



AN ASSOCIATION OF RESPONSIBLE RECYCLERS

2023 TRADE SHOW PROSPECTUS

NORA Annual Conference & Trade Show
JW Marriott San Antonio Hill Country Resort & Spa
San Antonio, Texas
November 8-11, 2023

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ABOUT NORA

AND THE ANNUAL CONFERENCE & TRADE SHOW

NORA is a trade association representing over 300 leading companies in the liquid recycling industry. For over 35 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, chemicals and environmental services.

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.

2023 - San Antonio, Texas

2017- Miami, Florida

2022 - Naples, Florida

2016- Kona, Hawaii

2021- Orlando, Florida

2015- Orlando, Florida

2020- Tucson, Arizona

2014- Fajardo, Puerto Rico

2019- Naples, Florida

2013- Carlsbad, California

2018- Rancho Mirage, California

For additional locations, please see www.noranews.org>event>past events



CONFERENCE & TRADE SHOW MEMBER TESTIMONIALS

Exhibitors

"I don't feel as if I was exhibiting, but more showing what we do and meeting the members of an outstanding organization that actually uses its influence to move our industry forward despite what was selling. I got the impression that the members will try to help fellow members and their companies' businesses grow because it benefits the organization and them too."

- **Cory Formyduval, ABT Metals**

"If you want to be in the used oil and wastewater business, you have to be a member of and be active in NORA."

- **Bryan Gray, ChemTec**

Attendees

"You can learn about this industry and the participants in a relatively short period of time."

- **Ellie Bruce, Heritage-Crystal Clean, LLC**

"Networking opportunities are incredible. Keynote speakers are excellent. Worthwhile combination of business and pleasure."

- **Randy Bartlett, MARPAC Corporation**

"I attend because of the networking perspective of various industries, re-refining, fuels, wastewater, etc. Learn from others' experience Industry knowledge and developments."

- **Steve Mailhot, Valicor**

"Great chance to learn more about the issues facing all within this industry group and ways to address the issues."

- **Steve Goebner, Zurich**

"Great event which gives you access to information and people specific to our industry."

- **Brian Bidelspach, Liquid Environmental Solutions**

"The level of people who attend are typically senior within their respective organizations, and therefore have the ability to converse knowingly and knowledgeably about their business and day-to-day requirements. Everything about the venue proved upbeat and friendly, a real spirit of cooperation by all. The support of the staff, the warm reception by the board of directors, and the overall positive attitude of staff and participants alike were very refreshing."

- **Jay Byram, Standfast TRAM**

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

- **Guillermo Silva, Olein Recovery Corporation**

"It's a great way to get a regional and global view of the economics driving the oil market. Connecting with potential suppliers is a good benefit, too as well as understanding the legislative threats/opportunism for the business."

- **David Teller, Dyno Nobel**

"This is great opportunity to meet like-minded people that can help guide you to enhance your business."

- **Roy Scharrer, Dirteeze-US**

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

- **Alvaro Ruiz, Vertex Energy Inc**



RECENT TRADE SHOW ATTENDEES

Representatives of the following companies attended NORA's recent Conferences & Trade Shows:

A-Line TDS
Aaron Oil Company, LLC, a Tradebe Company
AB Environmental
ABT Metals
Accurate Energy
Adcon Environmental, LLC
AECOM Corporation
Aevitas Specialty Services Corp.
AGC International
Air Products and Chemicals
Akron Canton Waste Oil / Eco-Maxx
Altom Transport, Inc
AMCS
American Testing Technologies
Amthor International
Argus Media
Arizona Waste Oil Services, Inc
Arslan Enginry Ltd.
AssuredPartners Transportation
ATEK Access Technologies
Automotive Fluid Recycling, LLC
Avista Oil
Axelrod Energy Projects, LLC
B & E Oil Svcs. Inc.
BC Used Oil Management Association
Bedford Industries, Inc
Blue Process Advisors, LLC
Blue Tide Environmental
BN Refining, LLC
Boerger, LLC
Boomer Environmental LLC
Bright Technologies a Division of Sebright Products, Inc.
Brown Gibbons Lang & Company, LLC
Brown Industrial Inc
Buckeye Brine, LLC
Buck's Oil Company
Build-All Corporation
Cambridge Consulting Group
Canavion Global
Capstone Headwaters
Catalyst Trading Co, LTD
Centrisys
Cevons Waste Management Inc
Chemical Engineering Partners
ChemTec LLC
ChemTreat
Chovet Marketing & Consulting
Circon Environmental
Citamora Processes Inc.
Clairvest Group Inc
Clean Burn LLC
Cleantech Environmental Inc.
Clean Water Environmental
Clean Water of New York, Inc.
Clearwater Engineered Chemistry
Cliff Berry Inc.
Coastal Services
Coastine Chemical, Inc.
Colas Inc.
Complete Environmental Products (CEP)
Construction Resources Management
Continental Refining Company
Covanta Environmental Solutions
CRH Americas Materials
CRI Environmental Solutions
C Stoddard & Sons Inc
Cyn Oil Corp.
Dexsil Corporation
DFW Waste Oil Service, Inc.
Diversys Software, Inc.
DLA Disposition Services
Dober Checmical Corporation
Dyno Nobel Inc
Eagle Flow Solutions
Eastman Chemical Company
East Side Oil Company
Eco-Maxx
EcoLube Recovery LLC
Ecosorb International Inc.
Ecube Labs
EHS Momentum
Eldredge, Inc.
EL Sewedy ELECTRIC
EMC Oil Co
EnergyLogic
Engine & Accessory, Inc.
Enviro Containers
Environmental Oil Recovery
Environmental Packaging Technologies
Environmental Recovery Corporation
Environmental Specialists Inc
Envitech Inc.
Eurecat US
Evolution Sorbent Products a NPS Company
Evonik Corporation
Excel Environmental Services, LLC
ExxonMobil Fuels and Lubricants
Filon Solutions LLC
FILTERVAC
FLIR
Flottweg Separation Technology, Inc.
FMI Capital Advisors, Inc.
Fountain Industries LLC
Frontera Mining Corporation
Fuel Source LLC
Gallagher
GEA Group
Geophia LLC
Georgia Petroleum Inc.
GFL Environmental Inc.
GFS Chemicals
Global Fuel Recovery, LLC
Global Link LLC
Global Oil Lubricantes SAS
GlyEco, Inc.
Golden Anchor Antifreeze
Goodwill's Green Works
Graymills
Greenberg Traurig, LLP
GTech USA
GTI
Gulf Basin Petroleum Recycling Co.
Hagen Oil
Hazleton Oil & Environmental, Inc.
Haz~Mat Environmental Services
Helix Laboratories, Inc
Heritage - Crystal Clean, LLC
Houlihan Lokey
HOWCO Environmental Services
HTP Energy
Husky Corporation
HWH Environmental
Hydrodec of North America, LLC
IMACC Recycling Solutions
Imperial Industries Inc.
InCon Process Systems - GIG Karasek GmbH
Innovative Fluids
INSERV
InTerraChem, LLC.
Interstate Truck Bodies
Ironshore Environmental
J & J Waste Oil Inc
J. Smith Lanier & Co.
Jaxon Filtration
Jebro Inc
Kenworth of South Florida
Keteca USA, Inc.
KeyBanc Capital Markets, Inc.
Lamb Fuels, Inc

LCI Corporation
 LeBeouf Towing
 LEL Environmental, LTD
 Liberty Mutual Environmental
 Linde
 Liquid Environmental Solutions
 Loe's Oil Company Inc
 Lone Wolf Petroleum Co
 Loren C Scott & Associates Inc
 LUB-LINE
 Lube-Tech Liquid Recycling, Inc.
 Lub y Rec de Mexico S.A. de C.V.
 Luzon Environmental Services
 Magjido USA
 Marpac Corporation
 Marsh & McLennan Agency - Environmental
 Insurance Group
 Maximum Oil Service
 MemBrain s.r.o.
 MemPore Environmental Technologies
 Metalub
 Midstate Environmental Services LP
 Midwest Environmental Services
 Midwest Gas
 Mielke Environmental
 Minnesota Petroleum Service, Inc.
 Modern Fuels LLC
 MTF Holdings, LLC
 MultiTherm LLC
 Murphy Petroleum Transport LLC
 National Asphalt Pavement Association
 National Chemical Supply Corp
 National Oil & Lube News
 Navusoft, LLC
 Newberry Tank & Equipment, LLC
 Noble Oil Services Inc.
 NOCO Energy Corp
 Nuance Solutions
 Oilmen's Truck Tanks Inc.
 Oil Re-Refining Company
 Olein Recovery Corporation
 Onken Inc
 ON SPEC OIL & FUEL/US FUEL OIL
 Orbizorb LLC. -Best Working Wipes
 ORG CHEM Group, LLC
 OSI Environmental
 OTODIS
 Owner Resource Group
 Pacific Environmental Corporation
 Par-Kan Company
 Paratherm a Division of Lubrizol
 PegEx, Inc.
 PESCO - Pragmatic Environmental Solutions
 Company
 Petroleum Recycling Corp
 Petroleum Solids Control
 Petromax, Ltd
 PFL Field Services LLC
 Plummer's Environmental Services, Inc.
 Porocel International
 Prestone Products
 Product Recovery Technology International Inc.
 Progressive Rail, Inc
 PT
 Puraglobe
 Q Environmental, Inc.
 Quala Environmental Services
 Quantex Technologies Inc.
 Quest Resource Management Group
 RADCO Industries
 Radian Chemicals LLC
 Ramos Environmental Services
 Rational Energies
 Rational Resource
 Recycle Oil Co
 ReGen III Corp.
 RND Service LLC
 Rock Oil Refining Inc
 Rogue Waste Recovery & Environmental, Inc.
 Roper Pump Company
 Safety-Kleen, a Clean Harbors Company
 Safety Research Consultants, Inc.
 Sam Industrie
 Saskatchewan Association for Resource Recovery
 Satori Capital
 Select Environmental, A Mansfield Service Partners
 Company
 Seneca Tank
 Sensoneo
 Sequoia Global Inc.
 Sheldon Oil Services, Inc.
 SMART PETROLEUM TECH
 Solvents and Petroleum Service Inc.
 Southern Oil Refining
 Southwest Oil Inc
 SpecOil
 Speedy Oil Recovery
 Spencer Strainer Systems
 SpillTech
 Spirit Energy Services, LLC
 Standfast Tram
 StillClean
 Strategic Transportation Resources Inc
 Summit Environmental Technologies
 Sunrise Environmental Corporation
 Superior Lubricants Co. Inc.
 Sweet Gazoil Inc.
 Systech Environmental Corp
 TAS Environmental Services, L.P.
 TBC Corporation
 TCI Services
 Tennessee Dept. of Env. Conservation
 Tensile Capital Management
 Texas Molecular
 Texpar Energy, LLC
 The Fedeli Group
 The National Transportation Institute
 The Penray Companies
 Thermopac Process Engineering LLP
 The Ultragen Group Ltd.
 TIPCO Technologies
 Titan Logix Corp.
 Transcourt Tank Leasing Inc.
 Trihydro Corporation
 Truck Works LLC
 Turn-Key Environmental
 Uni-ram Corporation
 Unitek Solvent Services, Inc.
 Used Oil Management Association of Canada
 US Foundry
 Valicor Environmental Services, LLC
 Valley Environmental Services LLC
 Valvoline LLC
 Veolia North America
 Vertex Energy Inc
 Vesco Oil Corporation
 Via Limpia SpA
 WasteBits
 Water Integrated Treatment Systems, LLC
 WC Leasing
 WEBA Technology
 Wechsler Technologies
 Western Oil Inc
 World Oil Corp
 World Petroleum Corp.
 Xeray Systems Inc
 XL Insurance, Division of AXA
 YES Management
 Zurich



CONFERENCE & TRADE SHOW

DECISION-MAKING ATTENDEES

Quality over quantity is a theme at NORA events. Senior level representatives from NORA member companies make up the vast majority of attendees at the annual conference and trade show. Below are the most common titles of attendees.

The NORA Conference & Trade Show provides you a setting to interact at a high-level with the actual decision makers at these companies. You will have the opportunity to connect with these industry leaders in the trade show at your booth, during informational meetings, social functions as well as informal settings.

- Director / Manager Status
(sales, marketing, operations)
- Executive, Senior, Regional VP
- President, Owner, CEO
- General, Regional, Directing Manager
- Board Member



PAST TRADE SHOW EXHIBITORS

PAST NORA TRADE SHOW EXHIBITORS INCLUDE:

ABT Metals
AECOM Corporation
AGC North America
AMCS
American Testing Technologies
Amthor International
ATEK Access Technologies
Bedford Industries, Inc
Boerger LLC
Brown Industrial Inc
Build-All Corporation
Catalyst Trading Co, LTD
Centrisys
Chemical Engineering Partners
ChemTec LLC
ChemTreat
Clean Burn LLC
Continental Refining Company
DesertMicro
Dexsil Corporation
DLA Disposition Services
Eagle Flow Solutions
Eastman Chemical Company
Ecube Labs Co.
EHS Momentum
Engine & Accessory, Inc.
Environmental Packaging Technologies
Environmental Resource Associates
Erpek Engineering & Consulting
Eurecat US
Evolution Sorbent Products a NPS Company
FFS Refiners (Pty) Limited
FLIR
Flottweg Separation Technology, Inc.
Fountain Industries LLC
Gallagher
GFS Chemicals
Graymills
GTech USA
Haz~Mat Environmental Services
Helix Laboratories, Inc.
Husky Corporation
IMACC Recycling Solutions
Imperial Industries Inc.
InCon Process Systems - GIG Karasek GmbH
Innovative Fluids
InTerraChem, LLC
Interstate Truck Bodies
Jaxon Filtration
Kenworth of South Florida
Keteca USA, Inc.
Lamb Fuels, Inc
Libery Mutual Environmental
Lubrizol
Magido USA
Marsh & McLennan Agency -
Environmental Insurance Group
MCG.Tec
MemBrain
MemPore Environmental Technologies
Midwest Gas
Minnesota Petroleum Service, Inc.
Modern Fuels LLC
MultiTherm LLC
Navusoft, LLC
Newberry Tank & Equipment, LLC
Nuance Solutions
Oilmen's Truck Tanks Inc.
Onken Inc
Par-Kan Company
Paratherm a Division of Lubrizol
PegEx, Inc.
PESCO - Pragmatic Environmental Solutions
Company
Petroleum Solids Control
Porocel International
Prestone Products
Progressive Rail, Inc
PT
RADCO Industries
Roper Pump Company
Seneca Tank
Senn Dunn Insurance a Marsh & McLennan
Agency Company
Sequoia Global Inc.
Spencer Strainer Systems
SpillTech
StandFast TRAM
StillClean
Summit Environmental Technologies
Sweet Gazoil Inc.
TCI Services
Texas Molecular
The Ultragen Group Ltd.
Thermopac Process Engineering LLP
TIPCO Technologies
Titan Logix Corp.
Transcourt Tank Leasing Inc.
Trihydro Corporation
Truck Works LLC
Uni-ram Corporation
US Foundry
Valicor Environmental Services, LLC
WasteBits
Wechsler Technologies
XL Insurance, Division of AXA



2023 NORA ANNUAL CONFERENCE & TRADE SHOW AGENDA

NOVEMBER 8 - 11, 2023 | San Antonio, Texas

WEDNESDAY, NOVEMBER 8

10:00 AM - 2:00 PM	Exhibitor Check- In and Booth Set Up
2:00 PM - 7:00 PM	Attendee Check-In/Registration
3:00 PM - 4:00 PM	NORA Board of Directors Meeting
4:00 PM - 4:30 PM	NORA Board of Directors Reception for New Members/First Time Attendees
4:30 PM - 8:30 PM	Grand Opening Reception in Trade Show All exhibitors, attendees, registered spouse/companions welcome

THURSDAY, NOVEMBER 9

7:30 AM - 11:45 AM	Conference Check-In/Registration
7:30 AM - 8:30 AM	Continental Breakfast in Trade Show
8:30 AM - 10:00 AM	NORA Opening Session & Keynote Speaker
10:00 AM - 10:40 AM	Refreshment Break in Trade Show
10:30 AM - 11:30 PM	Spouse/Companion Brunch, Open to Registered Spouses/Companions
10:40 AM - 12:00 PM	Conference Sessions
1:00 PM - 7:00 PM	NORA Golf Tournament
1:00 PM - 4:00 PM	Spouse/Companion Tour

FRIDAY, NOVEMBER 10

8:00 AM - 9:00 AM	Continental Breakfast in Trade Show
9:00 AM - 10:40 AM	Conference Sessions
10:40 AM - 11:15 AM	Refreshment Break in Trade Show
11:15 AM - 1:00 PM	Conference Sessions
11:15 AM	Trade Show Tear Down
12:45 PM - 4:30 PM	Friday Excursion
6:00 PM - 10:00 PM	Closing Party All exhibitors, attendees, speakers, and registered spouses/companions are invited to attend this great event! Wristband required

SATURDAY, NOVEMBER 11

All day	Activities on your own (shopping, tours, departures, etc.)
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Items in bold indicate the trade show is open.

Tentative, as of 2/17/23



2023 EXHIBITOR INFORMATION BOOTH ASSIGNMENT DEADLINES

Initial Booth Assignment is April 19, 2023

* Past Exhibitors who reserve and pay 50% deposit by April 19, 2023 will be eligible for priority first round of booth assignments.

BOOTH DETAILS AND OPTIONAL ADD-ONS

BOOTH \$2260

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

BOOTH AND BACKDROP BANNER \$3290

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 \$410/EACH

One registration is included with the booth. Three additional booth personnel from the same company may attend at the reduced rate of \$410 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 \$225

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

SPOUSE/COMPANION PACKAGE \$300/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.

GOLF TOURNAMENT \$265

Held as a tournament on the afternoon of Thursday, November 10th after the final session of the day. Registration for golf includes hosted drink cart, boxed lunch, reception and awards.

GOLF CLUB RENTAL \$110

FISHING TOURNAMENT TBD

Held on the afternoon of Friday, November 11th, following conference sessions. Price includes rod and reel, bait, tackle, lunch and beverages.

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 11:00 AM – 4:00 PM Wednesday, November 8. Exhibitors must have their displays in complete order by 2:00 PM. **Please note, move-in for booths in aisles 3 and 4 is 2:00 PM to 4:00 PM.**

DISMANTLE INFORMATION

Packing and removal of exhibits will begin at 11:30 AM on Friday, November 10, and must be completed by 2:00 PM.

EXHIBITOR TIME LINE AND DEADLINES

April 19	Deadline For Initial Booth Assignment
Late May	Initial Floor Plan With Exhibitors To Be Published In <i>Liquid Recycling Magazine Issue 2</i>
Sept. 4	Submit Advertising Order For <i>Liquid Recycling Magazine Issue 4: The Pre Conference Issue</i>
Sept. 1	Cancellation Deadline / Payment In Full Deadline

Oct. 24	Submit Artwork To Nora For Advertising In Conference Book.
Oct. 17	Hotel Registration Cut Off Date
Nov. 7	Suggested Arrival Date For Exhibitors To Naples
Nov. 8-11	Nora Conference & Trade Show



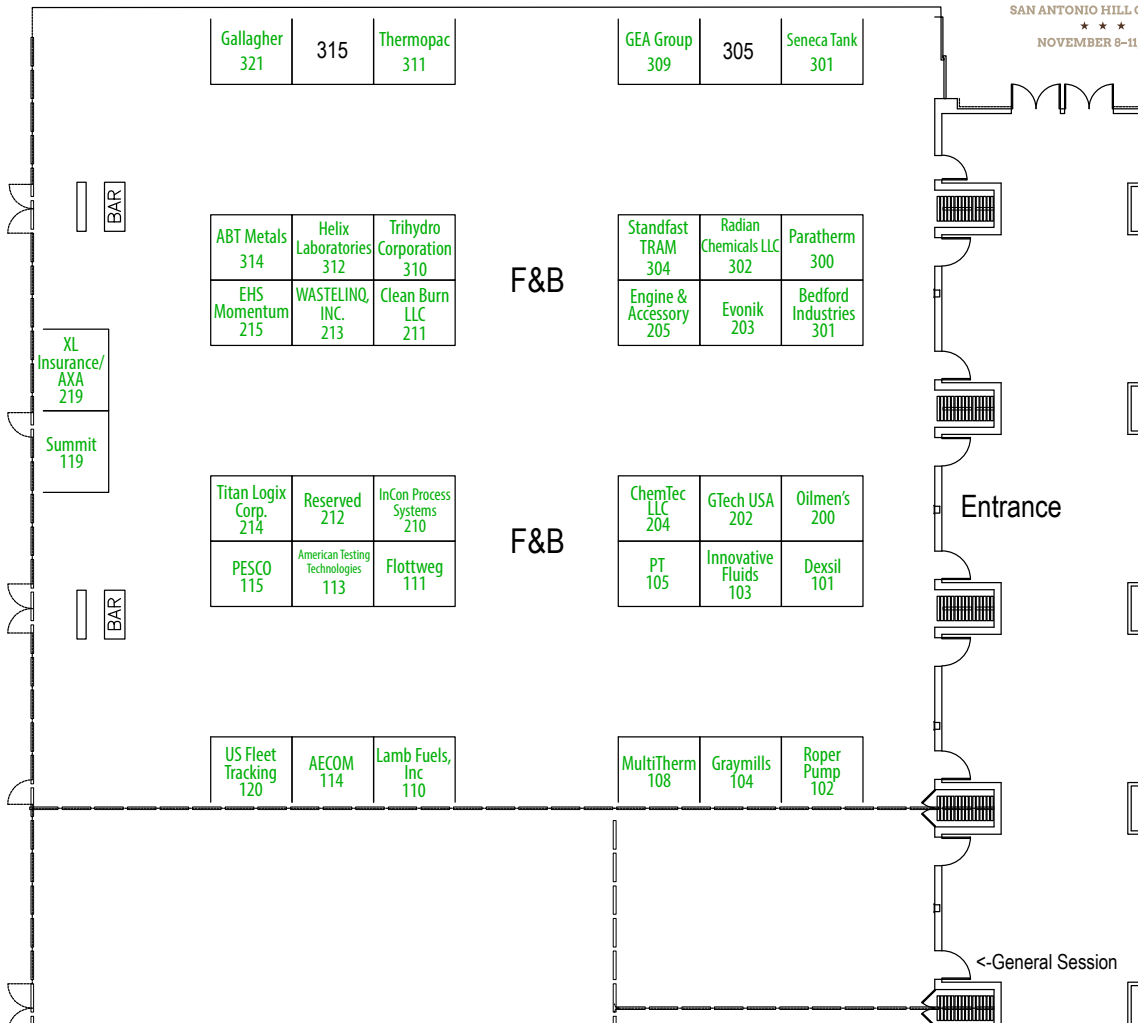
2023 TRADE SHOW FLOOR PLAN



**2023 NORA CONFERENCE
& TRADE SHOW**

SAN ANTONIO HILL COUNTRY

NOVEMBER 8-11, 2023





San Antonio, Texas | November 8-11, 2023

2023 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.

**INITIAL BOOTH ASSIGNMENT
APRIL 19, 2023**

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 \$410 each. A 50% deposit will reserve your space. Full amount due by September 1, 2023.

Item	Member	Non-Member	Subtotal
Booth	<input type="checkbox"/> \$2260	<input type="checkbox"/> \$3700	\$ _____
Booth and New Backdrop Banner	<input type="checkbox"/> \$3290	<input type="checkbox"/> \$4700	\$ _____
Additional 8x10 Booth Space	<input type="checkbox"/> \$750		\$ _____
Electricity (until Nov. 2)	<input type="checkbox"/> \$225		\$ _____
Additional Booth Personnel (Use next sheet)	<input type="checkbox"/> \$410		\$ _____
Spouse/Companion Package	<input type="checkbox"/> \$300		\$ _____
Golf	<input type="checkbox"/> \$265		\$ _____
Golf Club Rental	<input type="checkbox"/> \$110		\$ _____
Fishing	<input type="checkbox"/> TBD		\$ _____
Spouse Tour	<input type="checkbox"/> TBD		\$ _____

TOTAL \$ _____

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

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

If you selected fishing, please include your shirt size: _____

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 AT TIME OF AGREEMENT

Payment Option: 50% deposit required to receive booth assignment, full payment due by 9/1/2023

Total Amount Due \$ _____ Charge 50% Charge Full Amount *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

Mailed to 7250 Heritage Village Plaza, #201 Gainesville, VA 20155

Phoned in to Kim Litscher at 703-753-4277

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



San Antonio, Texas | November 8-11, 2023

2023 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 (included with booth)	<input type="checkbox"/> \$0	<input type="checkbox"/> \$0	\$ _____
Additional Booth Personnel (maximum of 3)	<input type="checkbox"/> \$410	<input type="checkbox"/> \$800	\$ _____
Spouse/Companion: Full Package	<input type="checkbox"/> \$300	<input type="checkbox"/> \$900	\$ _____
Spouse/Companion: Closing Party Only	<input type="checkbox"/> \$225	<input type="checkbox"/> \$900	\$ _____
Golf*	<input type="checkbox"/> \$265		\$ _____
Golf Club Rental	<input type="checkbox"/> \$110		\$ _____
Thursday Off Site Tour	<input type="checkbox"/> TBD		\$ _____
Friday Off Site Tour	<input type="checkbox"/> TBD		\$ _____

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

TOTAL \$ _____

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

If you selected fishing, please include your shirt size: _____

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.

NORA Dexsil Open Golf Tournament will be held on the afternoon of Thursday, November 9th after the final session of the day. Registration for golf includes hosted drink cart, boxed lunch, reception and awards.

Fishing will be held on the afternoon of Friday, November 10th, following conference sessions. Price includes rod and reel, bait, tackle, lunch and beverages.

** 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 (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)	

SUBMIT YOUR AGREEMENT

Exhibit agreement paperwork may be scanned and emailed to marketing@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



2023 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 \$410 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 September 1, 2023. A 50% non-refundable deposit will secure a booth until September 1, 2023. 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 September 1, 2023 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 September 1, 2023 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 September 1, 2023, and space shall be forfeited.
- 5. Contractor Service information.** In the best interest of the exhibitors, exhibit management has selected the exhibit company 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 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, the exhibitor company and JW Marriott Hill Country Resort & Spa, 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, NORA 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 relocate, cancel or terminate the exhibition. In the event of such relocation, 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 2023 NORA Exhibitor Terms & Conditions. (Must be signed prior to booth assignment)

SIGNATURE:

DATE:

2023 SPONSORSHIPS

CONFERENCE & TRADE SHOW

NOVEMBER 2023

EXCLUSIVE SPONSORSHIPS

- Closing Party Naming Rights** **\$7500**
Exclusive Sponsorship - Only One available. Offered on a first-right of refusal 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.
- 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.
- Audio / Visual Sponsor *** **\$3000**
Only one available. 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).
- Charging Station *** **\$3000**
Only one Available. Custom logo charging station table near the registration desk to supply power for mobile devices.
- Key Card Sponsor *** **\$3000**
Only one available. Your company logo and message will be printed on all room key cards given to attendees staying at the hotel. Offered via lottery.
- Lanyard Sponsor *** **\$3000**
Only one available. Your company logo will be printed on the lanyard distributed to all attendees.
- Notebook Sponsor *** **\$3000**
Only one available. Your logo will be on the notebook placed at each seat at the beginning of the conference on Thursday morning.
- Water Bottle Sponsor *** **\$3000**
Only one available. Your logo will be printed on single use bottles of water that will be set at every seat at the beginning of the conference on Thursday morning.
- Can Cooler Sponsor (Coozie Style) *** **\$1500**
Only one available. Your company logo will be printed on the can coolers placed next to the bars in the Trade Show.
- 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.
- Registration Sponsor *** **\$1000**
Only one available. Your company logo will be printed on custom computer clings at the registration desk as well as on a small sign at the registration desk.

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- Level 1 Closing Party Sponsor** **\$5000**
Only 4 available. Your logo will be featured on the front cover of the Conference Book 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.
 - Level 2 Closing Party Sponsor** **\$2,000**
Only 8 available. Your logo will be featured on the front cover of the Conference Book 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.
 - Keynote Speaker Sponsor** **\$2500**
Your company will be thanked prior to the speaker's keynote address and your logo will be prominently displayed. In addition, you will have an exclusive opportunity to meet with the speaker before the event and will receive a signed copy of the speaker's book or related item.
 - Gold Sponsor Bundle** **\$2200**
Only 10 available. 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 September 29. For purchases after September 29, a level 4 closing party sponsorship will be substituted for the bag sponsorship.

2023 SPONSORSHIPS

CONFERENCE & TRADE SHOW

NOVEMBER 2023

- 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 October 13 to allow time for printing.
- Level 3 Closing Party Sponsor** **\$1000**
Only 12 available. Includes: Name on front cover of Conference Book, 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.
- Floor Sticker Sponsor** **\$850**
Your full-color logo or ad will be displayed on 3 large floor decals in the lobby of the conference center. Available until September 29, 2023.
- 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 September 29 to allow time for printing.
- 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.
- Level 4 Closing Party Sponsor** **\$500**
Your logo will be 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.
- 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, fliers, etc. Please deliver items to hotel by November 6. Items for bag inserts may not be similar to an item that is offered as a NORA sponsorship.
- Friday Morning Break Sponsor** **\$300**
Your company logo will be displayed during the morning break on Friday. Your company logo will appear on all Conference schedules.
- Spouse Brunch Sponsor** **\$300**
Your logo will be printed next to the event on conference agendas and on signage at the event.
- Thursday Morning Break Sponsor** **\$300**
Your company logo will be displayed during the morning break on Thursday. Your company logo will appear on all Conference schedules.
- Friday Continental Breakfast** **\$250**
Your logo will be prominently displayed on signage at the breakfast and included next to this event on conference agendas.
- Level 5 Closing Party Sponsor** **\$250**
Your logo will be 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.
- 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.

NOTES * Only ONE available. These items are offered on a first come first served basis.

Non-Members add \$1000 to purchase price of all sponsorships.

2023 CONFERENCE BOOK

DESCRIPTION



The NORA Conference Book is a professionally produced book, published and distributed to all attendees at the NORA Annual Conference & Trade Show. Members who receive this book retain it for future reference as it contains valuable information such as attendee contact information, industry resource documents, past meeting minutes and more. This book is also posted on the NORA website and fully accessible to members for viewing and reference.

See pages 9 - 10 for dimensions, deadlines, and submission information.

RATES

	BACK COVER	INSIDE FRONT COVER	INSIDE BACK COVER	FULL PAGE
Color	<input checked="" type="checkbox"/> Included with Premier Sponsorship	<input type="checkbox"/> \$1100	<input type="checkbox"/> \$950	<input type="checkbox"/> \$625
Black & White	<input type="checkbox"/> N/A	<input type="checkbox"/> N/A	<input type="checkbox"/> N/A	<input type="checkbox"/> \$475

	1/2 PAGE VERTICAL/HORIZONTAL	1/3 PAGE HORIZONTAL	LOGO IN COMPANY/EXHIBITOR INDEX	1/4 PAGE
Color	<input type="checkbox"/> \$475	<input type="checkbox"/> \$375	<input type="checkbox"/> \$150	<input type="checkbox"/> \$275
Black & White	<input type="checkbox"/> \$260	<input type="checkbox"/> \$200	<input type="checkbox"/> N/A	<input type="checkbox"/> \$200

NOTES

Premier advertising spots - the inside front cover and inside back cover - are available via lottery which will be held September 13, 2023. To enter into the lottery, please contact casey@noranews.org. The back cover ad is included with premier sponsorship only.

You may also purchase ads or enter the lottery using the "Make a Purchase" link at www.noranews.org.

Non-Members add \$1000 to purchase price.

ORDER SUBMISSION FORM

USING THIS FORM

This advertising form is available for those who would like to submit their order via email, fax, or mail. Select the items you would like to purchase throughout the media kit, fill out the contact and payment information, and submit based upon the instructions at the end of this form. Online orders are also accepted via the NORA Online Store, at www.noranews.org/store. Ad package discounts will be reflected on an e-mailed receipt of purchase.

LOTTERY UPGRADES

If a member is selected for a sponsorship offered via lottery, the member may purchase the item at the listed price.

Add me to the following lotteries: _____

AD PACKAGE DISCOUNTS

To receive a volume discount on advertising with NORA, reserve your company's advertising as part of a package and pay in advance. Purchasing a package enables you to plan all of your advertising ventures with NORA ahead of time, allowing you to budget for multiple advertisements at one time. Contact marketing@noranews.org with questions or help creating a package.

Discounts available include:

Purchase \$3,000, receive a 15% discount

Purchase \$4,000, receive a 20% discount

Purchase \$5,000, receive a 25% discount

Note: Packages do not include sponsorships. Credit is not available for previous purchases.

CONTACT INFO

Name	Title		
Company			
Address	City	State	Zip
Phone	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 ORDER

Credit Card Only: Email accounting@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 marketing@noranews.org