



Dear FDIC 2012 Exhibitors:

Here we are just a few months from the main event, **FDIC 2012**, and the entire FDIC/*Fire Engineering* event team would like you to experience another successful event. There will be approximately 900 exhibitors at FDIC 2012, making it, once again, the largest fire and emergency services conference in North America. Our team wants you to be prepared to meet and greet the trainees, instructors, chiefs, and ultimately the purchasers, who make it happen in this industry. Their purpose for being here is to receive quality training and education while simultaneously getting a glance at the finest products and services this industry has to offer.

The Exhibitor Manual you are about to review was created to make your trip to Indy run smoothly. It is to your benefit to take advantage of the discounts that are offered in this manual. Ordering your electricity, furniture, labor, etc. ahead of time will help us to prepare more efficiently for you. By registering your personnel and guests early, you'll avoid the headache of standing in line. We ask for your cooperation in these efforts, as our event team wants your move-in and move-out to be hassle free.

We are again providing to you the Exhibitor Lounge, exclusive to FDIC exhibitors, which is designed for your convenience and use, offering a place to relax throughout the event.

We want to thank you for the opportunity you have given us to work with each and every one of you. Please be assured that the entire FDIC event management team is here to see that all your needs are met. It is our pleasure to serve you. If you have any questions, please do not hesitate to contact us.

See you in Indy!

Very truly yours,

A handwritten signature in black ink, appearing to read 'Eric Schlett', with a long horizontal flourish extending to the right.

Eric Schlett
Vice President, Fire Group

