

How Does the EAC Affect ASPE's EPE?

The activities of the 2006 ASPE Convention and Engineered Plumbing Exposition (EPE) will begin on Saturday morning, October 21. Due to the work of many volunteers, I am positive this year's EPE will be the best experience possible for all parties. One small group that is responsible for many of the improvements is ASPE's Exhibitor Advisory Committee (EAC). The EAC membership comprises volunteers from exhibiting manufacturers that have an interest in the continued advancement of the quality of the ASPE EPE.

I first became involved with the EPE in 1996, when the Convention was in Phoenix. In 2002, I was fortunate to be appointed to the ASPE board of directors as affiliate liaison, a position that includes chairing EAC meetings. My involvement with the EAC has continued through our preparations for the 2006 EPE in Tampa, Fla. The opportunity to work closely with other members of our industry representing their respective companies has been extremely rewarding. Our EAC meeting agendas are always devised to ensure we capitalize on each company's investment of time and money relative to the previous EPE and all future ASPE endeavors.

We have been fortunate to draw from the experiences of past affiliate liaisons and EAC chairs such as Pete Warshaw, Pat Kelly, and Jim Galvin as we continue to plan future EPEs. As many of you know, Pete Warshaw remains very involved as a current member of the ASPE EAC.

Some of the more recent recommended changes the EAC has brought to the ASPE EPE are the different sponsorship levels available to the manufacturers and the addition of sponsor links on the ASPE Web site. We recommended and the ASPE board of directors approved increasing show hours, getting manufacturer freight targets accepted on Friday, providing exhibitors with early access to a nearby hotel, and improving the lead retrieval system to include the ability to write on the lead, which is an extremely valuable feature to the manufacturers. We've moved the exhibitors' meeting from the end of the EPE to the morning of the second day to help increase attendance at this meeting. Beginning in Tampa, we will have a golf outing with sponsorship opportunities, and the affiliates will be included as possible winners in the grand prize giveaway. How would you like to drive home from Tampa in a 2007 Pontiac Solstice? I'm sure you will agree that's progress when each of us has the chance to win something.

I would like to take this opportunity to touch on the aforementioned exhibitors' meeting. As stated, we have relocated this meeting on the EPE agenda. In the past, this meeting was held at the end of the EPE on Tuesday afternoon. Unfortunately, this time slot coincided with the breakdown period for booths as well as departing flight schedules. Therefore, attendance was always lacking. During our last EPE in Cleveland, we moved this meeting to the morning of the second day, and attendance was better, but not where we would like. With this being said, we still need many more of you to attend this meeting. This meeting is for you, the affiliate/manufacturer, to voice your opinion on the happenings of the first day and to improve the second day. We

need to hear from each of you to continue to make this event beneficial to us all.

The EAC would like to affect change in the EPE in a couple areas. First, we would like to see zero tolerance on the use of cameras on the show floor. We advise you to leave cameras at home. NTP and EAC personnel will monitor the show floor closely. Second, we would like to see more consideration given to all exhibitors and EPE staff as it relates to early breakdown of booths. Everyone should know beforehand what the show hours are, so let's plan our departure travel accordingly.

Improvements on a smaller scale that you should notice in Tampa will be badge swipes, banner spelling, and displays showing all the prizewinners during the EPE. Also, we are going to ensure all exhibitors know who the affiliate liaison and EAC members are should they need assistance in any way.

All these changes came about through suggestions from past and current members of our industry through their involvement in the EAC process. Should any of you have further suggestions of ways to continue improving our ASPE EPE, please feel free to contact me at any time. Or, better yet, make plans now to become a member of the EAC.

Many people have asked me how you get to serve on the EAC. First, you must be employed by an exhibiting manufacturer. Second, you must have approval from your respective company to put forth the time and effort to attend our meetings. Third, simply contact me and express your interest to serve our industry in this capacity. At that point we will review our current committee roster in an effort to honor your request for membership. Our first committee membership goal is to make sure that we have a quality sampling of industry members to cover all issues effectively. Second, the total number of committee members must remain at an effective working number. Should the number of requests increase to a level that would not be productive, we would look into setting term limitations for current members.

As you can see, there are many quality additions to our ASPE EPE that were brought about due to the efforts of many willing volunteers. From what I've learned while working alongside those involved, many more positive changes are on the horizon. We are looking forward to what those changes will bring about for the 2008 Convention in Long Beach, Calif. **PSD**



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