



AN ASSOCIATION OF RESPONSIBLE RECYCLERS

2020 TRADE SHOW PROSPECTUS

NORA Annual Conference & Trade Show
Westin La Paloma
Tucson, Arizona
November 11-14, 2020



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.

2020- Tucson, Arizona

2019- Naples, Florida

2018- Rancho Mirage, California

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



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, Noble Oil

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 Plessis, 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.

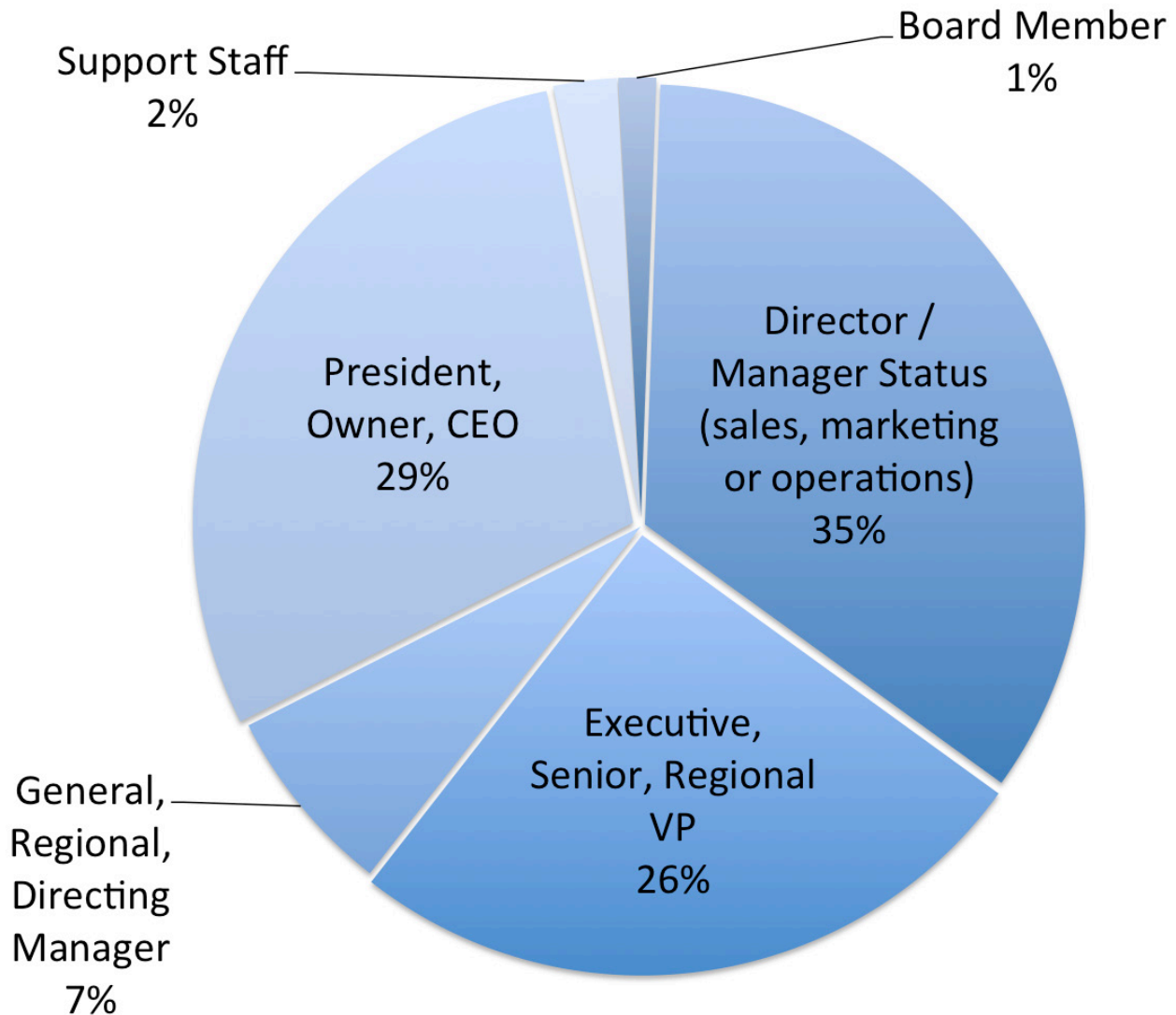
*The **networking opportunities were endless** and I made quite a few contacts that I would have probably never made if I wasn't a part of this unbelievable association.*

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



2019 CONFERENCE & TRADE SHOW DECISION-MAKING ATTENDEES

2019 NORA Attendees





2019 TRADE SHOW ATTENDEES

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

Aaron Oil Company, LLC, a Tradebe Company	Dober Chemical Corporation	Innovative Fluids
AB Environmental	Eco-Maxx	INSERV
Adcon Environmental, LLC	EcoLube Recovery LLC	InTerraChem, LLC
AECOM Corporation	Eldredge, Inc.	Ironshore Environmental
Aevitas Specialty Services Corp.	EMC Oil Co	J & J Waste Oil Inc
Air Products	Engine & Accessory, Inc.	Jaxon Filtration
Altom Transport, Inc	Enterprise Oil	Jebro Inc
AMCS	Environmental Oil Recovery	LeBeouf Towing
American Testing Technologies	Environmental Recovery Corporation	Liquid Environmental Solutions
Argus Media	Environmental Specialists Inc	Lone Wolf Petroleum Co
ASI Environmental	EnviroSolids, L.L.C.	Loren C Scott & Associates Inc
Avista Oil	Envitech Inc.	Lub y Rec de Mexico S.A. de C.V.
Axelrod Energy Projects, LLC	Eurecat US	Lube-Tech
B & E Oil Svcs. Inc.	Evolution Sorbent Products a NPS Company	Luzon Environmental Services
BC Used Oil Management Association	ExxonMobil Fuels and Lubricants	Marsh & McLennan Agency - Environmental Insurance Group
Bedford Industries, Inc	FLIR	Maximum Oil Services
Blue Process Advisors, LLC	Flottweg Separation Technology, Inc.	MemBrain s.r.o.
Bright Technologies a Division of Sebright Products, Inc.	Fountain Industries LLC	Midwest Environmental Services
Brown Industrial Inc	Fuel Source LLC	Midwest Gas
Buck's Oil Company	GEA Group	Mielke Environmental
C Stoddard & Sons Inc	Gen III Oil Corporation	Minnesota Petroleum Service, Inc.
Catalyst Trading Co, LTD	Georgia Petroleum Inc.	Modern Fuels LLC
Centrisys	GFL Environmental Inc.	MultiTherm LLC
ChemTec LLC	Global Fuel Recovery, LLC	Murphy Petroleum Transport LLC
ChemTreat	GTech USA	Noble Oil Services Inc.
Circon Environmental	Harvest Fuels	NOCO Energy Corp
Clean Burn LLC	Haz~Mat Environmental Services	Oil Re-Refining Company
Clean Water of New York, Inc.	Hazleton Oil & Environmental, Inc.	Oilmens Truck Tanks Inc.
Cleantech Environmental Inc.	Heritage - Crystal Clean, LLC	Olein Recovery Corporation
Cliff Berry Inc.	Holston Environmental Services, Inc.	ON SPEC OIL & FUEL/US FUEL OIL
Colas Inc.	HOWCO Environmental Services	Onken Inc
Construction Resources Management	Hydrodec of North America, LLC	ORG CHEM Group, LLC
CRH Americas Materials	Imperial Industries Inc.	Origin
Dexsil Corporation	InCon Process Systems - GIG	OSI Environmental
DFW Waste Oil Service, Inc.	Karasek GmbH	Pacific Environmental Corporation

Continued...



2019 TRADE SHOW ATTENDEES

Continued...

Par-Kan Company
Paradise Energy
Paratherm a Division of Lubrizol
PegEx, Inc.
PESCO - Pragmatic Environmental Solutions Company
Petroleum Recycling Corp
Petromax, Ltd
Porocel International
Progressive Rail, Inc
PT
Quala Environmental Services
Quest Resource Management Group
Radian Chemicals LLC
Ramos Environmental Services
Rational Energies HC, Inc.
Recycle Oil Co
RND Service LLC
Rock Oil Refining Inc
Rogue Waste Recovery & Environmental, Inc.
Roper Pump Company
Safety Research Consultants, Inc.
Safety-Kleen, a Clean Harbors Company
Sam Industrie
Saskatchewan Association for Resource Recovery
Schumacher Consulting, LLC
Seneca Tank
Sequoia Global Inc.
Southern Oil Refining
SpecOil
SpillTech
Spirit Energy Services, LLC
Strategic Transportation Resources Inc
Summit Environmental Technologies
Sunrise Environmental Corporation
Sweet Gazoil Inc.
Synergy Recycling, LLC
Systech Environmental Corp
Terrapure Environmental
Thermopac Process Engineering LLP
Titan Logix Corp.
TopSail Energy LP
Trailside Consulting, LLC
Trihydro Corporation
Turn-Key Environmental
Uni-ram Corporation
US Foundry
Valicor Environmental Services, LLC
Veolia North America
Vertex Energy Inc
Vesco Oil Corporation
WasteBits
Water Integrated Treatment Systems, LLC
WC Leasing
World Oil Corp
World Petroleum Corp
World Petroleum Corp.
Xeray Systems Inc
XL Insurance, Division of AXA
YES Management



PAST TRADE SHOW EXHIBITORS

PAST NORA TRADE SHOW EXHIBITORS INCLUDE:

AECOM Corporation
Aevitas Specialty Servies Corp.
AFES, Inc.
Air Products & Chemicals
Allen Woods and Associates Inc.
AMCS
American Testing Technologies
AMSPEC Services, LLC
ATEK Access Technologies
Automotive Fluid Recycling
BASE Engineering
Bedford Industries, Inc
Bright Technologies
a Div. of Sebright Products, Inc.
Brown Gibbons Lang & Comp. LLC
Brown Industrial Inc
Build-All Corporation
Catalyst Services, Inc.
Catalyst Trading Co, Ltd.
Centrifuge Services, Inc.
Centrisys
Chem-Aqua, Inc.
Chem-Tainer Industries
ChemChamp North Am. Corp
Chemical Engineering Partners
ChemTec, LLC
Chemtreat
Clarus Technologies LLC
Clean Burn LLC
Cleantech Environmental
Clear Computing, Inc.
Coco Products
Continental Refining Company
Cuda Aqueous Parts Washers
DeMenno-Kerdoon
Dexsil Corporation
DLA Disposition Services
Dober Chemical Corporation
Dolphin Centrifuge
Dragon Products, Ltd.
Eastman Chemical Co
Ecube Labs
EHS Momentum
Enevo, Inc.
Engine & Accessory Inc
EnviroSolids, L.L.C.
Envitech Inc.
Erpek Engineering & Consulting
eTank Systems
Eurecat US
Evolution Sorbent Products, a NPS Company
FL Dept of Environmental Protection
FLIR

Flottweg Separation Technology, Inc.
Fluid Solutions GmbH
Fountain Industries LLC
GEA Group
General Combustion Corp
Graymills
GTech USA
Gulf City Body and Trailer Works, Inc.
H2P Wireless Solutions
Haz~Mat Environmental Services
Hawaii Diesel Production Company
Heatec, Inc.
Husky Corporation
IMACC Recycling Solutions
Imperial Industries
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
Magido USA
Marsh & McLennan Agency
MemBrain s.r.o.
MemPore Environmental Technologies
Minnesota Petroleum Service Inc.
Merichem Co.
Modern Fuels, LLC
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
PegEx, Inc.
PESCO-Pragmatic Environmental Solutions
Company
Petroleum Solids Control, Inc.
Prestone Products
Porcel International, LLC
Praxair, Inc.
Process Heating Co.
Process Resource Group, Inc
Progress Tank
Progressive Rail Incorporated
Quantum Analytics
RADCO Industries
Radian Chemicals LLC
Roper Pump Incorporated
RSI Logistics
Seneca Tank
Sequoia Global Inc.
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
ThermoEnergy Corp
The Ultragen Group Ltd.
Thermopac Process Engineering LLP
Titan Logix Corp.
Transcourt Tank Leasing Inc.
Tri-State Tank, LLC
Trihydro Corporation
Truck Works LLC
Uni-ram Corporation
Unitek Solvent Services, Inc.
Univar
US EPA
US Foundry
US Peroxide, LLC
Vertex Energy
VeruTEK Technologies
VTA GmbH & Co., KG
WasteBits
Weatherford
Wechsler Technologies
XL Insurance, Division of AXA
Zurich



2020 NORA ANNUAL CONFERENCE & TRADE SHOW AGENDA

NOVEMBER 11-14, 2020 | Tucson, Arizona

(Subject to Change)

WEDNESDAY, NOVEMBER 11

10:00 AM - 2:00 PM	Exhibitor Check- In/Set Up
2:00 PM - 7:00 PM	Attendee 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

All exhibitors, attendees, registered spouse/companions welcome

THURSDAY, NOVEMBER 12

7:00 AM - 11:45 AM	Conference Check-In/ Registration
7:00 AM - 8:00 AM	Continental Breakfast in Trade Show
8:00 AM - 10:00 AM	NORA Opening Session & Keynote Speaker
10:00 AM - 10:30 AM	Refreshment Break in Trade Show
10:30 AM - 11:30 AM	Spouse/Companion Brunch, Open to Registered Spouses/Companions
10:30 AM - 12:00 PM	Conference Sessions
12:30 PM - 7:00 PM	NORA Golf Tournament
	<i>Pre-Registration Required</i>
1:00 PM - 5:00 PM	Optional Spouse/Companion Tour
	<i>Pre-registration required</i>

FRIDAY, NOVEMBER 13

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	Trade Show Tear Down
11:00 AM - 1:00 PM	Conference Sessions
1:30 PM - 5:30 PM	NORA Off Site Activity - TBD
	Pre-Registration Required
6:00 PM - 10:00 PM	NORA Closing Party
	<i>All exhibitors, attendees, speakers, and registered spouses/companions are invited to attend this great event!</i>

SATURDAY, NOVEMBER 14

All day	Activities on your own (shopping, tours, departures, etc.)
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*Trade show hours are in bold



2020 EXHIBITOR INFORMATION

Booth Assignment Deadlines:

Assignments For Past Exhibitors: June 8, 2020 * | Assignments for New Exhibitors: June 9, 2020

* Exhibitors who reserve and pay 50% deposit by June 5, 2020 will be eligible for initial 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 back wall 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

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 11. Exhibitors must have their displays in complete order by 2:00 PM.

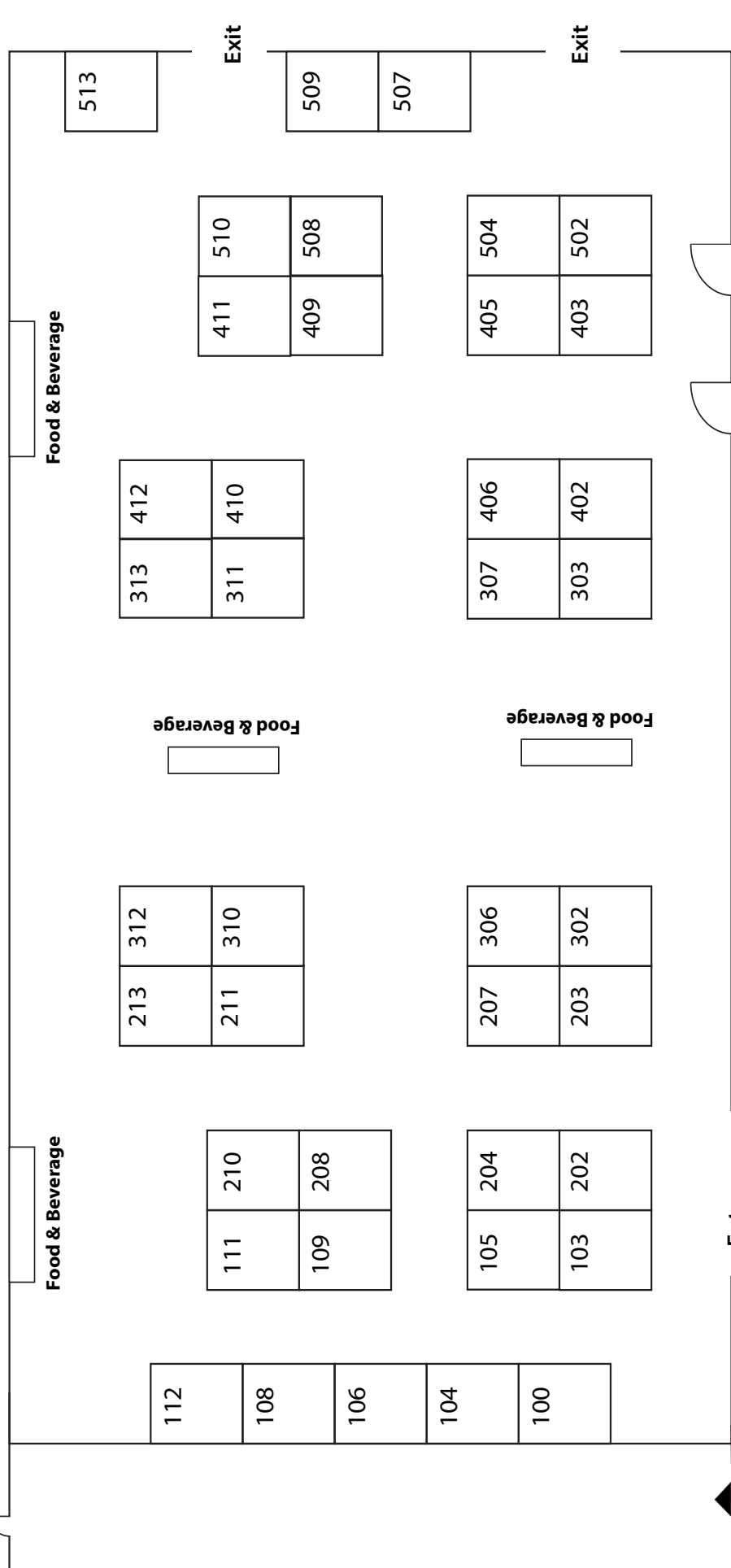
DISMANTLE INFORMATION

Packing and removal of exhibits will begin at 11:15 AM on Friday, November 13, and must be completed by 2:00 PM.

EXHIBITOR TIME LINE AND DEADLINES

June 5	Deadline to submit completed exhibitor agreement and deposit to be included in initial booth assignments	Oct. 9	Submit Artwork to NORA for Sponsorship and Advertising at the Conference
June 8	Assignments for Past Exhibitors	Oct. 31	Hotel Registration Cut Off Date
June 9	Assignments for New Exhibitors	Nov. 10	Suggested Arrival Date for Exhibitors to Naples
July 6	Submit Advertising Order for <i>Liquid Recycling Magazine Issue 3: The Pre Conference Issue</i>	Nov. 11-14	NORA Conference & Trade Show
Aug. 28	Payment in Full Deadline		

NORA AN ASSOCIATION OF RESPONSIBLE RECYCLERS
2020 ANNUAL CONFERENCE & TRADE SHOW
 THE WESTIN LA PALOMA RESORT & SPA | TUCSON, ARIZONA | NOVEMBER 11-14, 2020



FOYER

General Session



Tucson, Arizona | November 11-14, 2020

2020 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

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 28, 2020. After August 28, 2020, new booth sales need to be paid in full to reserve your space.

REFERRED BY (OPTIONAL):

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"/> \$95		\$ _____
Golf Club Rental	<input type="checkbox"/> \$70		\$ _____

TOTAL \$ _____

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

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



Tucson, Arizona | November 11-14, 2020

2020 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"/> \$95		\$ _____
Golf Club Rental	<input type="checkbox"/> \$70		\$ _____

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 12th 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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- 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



2020 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 28, 2020. A 50% non-refundable deposit will secure a booth until August 28, 2020. 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 28, 2020 may be forfeited or reassigned. Custom banners will not be printed until the booth is paid in full.
- 4. Refund for Cancellation - UPDATED FOR 2020.** 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 October 31, 2020 will receive a refund equal to the full price of the booth. No refunds will be allowed on cancellations after October 31, 2020, and space shall be forfeited. If the event is canceled, all registration fees paid to NORA will be fully refunded.
- 5. Contractor Service information.** In the best interest of the exhibitors, exhibit management has selected the Alliance Nationwide Exposition 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 Alliance Nationwide Exposition 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, Alliance Nationwide Exposition and Westin La Paloma, 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 2020 NORA Exhibitor Terms & Conditions. (Must be signed prior to booth assignment)

SIGNATURE: _____

DATE: _____

2020 SPONSORSHIPS

CONFERENCE & TRADE SHOW

TUCSON, ARIZONA | NOVEMBER 11-14, 2020

Closing Party Naming Rights - SOLD \$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

Only one available. 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 distributed 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 * \$2900

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 * \$2900

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).

Registration Sponsor* \$2000

Only one available. Your full color logo will be displayed on glass window cling over the NORA registration desk.

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 Bundle \$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 Oct 2 (10 available). For purchases after October 3, a level 4 closing party sponsorship will be substituted for the bag sponsorship.

Can Cooler Sponsor (Coozie Style)* \$1200

Only one available. Your company logo will be printed on the can coolers placed next to the bars in the Trade Show.

Drink Ticket Sponsor \$1000

Your logo will be printed on the drink tickets for the Wednesday Opening Reception and your company will receive extra drink tickets for the event. Please order by Oct. 16 to allow time for printing."

Level 3 Closing Party Sponsor \$1000

Only 12 available. Includes: Name on front cover of Conference Book, logo on Commemorative Photo Jacket, logo displayed at Closing Party, Closing Party Sponsor ribbon on badge, recognized at Closing Party dinner, black and white logo with Company Listing in Conference Book, logo on "Thank You" page in post-Conference NORA Magazine.

continued...

2020 SPONSORSHIPS

CONFERENCE & TRADE SHOW

TUCSON, ARIZONA | NOVEMBER 11-14, 2020

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|---|---|
| <input type="checkbox"/> Lip Balm Sponsor* \$1000
Only one available. Your company logo will be printed on the lip balms placed in the conference bags distributed to attendees. | <input type="checkbox"/> Charging Station Sponsor \$400
Your logo will be prominently displayed at a charging station near the registration desk to supply power for mobile devices. |
| <input type="checkbox"/> Floor Sponsor \$800
Your full-color logo or ad will be displayed on 3 large floor decals in the lobby of the conference center. | <input type="checkbox"/> Bag Insert Sponsor \$325
You provide the insert and NORA will distribute it in the conference or golf bags. Examples include hats, coozies, fliers, etc. Please deliver items to hotel by November 10. |
| <input type="checkbox"/> Bar Floor Sponsor \$800
Your full-color logo or ad will be displayed on 2 large floor decals on the floor of the hotel bar. | <input type="checkbox"/> Spouse Brunch Sponsor \$300
Your logo will be printed next to the event on conference agendas. |
| <input type="checkbox"/> Event Page Logo \$600
Your company logo on the main event page on NORA website. | <input type="checkbox"/> 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. |
| <input type="checkbox"/> Bag Sponsor \$550
Your logo will be printed on the conference bags distributed to attendees. Available through October 2 to allow time for printing. | <input type="checkbox"/> Thursday Continental Breakfast \$250
Your logo will be prominently displayed on signage at the breakfast and included next to this event on conference agendas. |
| <input type="checkbox"/> 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. | <input type="checkbox"/> Friday Continental Breakfast \$250
Your logo will be prominently displayed on signage at the breakfast and included next to this event on conference agendas. |
| <input type="checkbox"/> 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. | <input type="checkbox"/> Golf Hole Sponsor \$225
Your logo will be printed on a sign placed at one of the holes during the golf tournament. |
| <input type="checkbox"/> 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. | <input type="checkbox"/> Candy Bowl Sponsor \$175
Your logo will be displayed around the NORA Candy Bowl at the registration table. - Only six available |

NOTES

* Only ONE available. These items are offered via lottery. Email casey@noranews.org by August 28, 2020 to enter the lottery. To receive full promotional consideration in print materials, please submit sponsorships by October 2, 2020. 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 28, 2020.

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
Quarter Page Color Ad (3-3/4" x 5").....	\$275
Quarter Page B&W (3-3/4" x 5").....	\$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 - PAYMENT REQUIRED TO RECEIVE BOOTH ASSIGNMENT

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)

- 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