

# UTILITIES TELECOM COUNCIL - Region 6

(Mid-Central Utilities Telecom Council)

2012 Annual Meeting

March 26-28, 2012

Holiday Inn & Suites, 8787 Reeder Rd, Overland Park KS 66214 – 913-888-8440

January 20, 2012

Dear Vendor:

The Utilities Telecom Council Region 6 (Mid-Central Utilities Telecom) Annual Meeting will be held March 26-28, 2012, at Holiday Inn & Suites, 8787 Reeder Rd, Overland Park KS 66214, 913-888-8440 and FAX 913-888-3438. On Monday morning there will be Breakfast sponsored by AMETEK Power Instruments. Please indicate your attendance on the registration form.

The vendors will sponsor the breaks, a buffet luncheon and the Monday evening dinner event. **Other sponsorship opportunities are available, see page 2.** Extra tickets are available for spouses and families for the Monday night event. Vendors may participate in all meetings except the closed session on Wednesday, March 28, 2012. *If your company is interested in providing items to be used as door prizes, please notify us.*

The exhibit area will consist of covered tables that you may use to set up your tabletop displays. **The Ballroom doors will be locked until 7:00 a.m. and no tables may be reserved ahead of 7:00 a.m.** The tables are obtained on a first-come first-served basis from 7:00 to 10:00 a.m., March 26, 2012 - only ONE TABLE PER VENDOR will be available. Electrical service will be available at each table. If you have a tall exhibit, please choose a table around the perimeter of the room.

All displays need to be out of the Vendor Room prior to 5:30 p.m. Monday. The **vendor display fee is \$200.00. There is also an advance registration fee of \$110.00 if sent before March 1.** If you register after March 1, the fee will be \$160.00. Each additional person from the same company, before or after March 1, will be \$95.00. Make your check payable to MCUTC, in the amount of \$310.00 (if you register before March 1) or \$360.00 (if you send it after March 1), plus the price of any additional persons @ \$95.00, and mail it to the address below:

Mary E. Reliford, Conference Coordinator, MCUTC, 8316 Manning Ave., Raytown, MO  
64138-3249 Telephone/FAX - 816-737-1673 (email: [maryrutc@att.net](mailto:maryrutc@att.net))

The Tuesday luncheon and dinner events are included in the registration fees, but you need to make a reservation for each of these functions. Extra tickets are available for spouses and families, but you must order these when you send in your registration fees.

Room reservations are made by calling the hotel at 913-888-8440. We have a block of rooms and the rate is \$75.00 per night.

You may invite non-conference (customers only - not other sales representatives) to view the displays on March 26. These people must be registered prior to the conference and there is a \$20.00 per person fee. To register these non-conference attendees, send name, company, address and a check payable to MCUTC. If you want these people to attend the Monday luncheon, you must make a reservation for them.

Each year the MCUTC offers a "Spotlight Vendor" sponsorship. Spotlight sponsorship involves special recognition throughout the meeting schedule and preferential consideration for Tuesday presentations. The cost for Spotlight Vendor sponsorship includes the cost of the Tuesday evening assembled dinner, motor coach from hotel to dinner, along with a selection of door prizes at that function. The cost varies somewhat and is based on actual expenses, but is historically in the neighborhood of \$2500.00. **The "Spotlight Vendor" for the 2012 conference is Alcatel-Lucent but you can consider requesting to be the "Spotlight Vendor" for 2013.**

During the Monday afternoon Exhibit Session an **Ice Cream Break** is offered to all attendees and exhibitors. **NEC America is the 2012 sponsor. The cost is \$325.00.** During this same exhibit session, there will be a **Putting Challenge sponsored by LightRiver Technologies. The cost is \$200.00.** If your firm is interested in either of these sponsorship opportunities in 2013, please indicate that interest in a note attached to your registration package, or drop me an E-Mail.

Our meeting is an enjoyable and profitable one. The Exhibits day on Monday keeps Exhibitors and Vendors together all day, which is to everyone's advantage. Attendees have no other agenda items except seeing exhibits. Additionally, all meals and breaks are taken together giving us plenty of opportunities to tell our story to attendees. If you've not participated in this meeting previously, I'm certain you'll find it worth your while and budget allocation.

I look forward to having you join us at the 2012 meeting and I encourage you to contact me if you have any questions.

Sincerely,

*John*

John Rexford, Vendor Liaison  
Communications Equipment Specialties  
19705 E 17th Ct, Independence, MO 64056  
**OFFICE:** 816.796.9567 **FAX:** 816.796.9710  
**E-MAIL:** [John.Rexford@cesreps.com](mailto:John.Rexford@cesreps.com)