

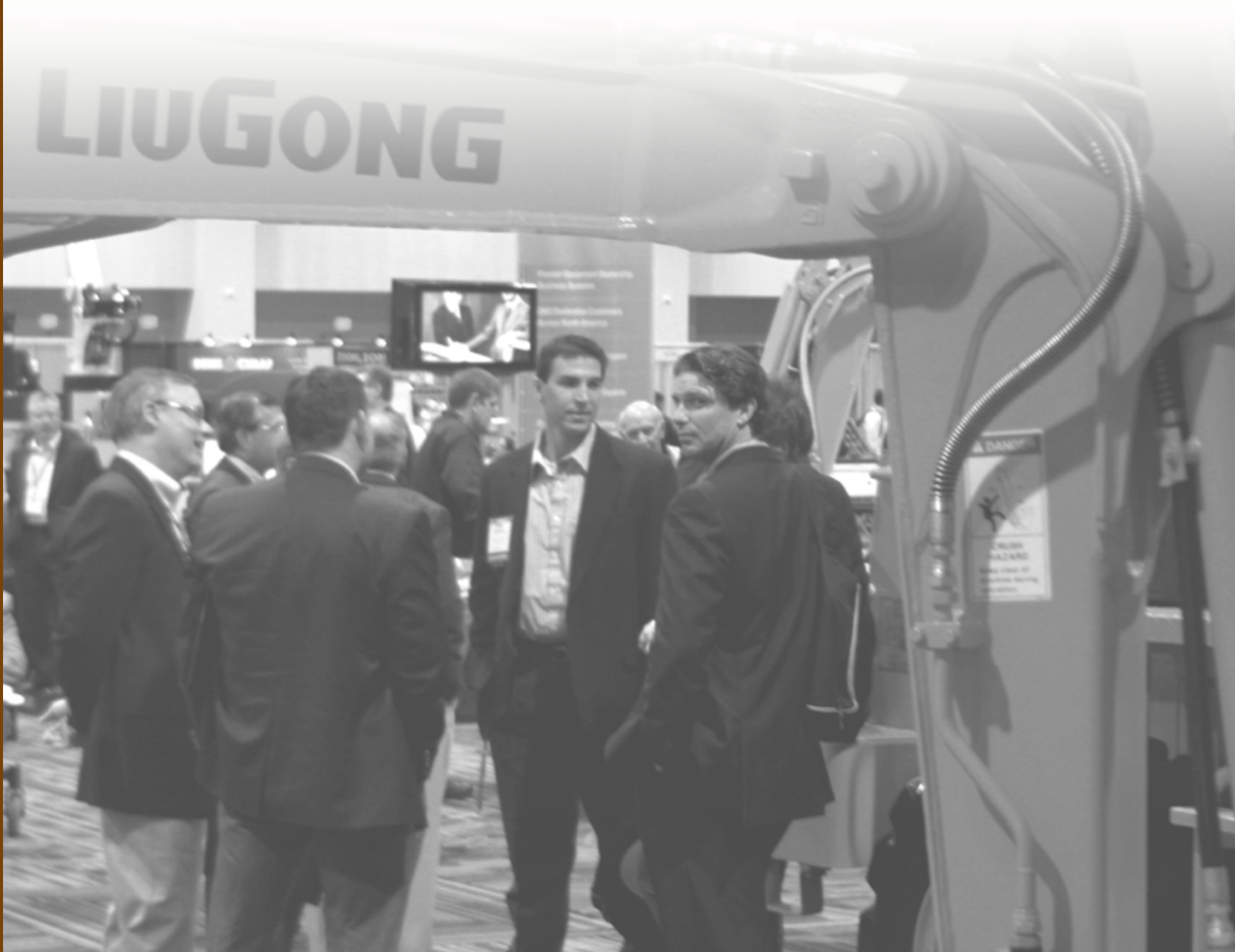
# Dealer Business Relationships Begin Here

Gaylord National Resort & Convention Center

National Harbor, Maryland, on the Potomac River

# AED SUMMIT

Washington, D.C. | January 18-20, 2012





# Welcome to **AED Summit & CONDEX:**

Your Doorway into the North American Construction Equipment Market

AED's Summit & CONDEX exhibit is the one event devoted to connecting the world's manufacturers and service suppliers with North America's most successful equipment dealers. Take advantage of three solid days to showcase your company and products to the decision-makers of distribution.

AED dealer members are the proven leaders in their markets, providing sales of new and used construction equipment, machinery rental, and aftermarket parts and service support. Dealer principals and members of their core management teams attend AED Summit & CONDEX for the professional education, networking, business meetings with their suppliers, and opportunities to expand their product offerings and business tools.

Summit & CONDEX are strictly dedicated to dealers – the end user does not attend this event, so the focus is wholly on channel partners and prospects coming together to develop profitable alliances in the North American market. Seventy-three percent of 2011 Summit attendees were senior-level dealer executives with one of these titles: President, Owner, CEO, Chairman, COO, Executive Vice President, Senior Vice President, Vice President, or Director.



**Summit offers you three primary opportunities to personally**

**CONDEX Trade Show**

**Dealer**



Introduce your company's latest and greatest products and services with an exhibit booth.



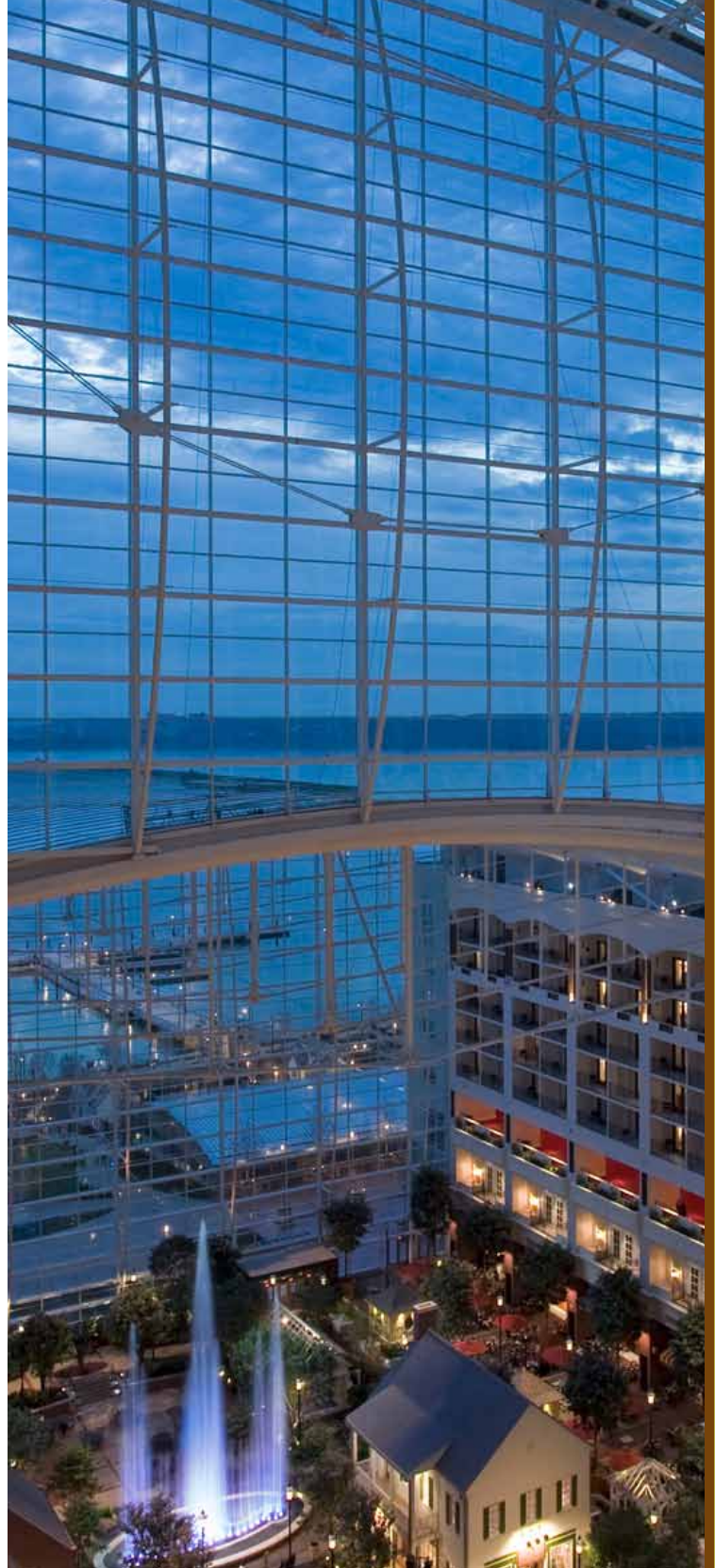
All Under One Roof,  
and Easy D.C. Access

# You're Going to Love This Place

The Gaylord National Resort & Convention Center beautifully houses the entire Summit & CONDEX show under one magnificent roof, offering you elegant spaces for all your meeting requirements, plus four distinct restaurants and a nightclub for business entertaining. With 470,000 square feet of flexible meeting space, exhibition space, pre-function space, and convention space, Gaylord National is the largest combined hotel and convention center on the Eastern Seaboard. The 18-story, soaring glass Atrium, featuring indoor gardens, flowing waterways, and a colonial street-front atmosphere, will make you feel as though you're in a Williamsburg park.

Show attendees walk only short hallways from elevators or escalators to move from guest rooms and Hospitality Suites to CONDEX, General Sessions and seminar rooms – a short connecting walkway on the Atrium or Lobby levels always keeps attendees close to the lush Atrium that is awash with natural daylight.

The Gaylord National is ideally situated just 15 minutes from downtown Washington, D.C., and just across the Potomac River from historic Old Town Alexandria, Va. Choose from three convenient airports: Reagan International, Dulles International, and Baltimore Washington International Airport.



## engage with dealer principals and management:

### Meetings

Summit is the ideal venue to host an event for your entire dealer network. Present awards, share your goals, and build trust.



### Hospitality Suites

Offer your dealers a comfortable place to socialize with your team, with the privacy you need to discuss business plans.



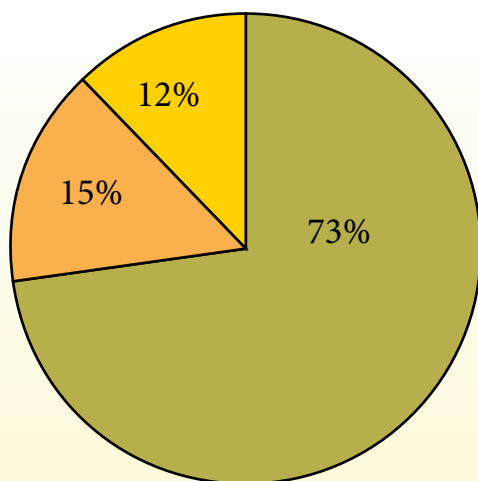
# North America's Leaders Attend The AED Summit

## *Show Attendance Facts*

Source: 2011 Final Registration Count

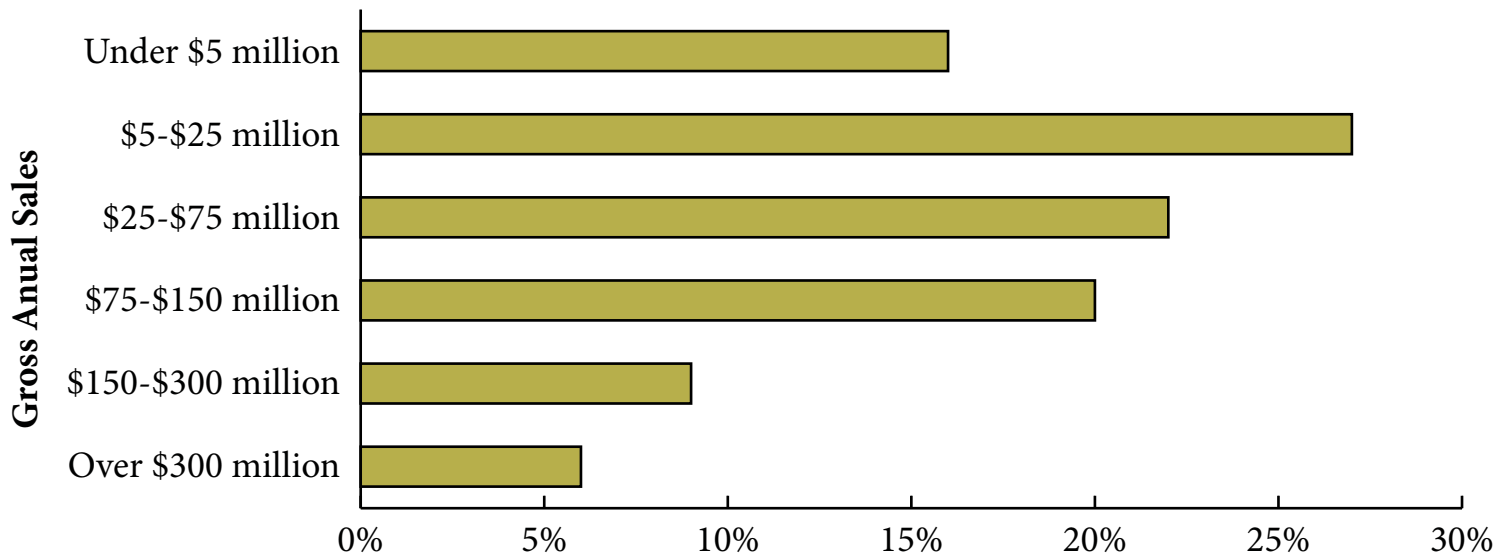


## 2011 Dealer Attendance by Job Title

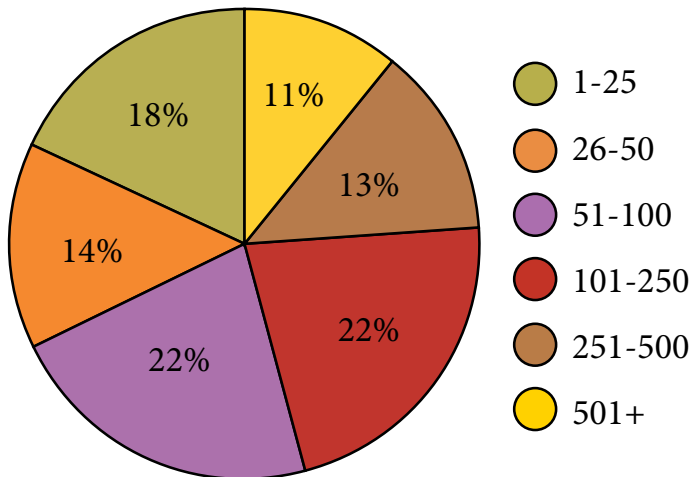


- President, Owner, CEO, Chairman, COO, Executive VP, Senior VP, VP, Director
- GM, Branch Manager, Store Manager, Division Manager, Regional Manager, Operations Manager
- Department Managers (Sales, Rental, Service, Parts, Product Support)

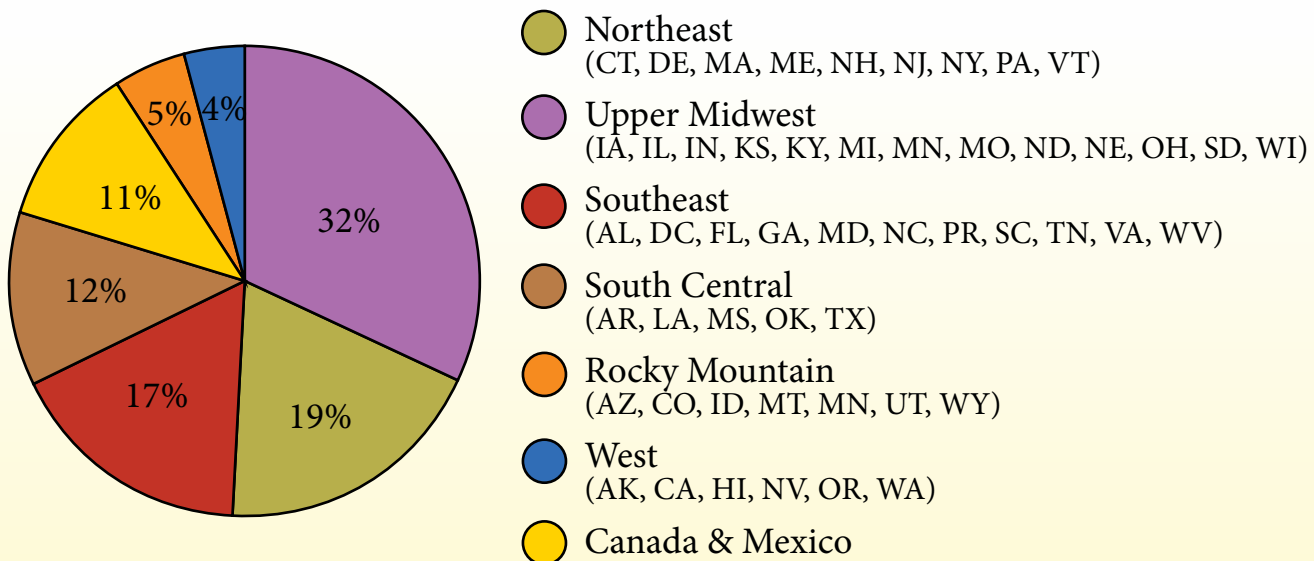
# 2011 Dealer Attendance By Gross Annual Sales



# 2011 U.S. Dealer Attendance By Company Size (Number of Employees)



# 2011 North American Dealer Attendance by Region





# CONDEX

## A Trade Show Just for Dealers

It's a simple formula: If your company is seeking high quality distribution in the U.S. and Canada, or if you are targeting North American dealers with services to improve their business performance, AED's CONDEX show is a must to achieve your marketing goals.

CONDEX provides you with two days – 9 total exhibit hours – to interact face to face with dealer ownership and management who are prepared to discuss and execute on buying decisions that will improve their profitability in 2012.

AED understands the value of your time and investment when you come to a trade show, which is why we don't schedule educational events that take attendees away from the show floor. In fact, we organize special attractions designed to keep attendees on the show floor, such as sponsored lunches right in CONDEX, Lunch & Learn informational and interactive lectures, and a lounge area near the AED association booth.

**“I have been attending AED's Annual Meeting and Condex for well over 15 years. This exhibition is a great place to meet your dealers and prospective clients. Look forward to attending the CONDEX in 2012!”**



- Art Ashworth  
V.P. Sales & Marketing, MinnPar

**CONDEX exhibitors report an average of 12 solid business contacts made at AED Summit.**

*Source: 2011 AED Exhibitor Survey*



# Top 5 Benefits of Exhibiting in CONDEX 2012

- Two days to introduce your company's products and services to successful U.S. and Canadian dealers
- Enhance brand awareness with face-to-face interaction
- Discover other suppliers' products that complement yours
- Close observation of your competition
- 2 for 1 Deal: Get a Hospitality Suite and a CONDEX booth for the price of one. (You pay whichever fee is higher.)

## The No. 1 Reason to Book Your CONDEX Booth Now

The best exhibit spaces are available right now! Booths are offered on a first-come, first-served basis, which means the sooner you send in your signed contract and deposit, the better your position will be at the show.

**“It was our first time at AED’s CONDEX and why did we wait so long?! CONDEX provided us with great opportunities to make valuable introduction of our products to the leaders of distribution in North America. This was a great chance for us to meet and cultivate truly valuable relationships with potential distribution partners. We can’t wait till next year!”**



-S.J. Kee, North American Marketing Director  
Soosan Heavy Industries



## Schedule at a Glance

### Wednesday, Jan. 18

**7 a.m. - Evening**  
Hospitality Suites Hours

**Noon - 5 p.m.**  
Registration Opens

**8:30 - 10:30 p.m.**  
The AED Foundation Comedy Night

### Thursday, Jan. 19

**7:15 - 8 a.m.**  
Continental Breakfast

**8 - 10 a.m.**  
General Session Featuring Tucker Carlson

**10 a.m. - 5:30 p.m.**  
Hospitality Suites Hours

**10 a.m. - 3 p.m.**  
CONDEX (opens with ribbon cutting ceremony)

**Noon - 1 p.m.**  
Lunch in CONDEX

**12:30 - 1:15 p.m.**  
Lunch and Learn in CONDEX

**3 - 5 p.m.**  
Educational Seminars

**5:30 - 7 p.m.**  
The AED Welcome Party

### Friday, Jan. 20

**6 - 7 a.m.**  
1st Source Bank Fun Run

**8 - 9 a.m.**  
Chairman's Inaugural Breakfast

**9 - 10 a.m.**  
Business Session Featuring Tom Donahue

**10 a.m. - 6 p.m.**  
Hospitality Suites Hours

**10 a.m. - 2 p.m.**  
CONDEX

**Noon - 1 p.m.**  
Lunch in CONDEX

**12:30 - 1:15 p.m.**  
Lunch and Learn in CONDEX

**2 - 5 p.m.**  
Educational Seminars

**6 - 8:30 p.m.**  
AED's TGIF Party (Reception and Live Auction)



## Exhibitor Details

### CONDEX Exhibit Floor Schedule

#### Move In

Tuesday, Jan. 17 8 a.m. - 5 p.m.  
 Wednesday, Jan. 18 8 a.m. - 5 p.m.

#### Move Out

Friday, Jan. 20 2 - 6 p.m.  
 Saturday, Jan. 21 8 a.m. - Noon

#### Exhibit Hours

Thursday, Jan. 19 10 a.m. - 3 p.m.  
 Friday, Jan. 20 10 a.m. - 2 p.m.

#### Exhibit Space Fees

10' X 10' BOOTH  
 \$2,000 (AED members)  
 \$2,600 (nonmembers) – one time only

#### Additional 10' x 10' space

\$1,800 (AED members)  
 \$2,100 (nonmembers) – one time only

Note: Hall is NOT carpeted

Applications for exhibit space must include a 50 percent deposit. Applications received after Oct. 21 must include full payment. Space is assigned on a first-come, first-served basis.

“The AED CONDEX is our No. 1 MUST DISPLAY show that we attend each year. This is THE PLACE where the attendees are only dealers/distributors and manufacturers for the construction equipment industry. We've never failed to get positive results from being at CONDEX.”

- Bobby Hudson, National Sales Manager, HydrauliCircuit Technology.



**54%** of dealer attendees spend three or more hours on the CONDEX show floor.

#### Time dealers spent in CONDEX

3-4 hours	28%
More than 4 hours	26%
2 hours or less	35%

Source: 2011 AED Summit Survey



**“ We didn’t know what to expect with a down economy, however we were pleasantly surprised with the amount of traffic, quality of meetings and overall convention. Two thumbs up! ”**

- Steve Van Loan, President, Sullivan-Palatek, Inc.



## Here’s What You Get:

### Exhibitors receive the following complimentary items:

- Booth signage (company name and booth number)
- Draped back wall and sidewalls (non-island booths only)
- 20 Guest Passes (passes cannot be used by AED members or exhibitors)
- Attendee registration labels for pre-or post-show promotion

### Exhibitor Marketing Services:

Upon booking space, exhibitors will be provided with the following complimentary marketing services and materials:

- Exhibitor Manual - online
- Media list and assistance in presenting press conferences and/or product introductions
- Personalized invitations for nonmember dealer representatives to register and attend CONDEX
- Listing on AED’s CONDEX Web site with a company description and direct link to your Web site
- Listing in Construction Equipment Distribution magazine and product coverage in the “Window to CONDEX” show preview section
- Listing in the Summit Convention Registration Book

### Exhibitor Registration:

All exhibitor personnel must register for the convention in order to attend CONDEX and any part of the AED Summit convention.

The reduced registration fee of \$175 for each exhibitor representative provides access to all programs and social events, including:

- Welcome Party
- Executive Seminars
- AED University Managers Conference Seminars
- General Sessions and Inaugural Event
- TGIF Closing Party
- All Social Functions (unless otherwise noted)

For more information, contact Sandy Brassel at [sbrassel@aednet.org](mailto:sbrassel@aednet.org) or 630-574-0650, ext. 332.

**“ In just the three months following the show, Arrow realized more than a fourfold return on investment in new business alone from contacts made at the show, and saw RFQs and purchases from existing customers greatly increase. It was such a wonderful experience, Arrow volunteered to become a sponsor for the 2012 AED Summit Convention & CONDEX. ”**



- Mary Nicodemus,  
Director of Marketing, Arrow Material Handling Products



# Hospitality Suites

## Private Space to Interface

Create a comfortable environment in which to expand your one-on-one meeting time with dealers. Hospitality Suites provide you with a private setting for entertaining your business partners and prospects, as well as conducting confidential business meetings.

The Gaylord National's Hospitality Suites provide spacious, elegant rooms to accommodate your headquarters requirements during Summit.

Suite assignments are made on a first-come, first-served basis. Reserve now to secure your preferred suite, and get a head start on marketing your company's presence at AED Summit, Jan. 18-20.

Reserving your suite is easy – simply return a signed copy of the Summit Hospitality Suites Contract enclosed with a 50 percent deposit.

Hospitality Suite hosts will be listed in *Construction Equipment Distribution* magazine, the Summit Registration Book, a pocket Suites Guide at Summit, and on AED's website.

**“ A suite at AED offers multiple opportunities to connect with your business partners and future partners in one location, enabling the most efficient use of time and money with the greatest impact of dialogue and personal touch. ”**

- Julie Herbert, Corporate Event Planner  
ESCO Corporation





**Buy-One, Get-One Value Package:**

AED member companies that host a Hospitality Suite and exhibit in CONDEX pay only the higher of the two fees.

**Please note:**

In addition to your AED Suite and/or CONDEX fee, all participants are required to register for the convention. A reduced registration fee of \$175 will be charged for each Hospitality Suite representative from your company.

For more information, contact Janet Dixon at [jdixon@aednet.org](mailto:jdixon@aednet.org), 630-574-0650, ext. 321.

**“AED is a great networking opportunity for AED distributors to seek new product lines to add to their portfolio, and meet directly with key management from the OEMs.**

**68% of dealer attendees spend two or more hours visiting Hospitality Suites. Make yours one of them!**

Dealer time spent in hospitality suites

2 hours or less	32%
2 to 5 hours	34%
More than 5 hours	34%

*Source: 2011 AED Summit Survey*

**OEMs hosting hospitality suites all in the same hotel allows the distributors to make effective use of their valuable time and capitalize on the networking opportunities that AED offers.”**

-Randy Robertson  
Director, Sales & Marketing  
Manitex





# Bring Them All Together at Your Dealer Meeting

Show your dealers how much you value them and their AED membership by hosting a major dealer event at the AED 2012 Summit. This January, timing is ideal for recognizing top performers of 2011, sharing goals for 2012, and reinforcing the sense of camaraderie and teamwork that are necessary for sales success in an improving but highly competitive market.

AED Summit offers a convenient conference schedule that makes it easy to plan an all-dealer event without running into a conflict. Many companies maximize their Summit investment by arranging numerous venues through which to gain brand exposure and develop dealer relationships – they do this by complementing their CONDEX exhibit and Hospitality Suite with sponsorships and a Dealer Meeting.

Get creative, and we'll help with every step. Plan a breakfast, lunch, dinner meeting, or other private event with your entire dealer network. Your dealers want to see you at the AED Summit, so what are you waiting for?

Wednesday, Jan. 18 is entirely open for manufacturer and service supplier events, as well as Thursday, Jan. 27 after 7:30 p.m. For more information or assistance with planning your private event, contact Dave Gordon at [dgordon@aednet.org](mailto:dgordon@aednet.org), 630-574-0650, ext. 334.

All your dealers aren't AED members? No problem – they're still welcome and we'll help them get the most from attending. Special incentives are available just for nonmembers – contact Ben Yates at [byates@aednet.org](mailto:byates@aednet.org), 630-574-0650, ext. 338.





# A Rewarding and Memorable Beginning To Your 2012 Sales Year



**“ We try to be considerate of our dealers’ resources. Many of them participate in the Summit every year. So, by holding our event in the same hotel and timeframe, they save money on travel expenses and spend less time away from their dealerships. ”**

- Pamela Messer, Marketing & Events Specialist  
Volvo Construction Equipment

**“ We find the AED Annual Convention to be an excellent opportunity to communicate with our dealer organization. We have held an annual dealer meeting for several years in conjunction with the event, followed up with our Hospitality Suite. The AED convention allows manufacturers and dealers to minimize travel time while ensuring maximum effectiveness during our time away from the office. ”**

- Duane Wilder, President,  
Liebherr Construction Equipment Co.





# Join The Leaders

## Distributors

Management from these distributorships have attended the AED Summit in the last two years.

### ALABAMA

Cowin Equipment Company, Inc.  
Joe Money Machinery Co., Inc.  
Thompson Tractor Co., Inc.  
Tractor & Equipment Co.

### ALASKA

Craig Taylor Equipment Co.  
Yukon Equipment, Inc.

### ALBERTA

Arrow-West Equipment Ltd.  
Cervus Equipment Corporation  
Conaker Equipment Ltd.  
Rocky Mountain Dealerships Inc.  
SMS Equipment Inc.  
Wajax Equipment

### ARIZONA

F5 Equipment Inc.  
Road Machinery LLC

### ARKANSAS

ICM of America

### BRITISH COLUMBIA

Douglas Lake Equipment  
Great West Equipment

### CALIFORNIA

Clairemont Equipment Company  
Coastline Equipment  
Cummins West, Inc.  
Maxim Equipment Co.  
Nixon-Egli Equipment Co.  
Tractor Equipment Sales  
Volvo Construction Equipment & Services

### COLORADO

Bobcat of the Rockies,  
a Div. of Berry Companies, Inc.

### COLORADO (continued)

Faris Machinery Company  
Honnen Equipment Co.  
Power Equipment Co.  
div of M-L Holdings, Inc.  
Wagner Equipment Co.

### CONNECTICUT

Shawmut Equipment Company, Inc.

### FLORIDA

Bobcat of Orlando, Inc.  
Boomtrux, Inc.  
Federal Contracts Corp.  
Flagler Construction Equipment, LLC  
GS Equipment, Inc.  
Linder Industrial Machinery Company  
Nortrax, Inc.  
Ring Power Corporation

### GEORGIA

Ditch Witch of Albany  
Grove River Leasing, Inc.  
JCB of Georgia  
Reynolds-Warren Equipment Co., Inc.  
Stafford  
Tidewater Equipment Company  
Universal Equipment Distributors

### IDAHO

Central Equipment Co.

### ILLINOIS

Atlas Bobcat, Inc.  
Burriss Equipment Company Inc.  
Casey Equipment Co., Inc.  
Contractors Equipment Rentals, Inc.  
Ditch Witch Midwest  
Finkbiner Equipment Co., Subsidiary  
of American State Equipment  
Illini Hi-Reach, Inc.  
McAllister Equipment Co.

### ILLINOIS (continued)

McCann Industries, Inc.  
Metrolift, Inc.  
Roland Machinery Co.  
S.E.S., Inc.  
Vermeer Illinois Inc.  
Walter Payton Power Equipment  
L.L.C.

### INDIANA

B. & W. Equipment Co.  
Howell Tractor & Equipment LLC  
JOB Rentals and Sales, LLC  
MacAllister Machinery Co., Inc.  
MacDonald Machinery Co., Inc.  
Ronson Equipment Co., L.L.C.  
Rudd Equipment Company

### IOWA

Star Equipment, Ltd.

### KANSAS

Berry Companies, Inc.  
Berry Tractor & Equip. Co., Inc.  
a div. of Berry Companies, Inc.  
Ditch Witch of Kansas  
Sellers Equipment, Inc.  
White Star Machinery & Supply Co.,  
a div. of Berry Companies, Inc.

### KENTUCKY

Brandeis Machinery & Supply Co.  
Construction Machinery Co.  
Rudd Equipment Company  
Wayne Supply Company  
Wilson Equipment Co., LLC

### LOUISIANA

Bottom Line Equipment LLC  
CLM Equipment Co., Inc.  
Ditch Witch of Louisiana



**LOUISIANA (continued)**

Emery Equipment Sales & Rentals, Inc.  
 H&E Equipment Services, Inc.  
 Louisiana Machinery Company, Inc.

**MAINE**

Anderson Equipment Company  
 Chadwick-BaRoss Inc.  
 Frank Martin Sons, Inc.  
 TB Equipment & Rental, Inc.

**MARYLAND**

Alban Tractor Co., Inc.  
 Ditch Witch of Maryland, Inc.  
 Mid-Atlantic Waste Systems

**MASSACHUSETTS**

Chadwick-BaRoss Inc.  
 C. N. Wood Co., Inc.  
 Equipment & Systems for Ind., Inc. (ESI)  
 Equipment 4 Rent  
 Whitney & Son, Inc.  
 Woodco Machinery, Inc.  
 Wood's CRW Corp.

**MICHIGAN**

AIS Construction Equipment Corp.  
 Alta Equipment Company  
 Michigan CAT

**MINNESOTA**

Carlson Tractor & Equipment Co.  
 Gary Carlson Equipment Co.  
 Hayden-Murphy Equipment Co.  
 MacQueen Equipment Inc.  
 Road Machinery & Supplies Co.

**MISSISSIPPI**

Ditch Witch Sales of Mississippi  
 Lyle Machinery Co.  
 Vermeer MidSouth, Inc.

**MISSOURI**

Central Power Systems & Services  
 CMW Equipment  
 Erb Equipment Company, Inc.  
 Fabick CAT

**MISSOURI (continued)**

K.C. Bobcat, a div. of Berry Companies, Inc.  
 Luby Equipment Services  
 Mississippi Valley Equipment Co.  
 The Victor L. Phillips Co.

**MONTANA**

Pioneer Equipment & Supply Co.  
 Tri-State Truck & Equipment, Inc.  
 Westate Machinery Co.

**NEBRASKA**

Bobcat of Omaha

**NEVADA**

Apco Equipment  
 Goodfellow Corp.

**NEW BRUNSWICK**

A.L.P.A. Equipment Ltd.  
 Paul Equipment & Sons

**NEW HAMPSHIRE**

Chappell Tractor Sales, Inc.  
 Winmill Equipment Co., Inc.  
 Wood's CRW Corporation of New Hampshire

**NEW JERSEY**

Harter Equipment, Inc.  
 Hoffman Equipment Co.  
 Jesco Inc.

**NEW MEXICO**

Golden Equipment Company

**NEW YORK**

Abele Tractor & Equipment Co., Inc.  
 All Island Equipment  
 Baschmann Services, Inc.  
 Bobcat of Central New York, a Thompson & Johnson Equip. Co.  
 Contractors Sales Co. Inc.  
 Edward Ehrbar, Inc.  
 Empire Crane Co., L.L.C.  
 Gateway Equipment Corp.  
 George & Swede Sales & Service, Inc.  
 H. O. Penn Machinery Co., Inc.

*(continued on next page)*

# Join The Leaders *(continued)*

## **NEW YORK** *(continued)*

Liftech Equipment Companies, Inc.  
Pine Bush Equipment Co., Inc.  
Scott-Macon, Ltd.  
Tracey Road Equipment Inc.  
Vantage Equipment, LLC

## **NEW FOUNDLAND**

Stone Valley Equipment

## **NORTH CAROLINA**

Arrow Equipment, LLC  
ASC Construction Equipment  
Carolina CAT  
Ditch Witch of North Carolina, Inc.  
Gregory Poole Equipment Company  
Republic Crane & Equipment Co.  
Rob's Hydraulics  
Southeast Industrial Equipment, Inc.

## **NORTH DAKOTA**

General Equipment & Supplies, Inc.  
Swanston Equipment Corporation  
Titan Machinery Inc.

## **OHIO**

All Erection & Crane Rental Corp.  
Bobcat Enterprises, Inc.  
Columbus Equipment Company  
Ditch Witch of Ohio, W. PA & W. NY  
Gibson Machinery, LLC  
LeppoRents/Bobcat of Akron  
Ohio CAT  
Southeastern Equipment Co. Inc.

## **OKLAHOMA**

Ditch Witch of Oklahoma  
Kirby-Smith Machinery, Inc.  
OCT Equipment, Inc.  
Oklahoma Territory Construction Equipment  
Pioneer Equipment Rental, LLC

## **ONTARIO**

Aggmin Equipment, Ltd.  
Amaco Construction Equipment, Inc.  
Cummins Eastern Canada L.P.  
Equipment Sales & Service Limited  
Liebherr-Canada Ltd.  
ReadyQuip Sales & Service Ltd.  
Strongco Limited Partnership  
Top Lift Enterprises  
Vermeer Canada Inc.

## **OREGON**

Clyde/West, Inc.  
Oregon Tractor & Equipment Co., Inc.  
Triad Machinery, Inc.

## **PENNSYLVANIA**

A & H Equipment Company  
Anderson Equipment Company  
Asphalt Care Equipment & Supply  
Best Line Equipment, Inc.

## **PENNSYLVANIA** *(continued)*

Cleveland Brothers Equipment Co., Inc.  
Doyle Equipment Company  
Elliott & Frantz Inc.  
Equipment Corporation of America  
Gibson Machinery, LLC  
Groff Tractor & Equipment, Inc.  
Highway Equipment Company  
HiReach Group LLC  
Hoffman Equipment Co.  
Mellott Company  
Modern Group Ltd.  
Stephenson Equipment, Inc.  
Walsh Equipment Inc.

## **PUERTO RICO**

Rock Equipment, Inc.  
West India Machinery & Supply Co.

## **QUEBEC**

Agritibi R.H. Inc.  
Cummins Eastern Canada L.P.  
Hewitt Equipment Limited  
ProQuip  
R.P.M. Tech, Inc.  
SMS Equipment  
Strongco Equipment

## **SASKATCHEWAN**

Kramer Ltd.  
Redhead Equipment Ltd.

## **SOUTH CAROLINA**

Heavy Iron, LLC  
Sunbelt Rentals

## **SOUTH DAKOTA**

Diesel Machinery, Inc.  
Sheehan Mack Sales & Equipment

## **TENNESSEE**

Heavy Machines, Inc.  
Power Equipment Company  
Stowers Machinery Corporation  
Williams Equipment & Supply Co., Inc.

## **TEXAS**

Abilene New Holland  
Anderson Machinery Company  
Associated Supply Co., Inc. (Asco)  
B-C Equipment Sales, Inc.  
Bobcat of Houston, a div.  
of Berry Companies, Inc.  
Cisco Ford Equipment  
Closner Equipment Co., Inc.  
Conley Lott Nichols of Texas, Inc.  
Cooper Equipment Company  
Ditch Witch Southwest  
Doggett Heavy Machinery Services  
Equipment Depot, Ltd.  
George P. Bane, Inc.  
HOLT CAT  
MAQRO, S.A. de C.V.

### TEXAS (continued)

Mitchell Crane  
Mustang CAT  
North Texas Division,  
a div. of Berry Companies, Inc.  
Quality Equipment Co.  
R. B. Everett & Company  
ROMCO Equipment Co., L.P.  
Scott-Macon Equipment  
T-K-O Equipment Company  
Vermeer Equipment of Texas, Inc.  
Waukesha-Pearce Industries, Inc.

### UTAH

Arnold Machinery Company  
Cate Equipment Company  
Century Equipment Co.  
Intermountain Bobcat  
Rasmussen Equipment Company  
Ross Equipment Co., Inc.  
Wheeler Machinery Co.

### VERMONT

Wood's CRW Corp.

### VIRGINIA

James River Equipment LLC.  
Link-Belt Const. Equip. Mid-Atlantic

### WASHINGTON

Coast Crane Company

### WEST VIRGINIA

Anderson Equipment Company  
Logan Corporation  
West Virginia Tractor Co.

### WISCONSIN

American State Equipment Co., Inc.  
Dawes Rigging & Crane Rental, Inc.  
I-Quip, Inc.  
Kelbe Bros. Equipment Co. Inc.  
Miller-Bradford & Risberg, Inc.  
St. Joseph Equipment, Inc.  
Swiderski Equipment, Inc.

### BRAZIL

Bauko Maquinas S/A

### ENGLAND

Ditch Witch United Kingdom Phoenix Way

### SWEDEN

JLM Maskiner i Malmo AB Ditch  
Witch Scandinavia

## Manufacturers & Service Firms

Companies listed below participated in the AED Summit 2011. If your company wasn't there, make sure you're represented at AED Summit 2012 at the Gaylord National, Jan. 18-20.

1st Source Bank  
ABeam Consulting (USA) Ltd.  
Accruit  
ACS Industries, Inc.  
Adobe Equity Group  
ADP Dealer Services  
Advanced Green Innovations  
Advantage Dealer Insurance  
Ajax Tool Works  
Allied Construction Products  
Altec  
Arctic Snow & Ice Control, Inc.  
Arrow Material Handling Products  
Atlas Copco Construction Equipment  
ATS Specialized, Inc.  
Bagela USA LLC  
Baird, Inc.  
Banc of America Leasing  
Bandit Industries, Inc.  
BDO USA, LLP  
Bil-Jax Inc./Haulotte  
Black Cat Blades Ltd.  
BLS Enterprises, Inc.  
BMO Capital Markets  
BOKF Equipment Finance Inc.  
Bomag  
Breaker Technology, Inc.  
Broce Manufacturing Co.  
BYG Corporation  
Cam Spray

Carlson Paving Products Inc.  
CAT Auction Services  
Caterpillar Inc.  
The Charles Machine Works, Inc.  
Ditch Witch Products  
CIS Rubber Tracks  
CJJ, Inc.  
CoActiv Capital Partners, Inc.  
Collateral Specialists Inc.  
Comerica Bank  
Coneqtec/Universal/BIC/Terramite  
Construction Equipment Guide  
CP, a div. of Paladin  
Craig Manufacturing Ltd.  
C-TABS  
Cummins Inc.  
Cushman  
CW Partners  
CyberForms / Free!Graphix Inc.  
De Lage Landen Financial Svcs  
DENIS CIMAF inc.  
DIS Corporation  
Dispatching Solutions, Inc.  
Doosan Infracore Construction Equipment  
Dressta North America, Ltd.  
DYNAPAC USA, part of the Atlas Copco Group  
E. D. Etnyre & Co.  
eBS Mechdata Corporation  
e-Emphasys Technologies Inc.  
Engine Control Systems (continued on next page)

# Manufacturers and Service Firms *(continued)*

Enterprising Europa, Inc.  
EPG Insurance Inc.  
Equipment Data Associates-EDA  
Equipment Web Services  
ESCO Corporation  
Exodus Machines  
The F&M Bank & Trust Co.  
Faster Inc.  
FCC Equipment Financing Inc.  
FFC a Div. of Paladin  
Federated Insurance Companies  
Fethos inc.  
Financial Federal Credit Inc.  
Finn Corporation  
Flip Screen Australia Pty Ltd  
Foresight Intelligence  
FRD.USA, Breaker-Attachment Div.  
(formerly KENT Demolition Tools)  
FRD.USA, Rock Drill Division  
GE Capital  
GE Capital Canada  
GE Commercial Distribution Finance  
Genesis Attachments  
Giberson Enterprises, LLC,  
dba ECO-CRUSHER  
Global Track/KTSU  
Glynn General Corporation  
GOMACO Corporation  
Gorman-Rupp Co.  
Government Liquidation Asset  
Disposition Services  
Gradall Industries, Inc.  
Groeneveld CPL Systems  
GSA - General Services  
Administration Automotive  
Harley a Div. of Paladin  
Hensley Industries, Inc.  
Hercules Sealing Products  
HKX, Inc.  
HydrauliCircuit Technology, Inc.  
Hydrema US Inc.  
Hyundai Construction Equipment  
INDECO North America, Inc.  
IROCK Crushers LLC  
IronPlanet  
ITR America  
Isuzu Motors America, Inc. Power  
Train Division  
Jewell a Div. of Paladin  
JLG Industries, Inc.  
Jordan-Sitter Associates  
JRB a Div. of Paladin  
KCMA Corporation  
KeyBanc Capital Markets  
Keystone Plastics Inc.  
KHL Group USA LLC  
Knapheide Manufacturing Co., The  
Kobelco Cranes North America  
Komatsu America Corp.  
KOMPTech USA Inc.  
KPI-JCI & Astec Mobile Screens  
Lawson Software  
LayMor/SweepMaster  
LBX Company LLC  
Liebherr Construction Equipment Co.  
Link-Belt Construction  
Equipment Co.  
LiuGong Construction Machinery  
N.A. LLC  
Lowe Manufacturing Co.  
Machinery Trader and Auction Time  
Manfredi & Associates  
Manheim  
Manitex  
Manitowoc Cranes  
Mascus USA  
Matrix Payment Systems  
Mauldin Paving Products / Calder  
Brothers Corporation  
MB Crushers  
McMillan a div. of Paladin  
Metso  
Midland Machinery Co., Inc.  
Miller Electric Mfg. Co.  
MinnPar  
Morbark, Inc.  
MTG (Metalogenia)  
MTU  
National Equipment Register  
NBB Controls Inc.  
NorAm Construction Equipment  
Norco Attachments, LLC  
Northshore Manufacturing, Inc.  
Okada America, Inc.  
Paladin  
Pengo a Div. of Paladin  
People's Capital and Leasing Corp.  
PFW Systems Corporation  
Philippi-Hagenbuch, Inc.  
Pierce-Pacific Manufacturing Co. Inc.  
PNC Bank  
PricewaterhouseCoopers LKE Services  
Primax  
REMU USA, Inc.  
The Richmond Group USA  
Ritchie Bros. Auctioneers  
Rock & Dirt  
Rockland Manufacturing Co.  
Rotobec, Inc.  
RVI Group  
SANY America, Inc.  
SAP  
SatisfYd  
Screen Machine Industries, Inc.  
Sennebogen LLC  
Sentry Insurance Company  
Service Trucks International  
Signature Worldwide Business and  
Training Solutions  
Single Source Systems, Inc.  
SmartEquip Inc.  
Soosan Heavy Industries Co., Ltd.  
Stucchi USA, Inc.  
Sullair Corporation  
Sullivan-Palatek  
Sweepster a Div. of Paladin  
Tag Manufacturing, Inc.  
Takeuchi Mfg. (U.S.), Ltd.  
Talbert Manufacturing Inc.  
TCF Equipment Finance  
Terex  
Toku America, Inc.  
Towmaster Trailers  
TRAMAC CORPORATION  
TrimAll  
Trinity Vendor Finance, div. of  
Bank of the West  
TRIP (The Road Information  
Program)  
Tushogg  
U.S. Bancorp Equipment Finance Inc.  
Distribution Finance Group  
Unique Business Systems  
United Group Inc. Industrial Seats Div.  
United Rotary Brush Corp.  
Vacuworx International  
ValuePart Inc.  
Veritas Risk Services  
Vermeer Corporation  
Volvo Construction Equipment North  
America, Inc.  
VT LeeBoy  
Wacker Neuson Corporation  
Weber MT, Inc.  
Wells Fargo Equipment Finance, Inc.  
Werk-Brau Company, Inc.  
Winkle Industries  
WTC Machinery LLC  
WTP Advisors  
XENA-Blue Bear  
XL Specialized Trailers  
Yanmar America  
Young Corp.  
Zoomlion America

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