



Frequently Asked Questions

To search this document for a specific term such as cost, hit the “ctrl + f” buttons at the same time to utilize the search function.

General Questions

1. **Where is the 2022 Convention being held?**
 - Tampa Convention Center in Tampa, Florida

2. **Hotel Information**
 - The host hotels are Embassy Suites by Hilton Tampa Downtown Convention Center & Marriott Tampa Waterside.
 - Cost: NATM is currently renegotiating lower room block pricing.
 - The hotel room block will **open in September**.

3. **What is the schedule of events?**
 - Feb. 1-3, 2022
 - [Click here to access the current agenda](#)

4. **How can I see who’s exhibiting?**
 - The list of exhibitors will be available beginning in July.

5. **What is the COVID-19 Protocol?**
 - Attendee health and safety is NATM’s top priority. NATM is working closely with the host location and monitoring the ongoing changes related to COVID-19. The Association will comply with all local and federal ordinances at the time of the Convention. Attendees will be updated with the protocol in the weeks and days leading up to the Convention.

6. **What is NATM’s Cancellation Policy?**
 - **Exhibitor Booths:** Any booths purchased after 5/1/2021 are non-refundable unless NATM can sell the space to another exhibiting company. Please contact

NATM directly if you are an international member facing a travel ban to or from the United States.

- **Show Cancellation for COVID-19:** Should the NATM Convention & Trade Show be cancelled by NATM, refunds will be provided for all registrations and booth fees will be applied to the 2023 Convention unless refund is requested.

7. I would like to be a speaker/presenter, who should I contact?

- If you would like to submit a proposal to speak at the Convention, please complete [this form](#) and submit to Meghan.Ryan@natm.com. Forms received after June 15, 2021 may not be considered for the 2022 Convention.

Exhibitor Questions

- **Does my company already have a booth rolled over from 2021?**
 - [Click here to see the list of companies that rolled their booth to 2022 including booth sizes.](#)

- **When can I select my booth?**

Phase 1: 2020 Sponsors will choose their booths first in the order of their sponsorship levels during the following dates:

\$30,000 and higher – June 1-3
\$10,000 – \$29,999 – June 4-8
\$7,500 – \$9,999 – June 9-11
\$5,500 – \$7,499 – June 14-16
\$2,500 – \$5,499 – June 17-21
\$1,000 – \$2,499 – June 22-24
\$500 – \$999 – June 25-29

Phase 2: Companies that chose to roll their 2021 booth funds over to 2022 will select their booths beginning **July 6, 2021**.

Phase 3: The general membership can select booth space beginning **Aug. 4**.

Phase 4: and non-members will be allowed to choose booth space beginning **Aug. 18**.

- **How much do booths cost?**
 - The cost per 10' x 10' booth is \$1,457 for NATM members and \$2,914 for non-members
[Click here to access NATM Exhibitor Brochure.](#)

- **If I rolled over my booth, will I have to pay the difference in cost this year?**
 - No, if you chose to roll your booth over to 2022, NATM will honor the 2021 booth rates
 - If you choose to expand your space, additional booths will be sold at the 2022 rate

- **How many complimentary booth workers are included with my booth purchase?**
 - Exhibitors receive two complimentary booth workers for each 10' x 10' booth space purchased.

- **When can I register my booth workers?**
 - Attendees and exhibitors can register starting Sept. 13, 2021.

- **When will the decorator kit be made available?**
 - NATM is again working with Freeman. The kit is expected to be available in early November.

- **What are the exhibitor move in/out times?**
 - EXHIBITOR MOVE-IN
 - Feb. 1 Tuesday 12:00 p.m. - 6:00 p.m.
 - Feb. 2 Wednesday 7:30 a.m. - 11:00 a.m.
 - EXHIBIT HOURS
 - Feb. 2 Wednesday 11:30 a.m. - 5:00 p.m.
 - Feb. 2 Thursday 9:00 a.m. - 12:00 p.m.
 - EXHIBITOR MOVE-OUT
 - Feb. 3 Thursday 12:00 p.m. - 5:00 p.m.

[Attendee/Registration Questions](#)

When Can I Register?

- Registration will **open Sept. 13, 2021.**

What is the cost to attend?

Trailer Manufacturer Attendees:

- Early Bird Full Registration Sept. 13-Nov. 31: **\$100** which includes admission to all events (except Top Golf Tee-Off)

- Full Registration after Dec.1: **\$150** which includes admission to all events (except Top Golf Tee-Off)

Exhibitors:

- Early Bird Booth Worker Sept. 13-Nov. 31: **\$75**
- Booth worker after Dec. 1: **\$125**
- Exhibitors receive two free booth worker registrations per 10 x 10 booth purchased

What is the New Attendee Promotion?

- The New Attendee Promotion includes two free full registrations, two free spouse registrations and two complimentary room nights per company at NATM's host hotel (complimentary hotel rooms are on a first come, first served basis and are limited).
- **Who qualifies:**
 - Newly joined NATM trailer manufacturers
 - NATM trailer manufacturers that have not attended in the last five years
 - All NATM Dealer Affiliates

• **[Interested? Click here for the New Attendee Promo Application](#)**

Dealer Attendance

When Can I Register?

- Registration will **open Sept. 13, 2021.**

What is the cost to attend?

- NATM Dealer Affiliates can attend for FREE with the New Attendee Promo
 - **[Interested? Click here for the New Attendee Promo Application](#)**
- **Non-affiliate Trailers Dealers: \$150**

Will there be trailers at the trade show?

- No, **no trailers will be displayed on the NATM Trade Show Floor**
- The Trade Show is **limited to suppliers and service providers** exhibiting on the show floor, while trailer manufacturers and dealers walk the floor.

What can I attend as a dealer?

Trade Show Floor

- Dealers can **only** walk the trade show floor on **Thursday, Feb. 3rd, 2021 from 9:00 am-noon**
- Dealers **cannot** tour the trade show on Feb. 2nd.

Dealer Educational Track

- Dealers are encouraged to attend the workshops specifically geared towards their needs and interests! The Dealer Track will take place Wednesday when they are unable to access the trade show floor.
- Workshops are TBD

Networking Events

- Newcomer Orientation and Reception
- Dealer Workshop & Luncheon
- Dealer Reception
- Coffee with the Exhibitors

What can I **not** attend as a dealer?

- Membership Meeting
- Awards Luncheon
- President's Reception
- Trade Show Floor on Wednesday, Feb. 2
- Lunch with the Exhibitors
- Trade Show reception