

# 2022 Professional Development



## Training Seminar

Thank you to our valued vendors and exhibitors for supporting our Maryland Chiefs of Police Association & Maryland Sheriffs' Association's 2022 Professional Development Training Seminar!

We are proud to be supported by over 80 exhibitors, vendors and sponsors and quite simply, we wouldn't be able to put on the quality training and networking opportunities for law enforcement executives and decision makers from every corner of our great state without your support! We strongly encourage all of our attendees to visit, exchange information and support all of our vendors who are displaying products, services and technology that can enhance our law enforcement efforts in the communities we serve! We are even inviting agency quartermasters and purchasing agents down on Tuesday, September 13th to meet with our great vendors/exhibitors & sponsors!

Below you will find useful information regarding our vendor/exhibitor show. Your vendor registration fee allows you access to the entire conference and all amenities throughout the week. We highly encourage you to stay for the entire conference and take advantage of the great networking opportunities, especially at the daily evening poolside social networking event.

## Vendor / Exhibitor Information

### Check-in/Exhibit hours:

Check-in begins at **1pm** on Sunday, September 11, 2022.

- ◇ Exhibit set-up must be completed and set up by **5:00pm** on September 11th.
- ◇ The first event held, the President's Reception, will take place in the Vendor / Exhibitor area and begins at **6:00pm on September 11th** – no set up will be allowed during this time. The incoming President of both the Maryland Chiefs of Police Association and Maryland Sheriffs' Association will personally greet each sponsor, exhibitor & vendor. This will be a brief greeting and thank you for your support. The Presidents' Reception is scheduled from 6pm-9pm.
- ◇ Monday, September 12th – Vendor Mall opens at 7am with a continental breakfast and closes at 8:15am for Opening Ceremonies of the Seminar. You are invited to attend the Opening Ceremonies. The Vendor Mall **reopens** at 10:30am followed by lunch in the vendor mall and vendor visitation until 1:15pm. The Vendor Mall area will **reopen** at 3:00pm with the break and conclude at 4:00pm.
- ◇ The Vendor / Exhibitor area will be open on Tuesday, September 13th from 7:00 a.m.—3:45 p.m. **Breakdown** will begin at 3:45pm on Tuesday, September 13th (after the final break); however, some vendors/exhibitors may choose to breakdown after the lunch visitation which ends at 1:15pm. **Tuesday is Vendor / Exhibitor Visitation Day** with members from our law enforcement community not attending the Seminar who are welcomed to come down to Ocean City and meet with our great vendors and exhibitors. While vendors and exhibitors are encouraged to stay until the final break, we do request that any vendor who breaks down after lunch be completed prior to the 3:00pm break to avoid disruption in the Vendor / Exhibitor area.

## What is included in the registration fee?

- ◇ Booth area is approximately 8'x8'. Please do not encroach on the area next to you. If your table, signage or product encroaches on your neighbor's area, you will be asked to move or remove the item(s).
- ◇ Each space has a 6' draped table with one chair for the attendee. If you registered additional associates' and paid the appropriate fee, a chair will be provided for each registered associate.
- ◇ The exhibit area is fully carpeted.
- ◇ The registration fee/associate fee includes admission to all events and meals for the **entire** Training Seminar through the banquet on Wednesday evening. Each paid registrant will receive a name badge that will act as their **"key"** to entering the exhibit area and all events. No one will be admitted to the vendor / exhibitor area or other events without appropriate registration credentials. Security will be inspecting badges upon entry. Standard vendor / exhibitor registration only allows access for one person. Additional persons for your vendor / exhibitor space are \$300 each and must be purchased in advance. This fee includes admittance to the Vendor / Exhibitor area and all meals and evening hospitality access for the duration of the event. **NO ONE WILL BE PERMITTED IN THE ATTENDEE / VENDOR / EXHIBITOR / HOSPITALITY AREA IN THE EVENINGS WITHOUT PROPER CREDENTIALS.** Please contact John Newnan at [jnewnan@marylandchiefs.org](mailto:jnewnan@marylandchiefs.org) or 667-314-3216 to purchase additional vendor associate registrations.

## Additional Services Available:

- ◇ Should you require electric to your booth, you will need to complete the Exhibitor Service Order Form (if you have not already done so via on-line when registering) and forward it along with payment to the Ocean City Fontainebleau Hotel. All questions regarding this service should be directed [howes@ocbeachresort.com](mailto:howes@ocbeachresort.com). A copy of this form is included in this packet.
- ◇ Delivery/Storage/Return of exhibit materials. Please follow the specific guidelines on the Exhibitor Service Order Form if you will be shipping your exhibit items directly to the hotel. This is a service provided by the Ocean City Fontainebleau Hotel so all questions should be directed to [howes@ocbeachresort.com](mailto:howes@ocbeachresort.com).

## Booth Assignments:

- ◇ Booth assignments are noted on the following page. We have done our best to assure that a good mix of products/services are offered in each area.

## HOTEL RESERVATIONS

The Maryland Chiefs of Police Association / Maryland Sheriffs' Association (MCPA/MSA) have a block of room at the hotel. The public website will most likely say that there are no rooms available. **You must call the hotel directly to book a hotel room and tell them it is for the Maryland Chiefs of Police Association / Maryland Sheriffs' Association block of rooms.** Room rates start at \$167 +taxes. The telephone number for the Ocean City Fontainebleau Hotel is **(800) 638-2100**.

If you have any questions, please contact 667-314-3216 or [jnewnan@marylandchiefs.org](mailto:jnewnan@marylandchiefs.org) We look forward to seeing everyone in Ocean City at the Maryland Chiefs of Police / Maryland Sheriffs' Association Professional Development Training Seminar & Vendor Show!



# Vendor / Exhibitor Booth Assignments

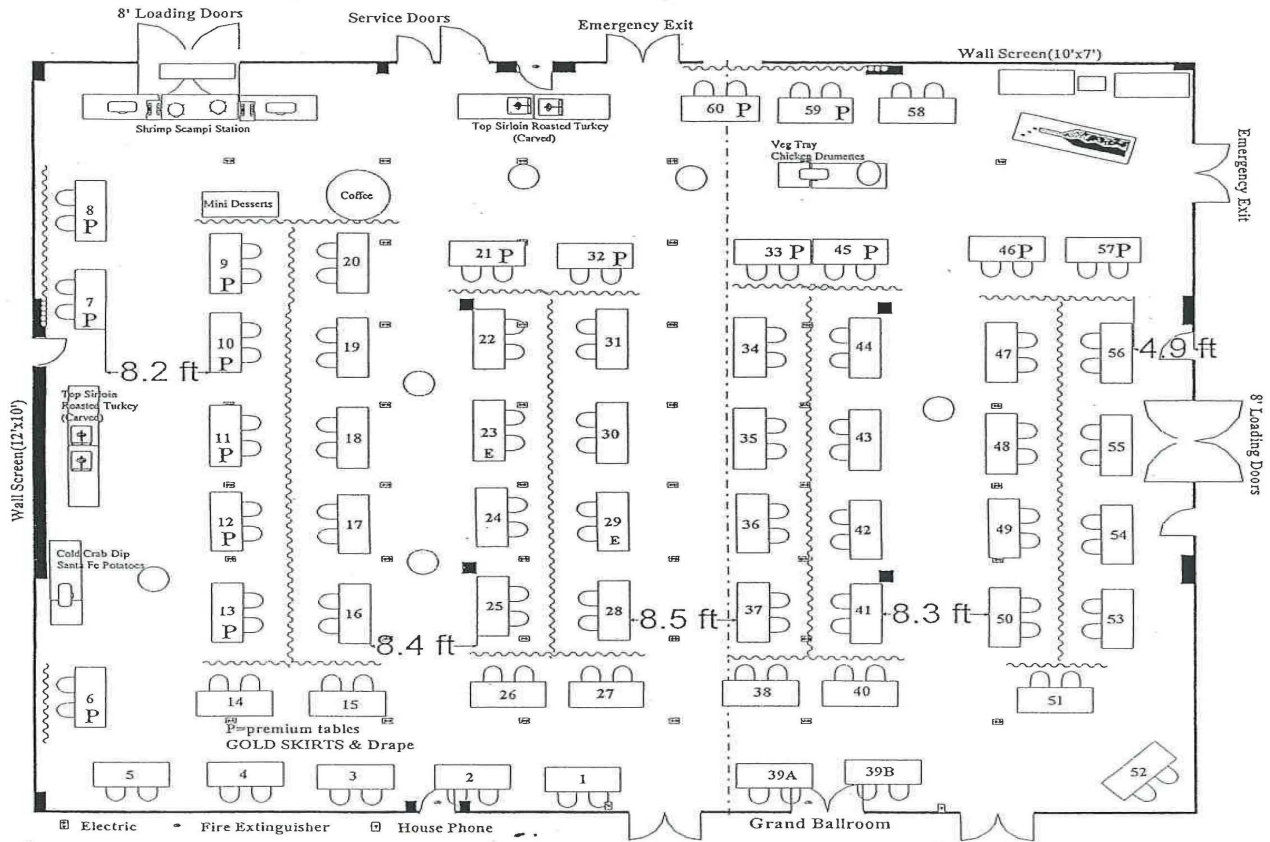
Company Name	Booth #	Company Name	Booth #
Advanced Security Technologies LLC	16	Jenoptik	39B
Altumint	39A	Keystone Public Safety, Inc.	15
Amchar Wholesales, Inc.	36	KeyTrak	77
American Public Safety	10	Lawmen Supply	21
ATG	14	Lawmen Supply	32
Atlantic Tactical	49	Leonardo/ELSAG ALPR Systems	46
Atlantic Technology Group	12	Lexipol	50
Blauer Manufacturing Co.	31	Maryland Small Arms Range, Inc.	7
CentralSquare Technologies	61	Motorola Solutions, Inc.	74
Chapman Auto Group	20	MW Studios	37
Clearview Asset Protection	69	NaphCare	19
Code 3	25	National Child Safety Council	48
Computer Information Systems Inc.	17	Off Duty Management	27
Cradlepoint	70 B	Opentext	72
CRIMEWATCH Technologies, Inc.	68	P 25 Solutions	26
D.A.R.E. America	34	Panasonic	35
DATAPILOT	29	Pay Tel Communications, Inc.	5
Digital Ally, Inc	70 A	Police Federal Credit Union	4
Elbeco, Inc.	40	Prime Care Medical	44
Federal Signal	2	RedSpeed Maryland, LLC	47
Fesco Emergency Sales	59	SecureWatch 24, LLC	51
FirstNet Built with AT&T	13	Smart Response Technologies	54
Fleet Reps LLC	60	Special Olympics Maryland	Terrace Lobby
Flock Safety	43	Stalker Radar	57
Flying Cross	23	Stevenson University Online	30
Front Line Mobile Tech	8	Street Smarts VR	1
Getac Video Solutions	42	Team One Network	38
Global Public Safety	45	TechOps Specialty Vehicles, LLC	11
GLOCK, Inc	24	Telecommunications Access of Maryland	66
GovDirect	79	Thales	53
Grand Canyon University	52	TheSheriffApp.com/ThePoliceApp.com	22
Guardian Alliance Technologies	62	Thomson Reuters	63
GunBusters	78	T-Mobile	33
Harbor of Grace	73	Tyler Technologies	64
Hope Uniform	75	United Healthcare Retiree Solutions	76
IDenta Corp.	67	UPsafety, a T2 Systems Company	41
Infiniti Pins, Inc.	55	USC Canterbury	3
In-Synch Systems	71	Verizon	9
Intoximeters	18	VirTra	58
J. Harris Academy of Police Training	6	Wilmington University	65
JAMAR Technologies, Inc.	56	ZOLL Medical Corporation	28

<b>OUTSIDE EXHIBITOR</b>	Chapman Auto Group	4
	Code 3	8
<b>SPACES</b>	Fesco Emergency Sales	9
	FirstNet Built with AT&T	1
	FleetReps	3

Frontline Mobile Tech	6
Global Public Safety	7
Team One Network	2



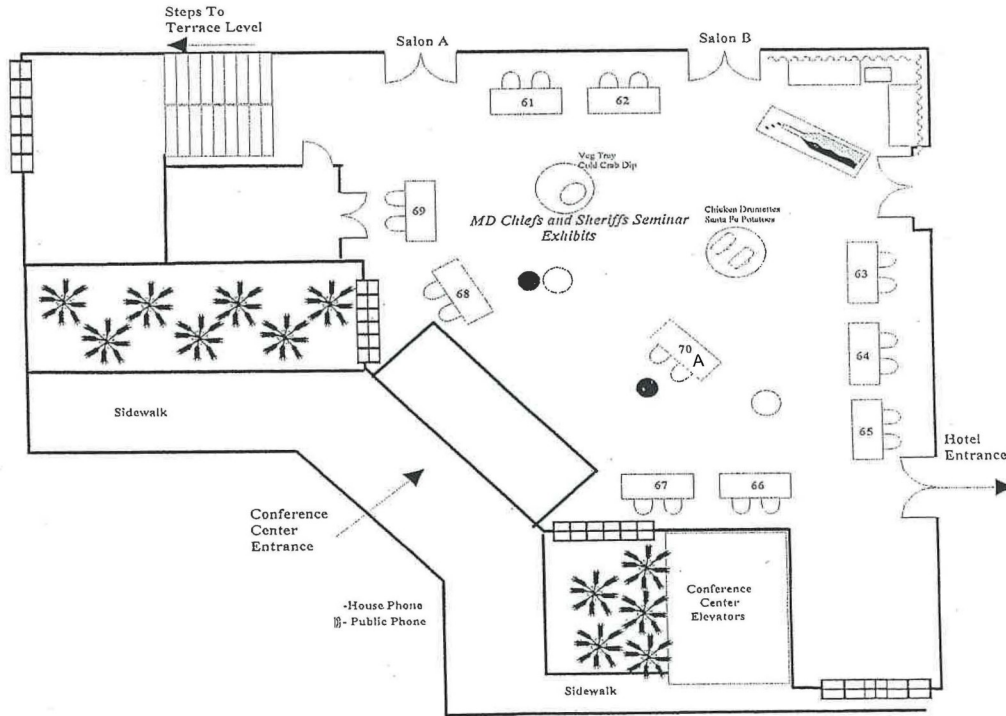
# Grand Ballroom Exhibitor Spaces



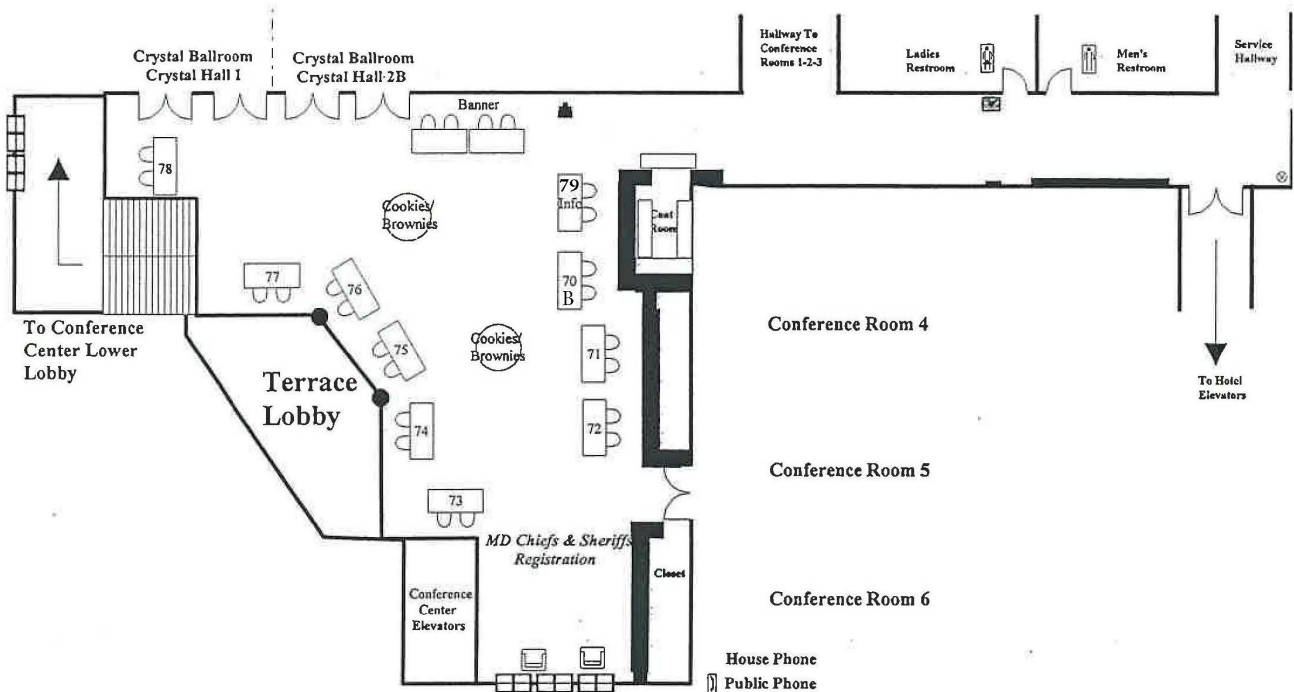




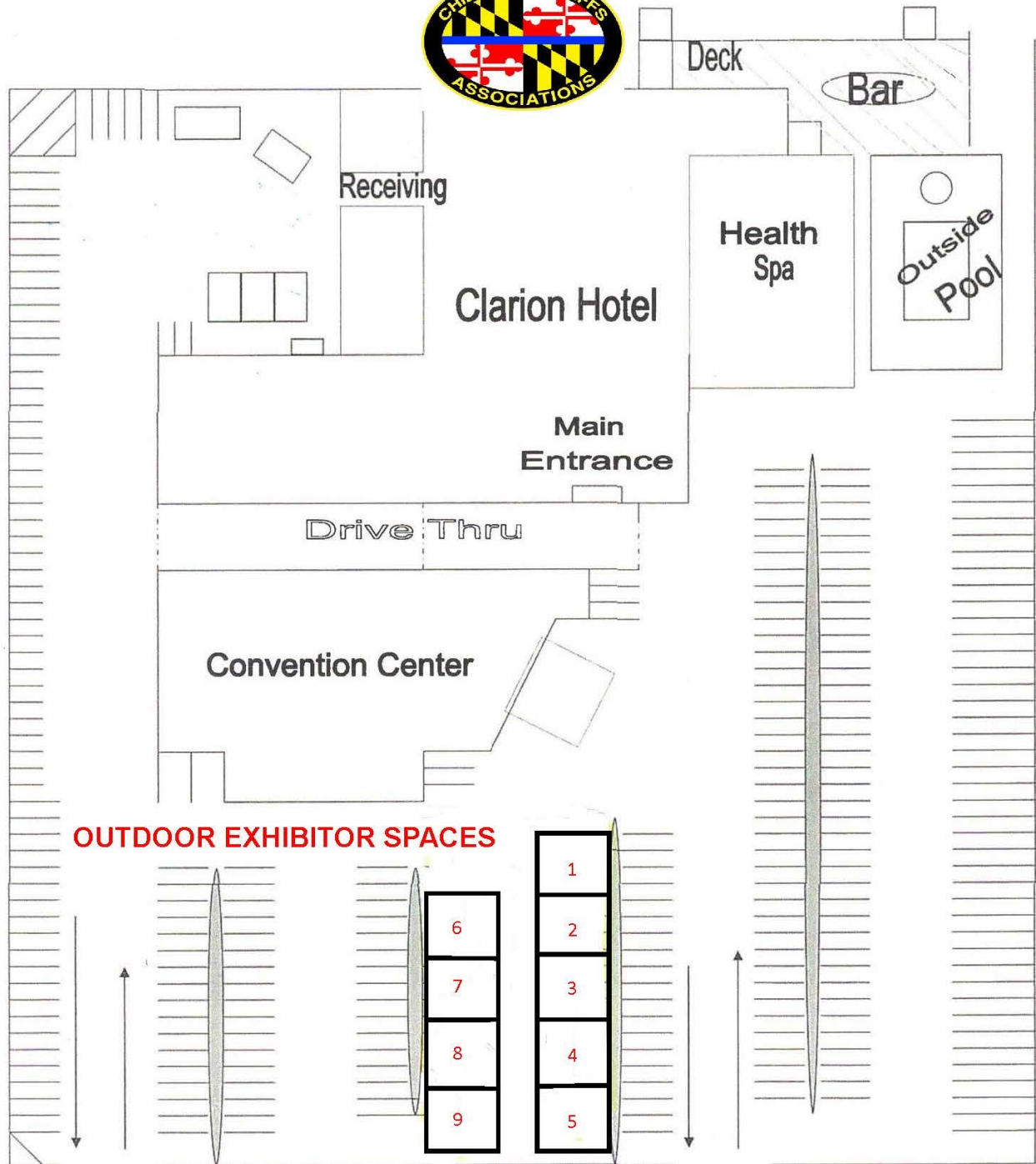
# First Floor Lobby Exhibitor Spaces



# Terrace Lobby Exhibitor Spaces (Upstairs)



# Outdoor Exhibitor Spaces



Coastal Highway

You may not be guaranteed electric if you do not make arrangements with the hotel in advance

# OCEAN CITY EXHIBITOR SERVICES ORDER FORM

Fontainebleau Resort Exhibits Maryland Chiefs & Sheriffs Seminar EX0911  
September 11 - 13, 2022

Exhibitor Company Name: \_\_\_\_\_ On-Site Contact: \_\_\_\_\_  
Address: \_\_\_\_\_ Phone Number: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_ Email Address: \_\_\_\_\_

Exhibit Services Charges					
ITEM	QTY.	ADVANCE	DAY OF		AMOUNT
Electric 110V Outlet, Single Phase	_____	\$50.00	\$75.00	Per Booth, One-Time Fee	_____
Extension Cord	_____	\$30.00	\$55.00	Per Cord, One-Time Fee	_____
Storage/Handling/Delivery of Materials	_____	\$20.00*	\$20.00*	Per Package	_____
<b>*Packages will not be delivered to the booth until storage/handling/delivery of materials payment is received.</b>					
Storage/Handling/Delivery of Pallets	_____	Call For Pricing & Instructions			_____
<b>Total Amount Due \$</b>					_____

Additional Information	
<b>Exhibit Material Storage &amp; Delivery:</b>	The hotel will only accept exhibit materials delivered within one week of event date. No freight deliveries accepted to/from the hotel unless a lift gate on the truck and exhibitor provides appropriate manpower to load deliveries on/off the truck.
<b>Shipping Labels:</b>	Each package must present our supplied "Receiving Slip" adhered to the left side of each box and package. Packages without the receiving slip will endanger the smooth process to have your packages delivered on time and complete.
<b>Return Labels:</b>	Return shipping labels require full name, address and telephone number and must be adhered to the package. You must call FedEx or UPS and arrange for pickup. Items must be picked up within 72 hours. Packages will be picked up from booth by hotel representative once labels are adhered and pickup is scheduled.
<b>Hotel Policies:</b>	The hotel shall not be responsible for the security of exhibits. No nails, bracing wires, staples or tape used in constructing displays may be attached to walls, floor or ceiling. All property damage at exhibitor's expense. All large exhibit items must use the freight elevator only. Permits for selling must be obtained prior to exhibit show and must be on hand during show hours.
<b>Special Requests:</b>	If you have any unique requirements for exhibit space, please call 410.390.4012.

Payment Information	
<b>Prepayment is required.</b> Mail order form with payment or email your order with credit card information directly to <a href="mailto:howes@ocbeachresort.com">howes@ocbeachresort.com</a> . Make checks payable to: Ocean City Fontainebleau Resort.	
Credit Card #: _____	Expiration: _____ CVV: _____
Name on Credit Card: _____	Authorized Signature: _____

For Catering Office Use Only		
Date Received: _____	Total Received: _____	Initials: _____

# Receiving Slip

Name of Event:	<b>Exhibits Maryland Chiefs &amp; Sheriffs Seminar</b>
Event Start Date:	
# of Total Boxes in Shipment:	
Shipper's Name:	
Shipper's Phone Number:	
Delivery Instructions:	

**Box \_\_\_\_\_ of \_\_\_\_\_**

*(Cut Here)*

Please complete the above information completely and adhere to each box on left side of formal shipping label. Feel free to make additional copies as needed.

Please refer Ocean City Fontainebleau Resort's Exhibitor Services Order Form for shipping and receiving guidelines.



# PLEASE CONSIDER A DONATION



# TO OUR MEGA RAFFLE!

Our not-for-profit Associations work very hard throughout the year in support of the Maryland law enforcement community in a myriad of ways, and your financial support as a vendor, exhibitor and sponsor mean a lot! One of the other ways that we raise money to sustain our Associations' operations, is to hold several raffles at the Training Seminar. These raffles have been very successful for us due to the generosity of our vendors who have donated items for these events in the past.

We are respectfully requesting that you consider the donation of an item for our raffle this year. We will ensure that your company is appropriately recognized for your donation!

If you can donate an item, they can be sent to:

John Newnan  
Maryland Chiefs of Police Association  
Maryland Sheriffs" Association  
532 Baltimore Boulevard, Suite 308  
Westminster, Maryland 21157

**THANKS** for your consideration!