



Catholic Cemeteries and
Funeral Services of the West

2018 ANNUAL CONFERENCE VENDOR PACKET

JANUARY 22 – 25, 2018 • THE MCCORMICK SCOTTSDALE

7401 N SCOTTSDALE RD, SCOTTSDALE, AZ 85253 • (480) 948-5050

REGISTER ONLINE AT CCFWEST.ORG/ANNUAL-CONFERENCE

VENDOR PRICING – BEFORE DECEMBER 15

\$625 for member primary attendee (includes table top)

\$300 per member additional associate member

\$725 for non-member primary attendee

\$400 for non-member additional attendee

VENDOR PRICING – AFTER DECEMBER 15

\$700 for member primary attendee (includes table top)

\$375 per member additional associate member

\$800 for non-member primary attendee

\$475 for non-member additional attendee

Pricing includes all meals and banquet dinner ticket.

Tabletop assignments are first given to sponsors and then will be made based on a first reserved AND PAID basis.

TABLETOP GUIDELINES

Your registration includes a choice of:

- One 6' x 2' table.
- TRAVEL LIGHT – High top round, 36" Round by 48" High

Exhibitors may not solicit in the aisles or in any other location in, around or outside the hotel except at their tabletop booth.

SIX-FOOT TABLE REGULATIONS:

Table display banners must not exceed 36" in height and 48" in width and/or floor standing display banner stands (behind your table) must not exceed 84" in height and 42" in width. Floor standing display banner stands are not permitted in front or on the side of your tabletop. Any pop up banner MUST fit behind your table and cannot extend out past the sides. There will be approximately 1-2 feet behind your table. You may bring your own branded, fitted stretch tablecloth.

HIGH-TOP TABLE REGULATIONS:

Ideal for those who have minimal product to display or utilize a laptop. You may bring your own branded, fitted stretch tablecloth. Retractable Table Top Displays are permitted and must not exceed 48" in height.

ELECTRICITY:

Six-foot table displays only. If your booth requires electricity, please contact our Conference Manager, Julie Heaney at 480.367.2402 or julie.heaney@millenniumhotels.com.



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EXHIBIT SET UP AND TEAR DOWN

The exhibit hall will be made available for set up anytime between 9:00 AM and must be completed by 4:00 PM on Monday, January 22.

Tear down of exhibits starts immediately after lunch at 1:30 PM on Wednesday, January 24 and must be completed by 3:00 PM the same day.

SHIPPING

Due to limitations in secured storage space, the Hotel will only accept packages as follows: Boxes/packages may be sent for arrival a maximum of 48 hours prior to Group arrival and are to be marked with the responsible party's name, Group Name (CCFW), plus "Hold for Arrival Date of _____".

There will be a handling charge as follows:

- Packages/Boxes up to 36" x 24" x 24" \$5 per package/box after the first (5) received
- Larger boxes / display cases \$5 per box
- Pallets \$5 per box

WELCOME RECEPTION

Monday, January 22 • 5:00 – 7:00

Drink tickets/cash bar and light appetizers to be held within the exhibit area. This is a fun and casual event allowing for our vendors and attendees to mingle in a relaxed environment.

BANQUET DINNER

Wednesday, January 24 • 6:00 – 9:00

Please join us for the banquet dinner, celebrating the culmination of the conference. Banquet dinner tickets are included in your registration fee. Entertainment will be provided.

GOLF TOURNAMENT

Thursday, January 25 • 9:30 AM First Tee Time • Golf attire required • Club rentals available for \$55 • Lunch to follow.

SCENIC SEDONA TOUR AND LUNCH

Thursday, January 25 • Head out for some of Arizona's best scenery and shopping. Load a chartered bus at 9:00 AM, returning to property by 4:00 PM. Dress warmly as Sedona is about 20 degrees cooler than Scottsdale.

ROOM RESERVATIONS

Call The McCormick Scottsdale at (800) 243-1332 and identify yourself as part of CCFW - Catholic Cemeteries of the West Annual Meeting 2018. Rate: \$199 plus tax. Or book online at ccfwest.org/annual-conference



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A resort fee of \$10.00 per night (plus applicable taxes) will be applied to all reservations. This fee includes Wi-Fi (for up to four devices); two bottles of water daily; valet parking; access to the fitness center and tennis court; bicycles / kayak / canoe / fishing equipment rental; assorted poolside games; use of lobby computer; unlimited in-room local and toll-free calls; and housekeeping and bell gratuities.

Reservations must be made by December 22, 2017. Rooms after this date will be subject to availability. Credit card guarantee is required.

DRESS CODE

Welcome Reception: Resort Casual; Anything from jeans to khakis, whatever you feel comfortable in.

General Sessions and Expo: Business Casual; Dress pants or skirts, Button down shirts or polos for men, Dresses or Blouses for Women.

Banquet Dinner: Casual; Jeans, sweaters, light jacket.

January in Scottsdale is typically mild, with highs in upper 60s and lows in the upper 30s. We suggest bringing layers and a light jacket for the Banquet Dinner as we will be outdoors.

Sedona is 20 degrees cooler than Scottsdale and there is the potential of snow. Dress appropriately for highs in the upper 40s and low 50s.



Catholic Cemeteries of the West

2018 ANNUAL CONFERENCE SCHEDULE OF EVENTS

MONDAY, JANUARY 22

9:00 – 4:00	Exhibit Hall Open for Setup
2:00 – 4:00	Cemetery Tour
5:00 – 7:00	Welcome Reception

TUESDAY, JANUARY 23

7:30 – 8:00	Opening Prayer
8:00 – 9:00	Breakfast with the Vendors
9:00 – 10:00	Poul Lemasters, “5 Issues That Are Changing Death Care”
10:00 – 10:30	Break with vendors
10:30 – 11:30	Vendor “Face Time”
11:45 – 12:45	Jake Johnson, “What Do Successful Operations Have in Common”
12:45 – 2:00	Lunch with Vendors
2:00 – 3:00	Roundtable Discussion
3:00 – 4:00	What’s New, What’s Up
Dinner on your own or with a group.	

WEDNESDAY, JANUARY 24

8:00 – 8:30	Opening Prayer
8:30 - 9:30	Breakfast with the Vendors
9:30 – 11:00	Father Thomas Enneking, “Beauty of the Catholic Funeral Rite”
10:15 – 11:00	Ryan Hanning Ph.D, “The Role of the Funeral in the Life of Evangelization”
11:00 – 12:00	Vendor “Face Time”
12:00 – 1:30	Lunch with Vendors
1:30 – 2:00	Member Meeting
4:00 – 5:00	Mass
5:00 – 6:00	Cocktail Reception
6:00 – 9:00	Banquet Dinner

THURSDAY, JANUARY 25

8:30 – 4:30	Sedona Scenic Tour and Lunch
9:30 – 2:30	Golf Outing
5:00 – 7:00	Closing Happy Hour



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2018 ANNUAL CONFERENCE VENDOR REGISTRATION

REGISTRATION INFORMATION

REGISTRATION	BEFORE 12.15.17	AFTER 12.15.17	QTY	AMOUNT DUE
CCFW Member Primary Attendee (6" table top)*	\$625	\$700	1	
CCFW Member Primary Attendee (Travel Light! High-Top Table)*	\$625	\$700	1	
CCFW Member Additional Attendee *	\$300	\$375		
Non-Member Primary Attendee (6" table top) *	\$725	\$800	1	
Non-Member Primary Attendee (Travel Light! High-Top Table)*	\$725	\$800	1	
Non-Member Additional Attendee *	\$400	\$475		
Additional Banquet Dinner Tickets	\$125	\$125		
Golf Registration	\$135	\$135		
Scenic Sedona Tour and Lunch	\$100	\$100		
TOTAL REGISTRATION FEES				

*Pricing includes all meals and banquet dinner ticket.

Does Your Exhibit Require Electricity?

Yes No

Please send a high-res version of your logo to admin@ccfwest.org.

Would you like to attend the Monday 2-4 Cemetery Tour?

Yes No

ATTENDEE INFORMATION

Primary Attendee _____ Email _____

Dietary Restriction? _____ Sedona Tour Golf Outing Golf Club Rental

Associate Attendee _____ Email _____

Dietary Restriction? _____ Sedona Tour Golf Outing Golf Club Rental

Associate Attendee _____ Email _____

Dietary Restriction? _____ Sedona Tour Golf Outing Golf Club Rental

Associate Attendee _____ Email _____

Dietary Restriction? _____ Sedona Tour Golf Outing Golf Club Rental

Company _____

Address _____

City/State/Zip/Country (other than U.S.) _____

Phone _____ Cell Phone _____



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SPONSORSHIP OPPORTUNITIES

All sponsors will be acknowledged by announcement and sign at the sponsored event, in the final conference program and on the CCFW's website.

Sponsorships are first come first served. Please call the CCFW office to see what sponsorships are available. Sponsorships are also open to vendors who cannot attend, call the CCFW office to work out a custom package in lieu of speaking opportunity.

SPONSORSHIP OPTION	AMOUNT	SELECT
Monday Night Welcome Reception Sponsor Signage at reception • 5 Minute Speaking Opportunity for your company during conference	\$2500	
Tuesday Breakfast Sponsor Signage at breakfast • 2 Minute Speaking Opportunity for your company during conference	\$1000	SOLD OUT
Tuesday Lunch Sponsor Signage at lunch • 2 Minute Speaking Opportunity for your company during conference	\$1500	
Wednesday Breakfast Sponsor Signage at breakfast • 2 Minute Speaking Opportunity for your company during conference	\$1000	SOLD OUT
Wednesday Lunch Sponsor Signage at lunch • 2 Minute Speaking Opportunity for your company during conference	\$1500	
Wednesday Banquet Dinner Cocktail Reception Sponsor Signage at reception • 5 Minute Speaking Opportunity for your company during conference	\$2500	
Wednesday Banquet Dinner Wine Sponsor Signage at dinner • 2 Minute Speaking Opportunity for your company during conference	\$1000	
Wednesday Banquet Dinner Entertainment Sponsor Signage at dinner • 5 Minute Speaking Opportunity for your company during conference	\$3000	SOLD OUT
Golf Tournament Lunch Sponsor Signage at Event • 2 Minute Speaking Opportunity for your company during conference	\$1000	
Golf Tournament Drink Sponsor Signage at Event • 2 Minute Speaking Opportunity for your company during conference	\$1000	
Golf Tournament Hole Sponsor – 18 Available Sign with company logo at one of 18 holes on golf course	\$200	
Golf Tournament Challenge Hole Prize Sponsor – 3 Available Recognition at the event for sponsorship.	\$100	
Sedona Tour Lunch & Wine Sponsor Signage at Event • 2 Minute Speaking Opportunity for your company during conference	\$1500	
Badge holder and lanyard with company logo	\$500	SOLD OUT
Tote bag with company logo	\$750	
Audio Visual Sponsor Sponsor logo on A/V Screen • 5 Minute Speaking Opportunity for your company during conference	\$3000	
Half Page Ad in Program	\$100	
Full Page Ad in Program	\$150	
Total Sponsorship Amount		
Registration Amount from Previous Page		
GRAND TOTAL REGISTRATION FEES AND SPONSORSHIP		



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ADVERTISING SPECIFICATIONS

Size	Dimension
Half Page	5.5" W x 4" H
Full Page	5.5" W x 8" H

All electronic ads should be in a PDF or high-resolution JPG format in the correct size, with .125" bleed. Do not include crop marks. Electronic artwork can usually not be resized without losing quality. Send by e-mail to admin@ccfwest.org. If you need assistance with artwork, please talk with Heather Long at admin@ccfwest.org or (408) 780-8229. Deadline for on-site program - January 10, 2018

PAYMENT INFORMATION

Check Credit Card (circle one): MasterCard Visa AmEx Discover

Card Number _____ Exp. Date _____

Name as it appears on the card _____ CCV _____

Billing Address for Card _____

Email for Receipt _____

Authorized Signature _____

Mail Registration and Checks To:

Catholic Cemeteries and Funeral Services of the West
PO Box 13397
Mesa, AZ 85216

No refunds for cancellations after December 31, 2017 or for no-shows.



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EXHIBITOR & SPONSOR CONDITIONS, RULES & REGULATIONS

Nature of Exhibits: The CCFW exhibition is intended to provide a showcase of products and services used in the funeral service industry. CCFW reserves the right to refuse to rent space to any company whose display of goods or services is not compatible with the general character and objectives of the exhibit.

Assignment of Space: Spaces in the Exhibit Hall will be reserved and assigned on a first-receipt of contract and payment, first-served basis with due consideration to each exhibitor's utility requirements and all other matters relating to the successful conduct of the exhibits. If space is not available, a waiting list will be developed in the same order. CCFW will refund all monies received with the contract for whom space is not available.

Subletting of Exhibit & Prohibited Uses: Exhibitors are prohibited from assigning or subletting any part of the space allotted to them, nor shall they exhibit or permit to be exhibited in their space any merchandise or advertising material which are not a part of their own regular products, or which are not compatible with the character of the CCFW Conference Exhibition.

Electrical Needs: If you need electrical power for your booth you will need to call The McCormick Scottsdale Conference Manager Julie Heaney at 480.367.2402. Payment and arrangements for the electrical must be made by your company directly to The McCormick Scottsdale.

Shipping: Shipments should not arrive more than 48 hours in advance of the show date.

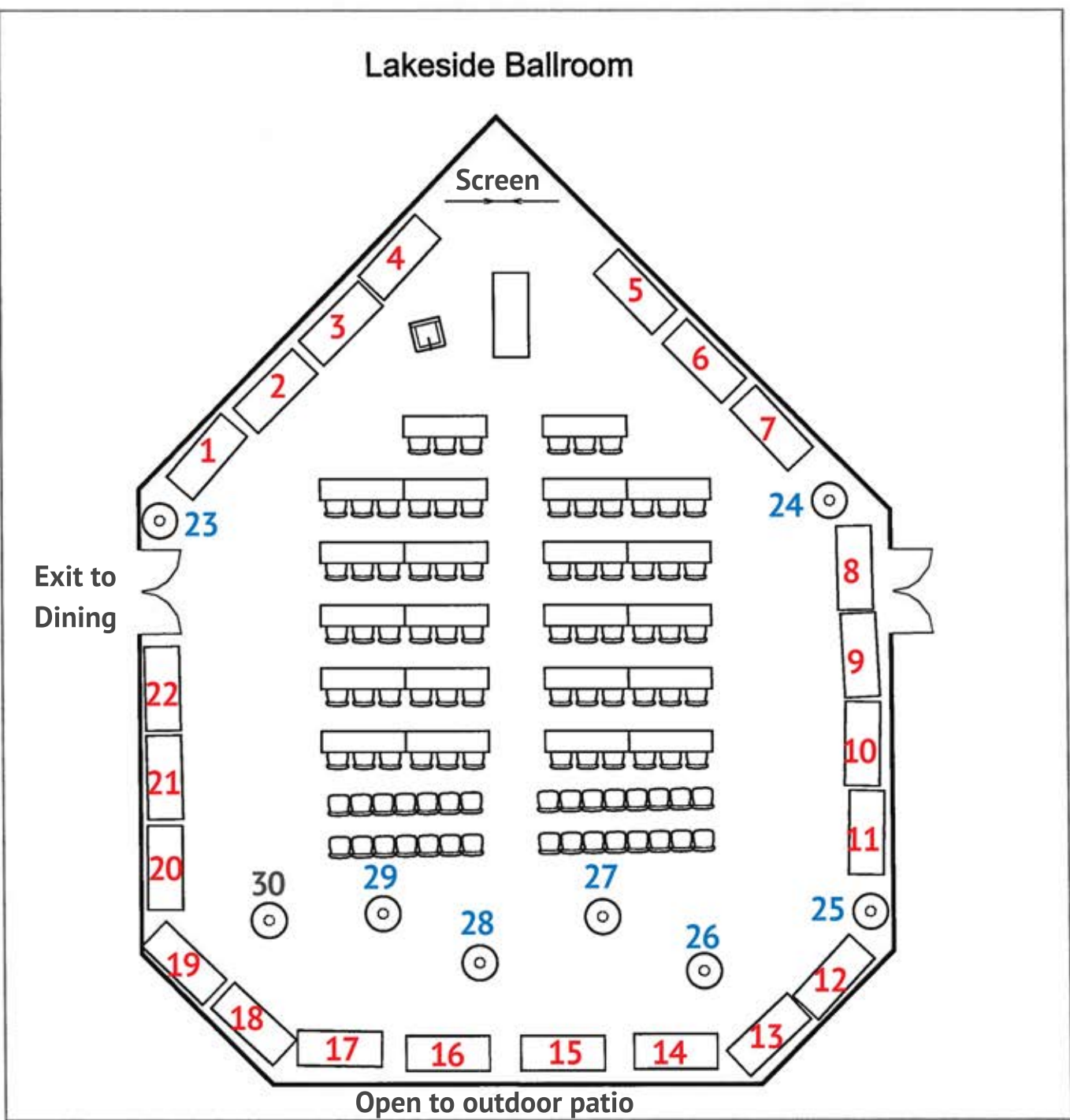
Payment and Provision in Case of Default: If an exhibitor fails to pay any sum required by the Contract when due, or fails to perform any other term or condition of the Contract, or fails to observe and abide by these Contract Conditions/Rules and Regulations, CCFW reserves the right to terminate the Contract immediately without refund of any monies paid.

Cancellation of Contract: Notice of cancellation must be made in writing to the CCFW Annual Conference PO Box 1339, Mesa, AZ 85216; e-mail: admin@ccfwest.org; phone: 408-780-8229. No refunds will be made for cancellation after December 31, 2018 or no shows.

Insurance and Liability: CCFW, their members, officers, CCFW staff, nor The McCormick Scottsdale, its representatives or employees will be responsible for any injury, loss or damage that may occur to the exhibitor or the exhibitor's employees or property whatsoever, prior, during or after the period covered by the exhibit contract. It is understood by the exhibitor that the nature of the facilities available, the presence or circulation of large numbers of people, the number of removable articles in many exhibit spaces, and various other factors, make it mandatory that each exhibitor shall assume the risk of any such injury, loss or damage. The exhibitor, by signing this contract, thereby assumes such risk and expressly releases the above-named parties from all claims for any such loss, damage or injury. The furnishing of security shall not be deemed to affect the non-liability of the above-named parties or to modify in any way the assumption of risk and release provided for them. If insurance is desired, the exhibitor must obtain it. In case said premises shall be destroyed by fire or the elements or by any cause, or in the case of Government intervention or regulation, military activity, strikes or any other circumstance make it impossible or inadvisable for CCFW to hold the conference and exhibit, then and thereupon the Contract shall terminate and the exhibitor shall waive any claim for damages or compensation, except the pro rata return of amounts paid for space, after the deduction of actual expenses incurred in connection with the Exhibit, and there shall be no further liability on the part of either party. It is recommended that exhibitors obtain adequate insurance coverage at their own expense for property loss or damage and liability for personal injury.

Company: _____ Signature: _____ Date: _____

Lakeside Ballroom



Six Foot Vendor Tables

- | | |
|----------------------------|------------------------------|
| 1 - Pontem/Osiris Software | 12 - Paradise Pictures |
| 2 - Cordeiro Vault Company | 13 - Strassacker |
| 3 | 14 - Flowers for Cemeteries |
| 4 | 15 - The Davis Whitehall Co. |
| 5 | 16 |
| 6 | 17 - Biondan |
| 7 - His Crystal Memory | 18 - Inspired Artisans |
| 8 | 19 - KMI Columbaria |
| 9 | 20 - Memorial Business Sys. |
| 10 | 21 - Star Granite & Bronze |
| 11 - Aftercare.com | 22 - Premier Suite |

“Travel Light” High-Top Table

- 23 - Cemetery 360
- 24 - Davey Tree Experts
- 25 - CemSites
- 26 - Catholic Extension
- 27 - Carrier Mausoleums
- 28
- 29
- 30

DISCOVER THE BENEFITS OF VENDOR "FACE TIME"

- 60 Minutes Each Day
- 8 Minutes for Each Segment
- 12 Vendor Presentations Total

Learn about new products, innovations and have a chance to win prizes!

Discuss concepts and strategies for your cemetery and funeral home - share information!

Build the foundation for long-lasting relationships!

Face to face meetings boost efficiency & creativity - find inspiration from others in the industry!

