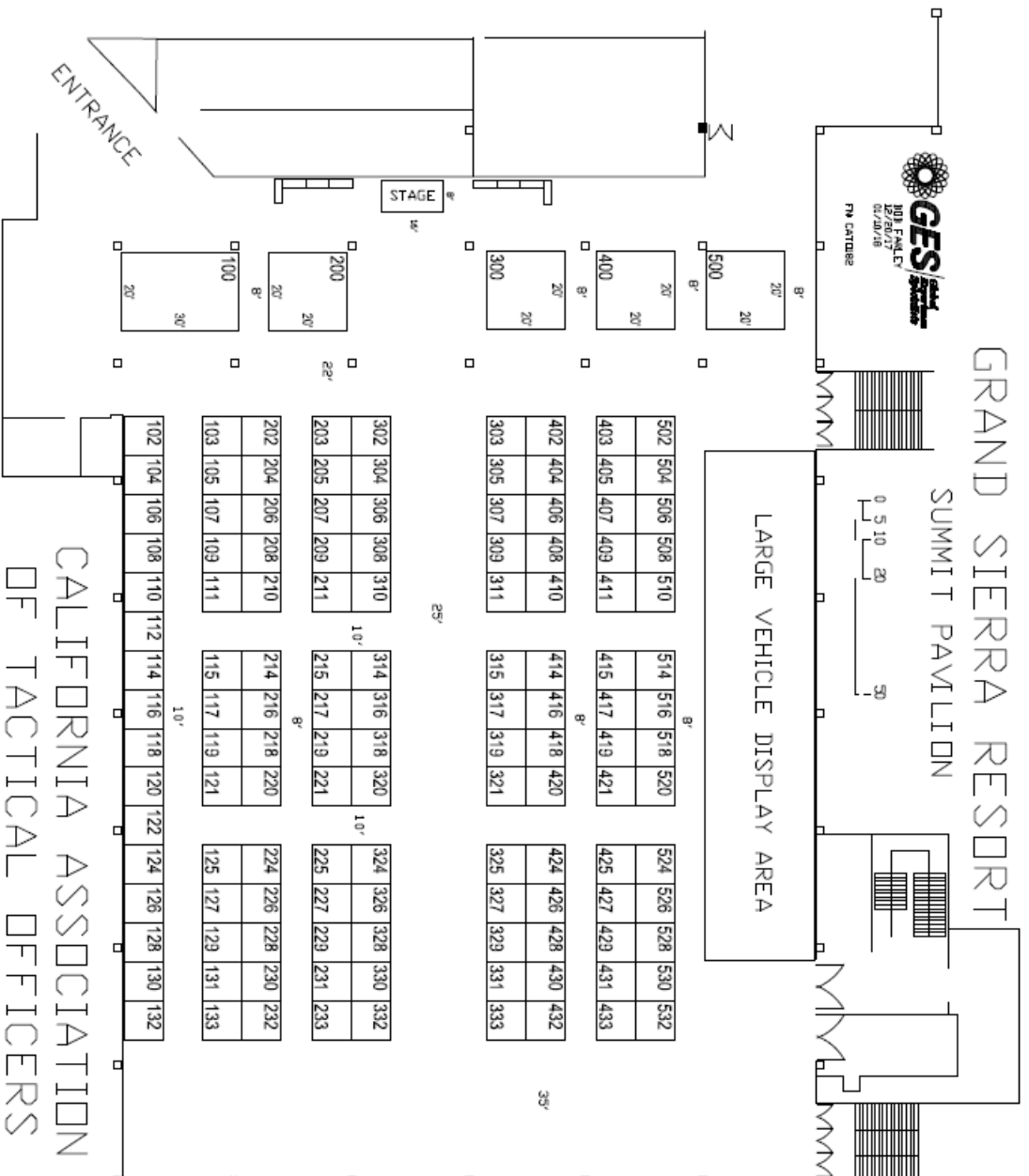


GRAND SIERRA RESORT

SUMMIT PAVILION

0 5 10 20 30

LARGE VEHICLE DISPLAY AREA



CALIFORNIA ASSOCIATION OF TACTICAL OFFICERS 2018

- 128 10'X10' BOOTHS
- 4 20'X20' BOOTHS
- 1 20'X30' BOOTHS