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
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 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.
2019 NORA Attendees

- President, Owner, CEO: 29%
- Executive, Senior, Regional VP: 26%
- Director / Manager Status (sales, marketing or operations): 35%
- General, Regional, Directing Manager: 7%
- Support Staff: 2%
- Board Member: 1%
Aaron Oil Company, LLC, a Tradebe Company
AB Environmental
Adcon Environmental, LLC
AECOM Corporation
Aevitas Specialty Services Corp.
Air Products
Alton Transport, Inc
AMCS
American Testing Technologies
Argus Media
ASI Environmental
Avista Oil
Axelrod Energy Projects, LLC
B & E Oil Svcs. Inc.
BC Used Oil Management Association
Bedford Industries, Inc
Blue Process Advisors, LLC
Bright Technologies a Division of Sebright Products, Inc.
Brown Industrial Inc
Buck’s Oil Company
C Stoddard & Sons Inc
Catalyst Trading Co, LTD
Centrisys
ChemTec LLC
ChemTreat
Circon Environmental
Clean Burn LLC
Clean Water of New York, Inc.
Cleantech Environmental Inc.
Cliff Berry Inc.
Colas Inc.
Construction Resources Management
CRH Americas Materials
Dexsil Corporation
DFW Waste Oil Service, Inc.
Dober Chemical Corporation
Eco-Maxx
EcoLube Recovery LLC
Eldredge, Inc.
EMC Oil Co
Engine & Accessory, Inc.
Enterprise Oil
Environmental Oil Recovery
Environmental Recovery Corporation
Environmental Specialists Inc
EnviroSolids, L.L.C.
Envitech Inc.
Eurecat US
Evolution Sorbent Products a NPS Company
ExxonMobil Fuels and Lubricants
FLIR
Flottweg Separation Technology, Inc.
Fountain Industries LLC
Fuel Source LLC
GEA Group
Gen III Oil Corporation
Georgia Petroleum Inc.
GFL Environmental Inc.
Global Fuel Recovery, LLC
GTech USA
Harvest Fuels
Haz-Mat Environmental Services
Hazleton Oil & Environmental, Inc.
Heritage - Crystal Clean, LLC
Holston Environmental Services, Inc.
HOWCO Environmental Services
Hydrodec of North America, LLC
Imperial Industries Inc.
InCon Process Systems - GIG
Karasek GmbH
Innovative Fluids
INSERV
InTerraChem, LLC
Ironshore Environmental
J & J Waste Oil Inc
Jaxon Filtration
Jebro Inc
LeBeouf Towing
Liquid Environmental Solutions
Lone Wolf Petroleum Co
Loren C Scott & Associates Inc
Lub y Rec de Mexico S.A. de C.V.
Lube-Tech
Luzon Environmental Services
Marsh & McLennan Agency - Environmental Insurance Group
Maximum Oil Services
MemBrain s.r.o.
Midwest Environmental Services
Midwest Gas
Mielke Environmental
Minnesota Petroleum Service, Inc.
Modern Fuels LLC
MultiTherm LLC
Murphy Petroleum Transport LLC
Noble Oil Services Inc.
NOCO Energy Corp
Oil Re-Refining Company
Oilmens Truck Tanks Inc.
Olein Recovery Corporation
ON SPEC OIL & FUEL/US FUEL OIL
Onken Inc
ORG CHEM Group, LLC
Origin
OSI Environmental
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 Services 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
Enovo, 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
Hawaii Mat Environmental Services
Hawaiian 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
Kleenext 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
RADC0 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 Ultragem 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
<table>
<thead>
<tr>
<th>Time</th>
<th>Event Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>WEDNESDAY, NOVEMBER 11</strong></td>
<td>Exhibitor Check-In/Set Up</td>
</tr>
<tr>
<td>10:00 AM - 2:00 PM</td>
<td>Attendee Check-In/Registration</td>
</tr>
<tr>
<td>2:00 PM - 7:00 PM</td>
<td>Board Member Meeting</td>
</tr>
<tr>
<td>3:00 PM - 4:00 PM</td>
<td>New Member/Board Member Reception</td>
</tr>
<tr>
<td>4:00 PM - 4:30 PM</td>
<td>Grand Opening Reception in Trade Show</td>
</tr>
<tr>
<td>4:30 PM - 8:30 PM</td>
<td>All exhibitors, attendees, registered spouse/companions welcome</td>
</tr>
<tr>
<td><strong>THURSDAY, NOVEMBER 12</strong></td>
<td>Conference Check-In/Registration</td>
</tr>
<tr>
<td>7:00 AM - 11:45 AM</td>
<td>Continental Breakfast in Trade Show</td>
</tr>
<tr>
<td>7:00 AM - 8:00 AM</td>
<td>NORA Opening Session &amp; Keynote Speaker</td>
</tr>
<tr>
<td>8:00 AM - 10:00 AM</td>
<td>Refreshment Break in Trade Show</td>
</tr>
<tr>
<td>10:00 AM - 10:30 AM</td>
<td>Spouse/Companion Brunch, Open to Registered Spouses/Companions</td>
</tr>
<tr>
<td>10:30 AM - 12:00 PM</td>
<td>Conference Sessions</td>
</tr>
<tr>
<td>12:30 PM - 7:00 PM</td>
<td>NORA Golf Tournament</td>
</tr>
<tr>
<td>1:00 PM - 5:00 PM</td>
<td>Optional Spouse/Companion Tour</td>
</tr>
<tr>
<td><strong>FRIDAY, NOVEMBER 13</strong></td>
<td>Continental Breakfast in Trade Show</td>
</tr>
<tr>
<td>7:30 AM - 8:30 AM</td>
<td>Conference Sessions</td>
</tr>
<tr>
<td>8:30 AM - 10:00 AM</td>
<td>Refreshment Break in Trade Show</td>
</tr>
<tr>
<td>10:00 AM - 11:00 AM</td>
<td>Trade Show Tear Down</td>
</tr>
<tr>
<td>11:15 AM</td>
<td>Conference Sessions</td>
</tr>
<tr>
<td>11:00 AM - 1:00 PM</td>
<td>NORA Off Site Activity - TBD</td>
</tr>
<tr>
<td>1:30 PM - 5:30 PM</td>
<td>Pre-Registration Required</td>
</tr>
<tr>
<td>6:00 PM - 10:00 PM</td>
<td>NORA Closing Party</td>
</tr>
<tr>
<td><strong>SATURDAY, NOVEMBER 14</strong></td>
<td>Activities on your own (shopping, tours, departures, etc.)</td>
</tr>
</tbody>
</table>

*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**

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

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

<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>$4695</td>
</tr>
<tr>
<td>Booth and New Backdrop Banner</td>
<td>$3195</td>
<td>$4500</td>
<td>$7695</td>
</tr>
<tr>
<td>Additional 8x10 Booth Space</td>
<td>$750</td>
<td></td>
<td>$750</td>
</tr>
<tr>
<td>Electricity (until Nov. 2)</td>
<td>$200</td>
<td></td>
<td>$200</td>
</tr>
<tr>
<td>Additional Booth Personnel (Use next sheet)</td>
<td>$399</td>
<td></td>
<td>$399</td>
</tr>
<tr>
<td>Spouse/Companion Package</td>
<td>$275</td>
<td></td>
<td>$275</td>
</tr>
<tr>
<td>Golf</td>
<td>$95</td>
<td></td>
<td>$95</td>
</tr>
<tr>
<td>Golf Club Rental</td>
<td>$70</td>
<td></td>
<td>$70</td>
</tr>
</tbody>
</table>

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.

<table>
<thead>
<tr>
<th>Name on Card</th>
<th>Signature</th>
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<table>
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<tr>
<th>Card Number (American Express, Visa or Mastercard accepted)</th>
<th>Exp. Date</th>
<th>Security Code</th>
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</table>

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:
  - [ ] Fax 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 ADDITIONAL BOOTH PERSONNEL REGISTRATION FORM

Tucson, Arizona | November 11-14, 2020

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

CONTACT INFO

<table>
<thead>
<tr>
<th>Name</th>
<th>Badge Name</th>
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OPTIONS FOR PURCHASE

<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>$800</td>
</tr>
<tr>
<td>Spouse/Companion: Full Package</td>
<td>$275</td>
<td>$900</td>
<td>$900</td>
</tr>
<tr>
<td>Spouse/Companion: Closing Party Only</td>
<td>$209</td>
<td>$900</td>
<td>$900</td>
</tr>
<tr>
<td>Golf*</td>
<td>$95</td>
<td>$95</td>
<td>$95</td>
</tr>
<tr>
<td>Golf Club Rental</td>
<td>$70</td>
<td>$70</td>
<td>$70</td>
</tr>
</tbody>
</table>

If you chose a spouse/guest package, please include their name here: ___________________________
If you selected golf, please include your average score: _____________________________________
TOTAL $_______

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 $__________

Name on Card | Signature
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Card Number | Exp. Date | Security Code
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Billing Street Number & Zip (if different than above) | Email to send receipt (if different than above)
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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, #201 Gainesville, VA 20155
  - Will pay online: following processing of paperwork, a secure payment link will be emailed to you

All payments are in US Dollars, drawn on US Bank.
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 Exhibit 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, or 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 spaces 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. Exhibit 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 rental at the time specified in the exhibit contract, exhibit management shall have the right to take possession of said space and use 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, with-out 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/her heirs, assigns, 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**

<table>
<thead>
<tr>
<th>Sponsorship Type</th>
<th>Fee</th>
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<tbody>
<tr>
<td>Closing Party Naming Rights - Sold</td>
<td>$7500</td>
</tr>
<tr>
<td>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.</td>
<td></td>
</tr>
<tr>
<td>Level 1 Closing Party Sponsor</td>
<td>$5000</td>
</tr>
<tr>
<td>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.</td>
<td></td>
</tr>
<tr>
<td>Premier Sponsor</td>
<td>$5000</td>
</tr>
<tr>
<td>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.</td>
<td></td>
</tr>
<tr>
<td>Lanyard Sponsor</td>
<td>$2900</td>
</tr>
<tr>
<td>Your company logo will be printed on the lanyard distributed to all attendees.</td>
<td></td>
</tr>
<tr>
<td>Key Card Sponsor</td>
<td>$2900</td>
</tr>
<tr>
<td>Your logo will be printed on key cards distributed to NORA guests at hotel check-in.</td>
<td></td>
</tr>
<tr>
<td>Water Bottle Sponsor</td>
<td>$2900</td>
</tr>
<tr>
<td>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.</td>
<td></td>
</tr>
<tr>
<td>Notebook Sponsor</td>
<td>$2900</td>
</tr>
<tr>
<td>Your logo will be on the notebook placed at each seat at the beginning of the conference on Thursday morning.</td>
<td></td>
</tr>
<tr>
<td>Audio / Visual Sponsor</td>
<td>$2000</td>
</tr>
<tr>
<td>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).</td>
<td></td>
</tr>
<tr>
<td>Registration Sponsor*</td>
<td>$2000</td>
</tr>
<tr>
<td>Only one available. Your full color logo will be displayed on glass window cling over the NORA registration desk.</td>
<td></td>
</tr>
<tr>
<td>Keynote Speaker Sponsor</td>
<td>$2000</td>
</tr>
<tr>
<td>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.</td>
<td></td>
</tr>
<tr>
<td>Level 2 Closing Party Sponsor</td>
<td>$2,000</td>
</tr>
<tr>
<td>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.</td>
<td></td>
</tr>
<tr>
<td>Gold Sponsor Bundle</td>
<td>$1800</td>
</tr>
<tr>
<td>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.</td>
<td></td>
</tr>
<tr>
<td>Can Cooler Sponsor (Coozie Style)*</td>
<td>$1200</td>
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<tr>
<td>Only one available. Your company logo will be printed on the can coolers placed next to the bars in the Trade Show.</td>
<td></td>
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<tr>
<td>Drink Ticket Sponsor</td>
<td>$1000</td>
</tr>
<tr>
<td>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.</td>
<td></td>
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<tr>
<td>Level 3 Closing Party Sponsor</td>
<td>$1000</td>
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*continued...*
2020 SPONSORSHIPS
CONFERENCE & TRADE SHOW
TUCSON, ARIZONA | NOVEMBER 11-14, 2020

- 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.

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

- 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.

- Event Page Logo $600
  Your company logo on the main event page on NORA website.

- Bag Sponsor $550
  Your logo will be printed on the conference bags distributed to attendees. Available through October 2 to allow time for printing.

- 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, 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.

- Charging Station Sponsor $400
  Your logo will be prominently displayed at a charging station near the registration desk to supply power for mobile devices.

- 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.

- Spouse Brunch Sponsor $300
  Your logo will be printed next to the event on conference agendas.

- 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 and 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.

- 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.

<table>
<thead>
<tr>
<th>Ad Type</th>
<th>Cost</th>
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<tbody>
<tr>
<td>Back Cover Ad</td>
<td>$1,100</td>
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<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>
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<tr>
<td>Full Page Black &amp; White Ad (7-1/2” x 10”)</td>
<td>$475</td>
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<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>
</tr>
<tr>
<td>Third Page Black &amp; White Ad (7-1/2” x 3-1/2”)</td>
<td>$200</td>
</tr>
<tr>
<td>Quarter Page Color Ad (3-3/4” x 5”)</td>
<td>$275</td>
</tr>
<tr>
<td>Quarter Page B&amp;W (3-3/4” x 5”)</td>
<td>$200</td>
</tr>
<tr>
<td>Color Logo by Company Index (1” high)</td>
<td>$150</td>
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<tr>
<td>Color Logo by Exhibitor Index (1” high)</td>
<td>$150</td>
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**SUBMIT SPONSORSHIP/ADVERTISING FORM**

**CONTACT INFORMATION**

<table>
<thead>
<tr>
<th>Name</th>
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<table>
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<tr>
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**PAYMENT OPTIONS - PAYMENT REQUIRED TO RECEIVE BOOTH ASSIGNMENT**

<table>
<thead>
<tr>
<th>Name on Card</th>
<th>Signature</th>
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<tr>
<th>Card Number (American Express, Visa or Mastercard accepted)</th>
<th>Exp. Date</th>
<th>Security Code</th>
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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