

ATTENDEE INFORMATION

CampBusiness

Parks & Rec
Business

LIVE!

Join us for an interactive, hands-on event
where you'll be able to test-drive
vendor products and services in seven product areas



September 13-14, 2005
Salt Fork Resort & Conference Center
Cambridge, Ohio

Visit www.northstarpubs.com or call (866) 444-4216 to sign up today

In partnership with:





**\$10
PACKAGE**

(PER PERSON)

INCLUDES:

Unlimited Access to all Seven Exciting Product Areas full of LIVE! demos and valuable information.

One continuous loop of products and services placed in their actual environments and set up for your use and education.

1

INDOOR AQUATICS & CONCESSIONS AREA

Located next to the indoor pool, hot tub and concession area:

- Install, uninstall, and use aquatic maintenance or safety equipment
- Test water gaming products
- Learn about water safety issues
- Sample concession food



2

ADMINISTRATIVE & INDOOR PROGRAMMING

Located inside the conference center in the main ballroom, this area is designed specifically for indoor activities or administrative products/services:

- Tie-dye a t-shirt
- Sit at a computer and use state-of-the-art management/registration software
- Play new games or create new craft projects
- Ask the experts your risk management questions and solve real-world problems



3

OUTDOOR AQUATICS & CONCESSION AREA

Located next to the resort's outdoor pool and concession stand:

- Test drive spray park equipment
- Work with the latest pool filter technology (or other maintenance equipment)
- Test pool game products (make sure to bring your suit!)
- Sit on new pool chairs, and enjoy your lunch at a new table, under the latest shade canopy



4

SPORTS & FITNESS AREA

Located on or near the outdoor tennis, basketball and volleyball courts or near the concession stand:

- Play inline hockey
- Play a game of pick-up basketball
- Volley a tennis ball back and forth
- Walk on your sport surfacing options
- Operate the latest scoreboards



5

PARKS & OUTDOOR RECREATION AREA

Located in our hometown municipal park located between the sport and waterfront exhibits:

- Run a team-building exercise on a climbing wall (or ropes course)
- Play on the latest playground equipment
- Sit under a shade canopy, on a new picnic table and learn about site furnishing options
- Jump on a mountain board and take a spin down the hill
- Walk through your restroom options and check out the latest in site accessories



6

WATERFRONT & CABIN AREA

Located on the waterfront at Salt Fork's vast marina and beach:

- Install/uninstall different types of dock systems
- Paddle a variety of canoes/kayaks or pilot different ski and fishing boats around the lake
- Jump on different water trampoline options
- Stack and store different types of watercraft
- Run beach cleaning equipment
- Set up a tent, tipi, yurt, or cabin (Heck, bring your sleeping bag and spend the night!)



7

SPORTS TURF & GROUNDS MAINTENANCE AREA

Located in the final area near the main lodge:

- Drive a utility vehicle over rough terrain with a load
- Use mowing equipment to cut grass or knock down weeds
- Line a football field
- Sit on your bleacher options
- Use the different sports field lighting equipment
- Install an irrigation system



**FOR MORE INFORMATION VISIT US AT
WWW.NORTHSTARPUBS.COM
OR CALL TOLL-FREE 866-444-4216**

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(PER PERSON)

INCLUDES:

Unlimited Access to All Seven Exciting Product Areas PLUS Unlimited Access to any and all Educational Sessions and Best Practices Workshops.

Attend as many or as few as your time and interest allows.

EDUCATIONAL SESSIONS

- Medical Conditions
- Year-round Marketing
- Site Evaluation with Gary Forster
- Academic Standards for Outdoor Education Programming
- Software Solutions
- Training for Full-time & Year-round Staff
- Experiential Learning

WORKSHOPS

Administration & Indoor Programming

- Arts & Crafts
- Risk Management
- Concessions
- Promotional Products & Apparel
- Streamlining with Software & On-line Tools

Outdoor Aquatics and Concessions

- Pool Maintenance & Tips
- Creative Aquatic Programs
- Rescue Equipment & Safety Procedures/Standards
- Therapeutic Aquatic Recreation
- Spray Grounds/Water Parks

Sports and Fitness

- Helping Kids to be Healthy
- Group Games
- Promoting Healthy Competition
- Inclusive Group Games
- Playground Safety



Parks & Outdoor Recreation

- Climbing Walls/Ropes Courses – Team Building Exercises
- Pick Up Games
- Extreme Sports & Adventure Programming
- Newest Group Initiatives
- Geo-caching
- Interpretive Nature Hikes

Waterfront and Cabin Area

- Canoeing Practices
- Erosion Control
- Wetlands Management
- Goose Management



Sports Turf and Grounds Maintenance

- Site Maintenance Prevention Plan/Maintenance Routine
- Trail Maintenance
- Best Uses of Volunteer Groups
- Green Construction
- Sports Field – Topdressing & Maintenance

DAILY SCHEDULE

TUESDAY, SEPTEMBER 13TH

8 am – 5 pm: Interactive Exhibits Open. Plan plenty of time to demo products and services in seven exciting areas. Drive a John Deere Gator through an on-site test track, run your staff through a team-building exercise on the climbing wall, play the latest group games, get creative in the arts & crafts area and much, much more. It's guaranteed to be educational and FUN!

8 – 11 am: Coffee & Tea Service

10 – 11:30 am: ACA Ohio Business Meeting & Luncheon
KEYNOTE SPEAKER: Ron Ciancutti,
Purchasing Director, Cleveland Metroparks

12 – 5 pm: Educational Sessions

12 – 5 pm: Workshops

3-5 pm: Wine & Cheese Party throughout the grounds. Sip a glass of wine and take in a Workshop or Education Session. A great opportunity to share ideas with your peers or across industries.

3-5 pm: "YMCA Camping: Debriefing & Planning Network Session," for YMCA day and resident camps with Gary Forster, Y-USA Camping Specialist. (YMCA Only)

5- 6:30 pm: Network Jamboree
Join us for a lively, outdoor networking event complete with LIVE! band, magician, appetizers and cash bar. Get together with your friends or make new ones.

WEDNESDAY, SEPTEMBER 14TH

8 am – 5 pm: Interactive Exhibits Open. Plan plenty of time to demo products and services in seven exciting areas. Drive a John Deere Gator through an on-site test track, run your staff through a team-building exercise on the climbing wall, play the latest group games, get creative in the arts & crafts area and much, much more. It's guaranteed to be educational and FUN!

7 am – 2 pm: LIVE! FunDay Events
(Additional cost for some of these events)
A fun way to network with industry associates.

7 am: LIVE! Fishing Derby (\$50 per person)

8 am: LIVE! Breakfast Cruise (\$30 per person)

9 am: LIVE! Golf Tournament
(shotgun start — \$50 per player)

12 – 2 pm: Softball Challenge

12 – 2 pm: Volleyball Challenge

5 pm: Show Closes

ACCOMMODATIONS

Space is limited. Sign up Early!

Show Hotel – Salt Fork Lodge

- Lodge Rooms (\$105 per night).
Reservations: 800-282-7275



Other Hotels

For the following accommodations, mention *Parks & Rec Business LIVE!* or *Camp Business LIVE!* to receive a LIVE! show discount:

- **AmeriHost Inn & Suites**
61595 Southgate Parkway, Cambridge, OH 43725
Phone: 740-439-1505. Fax: 740-439-0143
- **Comfort Inn**
2327 Southgate Parkway, Cambridge, OH 43725
Phone: 740-435-3200

For still more accommodations options, please visit our web site, www.northstarpubs.com and follow the LIVE! links or, call us at 866-444-4216.

AIRPORT OPTIONS

PORT COLUMBUS INTERNATIONAL AIRPORT

(Columbus, OH)
ADDRESS: 4600 International Gateway,
Columbus, Ohio 43219
(614) 239-4000
AIRPORT CODE: CMH.
DRIVING TIME: 1 hr, 18 minutes.
RENTAL CAR OPTIONS/DRIVING DIRECTIONS:
Call 614-239-4000. Phones are staffed
Monday–Friday from 8 am to 5 pm.

GREATER PITTSBURGH INTERNATIONAL AIRPORT

(Pittsburgh, PA)
ADDRESS: 1000 Airport Boulevard,
Pittsburgh, PA 15231-0370
AIRPORT CODE: PIT
DRIVING TIME: 1 hr, 44 minutes
RENTAL CAR OPTIONS/DRIVING DIRECTIONS:
Visit www.pitairport.com/
AKRON-CANTON AIRPORT (Akron, Ohio)
ADDRESS: 5400 Lauby Road NW,
North Canton, OH 44720-1598
330-499-4221 or 330-896-2385
1-888-433-2359 (toll free)
AIRPORT CODE: CAK
DRIVING TIME: 1 hour, 10 minutes
RENTAL CAR OPTIONS/DRIVING DIRECTIONS:
Visit www.akroncantonairport.com
THE PARKERSBURG/WOOD COUNTY AIRPORT
(Parkersburg, WV)
AIRPORT CODE: PKB
DRIVING TIME: 53 minutes
RENTAL CAR OPTIONS/DRIVING DIRECTIONS/OTHER SERVICES: call 304-424-4413 or visit
www.wvdot.com/1_airports/1c21_parkersburg.htm



LIVE! Vendors at a Glance

A listing of some of the vendors you'll see at *Parks & Rec Business LIVE!* and *Camp Business LIVE!*
More vendors are joining this LIVE! event at Salt Fork Resort & Conference Center, Sept. 13-14, each day.
Please check the Web site at www.northstarpubs.com for the latest updates.



AMERICAN DELPHI INC.

www.americandelphi.com
■ Stainless steel sinks, kitchen equipment, fish-cleaning stations, work tables and more.

AMERICAN YOUTH SOCCER ORGANIZATION (AYSO)

www.ayso.org
■ AYSO is a nationwide non-profit organization that develops and delivers quality youth soccer programs in a fun family environment based on AYSO's five philosophies.

ATHLETICA

www.athletica.com
■ From the NHL to your backyard, ice to inline, Athletica builds world-class sport solutions: Crystaplex Ice Rinks, Border Patrol Permanent or Portable Rinks & Dividers, GamePlex Versatile Rinks, and complete line of arena products, ranging from ice covers and flooring to goals and dasher components.

BCI BURKE COMPANY, LLC

www.bciburke.com
■ BCI Burke's passion is to design and build superior quality playground, park and recreation equipment. Equipment has longest, strongest warranty in the industry. Partnerships with NPPS and SLYDE. The Playground Hound make Burke an industry leader in safety.

BEAR PAW FLUTES & OCARINAS

www.bearpawflutes.com
■ Ocarinas/Native American Flutes, easy to play musical instruments, ideal for camp/organizations. Including finger pattern songbook, instructions, paint (art supplies). Web site with songbooks, pictures and detailed instructions. Wholesale from \$3.

BUCKS FABRICATING

www.bucksfab.com
■ Switch-N-Go detachable truck body system maximizes the versatility and hauling options of your work truck. With over a dozen interchangeable bodies, including drop boxes, dump, and stake bodies, Switch-N-Go is the right truck for every job.

BUNK1.COM

www.bunk1.com
■ Bunk1.com's services include one-way email, password protected photo gallery, online registration, camper management software, advanced search engine and staff acquisition tools. Join our 2,000 camps — easy revenue and wow your parents.

CAMPMINDER

www.campminder.com
■ Comprehensive, Web-based camp management system. Includes camper/staff recruitment, financials, alumni networking, medical, scheduling, transportation, one-way email, online registration and online forms in a single, easy-to-use solution.

CAMPREGISTER

www.campregister.com
■ CampRegister provides a complete technology solution customized to fit each camp. Services include online registration, management software, credit card processing, photo and emailing features for parents, and Web site hosting and design.

CANDOCK INC.

www.candock.com
■ CanDOCK modular floating docks for every possible use and jetside modular drive on docks for boats and PWCs. Show Special: 10 percent off on all purchases made at the show with deposit.

CARPENTER BUS SALES INC.

www.carpenterbus.com
■ New and used buses, 15-46 passenger, large inventory in stock, van-replacement specialists. We take trade-ins, and 100 percent financing available.

CONESTOGA LOG CABINS INC

www.conestogalogcabins.com
■ Since 1995, Conestoga Log Cabins Inc. has manufactured pre-engineered log cabin kits for campgrounds and park-related applications. Through the years, the focus has grown to include bunk and bath houses, concession buildings and multi-purpose structures.

DIAMOND BRAND CANVAS PRODUCTS

www.diamondbrand.com
■ Manufacturer of outfitter nylon tents, wall and platform tents with optional steel/wood/aluminum frames, screen liners and floors. Camp distributor for Kelty, Cascade Designs/MSR, Mountain Hardwear, Liquid Logic, Stahlsac, Blue Water and others.

FURNITURE CONCEPTS

www.furnitureconcepts.com
■ Furniture Concepts provides durable furnishings for camps, conference and retreat centers, parks and lodges, with the look and feel of home. Choose from sofas, chairs, beds, loft beds, bunkbeds, chests, desks, wardrobes, fluid-proof mattresses, dining tables, stacking chairs, folding chairs, lamps and more.

HUSTLER TURF EQUIPMENT

www.hustlerturfequipment.com
■ Hustler Turf Equipment manufactures a complete line of high-end residential and commercial rotary mowing equipment.

JADON LTD

www.jadon.com
■ Quality printed promotional products and gift items, very competitively priced coupled with outstanding customer service.

JOHN DEERE WORLDWIDE

www.deere.com
■ Mowing and turf equipment, and utility vehicles.

K & K INSURANCE

www.kandkinsurance.com
■ Insurance coverage for camps of all sizes.

LAKE FOUNTAINS & AERATION

www.lakefountains.com
■ Specializing in floating fountains for lakes and ponds with a variety of spray heights and patterns from 3' to 60' high, includes control panels, lighting, power cable, mooring ropes and guarantee.

MARKEl INSURANCE COMPANY

www.markelcorp.com
■ Insuring children's camps for over 60 years. Customers benefit from superior coverage programs backed by outstanding service, financial stability and our innovative Safety 1st Education.

MMI FEDERAL MARKETING SERVICE

www.mmi-fed.com
■ Athletic, fitness and outdoor products and equipment.

MOD-U-DOCK INC.

www.modudock.com
■ Modular piers and floating boat docks.

OARSMAN SPORTSWEAR

www.oarsman913.com
■ High quality apparel and headwear specializing in custom embroidery and screenprint. We have low minimums and on-time delivery.

PALINTEST USA

www.palintestusa.com
■ The Palintest Pooltest 9 Photometer is a simple, no-nonsense, high-precision instrument capable of accurately measuring routine pool and spa parameters, such as chlorine, bromine, ozone, pH, alkalinity, calcium hardness and cyanuric acid.

PANEL CONCEPTS INC.

www.panelconcepts.com
■ Panel Concepts Inc. manufactures do-it-yourself log timber buildings. All buildings are in panels for quick and easy assembly.

PARKSITE PLUNKETT — WEBSTER INC.

www.parksite.com
■ Parksite Plunkett offers Groundscape, rubber-based premium ground cover that carries a ten-year warranty. Groundscape Kids Premium, a variation of Groundscape that comes in a variety of fun colors.

PEDAL-PADDLE

www.pedal-paddle.com
■ Pedal-Paddle... The world's first land/water amphibious bicycle. You can be one of the first to own the most innovative land/water toy on the market.

PERDUE ACOUSTICS

www.perdueacoustics.com
■ Perdue Acoustics is the world's leader in acoustical products in both innovation and technology.

PILOT ROCK PARK EQUIPMENT/R.J. THOMAS MFG.

www.pilotrock.com
■ Design and manufacture picnic tables, benches, pedestal grills, campfire rings, trash and recycling receptacles and lids, bike racks, lantern poles, flag poles, more. Made in the USA since 1959.

PIONEER MANUFACTURING COMPANY

www.pioneer-mfg.com
■ Pioneer Manufacturing Co. manufactures field marking paint and equipment. Pioneer's product line includes field marking paints, athletic strippers, field maintenance products and accessories for football, soccer, baseball, field hockey and lacrosse.

POOL WEASEL BY RAINBOW POOLS

www.poolweasel.com
■ The Pool Weasel is a portable pool cleaning system. It is known across the country for a superior clean while being easy to use.

PROZONE INTERNATIONAL

www.prozoneint.com
■ Purification products for pool and spa, air, and commercial and industrial systems.

SCHMIDT COPELAND PARKER STEVENS INC.

www.scpsohio.com
■ Architects, landscape architects, planners, interior architects. Over 30 years of specialization in camp master planning, site design, facility design and market research.

SCORE AMERICAN SOCCER

www.scoresports.com
■ Soccer apparel and equipment.

SOFTWARE INC.

www.software.com
■ EZ-CAMP2 provides all aspects of camp management, including on-line registration, flexible reporting, fully integrated accounting, custom enrollment analysis, complete camper and staff data, activity scheduling, credit card and bank draft processing, and more.

SPEED STACKS INC.

www.speedstacks.com
■ Speed Stacks, Inc. is the leader in the sport of cup stacking. Cup stacking is a unique sport where kids of all ages and abilities stack and unstack 12 specially designed cups (Speed Stacks) at lightning speed.

SPOHN RANCH/ACTION PARK ALLIANCE

www.sponhranch.com
■ Skatepark design and manufacturing.

SPRINGFIELD SPECIAL PRODUCTS

www.springfieldspecialproducts.com
■ Springfield Special Products is the manufacturer of the famous Blob. SSP also manufactures heavy duty two-person ski tubes, vinyl shower/privacy curtains, vinyl shading, archery nets, and cabin curtains.

TUBE TONE CONCEPTS INC.

www.tubetoneconcepts.com
■ Tube Tone manufactures, designs, and installs the "original" audible disc (frisbee) golf target and courses. US Patent #5,452,903. Disc golf courses can be easily installed with either a "temporary" or "permanent" course.

VENTRAC BY VENTURE PRODUCTS INC.

www.ventrac.com
■ Mowers and utility vehicles with a variety of attachments and accessories available.

ATTENDEE REGISTRATION FORM

PACKAGE DEALS & FUN DAY EVENTS

\$10 PACKAGE (PER PERSON / FILL OUT FORM BELOW)

INCLUDES: Unlimited Access to all Seven Exciting Product Areas

One continuous loop of products and services placed in their actual environments and set up for your use and education.

- Indoor Aquatics & Concessions Area
- Administrative and Indoor Programming
- Outdoor Aquatics & Concession Area
- Sports & Fitness Area
- Parks & Outdoor Recreation Area
- Waterfront & Cabin Area
- Sports Turf & Grounds Maintenance Area



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- Working with Youth with Medical Conditions
- Year-round Marketing Plan
- Site Evaluation with Gary Forster
- Academic Standards for Outdoor Education Programming
- Staff Training for Full Time, Year-round Staff
- Software Solutions
- Experiential Learning



FUN DAY EVENTS (WEDNESDAY, SEPTEMBER 14, 2005 – PRICE PER ATTENDEE)

LIVE! Golf Tournament (9 am–2 pm)\$50

LIVE! Fishing Tournament (7–10 am).....\$50

LIVE! Breakfast Cruise (8–10 am)\$30

CONTACT INFORMATION

Attendee #1 – Primary Contact

First Name (FOR BADGE): _____

Last Name (FOR BADGE): _____

Choose Package Deal (SEE ABOVE FOR DESCRIPTION): \$10 Package \$35 Package

Choose Fun Day Events (SEE ABOVE FOR TIMES):

\$50 Golf Tournament \$50 Fishing Tournament \$30 Breakfast Cruise

Total Cost for Attendee #1 (Add Package Deal & Fun Day Events): _____

Organization Name: _____

Address: _____ City: _____

State: _____ Zip: _____

Country: _____

Phone: _____

Fax: _____

E-mail (MUST INCLUDE TO RECEIVE E-MAIL CONFIRMATION AND FINAL LETTER): _____

Yes, I would like to receive/continue to receive a FREE subscription to:

Camp Business *Parks & Rec Business*

No, I do not wish to receive: *Camp Business* *Parks & Rec Business*

Signature: _____ Date: _____

Attendee #2

First Name: _____ Last Name: _____

E-mail: _____

Choose Package Deal (SEE ABOVE FOR DESCRIPTION): \$10 Package \$35 Package

Fun Day Events (SEE ABOVE FOR TIMES):

\$50 Golf Tournament \$50 Fishing Tournament \$30 Breakfast Cruise

Total Cost for Attendee #2 (Add Package Deal & Fun Day Events): _____

Attendee #3

First Name: _____ Last Name: _____

E-mail: _____

Choose Package Deal (SEE ABOVE FOR DESCRIPTION): \$10 Package \$35 Package

Fun Day Events (SEE ABOVE FOR TIMES):

\$50 Golf Tournament \$50 Fishing Tournament \$30 Breakfast Cruise

Total Cost for Attendee #3 (Add Package Deal & Fun Day Events): _____

Attendee #4

First Name: _____ Last Name: _____

E-mail: _____

Choose Package Deal (SEE ABOVE FOR DESCRIPTION): \$10 Package \$35 Package

Fun Day Events (SEE ABOVE FOR TIMES):

\$50 Golf Tournament \$50 Fishing Tournament \$30 Breakfast Cruise

Total Cost for Attendee #4 (Add Package Deal & Fun Day Events): _____

Attendee #5

First Name: _____ Last Name: _____

E-mail: _____

Choose Package Deal (SEE ABOVE FOR DESCRIPTION): \$10 Package \$35 Package

Fun Day Events (SEE ABOVE FOR TIMES):

\$50 Golf Tournament \$50 Fishing Tournament \$30 Breakfast Cruise

Total Cost for Attendee #5 (Add Package Deal & Fun Day Events): _____

TOTAL AMOUNT DUE

(ADD TOTAL COSTS OF ATTENDEES 1-5): _____

ADDITIONAL INFORMATION

CAMP BUSINESS SPECIFIC QUESTIONS

Camp Organization Name: _____

Title (CHECK ONE):

Owner Director President/CEO Staff Manager Aquatics Manager

Grounds Maintenance/Turf Manager Program Director

Other: _____

Affiliations (CHECK ALL THAT APPLY):

ACA BSA CCI GSUSA 4-H YMCA Salvation Army Camp Fire

Diabetes Camping Association Other: _____

PARKS & REC BUSINESS SPECIFIC QUESTIONS:

District/Agency/Organization Name: _____

Title (CHECK ONE):

Director/Head of Agency/Organization Operations/Facility Director

Purchasing Director/Manager Commissioner/Board Member IT/Technology

Staff Aquatics Manager Grounds Maintenance/Turf Manager

Program Director Military/MWR Other: _____

Type of Agency (CHECK ALL THAT APPLY):

Municipal Township County Regional State/Province Federal

Military Related Industry

PAYMENT INFORMATION

Check Enclosed (MAKE PAYABLE TO NORTHSTAR PUBLISHING, INC.)

Credit Card (VISA, MASTERCARD, AMERICAN EXPRESS)

Card Number: _____ Exp. Date: _____

Verification Code (THREE DIGIT NUMBER FOUND ON BACK OF CARD): _____

Cardholder Name: _____

Cardholder Signature: _____

BILLING ADDRESS OF CARDHOLDER (IF DIFFERENT FROM ABOVE)

Address: _____

City: _____

State: _____ Zip: _____

REGISTER TODAY AND SAVE! We offer four easy ways for you to register:

1. Visit www.northstarpubs.com to register & pay online

2. Fill out and fax this form to 330-723-6598

3. Fill out and mail this order form to:

Parks & Rec Business LIVE! and *Camp Business LIVE!*,

PO Box 1166, Medina, OH 44258-1166

4. Or, call 866-444-4216 to register and pay via phone