



1300 I Street, NW  
Suite 400E  
Washington, DC 20005

Tel: (202) 887-5872  
Fax: (202) 887-0021  
info@acil.org  
www.acil.org

# ACIL

## 2019 ANNUAL MEETING

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DoubleTree Hotel by Hilton Nashville Downtown  
Nashville, Tennessee  
October 8 - 10, 2019



## ENHANCING PUBLIC HEALTH & SAFETY THROUGH **QUALITY TESTING & ENGINEERING**

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ACIL is the trade association representing independent, commercial, scientific and testing laboratories. Its members are professional services firms engaged in testing, product certification, consulting, and research and development. Affiliated membership is available to manufacturers' laboratories, consultants and suppliers to the industry and related trade associations.

ACIL defines independent scientific and engineering services firms as commercial entities engaged in analysis, testing, inspection, materials engineering, sampling, product certification, research and development and related consulting services for the public. They are not affiliated with any institution, company, or trade group that might affect their ability to conduct investigations, render reports, or give professional, objective and unbiased counsel.

OUR  
VISION

*Realizing a healthy, safe environment for society through the application of unbiased, scientific testing.*

OUR  
MISSION

*Providing the independent testing community with advocacy, education, and alliances to enable members to better address environmental and product risks to the public.*

## MEMBERSHIP DEMOGRAPHICS

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MORE THAN  
**150 MEMBER  
COMPANIES**  
THROUGHOUT  
THE U.S.

REPRESENTS  
MORE THAN  
**2,000 FACILITIES**

REPRESENTS MORE THAN  
**\$2B IN  
ANNUAL REVENUE**

REPRESENTS THE  
**LAB OWNERS AND  
SENIOR MANAGERS**

EMPLOYS THOUSANDS  
OF **QUALITY LAB  
TECHNICIANS** AND  
THE INDUSTRY  
CONTINUES TO GROW

REPRESENTS MORE  
THAN **75% OF THE  
INDEPENDENT  
COMMERCIAL  
ENVIRONMENTAL  
TESTING** IN THE U.S.

# CONFERENCE SCHEDULE AT-A-GLANCE

TIMES AND EVENTS SUBJECT TO CHANGE

DATE/TIME	EVENT
<b>MONDAY, OCTOBER 7, 2019</b>	
7:00 pm	ILI Dinner Meeting
7:00 pm	Board Dinner
<b>TUESDAY, OCTOBER 8, 2019</b>	
8:00 am - 12:00 pm	Board of Directors meeting
8:00 am - 12:00 pm	Cannabis Working Group
10:00 am - 5:00 pm	Registration Open
1:00 pm - 5:00 pm	Section Breakouts: Food Services
1:00 pm - 5:00 pm	Section Breakouts: Environmental Sciences
1:00 pm - 5:00 pm	Section Breakouts: Conformity Assessment
1:00 pm - 5:00 pm	Section Breakouts: Construction Materials Engineering & Testing
2:00 pm - 5:00 pm	Exhibitor Set Up
6:00 pm - 7:30 pm	Welcome Reception with Exhibitors
<b>WEDNESDAY, OCTOBER 9, 2019</b>	
7:00 am - 2:00 pm	Registration Open
7:30 am - 8:30 am	Networking Breakfast and Opening Session
7:30 am - 8:30 am	GRC Meeting
8:30 am - 9:45 am	Opening Session & "How Corporate Culture Drives Growth" Workshop & Panel Discussion
10:00 am - 11:15 am	Education Session - Jason Greer, "Diversity and the Brain: What's Your Story?"
11:30 am - 12:30pm	Lunch
1:30 pm - 6:00 pm	Tom Zierenberg Memorial Golf Tournament - Hermitage Golf Course
1:30 pm - 5:00 pm	Networking Event - Beer, BBQ, and Bourbon
7:00 pm - 10:00 pm	Evening on Your Own
<b>THURSDAY, OCTOBER 10, 2019</b>	
7:00 am - 4:00 pm	Registration Open
7:30 am - 8:30 am	Networking Breakfast with Exhibitors
8:30 am - 10:00 am	Keynote Presentation by Bernard Baumohl - "The Economic & Geopolitical Outlook: What Are the Risks and Opportunities Ahead?"
8:30 am - 10:00 am	Exhibitor Breakdown
10:15 am - 11:30 am	Education Session - Warren Quinn, "Building a Modern Workplace: Employee Performance and the Coaching Habit"
11:45 am - 1:00 pm	Lunch and Annual Business Meeting
1:30 pm - 2:45 pm	Roundtable Discussions - Facilitated by Carolyn Godfrey
3:00 pm - 4:15 pm	Education Session - Kelly Cravenor (EST), Annie Carter (Brooks Applied), and Jake Vanderbloom (Pace), "Process Improvement for the Lab; <i>Leveraging LEAN Principles to Drive Efficiencies and Productivity</i> "
1:30 pm - 4:00 pm	Spouse Tour - Guided Nashville City Tour
5:30 pm - 7:30 pm	Final Evening Reception



## MEETING LOCATION

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**DoubtTree Hotel by Hilton**  
**Nashville Downtown**  
**315 4th Avenue North**  
**Nashville, TN 37219**

Discounted rooms are available for \$229 per night. To receive the ACIL rate please book through the ACIL rooming block link before September 10, 2019:

[Room Reservation Link](#)

### MEETING CANCELLATION

If you are unable to attend, there will be a cancellation fee of 50% as long as you cancel prior to Tuesday, September 10, 2019.

If you cancel after Tuesday, September 10, 2019, there will be no refund of your registration fees.

Sponsorships are non-refundable.

# WHY BE AN EXHIBITOR?

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## WHY EXHIBIT?

- Meet decision makers from the major Independent Testing Labs who operate laboratories for Major Fortune 100 Companies.
- Generate valuable sales leads
- Introduce new products
- Advertise your services
- Promote company awareness and brand image
- Network with industry leaders

## WHAT YOU RECEIVE WHEN YOU EXHIBIT

Each participating organization will receive one 6 ft. tabletop display (backdrops must fit within 6ft space behind tables). In addition, each participating organization will:

- be featured in an issue of the ACIL Newsletter and on the ACIL website
- receive a half-page ad in the Annual Meeting program
- be featured on a prominent sign listing all the exhibitors on-site and in the program
- receive a roster of registrants at least 10 days prior to the conference

## LIABILITY

The exhibitor assumes the entire responsibility and liability for losses, damages, equipment and other property brought upon the premises of the hotel and shall indemnify and hold harmless the DoubleTree, ACIL, any representative, agency or employee while using exhibition facilities.

# EXHIBITOR FEES AND REGISTRATION

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## EXHIBITOR FEES

- **Current Level 1 Associate Members (Annual Sales Under \$10M)**  
\$1,200 includes one conference full registration and tabletop display
- **Current Level 2 Associate Members (Annual Sales Over \$10M)**  
\$795 includes one conference full registration and tabletop display

**Non-Member Exhibitor** - \$2,500 includes one conference full registration and tabletop display.

Please note: Exhibitor fee includes one full conference registration.  
Additional registrants will be registered at the 2nd Attendee rate.

After the Early Bird date of September 10, 2019 the prices will increase \$200.

## REGISTRATION/PAYMENT

Member Registration - \$769

2nd Attendee Member - \$599

Retired Member - \$450

Past President - \$569

Non-Member - \$1,025

2nd Attendee Non-Member - \$899

All exhibitors must register online. <https://acil.events.idloom.com/acil-annual-meeting-2019>

# INFORMATION FOR EXHIBITORS

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Each exhibitor receives a 6-foot draped tabletop only with two chairs, and ONE full conference registration. Additional registrations can be purchased.

Please note that all backdrops must fit within 6ft space BEHIND exhibit table.

**ADS** | All exhibitors receive a half page ad in the Annual Meeting Program.  
Ads should be horizontal and 7.5" X 4.25"  
Full color is encouraged.

*\* Ads are due by August 31st to Jenny Harris of KGZ Graphics at [jenny@kgzgraphics.com](mailto:jenny@kgzgraphics.com)*

## BOOTH REQUESTS

If you require electricity/internet, arrangements must be made through the hotel. Please contact the hotel convention services manager directly at [Kristen.cation@hilton.com](mailto:Kristen.cation@hilton.com)

## SHIPPING OF BOOTH/MATERIALS

All shipping arrangements MUST be made through the hotel and should arrive at the hotel no earlier than Friday, October 4, 2019.

All materials sent to the hotel must be labeled as follows:

DoubleTree Nashville Downtown  
315 4th Avenue North  
Nashville, TN 37219  
HOLD FOR GUEST (Vendor Name)  
C/O Kristen Cation

*\*Box Handling Charges will be applied directly to the exhibitor*

## SET-UP AND BREAK-DOWN OF EXHIBITS

Shipment, set-up and break-down of exhibits will take place as follows:

**Exhibitor Set Up** – Tuesday, October 8, 2019, 2:00 pm – 5:00 pm

**Exhibitor Break Down** – Thursday, October 10, 2019, 8:30 am – 10:00 am

*We ask that you do not break-down until the time specified. Please plan to staff your tabletop area through Thursday, October 10, 2019, until 8:30 am.*



## WHY SPONSOR?

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### GET NOTICED

All conference attendees will have access to speaker presentations. All sponsors will be further recognized as major sponsors of ACIL's 82nd Annual Meeting according to the following categories, and published on ACIL's Annual Meeting website.

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#### PLATINUM SPONSOR

Any company sponsoring \$10,000 and above will be listed as a Platinum Sponsor in all events communications including the conference and program brochure and on the web site with a link to their homepage.

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#### GOLD SPONSOR

Any company sponsoring \$5,000 and above will be listed as a Gold Sponsor in all events communications including the conference and program brochure and on the web site with a link to their homepage.

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#### SILVER SPONSOR

Any company sponsoring \$2,500 and above will be listed as a Silver Sponsor in all events communications including the conference and program brochure and on the web site with a link to their homepage.

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#### BRONZE SPONSOR

Any company sponsoring \$1,000 and above will be listed as a Bronze Sponsor in all events communications including the conference and program brochure and on the web site with a link to their homepage.

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#### FRIEND OF ACIL

Any company sponsoring \$500 and above will be listed as a Friend of ACIL in all events communications including the conference and program brochure and on the web site with a link to their homepage.

# SPONSORSHIP OPPORTUNITIES

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## **FINAL EVENING RECEPTION - \$5,000 & CO-SPONSOR \$2,500\***

A one-of-a-kind, premier event that is open to all attendees. You will have 2 minutes of microphone time to welcome all guests. Appropriate signage will be displayed at the event. Your sponsorship will also be listed on ACIL's web site and recognized from the podium.

## **WELCOME RECEPTION - \$5,000 & CO-SPONSOR \$2,500 \***

This Premier Sponsor event is open to all attendees and is always well attended. You will receive two minutes microphone time and appropriate signage will be displayed in the room. Your sponsorship will also be listed on ACIL's web site and in all conference literature and be recognized from the podium.

## **REGISTRATION AREA SPONSOR - \$5,000 & CO-SPONSOR \$2,500**

This is an excellent opportunity to sponsor the registration area. You will receive the opportunity to hand out promotional literature to all attendees as they arrive and appropriate signage will be displayed in the registration area. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

## **KEYNOTE ADDRESS - \$4,000**

This is an opportunity to open the Conference as a sponsor of the Keynote Speaker. You will have two minutes microphone time to introduce the session and appropriate signage will be displayed in the room. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

## **LUNCHEON & ANNUAL BUSINESS MEETING - \$4,000 & CO-SPONSOR \$2,000 \***

This is open to all attendees. You will have two minutes of microphone time to welcome everyone and introduce the luncheon and appropriate signage will be displayed in the room. Your sponsorship will also be listed on the conference literature and ACIL's web site and be recognized from the podium.

## **SECTION MEMBERSHIP CONFERENCES - \$2,000 \***

Sponsor an educational breakout. These breakouts based on specialty and include Construction Materials Engineering and Testing, Environmental Sciences, Food Sciences (formerly Microbiology and Analytical Chemistry) and Conformity Assessment. You will have two minutes of microphone time and appropriate signage will be displayed in the room. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

## **BREAKFAST - \$1,500\* (WEDNESDAY, THURSDAY, OR FRIDAY)**

Sponsor one of the morning's first activities and address all the attendees in this breakfast session. You will have two minutes of microphone time to address the group and appropriate signage will be displayed in the room. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

## **EDUCATION - \$1,000\***

This is an opportunity to introduce the speaker of this well attended event. You will have two minutes of microphone time to introduce the session and appropriate signage will be displayed in the room. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

## **REFRESHMENT BREAKS - \$1,000**

Your logo and signage will appear at the refreshment breaks area. You are invited to provide cups, napkins and other utensils with your logo on each. Your sponsorship will be listed on ACIL's web site and in all conference literature.

*\* Indicates two minutes of microphone time allotted to the sponsor at this event.*



## TOM ZIERENBERG MEMORIAL GOLF TOURNAMENT SPONSORSHIP OPPORTUNITIES

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### **OVERALL TOURNAMENT SPONSORS \$3,000 OR CO-SPONSOR \$1,500**

You will have the opportunity to be the Key Sponsor of this event. Get the right exposure, meet the players and award the winning prizes. You will also get to start the tournament and greet all players. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

### **SPONSOR A HOLE \$200**

You will have an opportunity to have someone present to meet and greet the players at the sponsored hole. You will also receive appropriate signage at the hole listing you as sponsor. Your sponsorship will also be listed on ACIL's web site and in all conference literature. (Please note that ACIL will handle all the prizes unless the sponsor has a desire to do something special.)

### **LONGEST DRIVE (MALE & FEMALE) \$250**

You will have the opportunity to have someone present to meet and greet the players at the sponsored hole. You will also have the opportunity to present the prizes at the post-game reception. You will also receive appropriate signage at the hole listing you as a sponsor. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

### **NEAREST TO THE PIN \$250**

You will have the opportunity to have someone present to meet and greet the players at the sponsored hole. You will also have the opportunity to present the prizes at the post-game reception. You will also receive appropriate signage at the hole listing you as a sponsor. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

### **GOLF CART SPONSOR \$1,000**

You will have the opportunity to have someone present to meet and greet the players at the Golf Cart Enclosure. You will also receive appropriate signage at the hole listing you as a sponsor. Your sponsorship will also be listed on ACIL's web site and in all conference literature.

*Please note that all sponsors can provide logo golf balls, golf towels, tees and any other gifts they would like to hand out at the tournament.*

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