ASSOCIATION OF THE US ARMY
INSTITUTE OF LAND WARFARE

LANPAC
SYMPOSIUM & EXPOSITION
A PROFESSIONAL DEVELOPMENT FORUM

24-26 MAY 2016
Sheraton Waikiki | Honolulu, HI
ABOUT THE SYMPOSIUM

A world-class international event highlighting the role of land forces in the Indo-Asia-Pacific theater and their contributions to the Joint Force in peace and war.

The Association of the United States Army’s Institute of Land Warfare, with participation from the U.S. Army Pacific and the U.S. Pacific Command presents the 2016 LANPAC Symposium and Exposition.

At the 2015 event, Industry and the U.S. interagency team examined:

- Information assurance and cyber activities in steady state and contingency operations
- Leveraging science & technology in maintaining joint land force operational readiness
- Contingency preparedness: working with NGOs and academia before and during crises
- Communications interoperability in joint and combined contingency operations
- Partnerships with NGOs
- Humanitarian assistance and disaster response

WHY SHOULD I ATTEND?

Immerse yourself in the future— the Indo-Asia-Pacific theater.

Learn perspectives from U.S. military leaders and chiefs of service of countries in the region.

See presentations from key senior leaders within the U.S. interagency team capturing the importance and essence of a whole-of-government approach to ensuring the nation’s security.

Engage with Industry to understand how they are cooperating to meet the needs of the U.S. military within the Indo-Asia-Pacific theater.

This three-day symposium should not be missed.

INVITED PARTICIPANTS

- Chief of Staff, U.S. Army
- Commander, U.S. Pacific Command
- Commanding General, U.S. Army Pacific
- Commanding General, U.S. Marine Corps Forces, Pacific
- Commander, Special Operations Command, Pacific

NEED MORE?

Participants also include representatives from regional armies, the U.S. State Department, the U.S. Air Force, the U.S. Coast Guard and major land domain stakeholders within the joint community.

FACTS AND FIGURES

- U.S. Army Pacific has 80,000 soldiers and 12,000 civilians at installations in the Indo-Asia-Pacific theater supporting U.S. Pacific Command Area of Responsibility (AOR)
- 325,000 military and civilian personnel assigned to U.S. Pacific Command AOR
- Department of Defense civilians and contractors in the Pacific Command AOR number 40,000
- U.S. Pacific Command AOR is nearly half the world’s surface area
- Indo-Asia-Pacific theater home to seven of the world’s ten largest armies
- Indo-Asia-Pacific theater includes over half the world’s population, and two of the world’s three largest economies

GOVERNMENT PERSONNEL ACCESS THE EXHIBIT HALL AND GENERAL SESSIONS FOR FREE.
ATTENDEE PROFILE

The AUSA ILW LANPAC Symposium & Exposition attracts a robust and diverse group of participants including more than 800 government personnel from various U.S. Army, DoD and Pacific theater partner nation organizations including:

- Office of the Assistant Secretary of the Army (Acquisition, Logistics, Technology)
- U.S. Pacific Command
- U.S. Army Pacific
- U.S. Army Training and Doctrine Command
- U.S. Army Space and Missile Defense Command/U.S. Army Forces Strategic Command
- U.S. Army Medical Command
- U.S. Transportation Command
- U.S. Army Combined Arms Center
- U.S. Army Japan and I Corps (Forward)
- U.S. Army Security Assistance Command
- Defense Security Cooperation Agency
- 8th Theater Sustainment Command
- U.S. Army Communications-Electronics Command and Aberdeen Proving Ground
- U.S. Army Research, Development and Engineering Command
- U.S. Army Alaska
- I Corps Joint Base Lewis-McChord
- U.S. Marine Corps Forces, Pacific
- I Marine Expeditionary Force
- Australian Army
- Japan Ground Self Defense Force
- Malaysian Army
- New Zealand Army

The 68 international military attendees represented 20 countries.

Australia
Bangladesh
Cambodia
Canada
Chile
Indonesia
Japan
Korea
Laos
Malaysia
Mongolia
Nepal
New Zealand
Papua New Guinea
Philippines
Singapore
Thailand
Timor Leste
Tonga
United Kingdom

LAST YEAR’S ATTENDANCE NEARLY DOUBLED!

Please visit www.ausameetings.org/lanpac for the latest information, including updates to the symposium agenda.
PROGRAM HIGHLIGHTS FROM THE 2015 SYMPOSIUM

Last year’s program was well supported by senior military leaders. Panel members and presenters included:

- Commanding General, U.S. Army Pacific
- Commanding General, U.S. Army Training and Doctrine Command
- Commanding General, U.S. Army Combined Arms Center
- Commanding General, U.S. Army Research, Development and Engineering Command
- Commanding General, U.S. Army Alaska/Deputy Commander, U.S. Alaskan Command
- Commanding General, I Corps Joint Base Lewis-McChord
- Commanding General, I Marine Expeditionary Force
- Commanding General, III Marine Expeditionary Force, Commander, Marine Forces Japan
- Commanding General, U.S. Marine Corps Forces, Pacific
- Director for Operations, U.S. Pacific Command (J3)
- Program Executive Officer, PEO Missiles and Space

Panel members from international military organizations included:

- Chief of Army, New Zealand Army
- Commander Forces Command, Australian Army
- Director, Research and C4 Systems Division, Policy and Programs Department, Japan Ground Self Defense Force
- Vice Chief of Staff, Japan Ground Self Defense Force
- Chief of Army, Malaysian Army

Topics at the 2015 Symposium included:

- Multilateral Opportunities in the Pacific
- Sustaining Theater Land Forces
- Building Capacity in Land Forces
- Land Force Projection
- Developing Amphibious Capabilities
- Multinational Interoperability in Contingency Operations
- Emerging Land Force Innovations in the Pacific
- United States Regional Perspective
SPONSORSHIP INFORMATION

AUSA is pleased to offer a variety of sponsorships for the 2016 LANPAC Symposium and Exposition, all of which will enhance your company’s presence at the event. All sponsorships are offered on a first-come, first-served basis; payment must be received prior to the event.

All sponsors who invest more than $500 will be featured on the Sponsor thank you page in the Official Symposium Program and Exhibitor Catalog, and on our website.

1. Networking Lounge
Sponsor investment: $15,000
Enhance your presence by helping enhance everyone’s networking experiences! AUSA is pleased to offer an exclusive opportunity to host a Networking Lounge, which will be accessible to all attendees. The lounge will be open to all attendees during exhibit hall hours on all three days of the meeting. This space will be fully carpeted and furnished with tables, chairs and sofas for attendees to sit and relax, as well as network and conduct business. This space will also include the following:
• Signage placed in the Networking Lounge
• Opportunity to display/distribute promotional materials at the Networking Lounge
• Recognition in the Exhibitor Catalog/Program/Show Guide/Map
• Refreshments may be ordered and provided by sponsor at their discretion

(continued)
2. Symposium Program and Exhibitor Catalog Sponsorships

AUSA will produce a combined Symposium Program and Exhibitor Catalog featuring the agenda, a fold out floor plan of the exhibits, and an alphabetical listing of all exhibitors as well as product and service descriptions and complete contact information for each exhibiting organization. This printed guide will be distributed to each attendee and exhibitor, serving as the exclusive guide to the symposium and exposition. In addition this publication will be posted on our website, and will serve as a valuable resource to attendees long after the Symposium and Exposition concludes. There are several opportunities to be featured in this publication that will fit every budget and marketing plan.

**Contact Gaye Hudson, ghudson@ausa.org for special pricing for local Hawaiian businesses**

a) The **Floor Plan Sponsorship** is an effective way to highlight your participation at the exposition. The fold out printed map is the centerpiece of the Exhibitor Catalog/Program. The Floor Plan sponsorship includes your company logo placed on the perimeter of the floor plan, a directional arrow from your logo to your display space, color highlighted display space on the floor plan and a color highlighted entry in the exhibitor list.

   **Multiple opportunities available.**

   **Sponsor investment: $2,500**

b) The **Full-Page Advertisement Sponsorship** is a highly effective way to move your message to a large audience. Your full-color company ad will be placed prominently in the interior of the Catalog/Program.

   **Multiple opportunities available.**

   **Sponsor investment: $4,000**

c) The **Cover Sponsorship** features your company logo on the front cover – only six available!

   **Sponsor investment: $4,000**

d) The **Page Runner Sponsorship** features your company logo at the bottom (footer) of each page in the show guide – only two available!

   **Sponsor investment: $4,000**

e) The **Premium Listing Sponsorship** will feature your company logo in color and your listing highlighted with a box drawn around your description. All exhibitors will have the opportunity to be listed in our catalog, so why not upgrade your listing and make it stand out!

   **Sponsor investment: $500**

3. Charging Station

**Sponsor investment: $5,000 each**

Charging Stations provide attendees with a convenient way to charge their mobile devices without leaving the conference area or show floor and give you, the sponsor a creative way to capture the attendee’s attention. Each kiosk has multiple charging tips for the most popular cell phones and portable devices including iPhone, Android, Blackberry and iPads too. Cost is per station and there are potential locations for five or more stations.

4. General Session Amenities

**Sponsor Investment: $2,500 per day**

This sponsorship includes signage placed in the session room acknowledging your company. The sponsor is asked to supply pens and pads/notebooks for attendees, which will be placed at each seat. What better way to reach all conference attendees.

5. Morning Coffee Service (3)

**Sponsor Investment: $5,000 each**

- Signage provided by AUSA, placed near the food service stations
- Cocktail napkins with your company logo used during the event (supplied by sponsor)
- Recognition during the General Session

Questions? Call AUSA, Industry Affairs: 703.907.2661 or visit www.ausameetings.org/lanpac for more information.
6. Morning Refreshment Breaks (3)
**Sponsor Investment: $5,000 each**
There are 3 morning refreshment breaks during the course of the Symposium, all taking place in the exhibit hall. Sponsorship includes:
- Signage provided by AUSA, placed near the food service stations
- Cocktail napkins with your company logo used during the event (supplied by sponsor)
- Recognition during the General Session

7. Afternoon Networking Reception (2)
**Sponsorship Investment: $7,500 each**
While the General Session is in recess, attendees and exhibitors will have the opportunity to network in the exhibit hall for 2 hours, while enjoying a variety of food and beverage. Sponsorship includes:
- Signage provided by AUSA, placed near the food service stations
- Cocktail napkins with your company logo used during the event (supplied by sponsor)
- Recognition during the General Session

8. Opening Reception – Tuesday, 24 May
**Four Sponsorships available**
**Sponsor Investment: $5,000**
This is the premiere social and networking event during the symposium, taking place in the exhibit hall directly after the conclusion of the general session. Sponsorship includes:
- Signage provided by AUSA recognizing the sponsors placed at the entrance to the exhibit hall, and near the food service stations and bars
- Cocktail napkins with your company logo used during the event (supplied by sponsor)
- Recognition during the General Session

9. Attendee Packet Stuffer
**Exclusive sponsorship**
**Sponsor Investment: $5,000**
Symposium participants and Exhibitors receive an attendee packet that contains the Symposium Program and Exhibitor Catalog, floor plan and other relevant printed materials. Your printed materials will be included in each attendee packet, and signage will be placed in the Registration area with your logo identifying your company as sponsor of the Attendee Packet. This is an exclusive opportunity.

10. Hotel Key Card Sponsorship – Sheraton Waikiki
**Exclusive Sponsorship**
**Sponsor Investment: $7,500**
- **Sponsor Benefits:**
  - Brand visibility to thousands of meeting attendees!
  - Recognition in the Exhibitor Catalog and Program on the sponsor thank you pages.
  - Recognition on the sponsor thank you page on our website.
- **Conditions of Sponsorship:**
  - Sponsor must supply the key cards
  - Quantity of key cards should equal double the number of rooms on peak
  - Key card design must include the AUSA supplied logo and be approved by AUSA prior to production

Have an idea about a sponsorship you don’t see here? Contact Gaye Hudson, ghudson@ausa.org, to share your idea, and customize your sponsorship package!
SYMPOSIUM INFORMATION

REFUNDS
Refunds will be made for those registrants who cancel in writing prior to close of business 11 May 2016. No refunds for cancellations after that date.

On-site registration:
Registrations received after close of business 11 May 2016 will not be pre-registered and individuals will need to register on-site.

REGISTRATION HOURS
Monday, 23 May: 1300-1700
Tuesday, 24 May: 0700-1730
Wednesday, 25 May: 0700-1630
Thursday, 26 May: 0700-1300

LODGING
Accommodations have been arranged at the Sheraton Waikiki Hotel at the rate of $230.00 per night plus applicable state and local taxes, currently 4.712% for General Excise tax, as well as 9.25% Transient Accommodation Tax. Limited per diem rate rooms are available at $177.00 plus taxes, military ID is required.

Rooms may be reserved online through the AUSA web site, www.ausameetings.org/lanpac or by calling the reservation center at the Sheraton Waikiki at 808-921-4610 and asking for the “2016 LANPAC Symposium.” A deposit equal to one night’s stay is required to hold each individual’s reservation. The deposit will be applied to the first night of the reservation. Cancellations received at least seventy-two (72) hours prior to arrival will receive a refund.

UNIFORM/DRESS
Military ACU/Duty uniform and business casual attire for civilian attendees.

PROCEEDINGS
Electronic copies of the briefing charts will be available on-line approximately two weeks after the symposium at www.ausa.org, under “past events.”

RECEIPTS
Receipts for paid attendees will be available on-site at the self-serve kiosk.

INQUIRIES
Questions concerning this symposium should be addressed to the following:
AUSA, Industry Affairs
2425 Wilson Boulevard
Arlington, VA 22201-3326
Phone: (703) 841-4300 Fax: (703) 243-2589

Americans with Disabilities Act (ADA): Registrants with special needs who participate in our symposia will be accommodated to the fullest extent possible. If you need special arrangements, please advise us at the time you register.

Disclaimer: Advertisements, promotions, statements and logos are those of AUSA or other organizations participating in this event. The United States Army neither states nor implies any endorsement, association or recommendation with regard to these organizations.

Questions? Call AUSA, Industry Affairs: 703.907.2661
or visit www.ausameetings.org/lanpac for more information.
EXHIBITOR INFORMATION

The Sheraton Waikiki Hawaii Ballroom can accommodate 12,800 net square feet of display space. Space is allocated in 10’x10’ increments or any combination thereof at the following rates:

- $42.00 per square foot for Industry
- $19.00 per square foot for Military

EXHIBIT HALL HOURS

Tuesday, 24 May: 0930-1730
Wednesday, 25 May: 0930-1630
Thursday, 26 May: 0930-1300

Please visit www.ausameetings.org/lanpac for the latest information, including updates to the symposium agenda.
LOCATION, LOCATION, LOCATION

Sheraton Waikiki, Honolulu, Hawaii

This world-class international event will leverage the strategic location of Hawaii to bring together government and industry representatives from our allies in the Indo-Asia-Pacific theater, including representatives from:

Australia
Bangladesh
Bhutan
Brunei
Cambodia
Canada
Chile
France
India
Indonesia
Japan
Korea (ROK)
Laos
Malaysia
Maldives
Mongolia
Nepal
New Zealand
Pakistan
Papua New Guinea
Philippines
Singapore
Timor Leste
Tonga
United Kingdom
United States
Vanuatu
Vietnam

TENTATIVE EVENT SCHEDULE

MONDAY, 23 MAY 2016
1300 - 1700  REGISTRATION OPEN

TUESDAY, 24 MAY 2016
0700 - 1730  REGISTRATION
0700 - 0800  COFFEE SERVICE
0800 - 0945  GENERAL SESSION
0930 - 1730  EXHIBIT HALL OPEN
0945 - 1030  MORNING BREAK IN EXHIBIT HALL
1030 - 1230  GENERAL SESSION
1230 - 1430  NETWORKING RECEPTION IN EXHIBIT HALL
1430 - 1630  GENERAL SESSION
1630 - 1730  RECEPTION

WEDNESDAY, 25 MAY 2016
0700 - 1630  REGISTRATION
0700 - 0800  COFFEE SERVICE
0800 - 0945  GENERAL SESSION
0930 - 1630  EXHIBIT HALL OPEN
0945 - 1030  MORNING BREAK IN EXHIBIT HALL
1030 - 1230  GENERAL SESSION
1230 - 1430  NETWORKING RECEPTION IN EXHIBIT HALL
1430 - 1630  GENERAL SESSION

THURSDAY, 26 MAY 2016
0700 - 1300  REGISTRATION
0700 - 0800  COFFEE SERVICE
0800 - 0930  GENERAL SESSION
0930 - 1300  EXHIBIT HALL OPEN
0945 - 1030  MORNING BREAK IN EXHIBIT HALL
1030 - 1300  GENERAL SESSION
1300  DEPARTURE
ARMY MAGAZINE

Army is read by your clients — the Army Leaders. Key people in Army research, development, testing, procurement and the Army Materiel Command all receive and read Army.

Is your company selling to the defense industry? Army’s circulation includes 12,000+ defense industry executives.

If you want to reach your market and get results, advertising in Army magazine is the way to do it!

AUSA OCTOBER GREEN BOOK ADVERTISING

The Army Green Book, which is the October issue of Army Magazine, is used by military and government personnel as a yearlong reference tool. Not only will the October Green Book go to AUSA’s regular 51,627 average monthly circulation, it will also be distributed to all attendees at the Annual Meeting and Exposition. Total circulation of the Green Book is over 70,000.

AUSANEWS

AUSANEWS is the Association’s monthly newspaper with a circulation of 57,700. It will also be distributed at the Annual Meeting.

AUSA BULLETIN AND 5 THINGS

These two e-newsletters arrive in our member’s inboxes every week and have a very high open AND click through rate.

FOR MORE INFORMATION, PLEASE CONTACT:

Andrea Guarnero
Mohanna Sales Representatives
214.291.3648
andreag@mohanna.com
SPONSORSHIP ORDER FORM
AUSA ILW LANPAC SYMPOSIUM & EXPOSITION

24-26 MAY 2016 / SHERATON WAIKIKI HOTEL / HONOLULU, HI

Company Name: __________________________________________________________________________

Contact Name: ______________________________ Booth Number: ___________________________

Address: ________________________________________________________________________________

City: __________________________ State: ________ Country: ___________ Zip: ________________

Telephone: __________________________ Fax: ________________________________________________

Email: __________________________________________________________________________________

Please select from the following sponsorship(s). No credit cards will be charged until sponsorships are confirmed. Sponsorships are limited and available on a first-come, first-served basis.

☐ Networking Lounge (Multiple Opportunities)
  Sponsor investment: $15,000

☐ Charging Station
  Sponsor investment: $5,000 each

☐ General Session Amenities (3)
  Sponsor Investment: $2,500 per day

☐ Morning Coffee Service (3)
  Sponsor Investment: $5,000 each

☐ Morning Refreshment Breaks (3)
  Sponsor Investment: $5,000 each

☐ Afternoon Networking Reception (2)
  Sponsor Investment: $7,500 each

☐ Opening Reception (4)
  Sponsor Investment: $5,000

☐ Attendee Packet Stuffer
  Exclusive sponsorship
  Sponsor Investment: $5,000

☐ Hotel Key Card Sponsorship
  Exclusive sponsorship
  Sponsor Investment: $7,500

Symposium Program and Exhibitor Catalog Sponsorships

☐ Floor Plan Sponsorship
  Multiple opportunities available
  Sponsor investment: $2,500

☐ Full-Page Advertisement Sponsorship
  Multiple opportunities available
  Sponsor investment: $4,000

☐ Cover Sponsorship (6)
  Sponsor investment: $4,000

☐ Page Runner Sponsorship (2)
  Sponsor investment: $4,000

☐ The Premium Listing Sponsorship
  Multiple opportunities available
  Sponsor investment: $500

Total: __________________________________________

PAYMENT USING CREDIT CARD:
☐ American Express  ☐ MasterCard  ☐ Visa

Card Number: ________________________________ Exp. Date: ________________________________

Company Name: __________________________________________________________________________

Card Holder’s Name: __________________________ Signature: ________________________________

Billing Address: ______________________________ City: ________________________________

State: ______________________ Zip: ______________________________

Email or Fax to Gaye Hudson at ghudson@ausa.org or (703) 243-2589
Mailing Address: Gaye Hudson / AUSA / 2425 Wilson Blvd / Arlington, VA 22201
24-26 MAY 2016 / SHERATON WAIKIKI HOTEL / HONOLULU, HI

Please read back before signing / Association of the United States Army

Please read back before signing / Please complete this information and send to:
Exhibit Manager, Association of the United States Army, 2425 Wilson Boulevard, Arlington, Virginia 22201.
P: (703) 841-4300, ext: 2678 F: (703) 243-2589.

Company Name: ________________________________________________________________ Date: ________________________
Exhibit Manager: ______________________________________________________________ Telephone __________________ Fax: ____________
E-mail Address: ______________________________________________________________
Exhibit Manager’s Mailing Address: ____________________________________________________________
City: ___________________________ State: _______________ Country: ______________ Zip: ______________

Signature of Company’s Exhibit Manager: ______________________________________________________

Note: signed contracts are binding and will be the only official means of reserving space. Informal requests, either written or oral, will not be honored. Space is assigned on a first-come, first-served basis. Under no circumstances will exhibitor be permitted to occupy its exhibit space if full payment has not been received.

We have read the exhibit information printed on the reverse side of this application and contract for exhibit space and agree to abide by these and any additional rules deemed necessary by the Association of the United States Army and published after the contract is signed. Contract deadline is 10 April 2016.

Indoor space requested: (failure to list four different choices will result in AUSA making determination)

<table>
<thead>
<tr>
<th></th>
<th>Total Sq. Ft.</th>
<th>Total Sq. Ft.</th>
<th>Value</th>
</tr>
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<tr>
<td></td>
<td>Industry</td>
<td>Government</td>
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<tr>
<td>First Choice:</td>
<td>@ $42 / Sq. Ft.</td>
<td>@ $19 / Sq. Ft.</td>
<td>$_____</td>
</tr>
<tr>
<td>Second Choice:</td>
<td></td>
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<td>$_____</td>
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<tr>
<td>Third Choice:</td>
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<td>$_____</td>
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<tr>
<td>Fourth Choice:</td>
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<td>$_____</td>
</tr>
</tbody>
</table>

We understand that if requested space is not available, we may be assigned to other space comparable in size. Final space assignment will be noted below when application is accepted. The products or services we plan to display are (failure to state items may delay contract acceptance):
____________________________________________________________________________________________________________________________________
____________________________________________________________________________________________________________________________________
____________________________________________________________________________________________________________________________________

This space for AUSA use only do not write below this line

Industry Affairs hereby accepts the application and the following space in the exhibit area is assigned:

Indoor Booth(s) Assigned: ___________________________ Cost: ___________________________

For the purposes of identification ONLY, this single number should be used by you and GES to identify your booth assignment. Please use this number anytime you refer to your booth.

Total Cost: $__________________________
Amount Submitted with Application: $__________________________
Amount of Refund: $__________________________
Balance Due AUSA: $__________________________

Date: ________________________ Signed: ________________________

(AUSA’S EXHIBIT MANAGER)
APPLICATION AND CONTRACT FOR EXHIBIT SPACE
AT THE AUSA ILW LANPAC SYMPOSIUM & EXPOSITION

DATES AND HOURS OF EXHIBITS
Tuesday, 24 May 0930-1730
Wednesday, 25 May 0930-1630
Thursday, 26 May 0930-1300

ADMISSION
Admission to the exhibit hall will be limited to AUSA invited guests, including foreign dignitaries, and others who have an identifiable relationship with the United States Army. All visitors will be registered and badged.

BOOTH EQUIPMENT
The price in this agreement includes a booth space with pipe and drape backdrop 8’ in height; pipe and drape divider rails 3’ in height and a standard display sign 44” long bearing the Exhibitor’s firm name and booth number.

ADDITIONAL SERVICES AND SHIPPING AT EXHIBITOR’S EXPENSE
Information regarding shipping instructions; cost of special booth furniture; labor and carpenters; receiving, handling and storage of crates; special electrical connections, lighting fixtures, etc., will be sent to you with our Exhibitor Services Kit approximately 60 days prior to move-in.

INSTALLATION AND DISMANTLING
The installation and dismantling schedule will be included in the Exhibitor Services Kit.

BOOTH SPACE COST
Industry - $42 per square foot
Government - $19 per square foot

ASSIGNMENT & PAYMENT FOR SPACE
Exhibit space will be allocated by AUSA. It is understood and agreed that no refunds will be made for space cancelled after 24 March 2016. Refunds for space cancelled prior to 24 March 2016 will be contingent upon the resale of this space. Under no circumstances will exhibitor be permitted to occupy its exhibit space if full payment has not been received.

RESALE/SUBLEASING OF EXHIBIT SPACE
Exhibitors may not assign, sublease or otherwise share all or a portion of their exhibit space with any party except a wholly-owned subsidiary, a sister corporation or a company represented by an exhibitor and registered as such with AUSA, without the express written consent of AUSA. This prohibition will be strictly enforced.

LIABILITY
The Association of the United States Army and the Sheraton Waikiki Hotel, their management, and all organizations and individuals who are employed by them in connection with this Exposition will be strictly liable for any liability for damages or loss of property or personal injury resulting from the negligence of Exhibitor, regardless of negligence.

AUSA REGULATIONS
1) Complete Show Rules & Regulations will be included in the Exhibitor Services Kit and will be mailed under separate cover.
2) Because of the tight time constraints, logistical problems and local union rules, AUSA has placed the overall supervision of the erection and dismantling of exhibits under Global Experience Specialists (GES), who have been designated the “Official Contractor.” Individual Exhibitors may retain the services of GES at their own expense. Exhibitors desiring to use display contractors other than the designated “Official Contractor” must obtain advance approval from AUSA. A written request must be presented by the Exhibitor to AUSA at least 30 days in advance of the first day of move-in, and must include the name and address of the contractor, the name of the on-site supervisor, a certificate of insurance for the contractor, and a statement signed by the contractor that they will comply with AUSA’s rules and regulations and cooperate with the official contractor, GES - (626) 370-1500. (Los Angeles, CA office).
3) Display firms engaged by Exhibitors must comply fully with all rules and regulations listed by AUSA. Labor utilized by outside contractors must be drawn through GES and/or through the business agent of the appropriate union. It is the responsibility of the Exhibitor to ensure compliance.
4) AUSA reserves the right to relocate booths when in the best interest of the show.

UNION JURISDICTIONS
To assist you in planning for your participation in the exposition, we are certain you will appreciate knowing in advance that union labor may be required for installation and dismantling of your display. If you need additional help or want an outside contractor to supply labor, then you must use union labor.

Stagehands Union—Members of this union claim jurisdiction over all set-up and dismantling of exhibits including signs & carpet. As an Exhibitor, you will be pleased to know that when union labor is required, you may provide full-time company personnel to work along with them.

Tipping—GES requests that exhibitors not tip its employees. They are paid at an excellent wage scale denoting a professional status, and we feel that tipping is not necessary. This applies to all GES employees.

NO SALE CLAUSE
To ensure full compliance with IRS rulings, Exhibitor will not make sales, or solicit, or accept orders for any product or service including advertising space, in the exhibit halls or within other facilities of the Exposition.

FIRE REGULATIONS
Federal and Local Fire Laws must be strictly observed. Wiring must comply with fire department and underwriters’ rules. Aisle and fire exits cannot be blocked by exhibits. No decoration of paper, pine boughs, leafy decorations or tree branches are allowed. All muslin, velvet, or any other cloth decoration must stand a flame proof test as prescribed by the fire ordinance of Honolulu County, Hawaii.

AUSA SECURITY MEASURES
The Association of the United States Army will provide watchmen to patrol the exhibit areas during the hours when the exhibits are closed. However, exhibitors are responsible for the security of their own exhibits. Additional security may be arranged for with a security agency, if exhibitor deems it necessary. (Exhibitor will inform AUSA of any such additional security measures.)

CANCELLATION OF SHOW
The performance of this agreement is subject to any circumstance making it illegal or impossible to hold the Exposition, including Acts of God, war, government regulations, disaster, strikes, civil disorder, or curtailment of transportation facilities. The Agreement may be terminated only for any one of the above reasons by written notice from the Association of the United States Army to the Exhibitor. If AUSA must terminate this contract or Exposition (or any part thereof) due to the above mentioned circumstances, AUSA has the sole right to retain such part of the Exhibitor’s rental fee as shall be required to recom pense AUSA for expenses incurred up to the time such contingency occurred.

For further information, please write Exhibit Manager, Industry Affairs, Association of the United States Army
2425 Wilson Boulevard / Arlington, Virginia 22201 / Telephone (703) 841-4300, ext: 2678 / Fax (703) 243-2589 / E-mail: rmeade@ausa.org
REGISTRATION FORM
AUSA ILW LANPAC SYMPOSIUM & EXPOSITION

24-26 MAY 2016  /  SHERATON WAIKIKI HOTEL  /  HONOLULU, HI
Or register online at www.ausameetings.org/lanpac. Registration cut-off Date: 11 May 2016

Name (including rank): ___________________________________________________________________________________

Badge Name (include rank if desired): _______________________________________________________________________

Organization/Command: ___________________________________________________________________________________

Position/Title: ___________________________________________________________________________________________

Address: ___________________________________________________________________________________________________

City: ___________________________________________ State: ______ Country: ______ Zip: ______________

Telephone: __________________________________________ Fax: ______________________________

Email: __________________________________________ Cell: ______________________________

PAYMENT METHOD:
☐ Check Enclosed  ☐ American Express  ☐ Mastercard  ☐ Visa

REGISTRATION FEES (FEES INCLUDE RECEPTION): Cut-off: 11 May 2016

Regular Member Rate, by 11 May 2016  ☐ $550
Onsite Member Rate, after 11 May 2016  ☐ $700
Regular Nonmember Rate, by 11 May 2016  ☐ $800
Onsite Nonmember Rate, after 11 May 2016  ☐ $950
Government/Military Personnel  ☐ No Charge
Exhibit Hall Day Pass Only  ☐ No Charge Registration Fee: $___________

GUEST TICKETS (For additional tickets only. Registrant receives one ticket to each event in the registration fee):
Reception, Tuesday, 24 May  $50 each x _____________  =  $ ________________

Card Number: ___________________________ Exp. Date: ___________________________

Card Holder’s Signature: ___________________________________________________________

CANCELLATIONS: Refunds will be made for those registrants who cancel in writing prior to COB 11 May 2016.
Substitutions may be made by faxing the name, title, address and phone number of the replacement, along
with the original registrant’s name, to (703) 243-2589 or by email to kculyba@ausa.org. On-site substitutions will
be accepted with proper documentation. No refunds for cancellations after 11 May 2016.

Americans With Disabilities Act (ADA): Check here ☐ if you need special arrangements.

FAX with credit card number to (703) 243-2589 or mail with check payable to:
Association of the United States Army  /  ATTN: Industry Affairs Registration  /  2425 Wilson Boulevard, Arlington, VA 22201-3326

Registrations received after 11 May 2016 are not guaranteed for pre-registration. Please submit your form early to ensure it will be processed. On-site registration will be available for those not pre-registered.