

2019 Conference & Vendor Tradeshaw



Sheraton San Diego Hotel & Marina
San Diego, CA
December 2nd – 5th, 2019

Vendor Trade Show
December 2nd and 3rd
11am – 7pm each day

Sheraton San Diego Hotel & Marina
1380 Harbor Island Drive
San Diego, CA 92101
(619) 291-2900

www.catonews.org

2019 CATO Conference Coordinator

Scott Bickle

sbickle@catonews.org

Vendor Show Coordinator

Julie Banz

[**vendors@catonews.org**](mailto:vendors@catonews.org)

(818) 968-6962

3435 Ocean Park Blvd. #107-638

Santa Monica, CA 90405

CATO Executive Board

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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 2019 CATO Conference and Vendor Trade Show will be held at the **Sheraton San Diego Harbor & Marina**. The trade show will take place on **Monday and Tuesday** in the Pavilion exhibition space.

2019 Trade Show Schedule

Set Up

- Sunday December 1st from 1pm-6pm
- Monday December 2nd from 8am-11am

Trade Show

- Monday and Tuesday December 2nd and 3rd
- 11am-7pm

Tear Down

- Tuesday December 3rd
- 7pm-10pm

The vendor trade show will start on Monday with several hours dedicated for attendee participation. In addition, raffle drawings will be conducted in the 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 2019

All vendor booths will be located in the carpeted 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) –ONLY 4

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

Vehicles (\$2000.00)

- Vehicles will be parked outside in front of the vendor hall

Vendor Halls

The Pavilion hall has 20,000 square feet of carpeted exhibition space with 32' ceilings. The hall will accommodate up to 70 10' x 10' exhibition booths. Emergency vehicle parking will be outside.

Vendor Demonstrations

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

Additional Services/Shipping/Storage

Global Experience Specialist (GES) is the official decorator and material handling company for the 2019 vendor trade show. GES will coordinate any additionally requested furnishings, showcases or special accessories desired by the exhibitor using the below Vendor Kit link. **Electrical service is provided by the Sheraton's exclusive contractor (PSAV) but must be ordered through GES (\$290).**

Vendor Kit Info:

<https://ordering.ges.com/025601460/welcome>

GES will begin accepting appropriately packaged materials beginning at 8 am Tuesday October 29, 2019 until November 27, 2019. Please use the GES Shipping labels contained in the vendor kit. Shipments arriving before October 29 or after November 27, 2019 will incur additional fees.

Pre-order discount deadline is Monday November 11th, 2019.

Primary Account Manager
Juli Richardson
Office: 619.498.6344
Cell: 619.518.1466
jrichardson@ges.com

Sponsorships

A limited number of sponsorships and special marketing opportunities are available. Please contact Vendor Show Coordinator Julie Banz at vendors@catonews.org for additional details.

Host Hotel

**Sheraton San Diego
Hotel & Marina**
1380 Harbor Island Drive
San Diego, CA 92101
(619) 291-2900

Standard Room Rate: \$149.00/night for single, double, triple or quad occupancy. Daily resort fee waived in lieu of resort services or can be added for \$26/day. Self-parking \$22/day or valet for \$25/day. Sheraton Hotel & Marina Room Reservation Link:

https://book.passkey.com/event/49887019/owner/563/home?utm_campaign=282603034

Vendor Show Registration

Companies are **encouraged** to register and pay by credit card using the Vendor Show Registration Link: <https://catonews.org/conference-2019/vendors/2019-cato-conference-vendor-trade-show/>

Booth space is very limited and 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 Julie Banz
3435 Ocean Park Blvd. #107-638
Santa Monica, CA 90405

Registration closes November 15th, 2019

Terms of Cancellation

Cancellations received by October 2nd, 2019 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!



2019 CATO Conference
Vendor Trade Show Registration Form
December 2nd and 3rd, 2019

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) | |

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 Julie Banz 3435 Ocean Park Blvd. #107-638 Santa Monica 90405***