

March 30th, 2018

To: Members of NFSA, Area II, and friends of the industry

Re: Annual Regional Seminar - July 19th – July 22nd, 2018

Ladies and Gentlemen,

It is with great anticipation and pleasure that we invite you to attend the 2018 NFSA Mid-Atlantic Regional Seminar. This year the seminar will be held at the Gaylord National Resort & Convention Center. We hope that you will consider attending this enjoyable networking event and join in the informative seminar presentations.

Attached you will find the seminar program. Included are all the seminar speakers and the topics to be presented. We are sure that you will find the topics both educational and interesting. Once again, this year we will be hosting the popular vendor “meet and greet” hour. This event will be held during our Thursday night cocktail hour. Many of the leading vendors in the industry will be set up with tabletop displays, which will let you see the latest technology and innovations in our industry. This event is held at no additional charge to the vendors who have a full registration.

Please note that there is plenty of time allotted to spend as you wish. The resort has plenty to offer for everyone, including an indoor pool, a fitness center, a spa and salon. A steakhouse, a sports bar and an Italian restaurant are among the dining options inside of the hotel, and many other options are just steps outside in the beautiful National Harbor. We are confident that everyone will be able find something that piques their interests.

On Saturday we will be hosting bingo for spouses and children. Sign-ups will be handled onsite for that event, and through the registration form in advance. To close the evening on Saturday, we will be hosting our Hall of Fame Dinner. The 2018 class includes Mr. Jim Dalton, Mr. John Waters, Mr. Charlie Hamilton, Mr. Mike Stango, and Miss Vina Drennan. Please come out and show your support as we induct our 2018 Hall of Fame Class.

In order to accommodate you and your family, please make your hotel reservations directly with the Gaylord Hotel at your earliest convenience. Just mention you are attending the NFSA Seminar (group code: “NFSA”) and you will receive the seminar hotel rate of $229.00 per night. Please feel free to call the hotel directly at 1-877-491-0468 or by booking directly on-line using the following link: <https://aws.passkey.com/e/4953408>.

Additionally, if you plan to arrive on Wednesday evening, a limited number of rooms have been reserved to accommodate your needs. **All reservations need to be made by Monday, June 18th, 2018.**

The physical address of the hotel is:

**Gaylord National Resort & Convention Center**

**201 Waterfront Street**

**Oxon Hill, MD 20745**

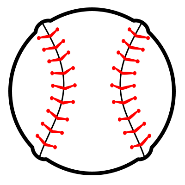


**Sign up before May 30th, 2018!**

The cost of the seminar, per seminar participant, is $450.00 for NFSA members and $600.00 for non-members. Please note that there is a fee for a spouse or a child over the age of 5. The fee is $125.00 for an NFSA spouse or child and $225.00 for a non-NFSA spouse or child. If you are an NFSA member, your spouse and children are considered NFSA members. The fee includes all speaker presentations, cocktail hour reception on Thursday, breakfast on Friday, lunch on Friday (Seminar participants only), and the closing dinner on Saturday evening. Bingo is also included in the fee.

After May 30th, 2018 the cost of the seminar, per seminar participant, is $500.00 for NFSA members and $650.00 for non-members. The fee is $175.00 for an NFSA spouse or child and $275.00 for a non-NFSA spouse or child.

**Please note that hotel fees are not included in the Seminar fee.** All other meals and/or hotel amenities (tours, site seeing admission, etc.) are at your expense.



**Attention baseballs fans! The Washington Nationals will be hosting the Atlanta Braves at Nationals Park at 7:05pm on Friday, July 20th, 2018. NFSA has 40 tickets available for $40.00 each (first-come, first served, these will sell out fast).**

Please make checks payable to: **NFSA NJ CHAPTER or Pay On-line at our website:** [**www.saveandprotect.org**](http://www.saveandprotect.org)

(Should you pay on-line you still need to mail in a registration form)

Remit payment to: **NFSA NJ Chapter**

**127 Route 206, Suite 11**

**Hamilton, NJ 08610**

Please submit your registration form to the NJ Chapter Office no later than June 18th, 2018 and indicate any guests that will be accompanying you. We hope that you will join us for a great seminar! If you have any questions or suggestions, please contact Frank Ellis at the NJ Chapter office at 1-866-206-6006.

Yours truly,

Kent Mezaros

Chairman, National Fire Sprinkler Association

**Mid-Atlantic Regional Seminar**

**July 19th – July 22nd, 2018**

**Oxon Hill, MD**

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

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Phone: ( )\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ E-mail:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Participant #1: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Spouse: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Children: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Participant #2: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Spouse: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Children: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Participant #3: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Spouse: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Children: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**FOR ADDITIONAL PARTICIPANTS, PLEASE USE A SEPARATE SHEET**

Do you need a vendor table? □ YES □ NO Spouses’ & children’s bingo: □ YES □ NO

Friday Evening Baseball Tickets: \_\_\_\_\_ @$40.00 per ticket $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Saturday Evening Dinner ONLY: \_\_\_\_\_ @$100.00 per guest $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**NFSA MEMBERS**

Number of Participants: \_\_\_\_\_ @$450.00/$500.00\* $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Number of Spouses/Children: \_\_\_\_\_ @$125.00/$175.00\* $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**NON-NFSA MEMBERS**

Number of Participants: \_\_\_\_\_ @$600.00/$650.00\* $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Number of Spouses/Children: \_\_\_\_\_ @$225.00/$275.00\* $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Grand Total: $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

Please make checks payable to: NFSA NJ Chapter

Or pay online 127 Route 206, Suite 11

[www.saveandprotect.org](http://www.saveandprotect.org) Hamilton, NJ 08610

*\*Early Bird pricing expires May 30th, 2018. Book early to save $50.00 per person.*