



Dear Vendor,

The Maryland School Bus Contractors Association will be hosting their Annual Convention & Trade Show October 19-21, 2023 in Linthicum Maryland. We would like to invite you to participate in the Trade Show on Friday October 20, 2023. The convention opens Thursday evening with a Contractor early registration and hospitality room. Friday Contractors may attend several seminars and informational sessions provided by many of our Associate Members

Friday evening is the Trade Show. The show opens at 7pm and continues until 10:30pm. During this time Contractors & guests will flow through the Trade Show room. The evening includes an open bar with heavy hors d'oeuvres for all who are registered. It is a great time to meet new folks and reconnect with old friends.

Saturday some products will be demonstrated outside, and the buses will be on display. Outside space is very limited and assigned on a first come first serve basis. Meals on Saturday are not included in the cost to display at the Trade Show but can be purchased separately.

Trade Show set up will begin on Friday October 20, 2023 at 1pm. Please contact me Karen Jones, cell, 443-336-0653 with your approximate arrival time, so I can manage the set-up times.

All persons must be registered to attend the Show. This includes family members, friends etc. Wristbands will be provided for all paid attendees and must be worn during the Trade Show.

In an attempt to simplify the registration, a payment summary sheet is attached to this packet. All payments will be sent to a central address. This packet includes:

Trade Show Registration Hotel

Registration

Advertising Information

Sponsorship Opportunities

Associate Member Information & renewal forms

Please remember to enclose all forms and the payment summary sheet with payment and send to the address on the bottom of the payment summary sheet.

If you have any questions, please feel free to contact us at 410-255-1047 or email me at [wilsonsbus@comcast.net](mailto:wilsonsbus@comcast.net).

Looking forward to seeing you in October!!

Karen Jones & Jessica McMillion

## Registration for the Annual MARYLAND SCHOOL BUS CONTRACTORS TRADE SHOW

Type(s) of product or services: \_\_\_\_\_

I/we will require space (s) for the Trade Show. I understand that each display space includes a table, 4 chairs and entrance to show for 4 company representatives. Signs are not provided. Please bring what you need to Show Off your business!! Please bring any extension cords if you need power to your table.

Remember, Alcoholic beverages are being provided, children and young adults must be chaperoned by an adult.

Authorized Signature: \_\_\_\_\_

\_\_\_\_\_ I am interested in Outside space on Saturday to demonstrate my product.

\*\*\*Please note outside space is limited!! First come first serve basis

**Maryland School Bus Contractors Association, Inc.**  
**Fed ID # 52-1270381**

**ASSOCIATE MEMBER REQUEST/RENEWAL**

It is time to renew or upgrade your Associate Membership with MSBCA. We now offer 3 levels of membership which are outlined below. Membership term is September to September. If you are attending the Trade Show in Ocean City, Maryland send payment with registration payment and receive a \$100.00 discount on the membership level you choose by selecting a "combo price". The discounted price is listed on the Distributor Registration form. Please complete this form and include with your registration information. **If you are renewing membership only complete and mail payment payable to MSBCA.**

**MAIL TO:**

**Karen Jones**  
**4413 Mountain Road**  
**Pasadena, MD 21122**

Credit Card Payments call Joyce Gloriosso 443-686-0964 for information. Be advised there is a fee associated with this type of payment.

<u>LEVEL</u>	<u>COST</u>	<u>BENEFITS INCLUDED</u>
Basic Member	\$300.00/year	Electronic copy of contractor member list & Quarterly Newsletter, Company name on MSBCA Website.
Deluxe Member	\$400.00/year	All Basic member benefits plus: Company website link added on MSBCA website. Discounted Rate to advertise on website.
Premier Member	\$475.00/year	All Basic & Deluxe benefits plus: Company Logo on MSBCA website. Eligible for Vendor Spotlight on website.

**\*\* It is solely the Associate Member's responsibility for creating & providing company information including but not limited to logo, ads, artwork & changes to MSBCA's specifications. Please contact the website manager, Jess McMillion 410-255-1047 for detailed information. \*\***

Company Name: \_\_\_\_\_

Contact Person: \_\_\_\_\_ Phone # \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Fax: \_\_\_\_\_ E-Mail: \_\_\_\_\_

Type of Business: \_\_\_\_\_

Associate Member Level: \_\_\_\_\_

**This membership will expire on 09/01/2024**

## CONVENTION CALENDAR

We had such positive response with the Calendar MSBCA will do a calendar for 2024

Our calendar will give YOUR Business the opportunity to advertise YOUR products/services while also helping Maryland School Bus Contractors Association.

**ALL ADS MUST BE E-MAILED!** Ads must be submitted in high-res PDF format. Please reference MSBCA AD in the subject line of your email and include your name and contact information. Send ads to [ryantransportation@comcast.net](mailto:ryantransportation@comcast.net). If you have questions, please contact Joyce at the same email. **DEADLINE TO SUBMIT ADS IS SEPTEMBER 14, 2023 BY 5:00 PM.**

### AD SIZE & COST:

Full Page Ad	\$ 150.00
½ Page Ad	\$ 80.00
¼ Page Ad	\$ 50.00

**ATTENTION: This is a calendar so therefore limited in the number of ads we can accept. They will be on a 1<sup>st</sup> come, 1<sup>st</sup> serve basis so if you want to be in the calendar, get those ads in ASAP.**

If you are attending the Convention complete the advertising portion on the payment summary sheet. If you are **NOT** attending complete information below, make check payable to **MSBCA** and remit to:

Joyce Glorioso  
2914 Harford Road  
Hydes, Maryland 21082

**REMEMBER TO E-MAIL YOUR AD TO: [ryantransportation@comcast.net](mailto:ryantransportation@comcast.net)**

---

Business Name: \_\_\_\_\_ Phone #: \_\_\_\_\_

Contractor Name: \_\_\_\_\_ Phone #: \_\_\_\_\_

Email: \_\_\_\_\_ Ad Size: \_\_\_\_\_

County: \_\_\_\_\_



## **HOTEL INFORMATION**

Embassy Suites @ BWI  
1300 Concourse Drive  
Linthicum. MD 21090

DATES: October 19-21, 2023

RESERVATIONS CALL 410-850-0747 (**MENTION MSBCA CONVENTION**)

All rooms are full efficiencies (units with a kitchenette) and FREE breakfast

ROOM RATE (per night) Double/Double \$119.00

**RESERVATION CUT OFF DATE IS OCTOBER 5, 2023!!!!!!!**

**CALL TODAY!!!!!! DON'T DELAY**

---

## **IMPORTANT INFORMATION**

This year we will be having a casino night for entertainment at the banquet!!! This was a huge success in the past and we are hoping to have the same success this year...but we need your help to make this happen! If you or your Company would like to donate cash or prizes towards our casino night, please do so on the "Registration Summary Form" or call Tammy Smithson @ 410-808-1197

## Entertainment for this year's banquet....



### **CASINO NIGHT!!!!!! (DONATIONS NEEDED)**

This year, K.Neal International will be sponsoring a casino night. This event will take place in conjunction with Saturday evening's banquet. Contractors will play casino games for "casino chips," they will then go to an auction and "bid" on prizes with the chips they have accumulated. We are relying on our vendors' and members' help with supplying auction items. We are asking our vendors and members to donate an item for the auction, the auction items are crucial to the success of the event. We have held this casino night in the past and it was a huge hit! Many contractors remember the evening of our last casino night and have requested to hold it again. Some examples of donations in the past are: TV's, Speakers, game tickets, gift baskets, cases of products (oil, DEF, washer fluid), and Company merch. (Hats, shirts, mugs) these are all just ideas and examples. Feel free to visit your local supply vendors and ask for donations. You can even get together as a county and sponsor an item. Every donation will be clearly announced with the donator's name. We are asking for a \$100 dollar minimum on donations. This is a fantastic opportunity to mingle with fellow contractors and participate in the "just for fun" bidding war!

Please email the coordinator of the event Tammy Smithson at [jtsmitty@verizon.net](mailto:jtsmitty@verizon.net) with a donation RSVP by September 28<sup>th</sup>, we need to know how many donations we will receive to ensure the event is possible. If you would like to donate but cannot attend the convention, she can also make those arrangements.

We as always appreciate any donation small or large.

**MARYLAND SCHOOL BUS CONTRACTORS ASSOCIATION  
ANNUAL CONVENTION & TRADE SHOW  
ASSOCIATE MEMBERS REGISTRATION SUMMARY FORM**

Company Name: \_\_\_\_\_

Contact Person \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

**PRICE INCREASE OCTOBER 1, 2023 NO EXCEPTIONS. REGISTRATION DEADLINE OCT. 6, 2023**

**SPACE & MEMBERSHIP COMBO PRICING**

1 space (includes 4 company reps.) + Basic Associate Membership	\$550.00	\$ _____
1 space (includes 4 company reps.) + Deluxe Associate Membership	\$650.00	\$ _____
1 space (includes 4 company reps.) + Premier Associate Membership	\$725.00	\$ _____

Representative Names:

1. \_\_\_\_\_ 2. \_\_\_\_\_

3. \_\_\_\_\_ 4. \_\_\_\_\_

# of extra spaces \_\_\_\_\_ @ \$275.00 each \$ \_\_\_\_\_

# of extra representatives \_\_\_\_\_ @ \$40.00 \$ \_\_\_\_\_

Names: \_\_\_\_\_

**SPACE ONLY PRICES**

1 space **NO ASSOCIATE MEMBERSHIP** \$615.00 \$ \_\_\_\_\_

# of Saturday Lunches tickets: @ \$45.00 each \$ \_\_\_\_\_

# of Saturday Banquet tickets: @ \$60.00 each \$ \_\_\_\_\_

**\*\*\*ASSOCIATE MEMBERSHIP PAYMENT ONLY. NOT ATTENDING SHOW\*\*\***

Basic Associate Membership ONLY \$300.00 \$ \_\_\_\_\_

Deluxe Associate Membership ONLY \$400.00 \$ \_\_\_\_\_

Premier Associate Membership ONLY \$475.00 \$ \_\_\_\_\_

**CALENDAR ADVERTISEMENT (SEE ATTACHED ON INFORMATION)**

¼ Page Ad \_\_\_\_\_ @ \$50.00 \$ \_\_\_\_\_

½ Page Ad \_\_\_\_\_ @ \$80.00 \$ \_\_\_\_\_

Full Page Ad \_\_\_\_\_ @ \$120.00 \$ \_\_\_\_\_

**DONATIONS TO CASINO NIGHT:** This will be for prize winners at the Casino Night.

Donation towards Casino Night Prizes. (any amount greatly appreciated) \$ \_\_\_\_\_

**Make Check Payable to MSBCA AND MAIL TO:**

**Karen Jones  
4413 Mountain Rd.  
Pasadena, MD 21122**

**CREDIT CARD PAYMENTS CALL JOYCE GLORIOSO 443-686-0964.**

Note there is a fee for this service.