ABOUT NORA
AND THE ANNUAL CONFERENCE & TRADE SHOW

NORA is a trade association representing over 325 leading companies in the liquid recycling industry. For over 30 years, NORA has been defending and promoting the liquid recycling industry. NORA was established in 1985 as the National Oil Recyclers Association with the primary mission of fighting the hazardous waste designation of used oil and aided in the development of the EPA's used oil management standards. The name was later changed to NORA, An Association of Responsible Recyclers as the business functions of the membership grew. Today, NORA represents the leading liquid recycling companies in the following areas: used oil, antifreeze, oil filters & absorbents, parts cleaning, wastewater and chemicals.

NORA hosts three events each year including the liquid recycling industry’s premier networking and education event: the NORA Annual Recycling Conference & Trade Show. NORA's growing community has made the Annual Conference & Trade Show THE industry event of the year.

The Annual Conference & Trade Show has taken place all over the country and each year NORA members have come to attend, network, and exhibit.

2017- Miami, Florida
2016- Kona, Hawaii
2015- Orlando, Florida
2014- Fajardo, Puerto Rico
2013- Carlsbad, California
2012- Bonita Springs, Florida
2011- Kihei, Hawaii
2010- Scottsdale, Arizona
2009- Key Biscayne, Florida
2008- Rancho Mirage, California
Our market environment is changing more rapidly today than ever in the history of this industry. To manage a business well, it’s critical to be aware of all the current trends that affect this industry and your business. In the matter of just a few days, you can gain the knowledge that you need in order to effectively plan for your business going forward. Whether you affirm what you already know or gain new insights, the NORA Conference is the one place that you can efficiently validate your assumptions to plan for the future. Also, in your constant search for new customers, suppliers and markets, NORA is the place where you can actually meet people that may become your future customers or suppliers. Lastly, NORA’s trade show creates a great environment to learn about new technologies and products. The more you put into NORA, the more you’ll get out of it. It’s extremely worthwhile and a great value for a relatively low cost.

- Roy Schumacher, Schumacher Consulting

All the stakeholders of the industry are basically present during the event.

- Alvaro Ruiz, Vertex Energy Inc

A place to meet people from all over the world and become known.

- George Plellis, PESCO-Beam Environmental

You will become part of a knowledgeable, accessible group of businessmen who are ready to share their expertise.

- Guillermo Silva, Olein Recovery Corporation

If your target audience consists of people in the oil recycling industry, this is the most concentrated you’ll find them.

- Alan Fox, MemPore Environmental Technologies

Everyone that is someone in the industry is there, the information exchange is great. When you walk away you should have been updated on where the industry is, where it is going, and what hurdles are present.

- Jon Hager, Colas Inc.

The networking opportunities were endless and I made quite a few contacts that I would have probably never made if I wasn’t a part of this unbelievable association.

- Bill Ensor, B & E Oil Svcs. Inc.
Representatives of the following companies attended NORA's last Conference & Trade Show:

A-Line TDS
Aaron Oil Company Inc
Accurate Energy
AECOM Corporation
AGC International
Akron Canton Waste Oil Company Inc
ASI Environmental Services
Automotive Fluid Recycling, LLC
Avista Oil
Bedford Industries, Inc
Blue Process Advisors, LLC
Boerger, LLC
Buck's Oil Company
Build-All Corporation
C Stoddard & Sons Inc
Cambridge Consulting Group
Catalyst Trading Co, LTD
ChemTreat
Citamora Processes Inc.
Clean Burn LLC
Cleantech Environmental Inc.
Cliff Berry Inc.
Coastal Services
Colas Inc.
Complete Environmental Products (CEP)
Construction Resources Management
Covanta Environmental Solutions
CRI Environmental Solutions
DesertMicro
Dexsil Corporation
DFW Waste Oil Service, Inc.
DLA Disposition Services
Dober
Dyno Nobel Inc
East Side Oil Company
Eastman Chemical Co
EHS Momentum
Eldredge, Inc.
EMC Oil Co
Engine & Accessory, Inc.
Enterprise Oil
Environmental Oil Recovery
Environmental Packaging Technologies
Environmental Recovery Corporation
Environmental Specialists Inc
EnviroSolids, L.L.C.
Eurecat US
Evolution Sorbent Products
Flottweg Separation Technology, Inc.
Fountain Industries LLC
Frontera Mining Corporation
Fuel Source LLC
Future Environmental Inc
Gen III Oil Corporation
Geophia LLC
Georgia Petroleum Inc.
GFL Environmental Inc.
Global Fuel Recovery, LLC
Global Link LLC
GlyEco, Inc.
Goodwill’s Green Works
Graymills
Harris Law Office
Harvest Fuels LLC
Haz-Mat Environmental Services
Heritage - Crystal Clean, LLC
Holston Environmental Services, Inc.
HOWCO
HWH Environmental
Hydrodec of North America, LLC
IMACC Recycling Solutions
InCon Process Systems - GIG
Karasek GmbH
Innovative Fluids
Intergulf Corp.
InTerraChem, LLC
Interstate Truck Bodies
Ironshore Environmental
J & J Waste Oil Inc
J. Smith Lanier & Co.
Jaxon Filtration
Jebro Inc
Kenworth of South Florida
KeyBanc Capital Markets, Inc.
Liquid Environmental Solutions
Lub y Rec de Mexico S.A. de C.V.
Lube-Tech Liquid Recycling, Inc.
Luzon Environmental Services
Magido USA
Marsh & McLennan Agency Environmental Insurance Group
MemPore Environmental Technologies
Midstates Oil Refining Co., LLC
Mielke Environmental
MultiTherm LLC
National Asphalt Pavement Association
National Chemical Supply Corp
Newberry Tank & Equipment, LLC
Noble Oil Services Inc.
NOCO Energy Corp
Nuance Solutions
Oilmen’s Truck Tanks Inc.
Oldcastle, Inc
Olein Recovery Corporation
ORG CHEM Group, LLC

Continued...
2017 TRADE SHOW ATTENDEES

Continued...

Owner Resource Group
Par-Kan Company
Paradise Energy
Paratherm a Division of Lubrizol
PESCO-BEAM Environmental
Petroleum Solids Control
Petromax, Ltd
Porocel International
Praxair, Inc.
Prestone Products
Product Recovery Technology International Inc.
Products Plus, Inc.
Q Environmental, Inc.
Quala Environmental Services
Quest Resource Management Group
RADCO Industries
Radian Chemicals LLC
Ramos Environmental Services
Rational Energies
Recycle Oil Co
REEC
Rock Oil Refining Inc
Rogue Waste Recovery & Environmental, Inc.
Safety-Kleen, a Clean Harbors Company
Satori Capital
Schumacher Consulting, LLC
Sequoia Energy & Environment Solvents and Petroleum Service Inc.
Southwest Oil Inc
SpecOil
Speedy Oil Recovery
SpillTech
Spirit Services, Inc.

Summit Environmental Technologies
Superior Lubricants Co. Inc.
Sweet Gazoil Inc.
Synergy Recycling, LLC
TBC Corporation
Terrapure Environmental
Texpar Energy, LLC
The Penray Companies
Titan Logix Corp.
TopSail Energy LP
Transcourt Tank Leasing Inc.
Trihydro Corporation
Truck Works LLC
Turn-Key Environmental
Uni-ram Corporation
Unitek Solvent Services, Inc.
US Foundry
Valicor Environmental Services, LLC
Vertex Energy Inc
Wechsler Technologies
Western Oil Inc
World Oil Corp
Xeray Systems Inc
XL Catlin
PAST TRADE SHOW EXHIBITORS

PAST NORA TRADE SHOW EXHIBITORS INCLUDE:

Advantage Route Systems
AEacom Corporation
Aevitas Specialty Servies Corp.
AFES, Inc.
Air Products & Chemicals
Allen Woods and Associates Inc.
AMSPEC Services, LLC
ATEK Access Technologies
Automotive Fluid Recycling
BASE Engineering
Bedford Industries, Inc.
Boerger LLC
Bright Technologies
a Div. of Sebright Products, Inc.
Brown Gibbons Lang & Comp. LLC
Brown Industrial Inc.
Build-All Corporation
Camgian Microsystems
Catalyst Services, Inc.
Catalyst Trading Co., Ltd.
Centrifuge Services, Inc.
Chem-Aqua, Inc.
Chem-Tainer Industries
ChemChamp North Am. Corp
Chemical Engineering Partners
Chempet
Chemtreat
Clarus Technologies LLC
Clean Burn LLC
Cleantech Environmental
Clear Computing, Inc.
Coco Products
Continental Refining Company
Cuda Aqueous Parts Washers
DeMenno-Kerdoon
DesertMicro
Dexsil Corporation
DLA Disposition Services
Dober
Dolphin Centrifuge
Dragon Products, Ltd.
Eastman Chemical Co
Ecube Labs
EHS Momentum
Eneo, Inc.
Engine & Accessory Inc
Environmental Packaging Technologies
EnviroSolids, L.L.C.
Envitech Inc.
Erpek Engineering & Consulting
eTank Systems
Eurecat US
Evolution Sorbent Products
Federal Motor Carrier Safety Admin
Fenix Process Technologies
FL Dept of Environmental Protection
Flottweg Separation Technology, Inc.
Fluid Solutions GmbH
Fountain Industries LLC
GEA Group
General Combustion Corp
Graymills
Gulf City Body and Trailer Works, Inc.
H2P Wireless Solutions
Haz-Mat Environmental Services
Hawaii Diesel Production Company
Heatec, Inc.
Hill Manufacturing Co.
HMT, Inc.
Houlihan Lokey
Husky Corporation
Hydron Treatment Technologies, LLC
IMACC Recycling Solutions
InCon Processing Systems- GIG
Karasek GmbH
Innovative Energy Solutions (IES)
Innovative Fluids
InTerraChem, LLC
Interpipe Equipment, LLC
Interstate Truck Bodies
Ironshore Environmental
Jaxon Filtration
Kenworth of South Florida
Keteca USA, Inc
Kleentec Inc.
Koch Membrane Systems, Inc.
LABCAL Services Inc dba LCS
Lamb Fuels, Inc
LCI Corporation
LevelCon Remote Asset Monitoring
Logan Oil Inc.
Lubrizol
Magido USA
Marsh & McLennan Agency
MemPore Environmental Technologies
Merichem Co.
Mouvex
MultiTherm LLC
National Chemical Supply
Navusoft, LLC
Newalta Corporation
Newberry Tank & Equipment, LLC
Newport Steel Inc Oil Filter
Processing Equipment
NPS Corporation
Nuance Solutions
Oil Recycling Technologies
Oil Trade Supply Corp.
Oilmen's Truck Tanks
Olein Recovery Corporation
Onken Inc
Par-Kan Company
Paratherm Heat Transfer Fluids
Partsmaster Division of NCH
PESCO-BEAM Environmental
Petroleum Solids Control, Inc.
Prestone Products
Porcel International, LLC
Praxair, Inc.
Process Heating Co.
Process Resource Group, Inc
Progress Tank
PRTI, Inc.
Quantum Analytics
RADCO Industries
Radian Chemicals LLC
Ray Camp Filters - Strainers
RSI Logistics
Sequoia Global Inc.
SmartBin
SPC, A Brady Business
Spencer Strainer Systems
SpillTech
StayGreen Oil
Summit Environmental Technologies
Superior Lubricants Co. Inc
Sweet Gazoil Inc.
SystemOne Technologies Inc.
TCI Services
Titan Logix Corp.
ThermoEnergy Corp
Transcourt Tank Leasing Inc.
Tri-State Tank, LLC
Trihydro Corporation
Truck Works Holdings LLC
TST/Progress
Uni-ram Corporation
Unitek Solvent Services, Inc.
Univar
US EPA
US Foundry
US Peroxide, LLC
Vertex Energy
VeruTEK Technologies
VTA GmbH & Co., KG
Weatherford
Wechsler Technologies
XL Catlin
Zurich
2018 NORA ANNUAL CONFERENCE & TRADE SHOW TENTATIVE AGENDA
NOVEMBER 7-10, 2018 | Rancho Mirage, California

WEDNESDAY, NOVEMBER 7
10:00 AM - 2:00 PM  Exhibitor Set Up
2:00 PM - 7:00 PM  Conference Check-In/Registration
3:00 PM - 4:00 PM  Board Member Meeting
4:00 PM - 4:30 PM  New Member/Board Member Reception
4:30 PM - 8:30 PM  Grand Opening Reception in Trade Show

THURSDAY, NOVEMBER 8
7:00 AM - 11:45 AM  Conference Check-In
7:00 AM - 8:00 AM  Continental Breakfast in Trade Show
8:00 AM - 10:00 AM  NORA Opening Session
10:00 AM - 10:30 AM  Refreshment Break in Trade Show
10:30 AM - 12:00 PM  Spouse/Guest Brunch, Open to Registered Spouses/Guests
10:30 AM - 12:00 PM  Conference Sessions
12:30 PM - 7:00 PM  NORA Golf Tournament

FRIDAY, NOVEMBER 9
7:30 AM - 8:30 AM  Continental Breakfast in Trade Show
8:30 AM - 10:00 AM  Conference Sessions
10:00 AM - 11:00 AM  Refreshment Break in Trade Show
11:15 AM  Conference Sessions
11:00 AM - 1:00 PM  Trade Show Tear Down
5:00 PM - 9:00 PM  NORA Closing Party: All exhibitors, attendees, speakers, and registered spouses are invited to attend this great event!

SATURDAY, NOVEMBER 10
TBD  Activities on your own (shopping, tours, departures, etc.)

Times in bold represent show hours.
## 2018 EXHIBITOR INFORMATION

**Booth Assignment Deadlines:**

- Assignments For Past Exhibitors: March 23, 2018 *
- General Assignments: March 27, 2018

* Past Exhibitors who reserve and pay 50% deposit by March 23rd will be eligible for priority first round of booth assignments.

### BOOTH DETAILS AND OPTIONAL ADD-ONS

<table>
<thead>
<tr>
<th>Option</th>
<th>Price</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>BOOTH</strong></td>
<td>$2195</td>
<td>Booth includes an 8 foot high back drape divider, 6 foot skirted table, wastebasket, ID sign, and two chairs.</td>
</tr>
<tr>
<td><strong>BOOTH AND BACKDROP BANNER</strong></td>
<td>$3195</td>
<td>Includes everything from the booth package plus: A custom banner that will allow you to show up with your literature and handouts and ready to go without the cost of shipping or time to set up. The custom designed backwall banner is designed, printed and shipped to the trade show. The size of the banner is approx. 9'6&quot; wide by 7'6&quot; tall.</td>
</tr>
<tr>
<td><strong>ADDITIONAL BOOTH</strong></td>
<td>$750/EACH</td>
<td>Includes pipe and drape. This does not include additional booth personnel or furnishings. An additional 8 x 10 space for additional display area.</td>
</tr>
<tr>
<td><strong>ADDITIONAL BOOTH PERSONNEL</strong></td>
<td>$399/EACH</td>
<td>One registration is included with the booth. Three additional booth personnel from the same company may attend at the reduced rate of $399 each. The primary booth personnel and additional personnel receive all conference materials, reception food and drink tickets for the Grand Opening Reception, food and drink tickets for the Closing Night Dinner, two breakfasts and refreshment breaks.</td>
</tr>
<tr>
<td><strong>ELECTRICITY</strong></td>
<td>$200</td>
<td>Electricity is purchased for the duration of the event. This does not include a power strip.</td>
</tr>
</tbody>
</table>

### SPouse/COMPANION PACKAGE $275/EACH

This package includes access to the opening reception on Wednesday including food and drinks, the Thursday spouse brunch, a spouse gift and the Friday night closing party. This package is for spouses and companions of registered attendees; this may not be used for employees of an attending company. This does not include access to Conference sessions.

### ADDITIONAL INFORMATION

#### OFFICIAL SERVICE CONTRACTOR

The official service contractor for the 2018 NORA Trade Show is Innovative Expo.

#### BOOTH SELECTION AND ASSIGNMENTS

To ensure your top selection, provide the booth numbers of your top five choices on the application (see the exhibit hall floor plan for numbers). Booth assignments will not be made until payment has been received. **Booth location and floor plan is subject to change without notice to accommodate space needs.**

#### INSTALLATION OF EXHIBITS

Installation of exhibits will be from 10:00 AM – 2:00 PM Wednesday, November 7. Exhibitors must have their displays in complete order by 2:00 PM.

#### DISMANTLE INFORMATION

Packing and removal of exhibits will begin at 11:30 AM on Friday, November 9, and must be completed by 2:00 PM.

### EXHIBITOR TIMELINE AND DEADLINES

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>March 23</td>
<td>Deadline for Initial Booth Assignment Consideration for Past Exhibitors</td>
</tr>
<tr>
<td>March 27</td>
<td>General Booth Assignments</td>
</tr>
<tr>
<td>April 9</td>
<td>Initial Floor Plan With Exhibitors To Be Published In Liquid Recycling Magazine Issue 2</td>
</tr>
<tr>
<td>May 15</td>
<td>Secondary Booth Assignments</td>
</tr>
<tr>
<td>Aug. 6</td>
<td>Submit Advertising Order for Liquid Recycling Magazine Issue 3: The Pre Conference Issue</td>
</tr>
<tr>
<td>Aug. 26</td>
<td>Cancelation Deadline / Payment in Full Deadline</td>
</tr>
<tr>
<td>Oct. 12</td>
<td>Submit Artwork to NORA for Sponsorship and Advertising at the Conference</td>
</tr>
<tr>
<td>Oct. 16</td>
<td>Hotel Registration Cut Off Date</td>
</tr>
<tr>
<td>Nov. 6</td>
<td>Suggested Arrival Date for Exhibitors to Rancho Mirage</td>
</tr>
<tr>
<td>Nov. 7-10</td>
<td>NORA Conference &amp; Trade Show</td>
</tr>
</tbody>
</table>
**CONTACT INFO**

<table>
<thead>
<tr>
<th>Company</th>
<th>Badge Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Primary Booth Personnel</td>
<td>Title</td>
</tr>
<tr>
<td>Primary Point of Contact (if different)</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Address</th>
<th>City</th>
<th>State</th>
<th>Zip</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phone</td>
<td>Email</td>
<td>Web</td>
<td></td>
</tr>
</tbody>
</table>

**BOOTH ORDER INFORMATION**

All booth packages include full registration for ONE booth personnel. Additional registrations for exhibiting companies (up to 3 per company) are $399 each. A 50% deposit will reserve your space. Full amount due by August 24, 2018.

<table>
<thead>
<tr>
<th>Item</th>
<th>Member</th>
<th>Non-Member</th>
<th>Subtotal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Booth</td>
<td>$2195</td>
<td>$3500</td>
<td>$_____</td>
</tr>
<tr>
<td>Booth and New Backdrop Banner</td>
<td>$3195</td>
<td>$4500</td>
<td>$_____</td>
</tr>
<tr>
<td>Additional 8x10 Booth Space</td>
<td>$750</td>
<td>$_____</td>
<td>$_____</td>
</tr>
<tr>
<td>Electricity (until Nov. 2)</td>
<td>$200</td>
<td>$_____</td>
<td>$_____</td>
</tr>
<tr>
<td>Additional Booth Personnel (Use next sheet)</td>
<td>$399</td>
<td>$_____</td>
<td>$_____</td>
</tr>
<tr>
<td>Spouse/Companion Package</td>
<td>$275</td>
<td>$_____</td>
<td>$_____</td>
</tr>
<tr>
<td>Golf</td>
<td>$125</td>
<td>$_____</td>
<td>$_____</td>
</tr>
<tr>
<td>Golf Club Rental</td>
<td>$65</td>
<td>$_____</td>
<td>$_____</td>
</tr>
</tbody>
</table>

If you chose a spouse/companion package, please include their name here: ___________________________ TOTAL $________

If you selected golf, please include your average score: _____________________________________

Exhibit spaces are assigned based on number of years of membership, number of years exhibiting and when this form is received. After initial booth assignment, all booths are assigned on a first come, first served basis. Check noranews.org for current booth space availability.

**Booth Choices** (if a choice is not available the nearest available will be assigned): 1._____ 2._____ 3._____ 4._____ 5._____

Any exhibitor(s) you do not want to be near: __________________________________________

**PAYMENT OPTIONS - PAYMENT REQUIRED TO RECEIVE BOOTH ASSIGNMENT**

Total Amount Due $__________

All payments are in US Dollars, drawn on US Bank.

Name on Card  Signature

Card Number (American Express, Visa or Mastercard accepted) Exp. Date Security Code

Billing Street Number & Zip (if different than above) Email to send receipt (if different than above)

**SUBMISSION INFORMATION**

- Exhibit agreement paperwork may be scanned and emailed to casey@noranews.org. Please do not email credit card information.
- Please indicate form of payment:
  - Faxed to 703-753-2445
  - Phoned in to Kim Litscher at 703-753-4277
  - Mailed to 7250 Heritage Village Plaza, #201 Gainesville, VA 20155
  - Will pay online: following processing of paperwork, a secure payment link will be emailed to you
**PAYMENT OPTIONS**

<table>
<thead>
<tr>
<th>Item</th>
<th>Member</th>
<th>Non-Member</th>
<th>Subtotal</th>
</tr>
</thead>
<tbody>
<tr>
<td>First Booth Personnel (Included With Booth)</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Additional Booth Personnel (Maximum of 3)</td>
<td>$399</td>
<td>$800</td>
<td>$1199</td>
</tr>
<tr>
<td>Spouse/Companion: Full Package</td>
<td>$275</td>
<td>$900</td>
<td>$1175</td>
</tr>
<tr>
<td>Spouse/Companion: Closing Party Only</td>
<td>$209</td>
<td>$900</td>
<td>$1109</td>
</tr>
<tr>
<td>Golf*</td>
<td>$125</td>
<td>$900</td>
<td>$1025</td>
</tr>
<tr>
<td>Golf Club Rental</td>
<td>$65</td>
<td></td>
<td>$65</td>
</tr>
</tbody>
</table>

*If you chose a spouse/guest package, please include their name here: ___________________________*

**DETAILED**

**Spouse/Companion Package: Full Package** includes access to the opening reception on Wednesday including food and drinks, the Thursday spouse brunch, a spouse gift and the Friday night closing party. This package is for spouses and companions of registered attendees; this may not be used for employees of an attending company.

**Spouse/Companion Package: Friday Night Closing Party Only** includes food and drinks at the spectacular Friday night Closing Party Dinner. This package is for spouses and companions of registered attendees; this may not be used for employees of an attending company. All guests must register in advance for the closing party.

**Golf** will be held as a tournament on the afternoon of Thursday, November 8th after the final session of the day. Registration for golf includes hosted drink cart, boxed lunch, reception and awards.

*Open to attendees, exhibitors and spouse/guests*

**PAYMENT OPTIONS**

Total Amount Due $________

All payments are in US Dollars, drawn on US Bank.

**SUBMIT YOUR AGREEMENT**

- Exhibit agreement paperwork may be scanned and emailed to casey@noranews.org. Please do not email credit card information.
- Please indicate form of payment:
  - Faxed to 703-753-2445
  - Phoned in to Kim Litscher at 703-753-4277
  - Mailed to 7250 Heritage Village Plaza, #201Gainesville, VA 20155
  - Will pay online: following processing of paperwork, a secure payment link will be emailed to you.
By applying for exhibit space, your company agrees to comply with all rules and regulations outlined below and further agrees to abide by the decision of NORA (hereafter known as “exhibit management”) with respect to interpretation of these rules. Please be sure that the company representatives attending the meeting are aware of and adhere to these rules.

1. Exhibit Representatives. Each 8x10 exhibit package is entitled to one complimentary registration per booth. Up to three additional staff members from the same company may register at the reduced rate of $399 per person. Multiple companies may not share a single booth. Companies with a shared business relationship may co-locate but will be charged a co-location fee of $500/person plus registration fee.

2. Assignment of Space. A 50% deposit is required to secure a booth assignment. Every effort will be made to respect the exhibitors' space choices for “preferred” space whenever possible, but exhibit management’s decision shall be final. Exhibit management reserves the right to transfer assignments when such action is deemed to be in the best interest of the total exhibit effort.

3. Payment. Full payment of exhibit fees is required by August 24, 2018. A 50% non-refundable deposit will secure a booth until August 24, 2018. Submitted forms will be charged the full amount of the booth unless a written deposit request is made. Payment for exhibit spaces does NOT include the cost of any booth equipment, furnishings, special utilities or services ordered by the exhibitor; unless specified in the Exhibitor Agreement. All such optional costs shall be the exhibitor’s responsibility. Make checks payable to: NORA, 7250 Heritage Village Plaza, Suite 201, Gainesville VA 20155, USA. All telephone inquiries: 703-753-4277; FAX 703-753-2445. International funds must be submitted to a U.S. bank in U.S. equivalents. Booths not paid in full by August 24, 2018 may be forfeited or reassigned. Custom banners will not be printed until the booth is paid in full.

4. Refund for Cancellation. Should the exhibitor be unable to occupy and use the exhibit space contracted for, he or she shall promptly notify exhibit management in writing. Any exhibitor canceling prior to August 24, 2018 will receive a refund equal to 50% of the full price of the booth (no refund will be offered if only the 50% deposit had been paid). No refunds will be allowed on cancellations after August 24, 2018, and space shall be forfeited.

5. Contractor Service Information. In the best interest of the exhibitors, exhibit management has selected Innovative Expo to serve as official contractors to provide various services to the exhibitors. It is agreed that the exhibitor will abide by and comply with the rules and regulations concerning local unions having agreement with the exhibition facility or with authorized contractors employed by exhibit management. Complete information, instructions and schedule of prices regarding drayage, labor for erecting and dismantling, electrical work, furniture, cleaning, etc., will be included in the Exhibitor’s Service Kit, to be forwarded by the designated service company after space has been confirmed. An Exhibitor’s Service Center will be maintained on the exhibit floor until the opening of the exhibit hall to facilitate service requests from exhibitors. The Exhibitor’s Service Kit will provide you with shipping instructions.

6. Security. Security is not provided by show management. Each exhibitor should make provisions to safeguard his/her goods from the time they are placed in the booth until the time they are removed. Exhibitor management will not be responsible for loss or damage due to any cause. All Exhibitors must wear the official exhibitor’s name badge for admission to and while in the exhibit hall.

7. Booth Construction and Arrangement. Exhibits shall be so arranged as to not obstruct the general view, nor hide the exhibits of others. Plans for specially built displays not in accordance with regulations are to be submitted to exhibit management before construction is ordered. Regular and specially-built back wall, including signs, may not exceed an overall height of 8’. The maximum booth height of 8’ may extend out 1/2 the depth of the booth from the back wall. Height limitation of the display in the balance of the area is 36”, except for product and equipment on display which in itself may exceed this height. It is expressly agreed by the exhibitor that in the event he or she fails to install his or her products in his or her exhibit space, or fails to pay the space rental at the time specified, exhibit management shall have the right to take possession of said space and lease some or any part thereof to such parties and upon such terms and conditions as it may deem appropriate.

8. No dismantling will be permitted before closing time. No exhibitor shall have the right prior to closing of the exhibition to pack or remove articles in exhibit without permission from and approved in writing by exhibit management.

9. Responsibility. If the exhibitor fails to comply in any respect with the terms of this agreement, exhibit management shall have the right, without notice to the exhibitor, to offer said space to another exhibitor, or to use said space in any other manner. This shall not be construed as affecting the responsibility of the exhibitor to pay the full amount specified by the contract.

10. Compliance. The exhibitor assumes all responsibility for compliance with all pertinent ordinances, regulations and codes of duly authorized local, state and federal governing bodies concerning fire, safety, health; together with the rules and regulations of the operators and/or owners of the property wherein the exhibit is held. Cloth decorations must be flameproof. Wiring must comply with fire department and underwriters’ rules.

11. Liability. NORA, Innovative Expo and Omni Rancho Las Palmas, its agents or employees shall not be responsible for any loss, theft, or damage to the property of the exhibitor, his or her employees or representatives. Further, exhibit management will not be liable for damage or injury to persons or property during the term of this agreement from any cause whatsoever by reason of the use or occupancy of the exhibit space by the exhibitor or his assigns, and the exhibitor shall indemnify and hold harmless exhibit management from all liability, which might ensue from any cause whatsoever. If the exhibitor’s materials fail to arrive, the exhibitor is nevertheless responsible for all amounts due hereunder. Exhibitors are advised to carry special insurance to cover exhibit material against damage and loss, and public liability insurance against injury to the person or property of others.

12. Cancellation or Termination of Exhibition. In the event that the premises where the exhibition is to be held shall, in the sole determination of exhibit management, become unfit or unavailable for occupancy, or shall be substantially interfered with, by reason of picketing, strike, embargo, injunction, act of war, terrorism, act of God, fire or state of emergency declared by any government agency or by reason of any municipal, state or federal law or regulation or by reason of any other occurrence beyond the control of exhibit management, exhibit management may cancel or terminate the exhibition. In the event of such cancellation or termination, the exhibitor waives any and all claims the exhibitor might have against exhibit management for damages or expenses and agrees to accept in complete settlement and discharge of all claims against exhibit management the exhibitor’s prorated share of the total amount paid by all exhibitors less all costs and expenses incurred by exhibit management in connection with the exhibition including a reserve for future claims and expenses in connection therewith. In case exhibit management shall for any reason determine to cancel or terminate the exhibition, the exhibitor waives all claims the exhibitor might have against exhibit management for damages or expenses and agrees to accept in complete satisfaction and discharge of all claims against exhibit management a refund of all amounts paid by the exhibitor to exhibit management in accordance with this agreement.

I agree to the 2018 NORA Exhibitor Terms & Conditions. (Must be signed prior to booth assignment)

SIGNATURE:

DATE:
2018 SPONSORSHIPS
CONFERENCE & TRADE SHOW
RANCHO MIRAGE, CALIFORNIA | NOVEMBER 7-10, 2018

- **Closing Party Naming Rights** * $7500
  Exclusive Sponsorship – Only 1 available. Available on a first come, first serve basis. Includes prominent logo placement everywhere closing party is mentioned - large signage at event, NORA website, Conference Book cover, Liquid Recycling magazine, conference agenda and on each table at closing party. Also includes Level 1 Closing Party Sponsor benefits.

- **Level 1 Closing Party Sponsor** $5000
  Only 4 available. Your logo will be featured on the front cover of the Conference Book, a commemorative photo jacket, and displayed at the Closing Party. You also receive a reserved table for ten registered attendees/companions in premier location at the closing party, Closing Party Sponsor ribbon on badge, recognition at Closing Party dinner, full page color ad in Conference Book ($625 value), color logo with company/exhibitor index in Conference Book, and logo on the “thank you” page in post-Conference Magazine.

- **Premier Sponsor** * $5000
  Your logo will be featured on the front cover of the Conference Book and on all name badges. You receive the back cover ad of the conference book. Your company will be thanked at the opening session and your logo will be screen-printed on the tote bags distributed at registration.

- **Lanyard Sponsor** * $2900
  Your company logo will be printed on the lanyard handed to all attendees.

- **Key Card Sponsor** * $2900
  Your logo will be printed on key cards distributed to NORA guests at hotel check-in.

- **Water Bottle Sponsor** * $2300
  Your logo will be printed on the bottles of water that will be set at every seat at the beginning of the conference on Thursday morning.

- **Notebook Sponsor** * $2200
  Your logo will be on the notebook placed at each seat at the beginning of the conference on Thursday morning.

- **Audio / Visual Sponsor** * $2000
  Your logo will be prominently displayed when the “splash screen” is displayed in the main meeting room. As an added bonus, a free full page color ad in the conference book is included (a $625 value).

- **Keynote Speaker Sponsor** $2000
  Your company will be thanked prior to the speaker’s keynote address and you will have the opportunity to address the entire group for one minute. Your logo will appear on a large screen behind the speaker at the beginning of the keynote address. In addition, you will have an exclusive opportunity to meet with the speaker before the event.

- **Level 2 Closing Party Sponsor** $2,000
  Only 8 available. Your logo will be featured on the front cover of the Conference Book, a commemorative photo jacket, and displayed at the Closing Party. You also receive a Closing Party Sponsor ribbon on badge, recognition at Closing Party dinner, half page color ad in Conference Book ($475 value), color logo with company/exhibitor index in Conference Book, and logo on the “thank you” page in post-Conference Magazine.

- **Gold Sponsor** $1800
  Your logo will be printed on the front cover of the Conference Book and on large signage at the event. You receive a free full page color ad in the event book and your company will be thanked at the opening session. Includes a golf hole sponsorship and company logo printed on the conference bags. For logo on bag, please order by Sept. 28 (10 available).

- **Drink Ticket Sponsor** $1000
  Your logo will be printed on the drink tickets for the Wednesday Opening Reception and on signs around the bar. Please order by Oct. 19 to allow time for printing.

- **Level 3 Closing Party Sponsor** $1000
  Only 12 available. Your logo will be featured on the front cover of the Conference Book, a commemorative photo jacket, and displayed at the Closing Party. You also receive a Closing Party Sponsor ribbon on badge, recognition at Closing Party dinner, black and white logo with company/exhibitor index in Conference Book, and logo on the “thank you” page in post-Conference Magazine.

- **Floor Sponsor** $800
  Your full-color logo or ad will be displayed on 3 large floor signs in the lobby of the conference center.

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continued...
# 2018 Sponsorships

## Conference & Trade Show

**Rancho Mirage, California | November 7-10, 2018**

<table>
<thead>
<tr>
<th>Sponsorship</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Charging Station Sponsor</td>
<td>$600</td>
</tr>
<tr>
<td>Bag Sponsor</td>
<td>$550</td>
</tr>
<tr>
<td>Event Page Logo</td>
<td>$500</td>
</tr>
<tr>
<td>Level 4 Closing Party Sponsor</td>
<td>$500</td>
</tr>
<tr>
<td>Golf Lunch Sponsor</td>
<td>$500</td>
</tr>
<tr>
<td>Grand Opening Exhibit Reception</td>
<td>$450</td>
</tr>
<tr>
<td>Bag Insert Sponsor</td>
<td>$325</td>
</tr>
<tr>
<td>Spouse Brunch Sponsor</td>
<td>$300</td>
</tr>
<tr>
<td>Candy Bowl Sponsor</td>
<td>$275</td>
</tr>
<tr>
<td>Level 5 Closing Party Sponsor</td>
<td>$250</td>
</tr>
<tr>
<td>Thursday Continental Breakfast</td>
<td>$250</td>
</tr>
<tr>
<td>Friday Continental Breakfast</td>
<td>$250</td>
</tr>
<tr>
<td>Golf Hole Sponsor</td>
<td>$225</td>
</tr>
<tr>
<td>Level 5 Closing Party Sponsor</td>
<td>$250</td>
</tr>
<tr>
<td>Thursday Continental Breakfast</td>
<td>$250</td>
</tr>
<tr>
<td>Friday Continental Breakfast</td>
<td>$250</td>
</tr>
<tr>
<td>Golf Hole Sponsor</td>
<td>$225</td>
</tr>
</tbody>
</table>

## Notes

* Only ONE available. These items are offered via lottery. Email casey@noranews.org by August 3, 2018 to enter the lottery. To receive full promotional consideration in print materials, please submit sponsorships by September 28, 2018. After this date, sponsorships are still welcome but may receive different promotional consideration.

Non-Members add $1000 to purchase price of all sponsorships.
### CONFERENCE BOOK ADVERTISING

The conference book is distributed to attendees, new members who join throughout the year and posted on the NORA website. Attendees refer to this book for contact information for all attendees and exhibitors, the event agenda, and exhibitor and speaker information. NORA will design your ad for free. *Inside Front and Back Cover ads are assigned via lottery on August 3, 2018*

<table>
<thead>
<tr>
<th>Ad Type</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Back Cover Ad</td>
<td>Included with premier sponsorship</td>
</tr>
<tr>
<td>Inside Front Cover Ad *</td>
<td>$1,100</td>
</tr>
<tr>
<td>Inside Back Cover Ad *</td>
<td>$950</td>
</tr>
<tr>
<td>Full Page Color Ad (7-1/2” x 10”)</td>
<td>$625</td>
</tr>
<tr>
<td>Full Page Black &amp; White Ad (7-1/2” x 10”)</td>
<td>$475</td>
</tr>
<tr>
<td>Half Page Color Horizontal Ad (7-1/2” x 5”)</td>
<td>$475</td>
</tr>
<tr>
<td>Half Page Black &amp; White Horizontal Ad (7-1/2” x 5”)</td>
<td>$260</td>
</tr>
<tr>
<td>Half Page Color Vertical Ad (3-3/4” x 10”)</td>
<td>$475</td>
</tr>
<tr>
<td>Half Page Black &amp; White Vertical Ad (3-3/4” x 10”)</td>
<td>$260</td>
</tr>
<tr>
<td>Third Page Color Ad (7-1/2” x 3-1/2”)</td>
<td>$375</td>
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<tr>
<td>Third Page Black &amp; White Ad (7-1/2” x 3-1/2”)</td>
<td>$200</td>
</tr>
<tr>
<td>Color Logo by Company Index (1” high)</td>
<td>$150</td>
</tr>
<tr>
<td>Color Logo by Exhibitor Index (1” high)</td>
<td>$150</td>
</tr>
</tbody>
</table>

### SUBMIT SPONSORSHIP/ADVERTISING FORM

**CONTACT INFORMATION**

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>Company</td>
<td>Email</td>
</tr>
</tbody>
</table>

**PAYMENT OPTIONS**

Total Amount Due $____________

☐ Check (payable to NORA)  ☐ American Express  ☐ Visa  ☐ MasterCard

Name on Card

<table>
<thead>
<tr>
<th>Signature</th>
</tr>
</thead>
<tbody>
<tr>
<td>Card Number</td>
</tr>
</tbody>
</table>

Billing Street Number & Zip (if different than above)  Email to send receipt (if different than above)

**SUBMIT YOUR AGREEMENT**

Credit Card Only:  Email casey@noranews.org or fax 703-753-2445
Check or Credit Card:  Mail to 7250 Heritage Village Plaza, Suite 201 Gainesville, VA 20155
Questions:  Call 703-753-4277 or email casey@noranews.org