

Washington Trucking Associations 2009 Leadership Conference & Exposition

*The Davenport Hotel & Tower
Spokane, WA*

Sunday, September 13th - Tuesday, September 15th, 2009

“An Agenda for Success”



Washington Trucking Associations would like to invite you to the Annual 2009 Leadership Conference & Exposition being held at the elegant Davenport Hotel & Tower in beautiful Spokane, WA.

In this packet you will find:

- Registration Information
- Lodging Procedures
- Driving Directions
- Golf Tournament Information
- Schedule of Events
- 2009 Sponsors
- 2009 Sponsorship Form
- Area Attractions



Registration Information

Registration is required by September 7, 2009
To get the “Early Bird Special Rate”, please register by August 31st

Hotel registration is required by August 13, 2009

For more information, contact Sandy at
253-661-8240 or sandy@wtassns.com



WTA 2009 LEADERSHIP CONFERENCE & EXPOSITION

An Agenda for Success ~ September 13-15, 2009

The Davenport Hotel & Tower ~ Spokane, WA

Telephone: 800-899-1482 ~ Website: www.thedavenporthotel.com

Early registration before August 31st \$550, after August 31st \$600 (Members only)

Hotel registration Deadline is August 13th ~ Conference Registration Deadline is September 7th

EXHIBITOR REGISTRATION ONLY – PLEASE PRINT CLEARLY

Name:						
Company:						
WTA Sponsor Level:	Circle One:	Diamond	Platinum	Gold	Silver	Bronze Donor
Address (include City, State & Zip)						
Telephone/Email						
Spouse/Guest						
Children Name/Age	1.		2.		3.	

One Full Conference Registration, Exposition Booth, meals, sessions (unless restricted to Members Only), and Suppliers Night Party is included with the Exhibitor Registration

	Member before Aug. 31 st	Member after Aug. 31 st	Non Member before Aug. 31 st	Non Member after Aug. 31 st	Total
◆ Exhibitor Registration & Space	<input type="checkbox"/> \$550.00	<input type="checkbox"/> \$600.00	<input type="checkbox"/> \$900.00	<input type="checkbox"/> \$950.00	\$
◆ Spouse/Guest Reg.	<input type="checkbox"/> \$225.00	<input type="checkbox"/> \$275.00	<input type="checkbox"/> \$325.00	<input type="checkbox"/> \$375.00	\$
◆ Children:					
14 & under: \$25.00 each	<input type="checkbox"/> \$ _____	<input type="checkbox"/> \$ _____	<input type="checkbox"/> \$ _____	<input type="checkbox"/> \$ _____	
15 & over: \$75.00 each	<input type="checkbox"/> \$ _____	<input type="checkbox"/> \$ _____	<input type="checkbox"/> \$ _____	<input type="checkbox"/> \$ _____	\$
◆ Additional Booth Staff: (from same company)					
Name: _____	<input type="checkbox"/> \$225.00	<input type="checkbox"/> \$275.00	<input type="checkbox"/> \$325.00	<input type="checkbox"/> \$375.00	\$
◆ One Day Only Registration	<input type="checkbox"/> \$175.00	<input type="checkbox"/> \$225.00	<input type="checkbox"/> \$325.00	<input type="checkbox"/> \$375.00	\$
			Grand Total Due:		\$

For Golf Tournament and/or SMC Tack-On Session Registration, please see those pages

Payment Methods:

- Check enclosed in the amount of \$ _____ payable to WTA LC&E.
- Charge \$ _____ to my credit card # _____
 Please check one: Visa MasterCard American Express
 Name on card: _____ Exp. Date: _____
 Cardholder Signature: _____

Please mail or fax this form with payment to:

WTA 2009 LC&E ~ Attn: Sandy ~ 930 S. 336th St., Ste B ~ Federal Way, WA 98003

Tel: 253-838-1650 ~ Fax: 253-838-1793

I agree to abide by the Exposition Conditions, Rules and Regulations set forth on the accompanying page

Exhibitor Signature: _____ Date: _____

EXPOSITION CONDITIONS, RULES & REGULATIONS

2009 WTA Leadership Conference & Exposition

All exhibitors at this Exposition are required

to comply with the following conditions, rules & regulations!

REGISTRATION FOR AVAILABLE SPACE

Space for the WTA Exposition will be reserved in the order that the paid registration is received. Requests for tentative booth registrations may be made in writing via fax, e-mail, or mail. Tentative registrations will be held for one week following the initial contact, after which time an Exhibitor Registration Form, with payment, must be received or the space will be lost.

Individual booth assignments will be made to floor plan designed by Design Events with caution given to separating like businesses to the greatest extent possible. Exposition management reserves the right to relocate vendors or modify the initial floor plan should it be deemed necessary.

EXHIBIT SPACE INCLUDES

One 8' x 10' piped and draped exhibit space (inside only) furnished with two side chairs, one 6' draped table, one waste basket, one electrical connection, if needed, and one 7" x 44" identification sign. Other necessities will be available from Design Events at the exhibitor's request and expense.

EXHIBITOR WTA LC&E REGISTRATION(S)

All exhibitors, and those additional individuals staffing the booth, are required to register for the WTA LC&E. Registration entitles individuals to attend all WTA LC&E events, except "member only" meetings.

PAYMENT REQUIREMENTS

The total Exposition Registration fee must be submitted with the Exhibitor Registration Form. (Space will not be considered reserved until payment is received.)

CANCELLATION OF EXPOSITION SPACE

Cancellation of booth space must be made in writing. On cancellations made on or before August 14, 2009, a \$100.00 service fee will result. **No refunds will be given after August 14, 2009.** In the case of cancellation of the 2009 WTA LC&E due to act of God, fire, strike, or any other circumstances beyond the control of the WTA, the vendor will be entitled to a full refund of monies paid for Exposition space.

SHIPPING

All exhibitors must arrange for their own shipping of exhibit materials. Design Events, the selected Exposition set-up firm, can assist with shipping and receiving. Design Events may be reached at 208-765-2595.

USE OF EXPOSITION SPACE

Exposition space is to be used solely for the display of the Vendor's products or services offered for sale to the trucking or moving industry. Vendors are not permitted to display merchandise of other manufacturers or distributors where no direct business relationship exists between them. Vendor item "giveaways," available to all, will not exceed \$25.00. Distributing marketing materials without paying exhibitor registration fees is prohibited.

CARE OF EXPOSITION SPACE

Vendors shall not mar, mark, paint, or in any manner deface the Exposition space; or use nails, hooks, pins, screws, or tape on the building without the permission of the Davenport Hotel & Tower.

INSURANCE AND LIABILITY

Insurance on the Exposition is entirely at the vendor's expense. Each vendor must maintain adequate insurance to cover injury, loss, or damage to the general public, their employees, and property. Neither WTA, Design Events, nor Davenport Hotel & Tower will be responsible for any injury or the loss of property of vendors prior to, during, or following the Exposition. It is expressly understood and agreed, and the Vendor agrees by accepting these rules, that he/she will make no claim of any kind against the WTA, Design Events, or the Davenport Hotel & Tower, or any of its members or employees for any loss, damage to or destruction of goods, or for any injury that may occur to himself or others.

INSTALLATION AND REMOVAL OF EXHIBITS

All exhibits must be completely installed and ready for viewing by 6:00 p.m. on Sunday evening, September 13, 2009. Exhibits may not be removed from the Exposition prior to the conclusion of the Exposition.

EXHIBITOR REPRESENTATIVE RESPONSIBILITIES

The name listed on the Exhibitor Registration Form shall be the official representative of the Vendor and shall have the authority to act on behalf of the Exhibiting firm. The hosting by exhibitors of private functions, cocktail parties, etc. during the period of official WTA LC&E business, educational, or social functions, is prohibited.

Lodging Procedures

Attendees are required to make their own lodging arrangements. The Davenport Hotel & Tower has provided the WTA with luxurious rooms starting at the discounted rates of : Davenport Hotel - \$150.00 per night plus tax
Davenport Tower - \$130.00 per night plus tax.

Reservations may be made by calling 800-899-1482

Please mention the WTA Conference to get the discounted rate.

Reservations should be made by August 13, 2009.

For more information about the Davenport Hotel & Tower, please go to: <http://www.thedavenport.com/>



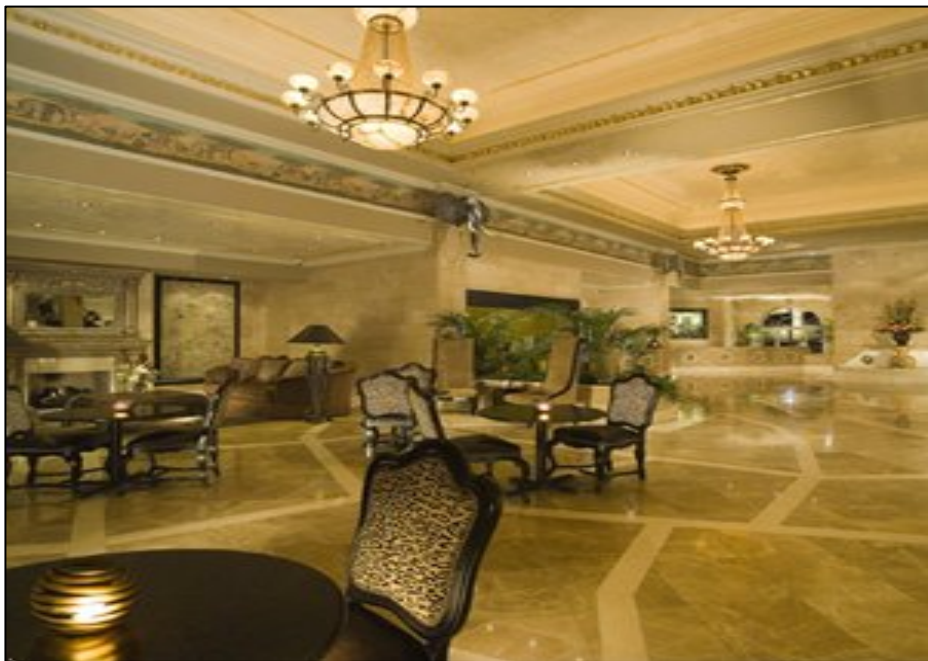
Driving Directions

From Seattle/Tacoma Area

From I-5, merge on to I-90 E, go approx. 277 miles
Take exit 280 (Maple Street exit) toward Lincoln Street
Stay straight to go on to W. 5th Avenue
At the fork, go Left on to S. Walnut Street
Turn Right on to W. 1st Avenue
Turn left on to S. Post Street for Main Hotel
Turn Right on to S. Post for Tower

From Portland Area

From I-5, merge on to I-84 E, go approx. 176 miles
Merge on to I-82, via exit 179, toward Hermiston/Umatilla, go approx. 30 miles
Merge on to US 395 N, via exit 113, toward I-182/Kennewick/Pasco
Merge on to US395 N, via the exit on the left toward Spokane
Merge on to I-182 E/ US-12 E/ US-395 N toward Spokane/Walla Walla
Take the US-395 N/ WA-397 S exit, exit 14, toward Spokane/Finley
Merge on to US-395 N, via exit 14B on the left, toward Spokane
Take exit 280 (Maple Street exit) toward Lincoln Street
Stay straight to go on to W. 5th Avenue
At the fork, go Left on to S. Walnut Street
Turn Right on to W. 1st Avenue
Turn left on to S. Post Street for Main Hotel
Turn Right on to S. Post for Tower



Golf Tournament Information

*This year WTA is holding the Annual LC&E/Scholarship Golf Tournament at the breathtaking Indian Canyon Golf Course
Please see below for more information*

Date Tuesday, September 15, 2009
Time 1:00pm Shot-Gun start
Place Indian Canyon Golf Course
4304 W. West Drive – Spokane, WA
Cost \$100.00 – WTA Member
\$125.00 – Non-Member

*To find out more about the Indian Canyon Golf Course,
please go to:*

<http://www.spokanegolf.org/courses/indiancanyon/>

Please contact Sandy at 253-661-8240
or sandy@wtassns.com for more information



Washington Trucking Associations
**2009 LC&E/Scholarship
 Golf Tournament**



1:00pm Shot-Gun Start
 September 15, 2009
 Indian Canyon Golf Course
 4304 W. West Drive ~ Spokane, WA



REGISTRATION:

*Golfers: \$100.00 per member, \$125.00 per non-member
 Fees include: Green fees, 1/2 power cart & access to a beverage cart*

Company:	
WTA Sponsor Level:	Circle One: Diamond Platinum Gold Silver Bronze Donor
Address (include City, State & Zip)	
Telephone/Email	
Golfer Name:	
Golfer Name:	
Golfer Name:	
Golfer Name:	

Number of golfers @ \$100.00 _____ = \$ _____
 Number of golfers @ \$125.00 _____ = \$ _____
 Grand Total = \$ _____

PAYMENT:

- Check enclosed in the amount of \$ _____ payable to WTA LC&E.
- Charge \$ _____ to my credit card # _____
 Please check one: Visa MasterCard American Express
 Name on card: _____ Exp. Date: _____
 Cardholder Signature: _____

Please mail or fax this form with payment to:
 WTA 2009 LC&E ~ Attn: Sandy ~ 930 S. 336th St., Ste B ~ Federal Way, WA 98003
 Tel: 253-838-1650 ~ Fax: 253-838-1793

Schedule of Events

Sunday, September 13th

1:00pm	Hotel Check-in
2:00pm – 7:00pm	Registration Check-in
2:00pm – 4:30pm	Exhibitor Set Up
2:00pm – 2:45pm	WMC Board Meeting
2:45pm – 4:00pm	WMC Annual Business Meeting (Members Only)
4:30pm – 5:45pm	Suppliers Annual Business Meeting
6:00pm – 9:00pm	Opening of Exhibits w/ “Welcome Reception & Buffet”

Monday, September 14th

7:15am – 2:00pm	Exhibits Open with Continental Breakfast
7:30am – 11:30am	Registration Desk Open
8:00am – 8:10am	2009 Leadership Conference Opening Ceremony
8:10am – 9:45am	Business General Session I – <i>Mr. Paul Mellor, Success Links - “Memory Magic: Unleashing your Memory Potential”</i>
9:45am – 10:15am	Refreshment break with Vendors
10:15am – 11:45pm	Business General Session II – <i>Mr. Robert Langdon, CPA - “Managing Your Business in Turbulent Times”</i>
12:15pm – 1:30pm	Luncheon w/Speaker – <i>“Health Care Issues Facing the Employer”</i>
2:00pm – 3:30pm	General Business Session III – <i>Mr. Joel Archer – “More Bang for Your Sales Buck”</i>
5:00pm – 6:00pm	Intermodal Annual Business Meeting (Members Only)
7:00pm – 12:00am	Suppliers Night Dinner & Entertainment – <i>“A One-Man Show, Jason Hewlett the Entertainer”</i>

Tuesday, September 15th

7:00am – 12:00pm	Exhibits Open with Continental Breakfast
7:30am – 11:30am	Registration Desk Open
9:00am – 10:30am	Business General Session IV – <i>Mr. Tom Hubler, Business Consultant – “How Does Legacy and Succession Planning Fit Together?”</i>
9:00am – 11:30am	Ladies Brunch & Bingo with “Mr. Bingo”
10:30am – 10:50am	Refreshment Break with Exhibitors
10:50am – 11:50am	WTA Annual Business Meeting (Members Only) <i>The State of The WTA - Larry Pursley, WTA Executive VP</i> <i>The National Perspective on Key Trucking Issues – Charles “Shorty” Whittington, ATA Chairman (invited)</i>
12:45pm – 5:30pm	Annual LC&E/Scholarship Golf Tournament – Indian Canyon Golf Course
6:30pm – 7:30pm	“Beer & Brats” Golf Awards Party – Back at Hotel



2009 Sponsors

Crystal Level

Diamond Level

Great West Casualty Company

Platinum Level

Vanliner Insurance Company

Gold Level

Pacific Power Products

Silver Level

KPS Health Plans

Wilshire Insurance Company

Bronze Level

Charlie's Produce

Les Schwab

Donor Level

Big River Freight



2009 SPECIAL SPONSORSHIP OPPORTUNITIES



Crystal Sponsor—\$6,000

Entitlements

A 50% reduction in the "LC&E Fund" portion of your annual membership dues. A possible \$253 savings!
Two Registration Fees at the 2009 WTA sponsored LC&E. A possible \$900 value!
One complimentary Exposition space at the 2009 WTA sponsored LC&E or two individual golf registrations at an event of choice. A possible \$350 value
Sponsorship recognition in each issue of the "Northwest Transporter" magazine.
One month free advertisement on the WTA website.
Special recognition at all WTA Special Events in 2009.

Diamond Sponsor—\$4,000

Entitlements

A 50% reduction in the "LC&E Fund" portion of your annual membership dues. A possible \$253 savings!
One Registration Fee at the 2009 WTA sponsored LC&E. A possible \$450 value!
One complimentary Exposition space at the 2009 WTA sponsored LC&E or two individual golf registrations at an event of choice. A possible \$350 value!
Sponsorship recognition in each issue of the "Northwest Transporter" magazine.
A 50% reduction in any WTA website advertising.
Special recognition at all WTA Special Events in 2009.



Platinum Sponsor—\$3,000

Entitlements

One LC&E registration. A possible \$450 value!
50% discount on one Exposition space at the 2009 WTA sponsored LC&E or one individual golf registration at an event of choice. A possible \$175 value!
Sponsorship recognition in each issue of the "Northwest Transporter" magazine.
A 25% reduction in any WTA website advertising.
Recognition at all WTA Special Events in 2009.

Silver Sponsor—\$1,000

Entitlements

25% discount on Registration Fee at the 2009 WTA sponsored LC&E. A possible \$112.50 value!
Sponsorship recognition in each issue of the "Northwest Transporter" magazine.
Recognition at all WTA Special Events in 2009.



Gold Sponsor—\$2,000

Entitlements

50% discount on one Registration Fee at the 2009 WTA sponsored LC&E. A possible \$225 value!
Sponsorship recognition in each issue of the "Northwest Transporter" magazine.
A 10% reduction in any WTA website advertising.
Recognition at all WTA Special Events in 2009.

Bronze Sponsor—\$500

Entitlements

✓ Sponsorship recognition in each issue of the "Northwest Transporter" magazine.
✓ Recognition at all WTA Special Events in 2009.



Donor Sponsor—\$300

Entitlements

Recognition at all WTA Special Events in 2009.

Name: _____

Check Visa MasterCard American Express

Company: _____

Amount: \$ _____ V-Code _____

Address: _____

Credit Card Number: _____

City: _____ State/Zip: _____

Expiration Date: _____

Telephone: _____

Name on Card: _____

Email: _____

Signature: _____

Return completed form with your Payment Now!

Washington Trucking Associations, 930 South 336th Street, Suite B, Federal Way, WA 98003

Tel: 253-838-1650 gh Fax: 253-838-1793

Area Attractions

Antique Stores

The Antique Gallery – Assorted collection of antique treasures over 4500 square feet of space
<http://experiencespokane.com/antiquegallery/index.shtml>

Area 58 – A fusion of art gallery & distinctive collectibles <http://experiencespokane.com/area58/>

Main Street Antiques – Antique and vintage are artfully combined with the new
<http://experiencespokane.com/mainstreetantiques/index.shtml>

Family Entertainment

Fastkart Indoor Speedway – Race at speeds in excess of 40mph with up to 8 of your friends
<http://www.fastkartspeedway.com/>

Laser Quest – A high-tech combination of tag & hide-n-go seek for all ages
<http://www.laserquest.com/>

Wild Walls – Some of the best indoor rock climbing in the Northwest <http://www.wildwalls.com/>

Galleries

Artisans' Wares – Featuring works by over 130 regional and national artists
<http://www.artisanswares.com/>

Lorinda Knight Gallery – Feature exhibits change monthly <http://www.lorindaknight.com/>

Parks

Manito Park - <http://www.manitopark.org/>

Nishinomiya Japanese Garden at Manito Park -

http://www.manitogardens.com/japanese_garden/manito_japanesegarden.htm

Riverfront Park - <http://www.spokaneriverfrontpark.com/index.php>

Shopping

1900 Furnishings & Décor – Distinctive home furnishings and accessories
<http://experiencespokane.com/1900furnishingsanddecor/>

Auntie's Bookstore – Large variety of books <http://www.auntiesbooks.com/>

Lolo Boutique – An upscale array of items for the home and garden
<http://experiencespokane.com/loloboutique/>

Simply Northwest – Gourmet gift baskets suitable for any occasion
<http://www.simplynorthwest.com/index.html>

Wineries

Arbor Crest Wine Cellars - <http://www.arborcrest.com/homepage.php>

Latah Creek Winery & Gift Shop – <http://www.latahcreek.com/>