

Rail Tech Conference ²⁰²³

EXHIBITOR INFORMATION

Thursday, March 16, 2023 • DCU Center, Worcester, MA

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Introduction

The annual Rail Tech Conference attracts transportation professionals from across New England seeking the latest information on new technologies and best practices in the rail industry. The conference offers a prime, once-a-year opportunity to generate leads, nurture prospects, build brand awareness, expand distribution, and enhance relationships with existing customers. Exhibitors can also attend and participate in the various events and seminars throughout the day. The event is open to all rail transportation professionals including state and federal official, consultants, contractors, vendors, and manufacturers. Local college/tech students looking to start a career in the rail industry are also encouraged to attend.

The New England Railroad Club has built the Rail Tech Conference around our exhibitor pavilion using input and ideas from past exhibitors. The one-day show and tabletop display format makes it easy and cost-effective for companies to staff their displays with as little as one person. All events are held on the same floor, and we have designed the floorplan to maximize face time between attendees and exhibitors. **Because of this, the show floor is limited to 32 tabletop displays.**

Conference doors open at 12:00pm, although we will allow railroad professionals, who can only take limited time off work, early access to the pavilion. A detailed schedule is available in this kit.

Ticket Options & Pricing

Dinner/Keynote Tickets: \$110/\$1100 Table

- Because we do our best to keep costs low to both attendees and exhibitors, we cannot include dinner tickets with a tabletop display purchase

Conference Only Tickets: \$40

- Exhibitors are provided with two conference-only tickets with their tabletop for their staff.
- Exhibitors can also purchase conference-only tickets for distribution to existing or prospective customers. Rail industry professionals do not have to be a Club member to attend.



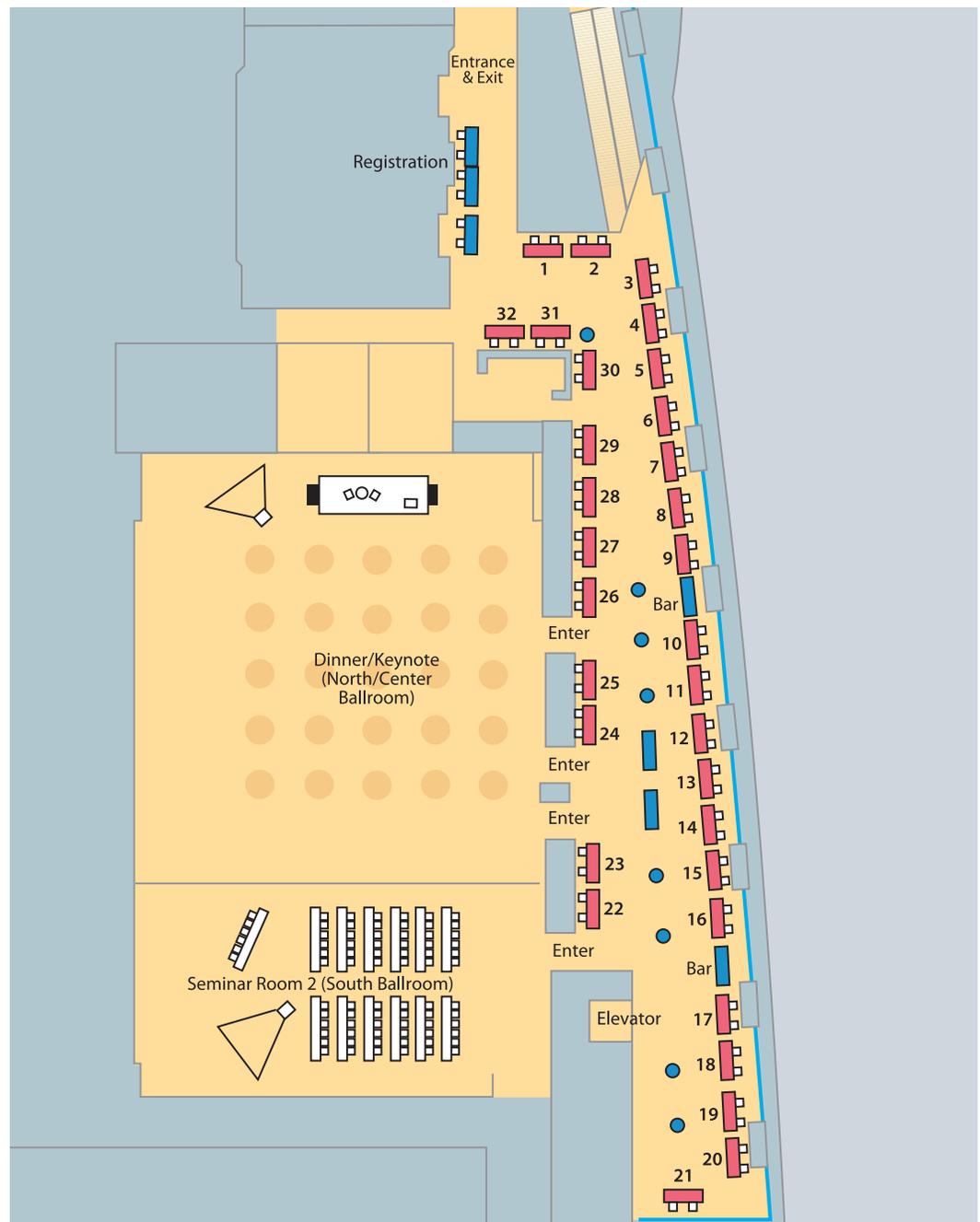
www.nerailroadclub.com

2023 Floorplan & Tabletop Information

Attendee Lists

The Club is often asked by exhibitors if there is an attendee list for the event. The answer is both yes and no. Because of the way the Club has historically taken reservations, we generally have one point of contact from a company or railroad purchasing tickets for up to 10 (and sometimes more) people from the industry. We often don't know the names and affiliations of these attendees until they arrive at the registration tables the day of the show. We do our best to capture some of these people's information, but many slip by, especially during the busy registration periods. We do have complete information for people who sign up individually for dinner tickets and conference-only tickets and make this list available for all who ask. It is generally a fraction of the number of people who attend the event. The Club has been working to find a solution to this problem so we can offer a complete conference attendee list in the future. In the meantime exhibitors who invite industry professionals to come to the show can help by providing us with a complete list of who they are inviting, including contact info, beforehand.

- Exhibitors are allowed two staff persons per tabletop.
- Each tabletop reservation comes with two Conference-only tickets for staff.
- Tables are 8' wide. There is about two feet between tables.
- Skirting, chairs, and electricity will be provided. Please let us know during the reservation process if you need electricity.
- Exhibitors are free to set up pop-up displays, banners, and anything that will fit in/behind your space and be held by a standard folding table like tools, cables, rail clips, etc. Most exhibitors simply wheel in what they are displaying.
- Please don't spread out too far in front of your table because we need as much of the prefunction space as possible for the reception.
- We can connect you with DCU staff if you want to purchase internet services. Most exhibitors use personal hotspots if they need service.



Set-up, Break-down, and Show Schedule

8:30am – 11:30am **Exhibitor set-up** - Exhibitors can show up any time between 8:30 and 11:30 to set up. We try to open the doors a bit early for those who want to set up and go for breakfast, etc. Access the DCU using the street level door by the loading dock marked on the floorplan. There is an elevator just inside the doors. For exhibitors who have shipped items for pick-up, the loading dock door will lead you to the security office where you can pick up your materials. Take the elevator to the third floor. When you get to the third floor you can go right to your tabletop and start to set up.

Please don't rush right to the registration table! We will be setting up too. Once we are organized we will be coming around to all of you with your tickets, lanyards, and to answer any questions or problems you might have.

About 10:00am **Doors Open** - The main entrance revolving doors (on Major Taylor Blvd.) open to the attendees. We will allow access to railroad employees who can only get a few late morning/lunch hours off from work and who want to see the exhibitors.

10:00am **Registration Opens** - Registration opens for attendees arriving early to attend the equipment display. Tickets will be available for the membership and general public. Exhibitor area open for professionals who can only leave work in the morning or for a short time. If you need more dinner tickets we will be starting a waiting list.

12:00pm **Exhibitor Pavilion Opens**

1:00pm – 4:45pm **Seminar Sessions** - Exhibitors are free to attend any of the seminars.

5:00pm – 6:00pm **Hosted Networking Reception** - The reception is held right in the exhibitor area. We do our best to spread out the food and bars so attendees will move around. Exhibitors are encouraged to enjoy the reception while keeping their tabletops open. It is not mandatory though, so if you want to start to break down you can.

Break Down - Exhibitors not attending the dinner are free to break down at any time. Exhibitors attending the dinner can leave their tabletops and break down after the keynote is over. In the past many exhibitors have been able to break down their tabletops and transport their materials back to the garage or security office (for outbound shipments) before dinner.

6:00/6:15 pm **Exhibitor Pavilion Closes and Ballroom Doors Open**

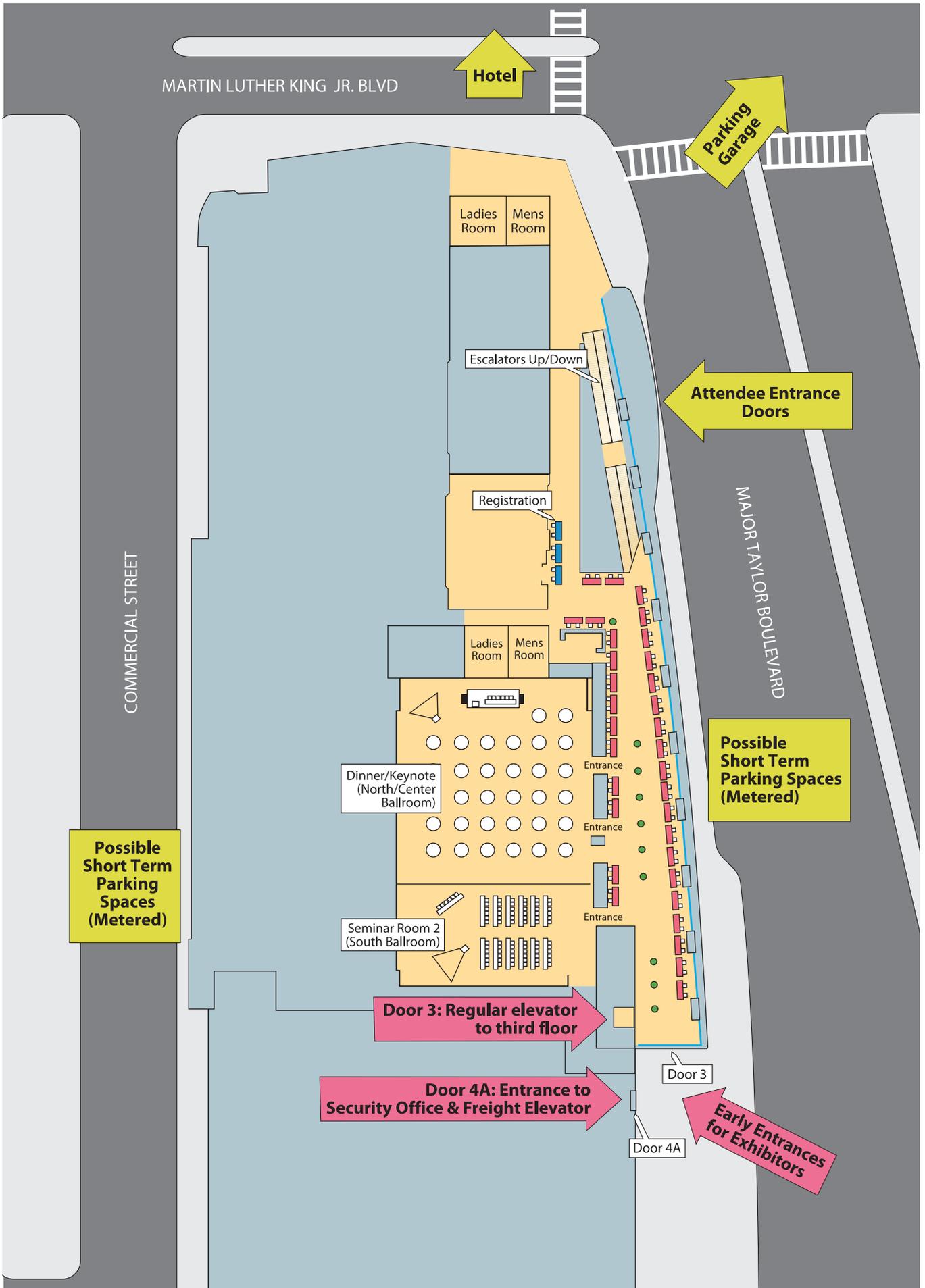
6:30pm – 8:00pm **Dinner and Keynote**

8:30pm **Event End**

Please visit our website to download our latest flier which will give you a detailed schedule of events including seminar speakers and topics



Site Map



Delivery of Exhibit Materials to DCU

If you are shipping items to the DCU Center they can be delivered by common carrier to 50 Foster Street, Worcester MA 01608, Door 4A. Please note the DCU rules: the deliveries can't require the use of forklifts, heavy trucks, etc. The DCU operates under union dock rules and there are costs and scheduling associated with the delivery of larger items. The delivery person should be able to carry it into the building.

The delivery date for these products should be on or after Monday, March 13th. Please mark on the outside of the box(es) "NE Railroad Club Conference March 16" and your name or the name of the person who will be picking up the boxes. Exhibitors must collect the deliveries themselves at the security office on the first floor. You will be asked to sign for your packages when you pick them up. We can help direct you there on the morning of the show. Be sure to confirm the arrival of your packages when shipping them, and bring any tracking numbers.

You may want to speak with your shipping company about securing reverse shipping from the DCU after the show.

Shipping Locations

Most exhibitors choose to ship through the DCU. However if you find you need additional shipping services they can be found at these locations:

FedEx

The former FedEx ship center located at 77 Boston Turnpike in Shrewsbury has closed. The closest site is a FedEx Onsite located in the Walgreens at 220 Grafton Street (less than a mile from the DCU) It is open until 10:00pm.

UPS

A UPS store is located at 210 Park Ave., Worcester, about 1.5 miles from the DCU. It closes at 6:30pm.

USPS

There are several Post Offices close to the DCU Center. The closest is at 4 East Central Street less than half a mile away. It closes at 6:00pm.

Parking

Parking for the show is available at the Worcester Municipal Parking Garage on the corner of Major Taylor Boulevard and Central Street (next to the arched railroad bridge). The garage is across the street from the DCU Center and the Hilton Garden Inn. If you are staying at the hotel you'll be parked there. There are sometimes a few open (metered) spots right in front or in back of the DCU where you can pull in to drop off materials before parking in the garage. Don't try and park there all day and feed the meter - the city will ticket you. The City of Worcester has also changed the parking system at the garage and we can no longer hand out parking vouchers.



Hotel

The Club has reserved a block of rooms at the Hilton Garden Inn, directly across from the DCU Center. Exhibitors and attendees can either book on the web or by phone.

- Rooms are reserved for Wednesday, 3/15, and Thursday, 3/16
- Rooms are \$149/night
- www.hilton.com/attend-my-event/NERR-Worcester-MA-2023
- Booking code is NERR
- By phone: 1-800-HILTONS

Other Hotels in Worcester

Special room rates have not been reserved at any of these hotels

AC Hotel by Marriot Worcester (Walking Distance) - 125 Front Street
774-420-7555 • <http://www.marriott.com/hotels/travel/boswr-ac-hotel-worcester/>

Homewood Suites by Hilton Worcester (Walking Distance) - 1 Washington Square
508-755-1234 • homewoodsuites3.hilton.com/en/hotels/massachusetts

Holiday Inn Express (Walking Distance) - 110 Summer Street
508-753-3512 • <http://regencysuites-hotel.com/frame.htm>

Courtyard Worcester - 72 Grove Street
508-363-0300 • <http://www.marriott.com/hotels/travel/boswr-courtyard-worcester/>

Getting There

The DCU Center is easily reached from points east and west by taking I-90 (the Mass Turnpike) to the Worcester/Millbury Route 146 exit and following 146 north to I-290 east, where you take Exit 20/East Central Street. From the north (Maine, NH, Lowell, Lawrence) take Rte. 459 to Rte. 290 West, Exit 20. From the south (Providence) take Rte. 146 North to Rte. 290 East.

To get there by rail, Worcester is served by Amtrak's Lake Shore Limited (#448/449) and MBTA Commuter Rail trains from Boston. For schedule and fare information go to www.mbta.com. Taxis are available immediately outside the front of Union Station.

