Chicago, IL | Navy Pier
PRODUCTS EXPOSITION
Sunday, August 23 - Monday, August 24

75 Years and Counting...
Forum 2020 marks a milestone in NIGP’s history, it will be the 75th Anniversary. Exhibitors can expect record-breaking attendance!

Forum is the largest educational conference exclusively for public procurement in North America. Last year over 1,500 professionals attended Forum in Austin and 480+ joined us virtually.

REGISTER TODAY!
nigp.org
Join 1,500+ professionals professionals from across the country who purchase capital projects, support services and operating supplies for their community’s health, education, protective and community services, transportation and administrative programs. Showcase your products and services to this targeted audience of buyers, contract specialists, managers and executives.

JUST THE FACTS:
• 1,500+ public procurement agents from the US and Canada attend this once-a-year event
• 245+ Exhibitors get immediate feedback from target customers
• $200 Billion is the collective spend of attendees
• 100% Dedicated show hours (no educational sessions during exhibit hours)
• Top 50 fastest growing shows (Past recipient of Trade Show Executive Magazine Award)

ABOUT NIGP
NIGP: The Institute for Public Procurement

Since 1944 NIGP has been developing, supporting and promoting the public procurement profession through premier educational and research programs, professional support, technical services and advocacy initiatives that benefit members and constituents. With over 16,000 professionals from more than 3,000 local, state, provincial government contract agencies across the United States, Canada and countries outside of North America. NIGP is international in its reach.

ATTENDEES SAY:
98% Attend the Products Expo
89% Likely to recommend or purchase products from exhibitors

“This is the place to go to get connected with the procurement community. If you are a supplier and you don’t come every year, you’re going to miss out…

Rob Bezjak, Wesco
Collectively, attendees spend over **$200 billion** across capital projects, support services and operating supplies for their community’s health, education, protective and community services, transportation and administrative programs.

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>SPENT IN BILLIONS*</th>
<th>% OF TOTAL SPENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>EDUCATION: K12</td>
<td>$41.3</td>
<td>19%</td>
</tr>
<tr>
<td>HEALTH</td>
<td>$37.4</td>
<td>17%</td>
</tr>
<tr>
<td>AGRICULTURE &amp; ENV.</td>
<td>$30.1</td>
<td>14%</td>
</tr>
<tr>
<td>EDUCATION: UNIVERSITY</td>
<td>$20.3</td>
<td>9%</td>
</tr>
<tr>
<td>TRANSPORTATION</td>
<td>$16.8</td>
<td>8%</td>
</tr>
<tr>
<td>WELFARE</td>
<td>$15.9</td>
<td>7%</td>
</tr>
<tr>
<td>GOVT OPS</td>
<td>$12.5</td>
<td>6%</td>
</tr>
<tr>
<td>UTILITIES &amp; WATER</td>
<td>$10.3</td>
<td>5%</td>
</tr>
<tr>
<td>GENERAL SERVICES</td>
<td>$8.4</td>
<td>4%</td>
</tr>
<tr>
<td>POLICE</td>
<td>$6.7</td>
<td>3%</td>
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<tr>
<td>PRISONS</td>
<td>$5.4</td>
<td>3%</td>
</tr>
<tr>
<td>LAW &amp; COURTS</td>
<td>$4.2</td>
<td>2%</td>
</tr>
<tr>
<td>RECREATION &amp; SPORTING</td>
<td>$3.0</td>
<td>1%</td>
</tr>
<tr>
<td>FIRE</td>
<td>$2.9</td>
<td>1%</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$215.5</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

*Estimate based on figures obtained from [www.usgovernmentspending.com](http://www.usgovernmentspending.com)
The NIGP Products Exposition provides government suppliers with the unique opportunity to generate business, increase visibility and make a lasting impression on the public procurement community.

**Benefits of Exhibiting**

- Generate new business across government, K-12 and higher education
- Numerous networking opportunities to make new connections
- Company listing on Expo Website and Mobile App
- Complimentary pre-and post-show registered attendee mailing list
- Dedicated show hours (no educational sessions during exhibit hours)

**Exhibit space includes:**

- (1) Conference registration with access to sessions and (2) Exhibit Hall Only registrations (per 10x10 space)
- 8’ high draped back wall, 36” high draped side rails, 7” x 44” company ID sign
- Exhibitor participation points toward future NIGP Forums and priority in next year’s booth selection
- 24-hour general exhibit hall perimeter security services

*Carpet in booth not included

"It's a unique opportunity. Once a year you meet exactly the people you want to meet... practitioners, leaders, and thought-leaders in the field of public procurement."

Jan Siderius, Negometrix
**AFFORDABLE SPACE RATES**

**100 sq. ft.**  
$27.00 per square foot  
(10’ x 10’ Booth - $2,700)

**200 - 300 sq. ft.**  
$26.00 per square foot  
(10’ x 20’ Booth - $5,200)

**400 sq. ft. & over**  
$25.00 per square foot  
(20’ x 20’ Booth - $10,000)

* $100 corner fee per open corner  
  (Fee applies for both Industry Exhibitors and Business Council.)

**View Floor Plan**

**Expo Location**

Navy Pier  
600 E. Grand Avenue  
Chicago, IL 60611

**Expo Dates and Hours**

<table>
<thead>
<tr>
<th>Day</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sunday, Aug 23</td>
<td>3:00PM - 6:30PM</td>
</tr>
<tr>
<td>Monday, Aug 24</td>
<td>10:00AM - 1:30PM</td>
</tr>
<tr>
<td>Lunch</td>
<td>12:30PM - 1:30PM</td>
</tr>
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</table>

**Expo Move-In Dates and Hours**

<table>
<thead>
<tr>
<th>Day</th>
<th>Time</th>
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</thead>
<tbody>
<tr>
<td>Saturday, Aug 22</td>
<td>2:00 PM - 6:00 PM</td>
</tr>
<tr>
<td>Sunday, Aug 23</td>
<td>8:00 AM - 1:00 PM</td>
</tr>
</tbody>
</table>

**Expo Move-Out Dates and Hours**

<table>
<thead>
<tr>
<th>Day</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monday, Aug 24</td>
<td>1:30 PM - 8:00 PM</td>
</tr>
</tbody>
</table>

**Exhibitor Categories In High Demand**

- Architecture & Engineering Services
- Automotive/Fleet Services
- Bidding Software
- Body Armor
- Body Cameras
- Building Materials
- Construction Equipment
- Communications
- Computer Hardware & Software
- Disaster Relief & Recovery
- Emergency Support
- Facilities Maintenance
- Finance Solutions
- Food Service
- Healthcare
- Information Technology
- Laboratory Equipment
- Law Enforcement Products
- Logistics & Warehousing
- Maintenance
- Office Furniture/Equipment
- Procurement solutions
- Public Safety
- Public Works Solutions
- Safety Security Solutions
- Recreation Facilities/Materials
- Training programs/services

**Exhibit Sales and Management**

**Spargo, Inc.**

Companies beginning with #-D:  
Exhibit Contact: Bradley Eubank  
bradley.eubank@spargoinc.com  
703.995.2562

Companies beginning with E-O:  
Exhibit Contact: Cindy Auguste  
cindy.auguste@spargoinc.com  
703.592.4397

Companies beginning with P-Z:  
Exhibit Contact: Jillian Holt  
jillian.holt@spargoinc.com  
703.995.2573

**Official Service Contractor**

**Hargrove Exhibitor Services**

exhibitorservices@hargroveinc.com  
301.306.4627

**NIGP Events & Programs Manager**

**Shannon Lockwood**

slockwood@nigp.org  
703.736.8900 x229

**Reserve your space today!**

**Virtual Exhibit Opportunities**

After launching the Virtual Conference at Forum in 2019, NIGP is excited to offer virtual exhibit opportunities again in 2020. Learn more.
We come back every year because we have a great experience every time and every year it seems to get better!

Wayne Casper, Omnia
2019 EXHIBITORS Continued

Kimberly-Clark Professional
Knoll, Inc.
Knowledge Services
Kompan, Inc.
Kone, Inc.
Konica Minolta Inc.
Krons Inc.
Kubota Tractor Corporation
Kyocera Document Solutions America
Land Pride
Lawson Products
LD Products
Lexmark International, Inc.
Lowe’s Home Centers, LLC
MachineryTrader
Mahindra North America
MANCON
Mannington Commercial
McKesson-Medical Surgical
Michelin North America, Inc.
Miller Imaging & Digital Solutions
Milliken
Minnesota Multistate Contracting
Alliance for Pharmacy
Mitel
MSC Industrial Supply Company
MTO Products Company
(dba Cub Cadet)
Multiquip Inc.
Musco Lighting
NAPA Auto Parts
NASPO ValuePoint
National Cooperative Leasing
National Cooperative Procurement Partners
National Office Furniture
NCPA - National Cooperative Purchasing Alliance
Negometrix
Neopost
Network Services Company
North Texas SHARE
Norwich University
NPPGov
NS CORPORATION
NZG Medical Pharm
Office Depot
OPS Brands
OMNIA Partners
ORAFOF Americas
O’Reilly Auto Parts
Otto Trading, Inc.
Panasonic
Patcraft
PEPPM
Periscope Holdings Inc.
PlanetBids, Inc.
PlayPower
PlayPower - Playworld
Pocket Nurse
Premier, Inc.
Priefert Rodeo & Ranch Equipment
PrinterLogic
Proactis
ProcurNow
PROMAXIMA STRENGTH & CONDITIONING
PS Furniture, Inc.
Pure Storage, Inc.
Rain Drop Products
Rehrig Pacific Company
Ricoh USA
RightAngle Products
Robert Half
RoofConnect, National Roofing Services
Safco
Safeware Inc.
SAP Concur
School Outfitters
ServiceWear Apparel
Sharp Electronics Corporation
Sherwin-Williams
SHI International Corp.
Shred-It
Sitmapic
SitOnIt Seating | IDEON
SmartProcure, LLC
Smarttronix, Inc.
Snap-On Industrial
Sourcewell
Southern Computer Warehouse
Specialty Underwriters LLC
Sprint
Staples
Steelcase Inc.
Strategic Communications
Strategic Market Alliance
Sunbelt Rentals Inc.
Sysoft eERP
TAPCO - Traffic & Parking
Control Co., Inc.
Tecta America Corp
Teknion
Telessteps, by Regal Ideas
Texas Dept. of Information Resources
Texas Mowing Solutions
Texas SmartBuy
Thatcher Company
The Global Display Solution
The Home Depot
The Public Group
The Toro Company
Thompson Pump and Manufacturing Co., Inc.
Thunderecat Technology
TIPS
T-Mobile
Tradition Energy
Trane
Tremco Inc.
Trendway Corporation
Tyler Technologies
U.S. Bureau Of Labor Statistics
UMB Bank
UNICOM Government, Inc.
Unison (formerly FedBid, Inc.)
United Rentals
Universal Public Procurement Certification Council (UPPCC)
US Armor
US Foods
Vendor Registry
Ventrac by Venture Products Inc
VF Workwear
Virco Manufacturing Corporation
VWR International
Wastequip/Toter
Waxie Sanitary Supply
WESCO CSC
WEX Inc.
Yardi Systems Inc.
ZOLL Medical Corporation
Zones Inc.

NIGP Corporate Sponsors in bold