



AN ASSOCIATION OF RESPONSIBLE RECYCLERS

2018 TRADE SHOW PROSPECTUS

NORA Annual Conference & Trade Show
Omni Rancho Las Palmas
Rancho Mirage, California
November 7-10, 2018



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



CONFERENCE & TRADE SHOW MEMBER TESTIMONIALS

*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.

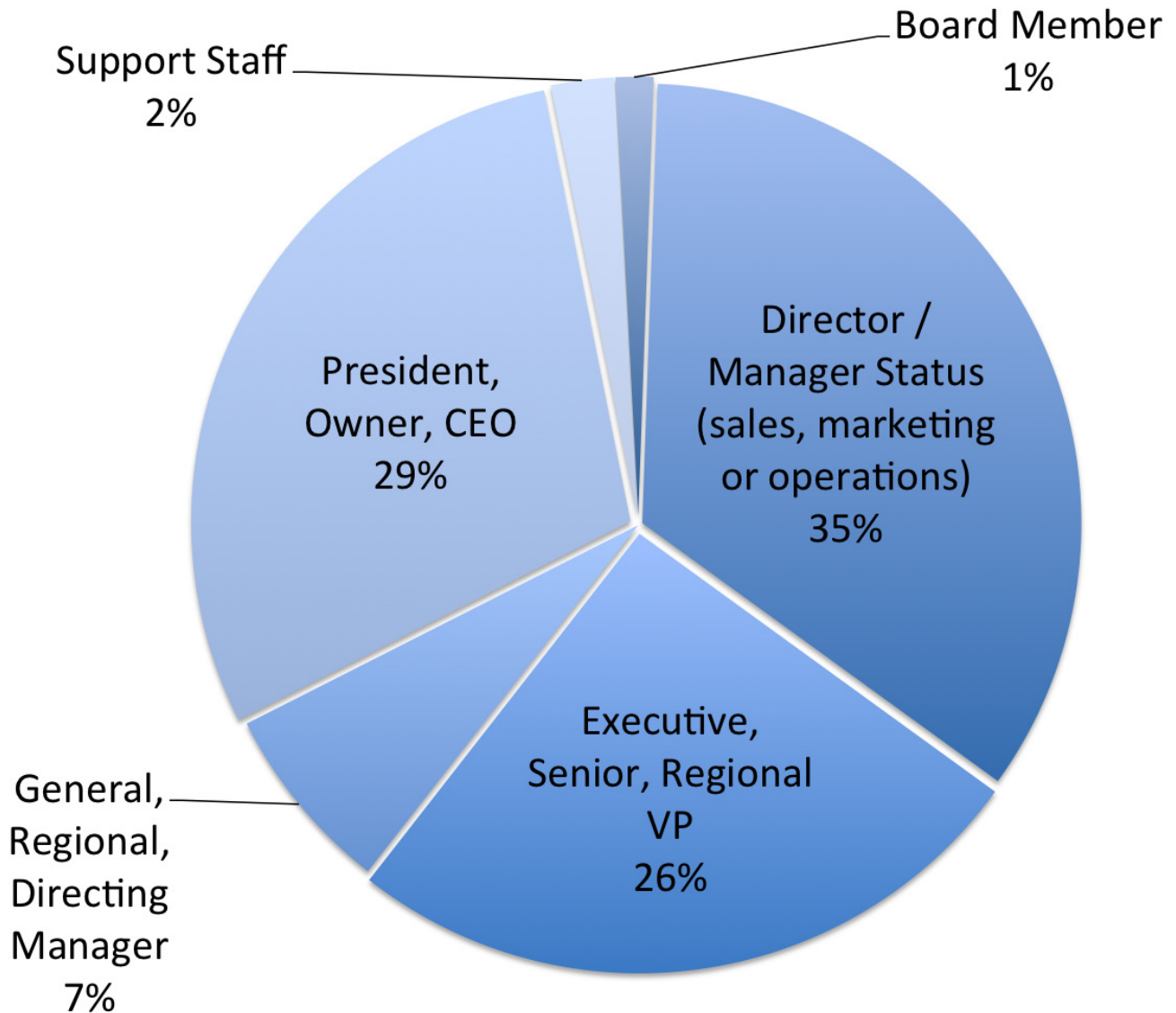
*The **networking opportunities were endless** and I made quite a few contacts that I would have probably never made if I wasn't a part of this unbelievable association.*

- Bill Ensor, B & E Oil Svcs. Inc.



2017 CONFERENCE & TRADE SHOW DECISION-MAKING ATTENDEES

2017 NORA Attendees





2017 TRADE SHOW ATTENDEES

Representatives of the following companies attended NORA's last Conference & Trade Show:

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

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 & Environ-
mental, 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
AECOM 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
Enevo, 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
Porocel 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
2:00 PM - 7:00 PM
3:00 PM - 4:00 PM
4:00 PM - 4:30 PM
4:30 PM - 8:30 PM

Exhibitor Set Up
Conference Check-In/Registration
Board Member Meeting
New Member/Board Member Reception
Grand Opening Reception in Trade Show

THURSDAY, NOVEMBER 8

7:00 AM - 11:45 AM
7:00 AM - 8:00 AM
8:00 AM - 10:00 AM
10:00 AM - 10:30 AM
10:30 AM - 11:30 AM
10:30 AM - 12:00 PM
12:30 PM - 7:00 PM

Conference Check-In
Continental Breakfast in Trade Show
NORA Opening Session
Refreshment Break in Trade Show
Spouse/Guest Brunch, Open to Registered Spouses/Guests
Conference Sessions
NORA Golf Tournament

FRIDAY, NOVEMBER 9

7:30 AM - 8:30 AM
8:30 AM - 10:00 AM
10:00 AM - 11:00 AM
11:15 AM
11:00 AM - 1:00 PM
5:00 PM - 9:00 PM

Continental Breakfast in Trade Show
Conference Sessions
Refreshment Break in Trade Show
Trade Show Tear Down
Conference Sessions
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

BOOTH **\$2195**

Booth includes an 8 foot high back drape divider, 6 foot skirted table, wastebasket, ID sign, and two chairs.

BOOTH AND BACKDROP BANNER **\$3195**

Includes everything from the booth package plus: A custom banner that will allow you to show up with your literature and handouts and be 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" wide by 7'6" tall.

ADDITIONAL BOOTH **\$750/EACH**

Includes pipe and drape. This does not include additional booth personnel or furnishings. An additional 8 x 10 space for additional display area.

ADDITIONAL BOOTH PERSONNEL **\$399/EACH**

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.

ELECTRICITY **\$200**

Electricity is purchased for the duration of the event. This does not include a power strip.

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.

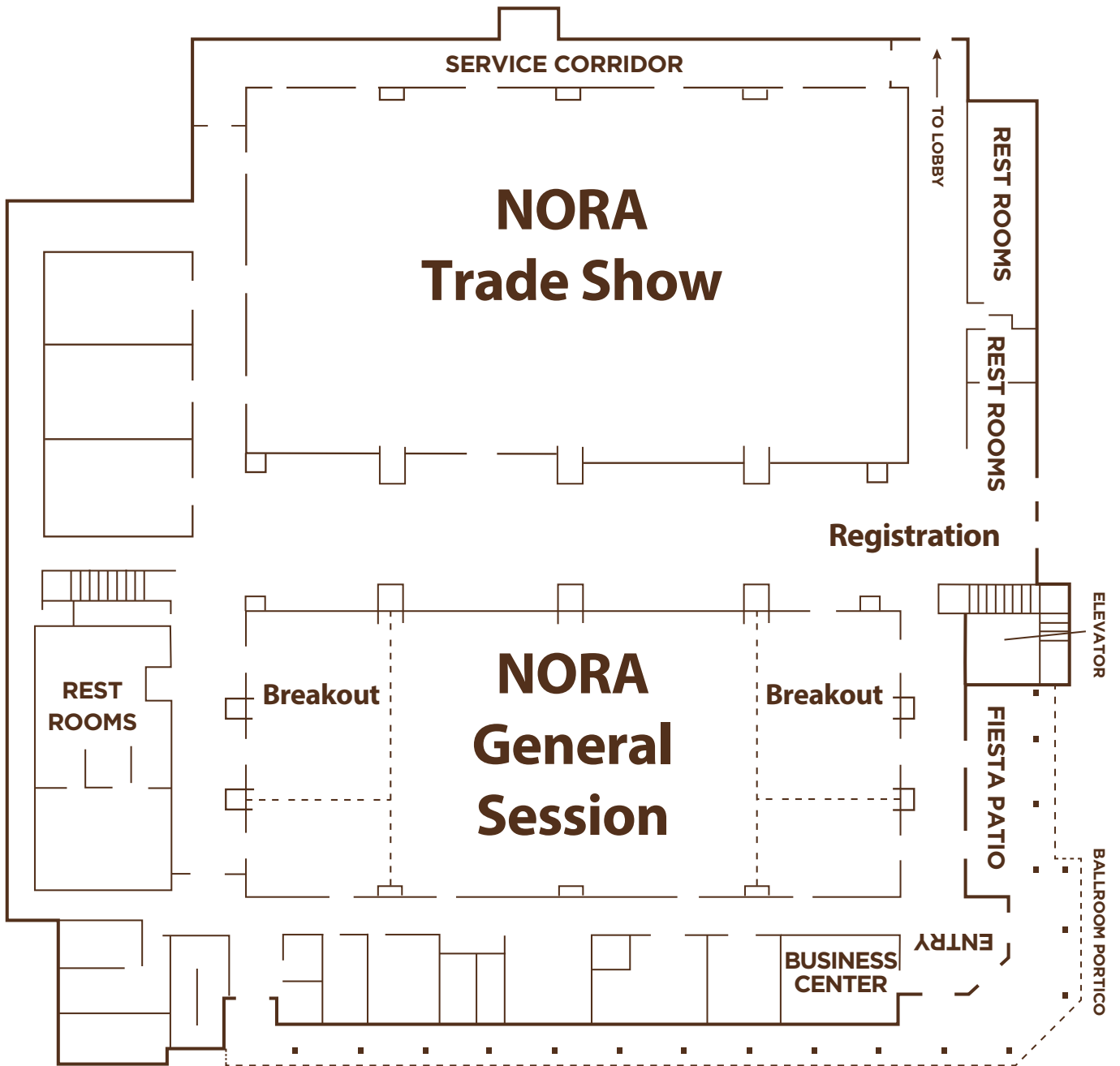
EXHIBITOR TIMELINE AND DEADLINES

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



NORA OVERALL FLOORPLAN

OMNI RANCHO LAS PALMAS





Rancho Mirage, California | November 7-10, 2018

2018 NORA EXHIBIT AGREEMENT

Include name of organization exactly as you want it to appear in all publications.

Return this sheet, signed terms and conditions, and booth personnel registration form.

By submitting this agreement, you agree to all terms and conditions of exhibiting.

CONTACT INFO

Company _____		Badge Name _____	
Primary Booth Personnel _____		Title _____	
Primary Point of Contact (If different) _____			
Address _____	City _____	State _____	Zip _____
Phone _____	Email _____	Web _____	

BOOTH ORDER INFORMATION

REFERRED BY (OPTIONAL):

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.

Item	Member	Non-Member	Subtotal
Booth	<input type="checkbox"/> \$2195	<input type="checkbox"/> \$3500	\$ _____
Booth and New Backdrop Banner	<input type="checkbox"/> \$3195	<input type="checkbox"/> \$4500	\$ _____
Additional 8x10 Booth Space	<input type="checkbox"/> \$750		\$ _____
Electricity (until Nov. 2)	<input type="checkbox"/> \$200		\$ _____
Additional Booth Personnel (Use next sheet)	<input type="checkbox"/> \$399		\$ _____
Spouse/Companion Package	<input type="checkbox"/> \$275		\$ _____
Golf	<input type="checkbox"/> \$125		\$ _____
Golf Club Rental	<input type="checkbox"/> \$65		\$ _____

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, #201Gainesville, VA 20155
 - Will pay online: following processing of paperwork, a secure payment link will be emailed to you



Rancho Mirage, California | November 7-10, 2018

2018 NORA ADDITIONAL BOOTH PERSONNEL REGISTRATION FORM

Complete a separate form for each booth personnel. Purchasing a booth includes ONE booth personnel. For additional personnel, the registration fee applies.

CONTACT INFO

Name	Badge Name		
Address	City	State	Zip
Phone	Email	Web	

OPTIONS FOR PURCHASE

Item	Member	Non-Member	Subtotal
First Booth Personnel (<i>Included With Booth</i>)	<input type="checkbox"/> \$0	<input type="checkbox"/> \$0	\$ _____
Additional Booth Personnel (<i>Maximum of 3</i>)	<input type="checkbox"/> \$399	<input type="checkbox"/> \$800	\$ _____
Spouse/Companion: Full Package	<input type="checkbox"/> \$275	<input type="checkbox"/> \$900	\$ _____
Spouse/Companion: Closing Party Only	<input type="checkbox"/> \$209	<input type="checkbox"/> \$900	\$ _____
Golf*	<input type="checkbox"/> \$125		\$ _____
Golf Club Rental	<input type="checkbox"/> \$65		\$ _____

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

TOTAL \$ _____

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

DETAILS

Spouse/Companion: 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.

Name on Card	Signature	
Card Number	Exp. Date	Security Code
Billing Street Number & Zip (if different than above)	Email to send receipt (if different than above)	

SUBMIT YOUR AGREEMENT

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 - Will pay online: following processing of paperwork, a secure payment link will be emailed to you



2018 NORA Exhibitor Terms and Conditions

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 space 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. Please 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 Exhibitors' 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 all 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, on 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, on 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, on 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.

continued...

2018 SPONSORSHIPS

CONFERENCE & TRADE SHOW

RANCHO MIRAGE, CALIFORNIA | NOVEMBER 7-10, 2018

- Charging Station Sponsor** **\$600**
Your logo will be prominently displayed at a charging station near the registration desk to supply power for mobile devices.
- Bag Sponsor** **\$550**
Your logo will be printed on the conference bags distributed to attendees. Available through September 28 to allow time for printing.
- Event Page Logo** **\$500**
Your company logo on the main event page on NORA website.
- Level 4 Closing Party Sponsor** **\$500**
Your logo will be featured on 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.
- Golf Lunch Sponsor** **\$500**
Your company will be recognized on the box lunches placed in each cart at the start of the tournament. This sponsorship includes a Golf Hole Sponsor Sign.
- Grand Opening Exhibit Reception** **\$450**
Your logo will be prominently displayed on all signs for the reception and printed next to the event on conference agendas.
- Bag Insert Sponsor** **\$325**
You provide the insert and NORA will distribute it in the conference or golf bags. Examples include hats, cozies, flyers, etc. Please deliver items to hotel by November 6.
- Spouse Brunch Sponsor** **\$300**
Your logo will be printed next to the event on conference agendas.
- Candy Bowl Sponsor** **\$275**
Your logo will be displayed around the NORA Candy Bowl at the registration table. - Only six available
- Level 5 Closing Party Sponsor** **\$250**
Your logo will be featured on 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, and logo on the "thank you" page in post-Conference Magazine.
- Thursday Continental Breakfast** **\$250**
Your logo will be prominently displayed on signage at the breakfast and included next to this event on conference agendas.
- Friday Continental Breakfast** **\$250**
Your logo will be prominently displayed on signage at the breakfast included next to this event on conference agendas.
- Golf Hole Sponsor** **\$225**
Your logo will be printed on a sign placed at one of the holes during the golf tournament.

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.

SPONSORSHIP & ADVERTISING OPPORTUNITIES (CONTINUED)

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*

- Back Cover Ad** **Included with premier sponsorship**
- Inside Front Cover Ad *** **\$1,100**
- Inside Back Cover Ad *** **\$950**
- Full Page Color Ad (7-1/2" x 10")** **\$625**
- Full Page Black & White Ad (7-1/2" x 10")** **\$475**
- Half Page Color Horizontal Ad (7-1/2" x 5")** **\$475**
- Half Page Black & White Horizontal Ad (7-1/2" x 5")** **\$260**
- Half Page Color Vertical Ad (3-3/4" x 10")** **\$475**
- Half Page Black & White Vertical Ad (3-3/4" x 10")** **\$260**
- Third Page Color Ad (7-1/2" x 3-1/2")** **\$375**
- Third Page Black & White Ad (7-1/2" x 3-1/2")** **\$200**
- Color Logo by Company Index (1" high)** **\$150**
- Color Logo by Exhibitor Index (1" high)** **\$150**

SUBMIT SPONSORSHIP/ADVERTISING FORM

CONTACT INFORMATION

Name Title

Company Email

PAYMENT OPTIONS

Total Amount Due \$ _____ *All payments are in US Dollars, drawn on US Bank.*

- Check (payable to NORA) American Express Visa MasterCard

Name on Card Signature

Card Number Exp. Date Security Code

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