American Association of Physics Teachers EXHIBITOR PROSPECTUS



2017 AAPT Winter Meeting

February 18-21, 2017 Atlanta, GA



Questions?

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Introduction

2017 AAPT Winter Meeting | Marriott Marquis Atlanta | February 18-21, 2017

Dear Exhibitor,

It's our pleasure to invite your participation in the Exhibition at the AAPT Winter Meeting to be held at the Marriott Marquis Atlanta Hotel, February 18-21, 2017.

Exhibiting at the AAPT Winter Meeting will showcase your products and services at one of the largest meetings for teachers of introductory and advanced-level physics courses as well as researchers in the field of physics and physics education.

We strive to ensure that your experience at the AAPT Winter Meeting helps you to engage the physics education community, to learn about the latest physics resources, establish new relationships, strengthen existing ones, and help you to meet your overall business goals.

This handbook provides information to prepare you for your three days on the show floor.

Please read through the pages carefully and fill out the forms that apply to your participation.

We are happy to offer additional marketing opportunities to help draw more attendees to your booth and maximize your lead generation.

- 1.) Advertise in the Onsite Program
- 2.) Sponsor an event
- 3.) Include your publications in our Shared Book Exhibit

Feel free to contact me anytime to let me know how I may assist you before, during, or after the event.

Sincerely,

Robert Finnegan AAPT Exhibits Manager

Exhibit Show Schedule

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When You Arrive

Pick up your badge and exhibitor packet at the AAPT Exhibitor Registration Desk located next to the Exhibit Hall. Exhibitors may be set up between Noon and 6:00 p.m. on Saturday, February 17, 2017.

Exhibit Schedule

<u>Exilibit oci</u>			
	Exhibit Setup	Exhibit Show	Exhibit End
Fri., Feb. 17 Decora	12:00 - 5:00 p.m. tor Only		
Sat., Feb. 18	12 noon – 6:00 p.m.	8:00 p.m. – 10:00 p.m.	
Sun., Feb. 19	Exhibit Hall	10:00 a.m. – 5:00 p.m.	
Mon., Feb. 20		10:00 a.m. – 4:00 p.m.	4:00 p.m.

^{*}Exact times are subject to change as program is set.

Open Exhibition-Public Invited

Do you have customers in the Atlanta area? Invite them to visit the AAPT Exhibit Hall for **free** all day Monday.

Great Book Giveaway

Tuesday, Feb. 21, 9 a.m.

Appreciation Breakfast for Exhibitors

Tentative: Monday, Feb. 20, 9:00 a.m.-10:00 a.m.

Exhibit Booth Contract

2017 AAPT Winter Meeting | Marriott Marquis Atlanta | February 18-21, 2017

Reserve your booth by October 15th, 2016 to receive an early-bird discounted booth rate!

Company Name: Address: City: Company Name on Booth Sign: CONTACT INFORMATION Contact Person: Phone: Booth CHARGES (8' x 10') Sustaining Member Early Bird by October 15th, 2016 Save Money!!! Sustaining Member after October 15th, 2016 Nonmember Early Bird by October 15th, 2016 Save Money!!! Sustaining Member after October 15th, 2016 Nonmember after October 15th, 2016 Nonmember after October 15th, 2016 Nonmember after October 15th, 2016 Sustaining Member after October 15th, 2016 Nonmember after October 15th, 2016 N	COMPANY DATA (This information will be included in the Or	nsite Pro	ogram)			
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CONTACT INFORMATION Contact Person: Phone: Email:	Email	Websi	te:	·		
Contact Person: Phone: Fax:	Company Name on Booth Sign:					
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METHOD OF PAYMENT Check # Drawn on U.S. Bank in U.S. currency with imprinted microencoding. Make payable to AAPT EXHIBITS. Credit Card: VISA MC AMEX Discover Diners Club Card # Exp/_ Account Name Exhibitor agrees to abide by all terms, conditions, and regulations set forth on both sides of this contract. Authorized Signature	Booth number(s) desired: 1st choice	_ 2	2nd choice			
Check # Drawn on U.S. Bank in U.S. currency with imprinted microencoding. Make payable to AAPT EXHIBITS. Credit Card: VISA MC AMEX Discover Diners Club Card # Exp/ Account Name Exhibitor agrees to abide by all terms, conditions, and regulations set forth on both sides of this contract. Authorized Signature	COMPLIMENTARY FULL PROGRAM BADGE NAMES					
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Exhibitor agrees to abide by all terms, conditions, and regulations set forth on both sides of this contract. Authorized Signature	Credit Card: VISA MC AMEX Discover Diners Club Card # Exp/					
Authorized Signature	Account Name					
	Exhibitor agrees to abide by all terms, conditions, and regulations set forth on both sides of this contract.					
Authorized Name Printed Date	Authorized Signature					

For early-bird discounted booth rate by October 15th, 2016, mail form along with payment to:

AAPT Programs & Conferences

One Physics Ellipse, College Park, MD 20740-3845

Fax: 301-209-0845

Contact: Robert Finnegan, rfinnegan@aip.org or 516-576-2433

Reserve by October 15th, 2016 for early-bird discounted booth rate!

Rules and Regulations for Exhibitors

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Definition

The words "Exhibit Management" as used herein refer to the American Association of Physics Teachers (AAPT).

Exhibitor Registration & Housing

Exhibitors are entitled to 2 full meeting registrations, and six exhibitor badges per exhibitor for full-time company staff. After six, staff badges are \$10 each. Each exhibitor must wear an official exhibitor's identification badge. Exhibitors are responsible for making their own travel and housing arrangements.

Arrangement of Exhibits

All exhibits must be arranged so as not to obstruct the general view or hide other exhibits. Backgrounds (including signs) must be no more than 8' in height. Material extending into the exhibit area by more than 3' from the back wall cannot exceed 3' in height. No partitions other than the side rails will be allowed, unless specifically approved by Exhibit Management. Exposed unfinished sides of exhibit backgrounds must be draped to present an attractive appearance. Exhibit Management may (at the exhibitor's expense) direct revisions of any exhibit that does not comply with the above guidelines. Exhibit booths may only be used in a straight line as it appears on the floor plan.

Location/Layout of Exhibits

At all times, Exhibit Management reserves the right to alter the location and/or layout of the exhibits in the best interests of the overall exhibition and meeting.

Installation/Dismantling

Exhibits must be completely installed at least two hours prior to the opening of the show. Exhibit Management reserves the right to reassign any space not installed at that time. No packing or dismantling of exhibits will be permitted prior to the official closing of the exhibition, and there will be a \$200.00 fine for any exhibitor dismantling prior to the closing of the show.

Occupancy of Booths

All booths must be open during the advertised show hours.

General Conduct of Exhibitors

All materials and activities must be confined to the limits of the exhibit booth(s) and may not impede traffic or interfere with other exhibits. Furthermore, all of the following practices are expressly prohibited: the promotion of products or services other than the exhibitor's, excessive noise that would interfere with other exhibitors, the storage or use of flammable or explosive materials (or any substance prohibited by local laws or insurance carriers), the operation of x-ray equipment, the soliciting of participation in surveys or any other harassment of attendees, the use of live animals, the solicitation of business by anyone other than the representatives of exhibiting organizations, and the publicizing or conducting of any activities other than Commercial Workshops that would attract attendees away from the exhibition during exhibit hours.

Rejection & Penalties

Exhibit Management reserves the right to refuse any applicant for

exhibit space, as well as the right to restrict or evict any exhibit that, in the opinion of Exhibit Management, detracts from the general character of the exhibition. This reservation applies to displays, printed matter, promotional materials, noise, personal conduct, and method of operation. In the event of such restrictions or eviction, Exhibit Management will not be liable for any refunds or other exhibit expenses.

Insurance

Exhibitors are urged to take out a portal-to-portal rider on their own insurance policy, usually available at a nominal cost, to protect against loss through theft, fire, damage, etc. Exhibitors are responsible for their equipment and property. The exhibit area will be monitored and secured, but AAPT does not guarantee nor protect the exhibitor against loss of any kind. Each party agrees to be responsible for its own property through insurance or self-insurance; exhibitors shall hold harmless AAPT for any and all damage caused by theft and those perils normally covered by fire and extended coverage policy.

Liability

The exhibitor agrees to assume all responsibilities for any damage to the exhibit area. The exhibitor also expressly indemnifies and holds harmless AAPT, the show's official service contractor, and any other agents of Exhibit Management from any and all liability that may ensue from accidents, injuries, damage by fire, loss or theft of property, or any other cause. Security guards will be provided as determined necessary by Exhibit Management; however, the exhibitor retains sole responsibility for his/her own exhibit materials. In the event that the exhibition is canceled, the liability of Exhibit Management shall be limited to the monies paid by the exhibitor as exhibit booth rental, less a proportionate share of all expenses incurred by Exhibit Management for the exhibition.

Subletting of Space

No exhibitor shall assign, sublet, or apportion the whole or any part of the space allotted without the knowledge and written consent of Exhibit Management.

Payment Terms

A deposit of \$500.00 per booth must accompany this application/ contract, and full payment must be received by **November 1, 2016.** Fees not paid by this date will be subject to a late fee of \$250.00.

Cancellations

After a signed contract has been received, cancellations prior to November 1st, will be liable for a penalty of \$315.00 per booth reserved. Exhibitors cancelling after November 1st, will be liable for a penalty of \$650.00 per booth reserved. All cancellations must be submitted in writing.

Use of Registration List

Each exhibitor will receive upon request one pre-conference and one post-conference roster, containing the email address of those registered for the AAPT meeting at which you are exhibiting. Each email list is to be used once to promote your booth, product or commercial workshop before the meeting and once for a final follow-up within thirty days after that meeting. Please copy AAPT (programs@aapt. org) on all emails that are sent.

Sustaining Membership Application

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Join AAPT today as a Sustaining Member. Your partnership with us means that more than 10,000 physicists and educators worldwide have the information they need about the services you offer. As a Sustaining Member you realize immediate savings and benefits as you generate new business in this specialty field.

Benefits

Complimentary paper and online journals: the *American Journal of Physics, The Physics Teacher* and *Physics Today*. Sustaining Member rules are subject to change.

- Free Table of Contents Alert Banner Ad (1 month)
- 30% off Meetings/Exhibits
- Free Meeting Attendee mailing list when you exhibit
- 20% off print and online advertising rates
- Free usage of AAPT's member list

- Commercial workshop opportunities
- Sponsorship opportunities
- Subscription to the e-nnouncer, our monthly online newsletter
- Free listing and link on AAPT website

Typical Savings

	Nonmember Cost	Sustaining Member Cost	Your Savings
Exhibit fee	\$1850	\$1250	\$600
TPT Full-page Ad	\$1770	\$1374	\$354
Member mailing list	\$750	FREE	\$750
AAPT Journals	up to \$1226	FREE	\$1226
		Total·	\$2930

is payment of \$800 to cover a 12-month period	as an AAPT Sustaining Member.
Corporate Name	
Corporate Contact	
Title	
Street Address	
City	State Zip
Phone	Fax
Email	Website
Signature	Date
METHOD OF PAYMENT	
Check # Make payable to AAPT SUSTAINING MEMBE	Drawn on U.S. Bank in U.S. currency with imprinted microencoding. ERSHIP.
Credit Card: VISA MC AMEX Discover	Diners Club
Authorized Signature	
Authorized Name Printed	Date

Mail form along with payment to:

AAPT Sustaining Membership, One Physics Ellipse, College Park, MD 20740-3845, Fax: 301-209-0845

AAPT Commercial Workshops

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In an effort to provide a "hands-on" forum for exhibiting companies, AAPT schedules workshops designed to give exhibitors a unique selling tool to enhance the presentation/sale of products and services. To increase the resources available to our members, we invite companies producing materials useful to science educators to present workshops at the National Meetings. This is an opportunity to direct sales to those people most interested in your company's products and services.

Application

The form should contain:

- (1) workshop title & abstract (200-word limit)
- (2) name of workshop leader(s)
- (3) preferred day & time for presentation
- (4) maximum number of attendees desired
- (5) room set-up preference (theater or classroom style)

The abstract should contain: activities to take place during the workshop, materials to be featured at the workshop, and how attendance at the workshop will benefit physics teachers. Submit abstracts online at http://www.aapt.org/events/cwkshpform.cfm.

Publicity

There will be ample opportunity for you to advertise your presentation.

- The workshop abstract will be included in the Onsite Program, and will appear on the AAPT website.
- Posters announcing the Commercial Workshops will be visible around the registration area onsite.
- Distribution of workshop flyers will be permitted onsite at the meeting.

Responsibilities

Your company will be responsible for: planning the workshop, providing necessary AV equipment, and conducting the workshop.

The AAPT Programs & Conferences Department will be responsible for: providing the meeting room; setting up the room, including tables, chairs, and a speaker's table; and advertising. Workshops are open to all AAPT meeting attendees.

Charge

There will be a fee for each Commercial Workshop.

Participants

Hosting a commercial workshop is an exclusive opportunity for exhibitors ONLY.

Questions?

Contact Bob Finnegan • phone: 516-576-2433 • fax: 301-209-0845 • email: rfinnegan@aip.org

Commercial Workshop Form

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Only one workshop per form/copies of form accepted. SUBMIT your 200-word-maximum ABSTRACT.

COMPANY DATA					
Company Name:	Phone:				
Address:					
City:	State:			Zip:	
Email:	Website:				
CONTACT INFORMATION					
Contact Person:	Email:				
Phone:	Fax:				
Billing Address:					
City:	State:			Zip:	
Abstract (200-word limit): Attach a hard copy unless submitting	electronically.				
Workshop Leader(s):					
Indicate any company you would NOT want scheduled simultan	eously with yours	S:			
Number of Attendees: ☐ Less than 25 ☐ 25–50 Room Set	t-Up Style: 🗖 Tł	neater \Box	Cla	ıssroom	
AND OR THE REPORT OF THE REPOR	DE 1 COEDELLIO		D E		
ALL OF THE INFORMATION MUST BE COMPLETED BEFORE	RE ACCEPTANC		PT		
Exhibitors only: One (1) workshop		\$550			\$
Each additional workshop		\$550	Χ	# of workshops	\$
Lacii additional workshop			A T A	MOUNT DHE	
		1017	AL A	MOUNT DUE	3
METHOD OF PAYMENT					
Check # Drawn on U.S. Make payable to AAPT EXHIBITS.	Bank in U.S. curr	ency wit	h ir	nprinted micro	encoding.
Credit Card: VISA MC AMEX Discover Diners Club	Card# -	_		Exp	, /
				Lxp	•/
Authorized Signature					

Mail form, abstract, and contract along with payment by October 1, 2016 to:

Bob Finnegan, AAPT, One Physics Ellipse, College Park, MD 20740-3845, Fax: 301-209-0845

^{*} Exact times are subject to change as program is set

Advertise in the Onsite Program

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Ad Sizes and Prices

Size	Dimensions	Price	Upgrade Your Workshop Ad
¼ page	Vertical: 3.25" (w) x 4.5" (h)	\$225	Free
½ page	Vertical: 3.25" x 9" Horizontal: 7" x 4.5"	\$340	\$110
Full Page	Non-bleed: 7"(w) x 10"(h)	\$475	\$250
Cover 2, 4	Bleed: 8.25" x 11" Non-bleed: 7"(w) x 10"(h)	\$650	\$600 BW
	Bleed: 8.25" x 11"		

Color and Position Rates:

Color is only available on Cover 2 and 4 for an additional \$1,100.

Preferred material:

Please call the Meetings Department (301-209-3845) in advance for specific information on saving PDF files for print.

Supplied four-color specifications:

Electronic EPS or PDF files, set up with a 175-line screen and accompanied by progressive proofs, matchprints, or chromalins to SWOP standards. Files should be submitted as composites, not separated prior to submission.

Unacceptable material:

PDFs or other electronic files created from MS Word, Excel or PowerPoint; laser prints that are less than 600 dpi; "photoquality" ink-jet prints.

Submission instructions:

Ads may be submitted to: Jane Chambers, AAPT Production & Ad Traffic Manager, One Physics Ellipse, College Park, MD 20740-3845. Digital files under 2 MB can be emailed to: jchamber@aapt.org.

Onsite Program Insertion Order

*AAPT will not sell your contact information to third parties.

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Advertiser Information Company name: _ (for the journal's "Index to Advertisers") Agency name: ___ Company/Agency address: Contact name: ____ Contact phone: _____ Contact fax: ___ *Contact email: ____ May we send you advertising updates and special offers via email? ☐ Yes ☐ No Is billing address the same? \square Yes \square No If no, correct billing address here: **Are you exhibiting?** □ Yes □ No **Advertisement Information** Onsite Program Ad Size: ☐ Cover 2 ☐ Full Page □ ½ page ☐ ¼ Page Ad title: Authorized signature: _____ Authorized name printed: P.O. Number (if applicable): Date Submitted: Mail or fax form by October 15, 2016 to: Attn: Robert Finnegan, AAPT Exhibits One Physics Ellipse College Park, MD 20740-3845 fax: 301-209-0845 • phone: 301-209-3622 email: rfinnegan@aip.org

Advertise in the Onsite Program

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2017 AAPT Winter **Sponsorship Opportunities**

AAPT will hold their 2017 Winter Meeting in Atlanta, February 18 - 21. It will bring 1,000 physicists, educators, students, and corporate associates from the U.S., as well as all over the world. As a sponsor, you have the opportunity to position your company's products and services among the people who use them most. All sponsorships will be recognized with signage at the event and all sponsors will also be recognized in the onsite/online program guide.

Products		
Program Book	Exclusive sponsorship is available for the bound program book or the downloadable program app.	\$5,000*
Digital Lounge	A computer with an open internet connection is a magnet, and provides the perfect placement to achieve corporate visibility.	\$3,000*
Conference Bags	Exceptional promotional opportunity with sponsor's logo placed promi nently on meeting bags. Maximum corporate visibility for the entire convention and beyond as registrants take the meeting bags home to use in their own communities.	\$4,000
Conference Bag Inserts	Sponsors can place a one-page flyer in the registration bag distributed to all conference attendees. This is ideal to advertise your booth location, invite attendees to your cocktail party, or supply all attendees with your product brochure. Inserts must be 8 1/2" x 11" size or smaller (1,200 pieces). Promotional items are accepted.	\$500
Food Events		
Welcome Reception	The welcome reception attracts the majority of the conference's attendees, who are all eager to get a glimpse of the exhibits hall and network with their peers.	\$10,000*
First-Timers Gathering	Make a strong favorable first impression on these first time conference attendees, by sponsoring continental breakfast and welcoming them to the conference.	\$2,500
H.S. Teachers Day Luncheon	Join this special luncheon for high school physics teachers attending the conference for the first time.	\$3,000
Morning/Afternoon Breaks (four available)	Help perk the attendees up in the morning with coffee and muffins or between sessions with light refreshments and snacks.	\$2,000
Poster Sessions (two available)	Presenters and attendees have the opportunity to network and discuss various posters topics, while enjoying a variety of snacks and refreshments.	\$3,000

^{*} Partial Sponsorship's Available

Cerena Cantrell, CMP

Associated Director, Programs and Conferences; 301-209-3305/ccantrel@aapt.org

Shared Book Exhibit

2017 AAPT Winter Meeting | Marriott Marquis Atlanta | February 18-21, 2017

Submit titles online at www.aapt.org/events/sbeform.cfm

A popular activity at AAPT meetings is the Shared Book Exhibit and Great Book Giveaway. Book publishers who are unable to exhibit are offered an opportunity to have their textbooks and posters displayed at minimal cost. This raffled giveaway on the last day has become an integral part of the meeting. During AAPT's last meeting, more than 1,000 attendees stopped by the Shared Book Exhibit to look over the collection of material, so don't hesitate — display today at AAPT's Shared Book Exhibit!

Services Provided

For this special exhibit, AAPT will:

- provide an easily accessible display area for publishers to exhibit their various titles
- provide a printed brochure (i.e. Onsite Program Guide) listing all books to be displayed, organized by publisher, author, and title (you will be required to supply this information on the enclosed reservation form)
- encourage participants to directly contact publishers for product information by displaying order forms or brochures associated with each title (all forms and brochures must be provided by the publisher)
- conduct a lottery at the end of the show to give away books to those attendees who visited the display

Fees for Displaying Titles

1 book title OR 2 posters	\$100
Each additional 1 title OR 2 posters	
(i.e., the cost for displaying a total of 3 titles would be \$180)	

Please ship to the AAPT Office.

Attn: Bob Finnegan

One Physics Ellipse, College Park, MD 20740-3845

Deadline: Form, payment, and books/posters MUST be received by November 1, 2016

Questions?

Contact Bob Finnegan • phone: 516-576-2433 • fax: 301-209-0845 • email: rfinnegan@aip.org

Shared Book Exhibit Form

2017 AAPT Winter Meeting | Marriott Marquis Atlanta | February 18-21, 2017

SEND form, payment, and books/posters by December 1, 2016!

List your books, posters, or other items for the Shared Book Exhibit at the 2017 AAPT Winter Meeting, Atlanta, GA. The charge for your first title OR your first two posters is \$100; each additional title or two posters is \$40. If you have more than four items, please list the additional titles on a separate sheet of paper, but be sure to indicate the total number of items in the box below. All books/posters will be raffled at the end of the Exhibit Show. No items will be returned. **Submit titles online at www.aapt.org/events/sbeform.cfm.**

	1 0			
COMP	ANY DATA			
Publish	ner:			
Addres	ss:			
City:		State:	Zip:	
Contac	et Person:		·	
Phone:		Fax:		
Email:		Website:		
ITEM	TITLE & AUTHOR		CI	HARGE
1	Title:		\$1	00
	Author:			
2	Title:		\$4	0
	Author:			
3	Title:		\$4	0
	Author:			
4	Title:		\$4	0
	Author:			
# additional titles	List additional titles on separate sheet			ultiply additional f of titles by \$40
		Total .	Amount Enclosed \$ _	
METH	IOD OF PAYMENT			
Check Make p	# Drawn or payable to AAPT EXHIBITS.	1 U.S. Bank in U.S. curren	cy with imprinted mic	croencoding.
	Card: VISA MC AMEX Discover Diners C	lub Card #	F	Exp/
Author	rized Signature			

_ Date _

Send form, payment, and books/posters by December 1, 2016 to:

Attn: Bob Finnegan

Authorized Name Printed _

One Physics Ellipse, College Park, MD 20740-3845

Fax: 301-209-0845

Exhibitor Listing/Badge Names

2017 AAPT Winter Meeting | Marriott Marquis Atlanta | February 18-21, 2017

One Physics Ellipse, College Park, MD 20740-3845

Fax: 301-209-0845

LISTING FOR GUIDE

Please complete the following company listing for inclusion in the Exhibit Guide which will be distributed at the Exhibit Show. Mail or fax the form by **Nov. 1, 2016**.

Please email a brief (50 word or less) description of the products or services your company plans to display to rfinnegan@aip.org

COMPANY DATA		
Company Name Listed As:		
Address:		
City:	State:	Zip:
Contact Person:		
Phone:	Fax:	
Email:	Website:	
BADGE NAMES Each exhibitor receives up to six (6) complimentary exhitime company staff only, regardless of the total number of full-time exhibit staff person who will be working your echarge for each additional badge after six. Everyone must 1. 2. 3. 4. 5. Additional badges for other full-time staff @ \$10 each:	of booths rented. Please prexhibit booth throughout	rovide the names of each the show. There is a \$10
		Total \$
METHOD OF PAYMENT		
Check # Drawn on U.S. Make payable to AAPT EXHIBITS.	Bank in U.S. currency with in	mprinted microencoding.
Credit Card: VISA MC AMEX Discover Diners Club	Card #	Exp/
Authorized Signature		
Authorized Name Printed	Date	
Mail form by Nov. 1, 2016 to: Bob Finnegan		

Marriott Marquis Atlanta Marquis Ballroom

