



Dear AUSA Exhibitors:

Welcome to the 2016 AUSA Annual Meeting & Exposition, *a professional development forum*. This year is the 62nd Annual Meeting, and we will occupy the entire convention center with displays located on both levels in Exhibit Halls A, B, C, D & E.

The brand-new Marriott Marquis will once again serve as the Annual Meeting headquarters hotel. This new Marriott property features 1175 rooms and 49 suites and is located across the street from the Walter E. Washington Convention Center. It is connected to the Center by an underground walkway.

This year's event will provide numerous opportunities for professional development through informative Institute of Land Warfare Forum presentations and an exposition that features nearly 600 displays.

Please be advised that the George C. Marshall Reception is now part of the George C. Marshall Dinner creating a single event. There will be no separate reception in the exhibit halls. The exhibit halls will close at 1700 on Wednesday, 4 October. Tickets for the George C. Marshall Dinner now include the cost of the reception and can be purchased on the AUSA home page beginning on 1 June. The cost will be \$115.00 for AUSA members and \$130.00 for nonmembers. They will also be available on-site at the Ticket Pick-Up Registration Desk at the Walter E. Convention Center. The decision to combine these two events was made in light of the expanded exhibit space, which significantly diluted participation in the exhibit hall reception. We hope that this change will make your participation at the AUSA Annual Meeting & Exposition more convenient and efficient.

As you plan for your participation at this year's Annual Meeting, please pay particular attention to the rules and regulations regarding the display of firearms at the Walter E. Washington Convention Center. Also, make sure that as you prepare your booth layout, you understand the rules and restrictions based on your booth classification. We urge you to communicate with GES and your neighbors well in advance of your scheduled build time. Contact information for Annual Meeting exhibitors can be found at the online floor plan located at the event homepage at [www.ausa.org](http://www.ausa.org).

This Exhibitor Services Manual contains guidance on the procedures for displaying vehicles. Global Experience Specialists (GES), our official General Contractor will be tasked with the responsibility of handling a tremendous amount of freight for the Annual Meeting. Please be sure to follow all instructions regarding the move-in and move-out of your vehicles. Should you have questions regarding the attached Rules & Regulations, please contact GES directly at (800) 804-3215.

We look forward to welcoming you to Washington in October. Thank you for your continued support of the AUSA and the men and women of the U.S. Army.

MICHAEL M. SCANLAN, CMP  
Director of Industry Affairs