



AN ASSOCIATION OF RESPONSIBLE RECYCLERS

2024 TRADE SHOW PROSPECTUS

NORA Annual Conference & Trade Show

Loews Coronado Bay
Coronado, California
November 13-16, 2024

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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 and environmental/industrial services industries. For almost 40 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, environmental and industrial 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.

2024 - Coronado, California

2023 - San Antonio, Texas

2022 - Naples, Florida

2021 - Orlando, Florida

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

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**

"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 Bidelsbach, Liquid Environmental Solutions**

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

- **Guillermo Silva, Olein Recovery Corporation**

"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**

"Great for exposure of your company to some of the largest companies in the industry."

- **Ron Monaco, Midwest Gas**

"Face to face meetings are the best way to connect and do business. It is a more personal way for continuing conversations thereby making the partnership more solid."

- **Sam & Stacy Youssef, American Testing Technologies, Inc.**

"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/opportunity for the business."

- **David Teller, Dyno Nobel**

"Great for exposure of your company to some of the largest companies in the industry."

- **Roy Scharrer, Orbizorb - Best Working Wipes**

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

- **Alvaro Ruiz, Vertex Energy Inc**

"Great opportunity to network with high level of business owners and upper management attending, as well as follow-up after the events."

- **Bernie Sabbert, Cadence Environmental Energy, Inc.**



RECENT TRADE SHOW ATTENDEES

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

A-Line TDS
A2Z Environmental Consulting, LLC.
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
Alamo Petroleum Exchange
Allied Petrochemical
Altiras
Altom Transport, Inc
AMCS
American Testing Technologies
Amthor International
Argus Media
Arizona Waste Oil Services, Inc
Arslan Enginery Ltd.
AssuredPartners Transportation
ATEK Access Technologies
Automotive Fluid Recycling, LLC
Avista Oil
Axelrod Energy Projects, LLC
B & E Oil Svcs. Inc.
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
Brown Gibbons Lang & Company, LLC
Brown Industrial Inc
Buck's Oil Company
Buckeye Brine, LLC
Buck's Oil Company
Build-All Corporation
C Stoddard & Sons Inc
Cadence Environmental Energy
Cambridge Consulting Group
Canavion Global
Capstone Headwaters
Catalyst Trading Co, LTD
Central Ohio Oil
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
Clean Water Environmental
Clean Water of New York, Inc.
Cleantech Environmental 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
Cyn Oil Corp.
Dexsil Corporation
DFW Waste Oil Service, Inc.
Diversys Software, Inc.
DLA Disposition Services
Dober Chemical Corporation
Dyno Nobel Inc
Eagle Flow Solutions
East Side Oil Company
Eastman Chemical Company
Eco-Maxx
EcoLube Recovery LLC
Ecosorb International Inc.
Ecube Labs
EHS Momentum
EL Sewedy ELECTRIC
Eldredge, Inc.
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
The Fedeli Group
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
Hydro Pure Technology Inc
Hydrocarbon EP LLC
Hydrodec of North America, LLC
IMACC Recycling Solutions
Imperial Industries Inc.
InCon Process Systems - GIG Karasek GmbH
Innospec Fuel Specialties
Innovative Fluids
Innovative Resource Management
INSERV
InTerraChem, LLC.
Interstate Truck Bodies
Ironshore Environmental
J & J Waste Oil Inc
J. Smith Lanier & Co.
Jaxon Filtration
Jebro Inc
Karmi Environmental LLC dba EMC Oil

Kenworth of South Florida
Keteca USA, Inc.
KeyBanc Capital Markets, Inc.
Kubco Services
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 y Rec de Mexico S.A. de C.V.
LUB-LINE
Lube-Tech Liquid Recycling, Inc.
Lubyrec de Mexico
Luzon Environmental Services
Magido 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
Milestone Environmental Services
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 Transportation Institute
National Oil & Lube News
Navusoft, LLC
Newberry Tank & Equipment, LLC
NFA Environmental, LLC
Noble Oil Services Inc.
NOCO Energy Corp
Nuance Solutions
Oil Re-Refining Company
Oilmen's Truck Tanks Inc.
Olein Recovery Corporation
ON SPEC OIL & FUEL/US FUEL OIL
Onken Inc
Orbizorb LLC. -Best Working Wipes
ORG Chem Group, LLC
ORRICO
OSI Environmental, Inc.
OTODIS
Owner Resource Group

Pacific Environmental Corporation
Par-Kan Company
Paratherm a Division of Lubrizol
PegEx, Inc.
The Penray Companies
PESCO - Pragmatic Environmental Solutions
Company
Petroleum Recycling Corp
Petroleum Solids Control
Petromax, Ltd
PFL Field Services LLC
Pioneer Advisory
Plummer's Environmental Services, Inc.
Porocel Industries
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 Resource
Recycle Oil Co
Refined Fuel Trucks
ReGen III Corp.
Rite Environmental Oil Inc.
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
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
SRI
Standfast TRAM
Star Manufacturing

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
Terra Nova Solutions
Texas Molecular
Texpar Energy, LLC
Thermopac Process Engineering LLP
TIPCO Technologies
Titan Logix Corp.
Transcourt Tank Leasing Inc.
Trihydro Corporation
Truck Works LLC
Turn-Key Environmental
The Ultragen Group Ltd.
Uni-ram Corporation
Unitek Solvent Services, Inc.
US Fleet Tracking
US Foundry
US Technologies
Used Oil Management Association of Canada
Valicor Environmental Services, LLC
Valley Environmental Services LLC
Valvoline LLC
Veolia North America
Vertex Energy Inc
Vesco Oil Corporation
Via Limpia SpA
VLS Environmental Solutions
WasteBits
WASTELINQ
Water Integrated Treatment Systems, LLC
WC Leasing
WEBA Technology
Wechsler Technologies
Western Gulf Recycling
Western Oil Inc
Witt Works Environmental
World Oil Corp
World Petroleum Corp.
Xeray Systems Inc
XL Insurance, Division of AXA
YES Management
Ygriega Environmental Services LLC
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.

1. President, Owner, CEO
2. Executive, Senior, Regional VP
3. General, Regional, Directing Manager
4. Board Member
5. Director / Manager Status
(sales, marketing, operations)



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
GEA Group
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
Innovative Resource Management
InTerraChem, LLC
Interstate Truck Bodies
Jaxon Filtration
Karmi Environmental LLC dba EMC Oil
Kenworth of South Florida
Keteca USA, Inc.
Kubco Services
Lamb Fuels, Inc
Liberty Mutual Environmental
Lubrizol
Magido USA
Marsh & McLennan Agency -
Environmental Insurance Group
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 Industries
Prestone Products
Progressive Rail, Inc
PT
RADCO Industries
Radian Chemicals LLC
Refined Fuel Trucks
Roper Pump Company
Seneca Tank
Senn Dunn Insurance a Marsh & McLennan
Agency Company
Sequoia Global Inc.
Spencer Strainer Systems
SpillTech
SRI
Standfast TRAM
StillClean
Summit Environmental Technologies
Sweet Gazoil Inc.
TCI Services
Texas Molecular
Thermopac Process Engineering LLP
TIPCO Technologies
Titan Logix Corp.
Transcourt Tank Leasing Inc.
Trihydro Corporation
Truck Works LLC
The Ultragen Group Ltd.
Uni-ram Corporation
US Fleet Tracking
US Foundry
VLS Environmental Solutions
WasteBits
WASTELINQ
WC Leasing
Wechsler Technologies
XL Insurance, Division of AXA



2024 NORA ANNUAL CONFERENCE & TRADE SHOW AGENDA

NOVEMBER 13-16, 2024 | Coronado, California

WEDNESDAY, NOVEMBER 13

10:00 AM - 4:00 PM	Exhibitor Check- In and Booth Set Up
10:00 AM - 2:00 PM	Booth Set Up, Section 1
2:00 PM - 4:00 PM	Booth Set Up, Section 2
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
5:00 PM - 9:00 PM	Grand Opening Reception in Trade Show All exhibitors, attendees, registered spouse/companions welcome

THURSDAY, NOVEMBER 14

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
12:45 PM - 7:00 PM	NORA Golf Tournament*
1:15 PM - 4:00 PM	Thursday Afternoon Tour*

FRIDAY, NOVEMBER 15

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 - 12:00 PM	Conference Sessions
11:15 AM	Trade Show Tear Down
2:00 PM - 5:15 PM	Friday Fishing*
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 16

All day	Activities on your own (shopping, tours, departures, etc.)
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***Additional registration required.**

Items in bold indicate the trade show is open.

Tentative, as of 4/12/24



2024 EXHIBITOR INFORMATION BOOTH ASSIGNMENT DEADLINES

Initial Booth Assignment is March 22, 2024

* Exhibitors who reserve and pay 50% deposit by March 22, 2024 will be eligible for priority first round of booth assignments.

BOOTH DETAILS AND OPTIONAL ADD-ONS

BOOTH \$2260

Booth includes 1 full Conference registration, an 8 foot high back drape divider, 6 foot skirted table, wastebasket, ID sign, and two chairs. The primary booth personnel and any 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.

BOOTH AND BACKDROP BANNER \$3260

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 \$425/EACH

One registration is included with the booth. Up to three additional booth personnel from the same company may attend at the reduced rate of \$425 each.

ELECTRICITY \$225

Electricity at booth 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.

NORA DEXSIL OPEN \$250

Held on Thursday after the final session of the day. Registration for golf includes hosted drink cart, boxed lunch, reception and awards.

GOLF CLUB RENTAL \$110

THURSDAY AFTERNOON TOUR TBD

Held on the afternoon of Thursday, November 14.

FRIDAY FISHING TBD

Held on the afternoon of Friday, November 15, following conference sessions. Price includes 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 10:00 AM – 4:00 PM Wednesday, November 13. Exhibitors must have their displays in complete order by 4:00 PM. **Please note, move-in for booths in section 1 is 10am -2pm, section 2 is 2-4pm.**

DISMANTLE INFORMATION

Packing and removal of exhibits will begin at 11:30 AM on Friday, November 15, and must be completed by 2:00 PM.

EXHIBITOR TIME LINE AND DEADLINES

March 22 Deadline For Initial Booth Assignment

Late May Initial Floor Plan With Exhibitors To Be Published In *Liquid Recycling Magazine Issue 2*

Sept. 5 Submit Advertising Order For *Liquid Recycling Magazine Issue 4: The Pre Conference Issue*

Sept. 6 Cancellation Deadline / Payment In Full Deadline

Oct. 13 Submit Artwork To NORA For Advertising In Conference Book.

Oct. 23 Hotel Registration Cut Off Date

Nov. 12 Suggested Arrival Date For Exhibitors To Coronado

Nov. 13-16 NORA Conference & Trade Show

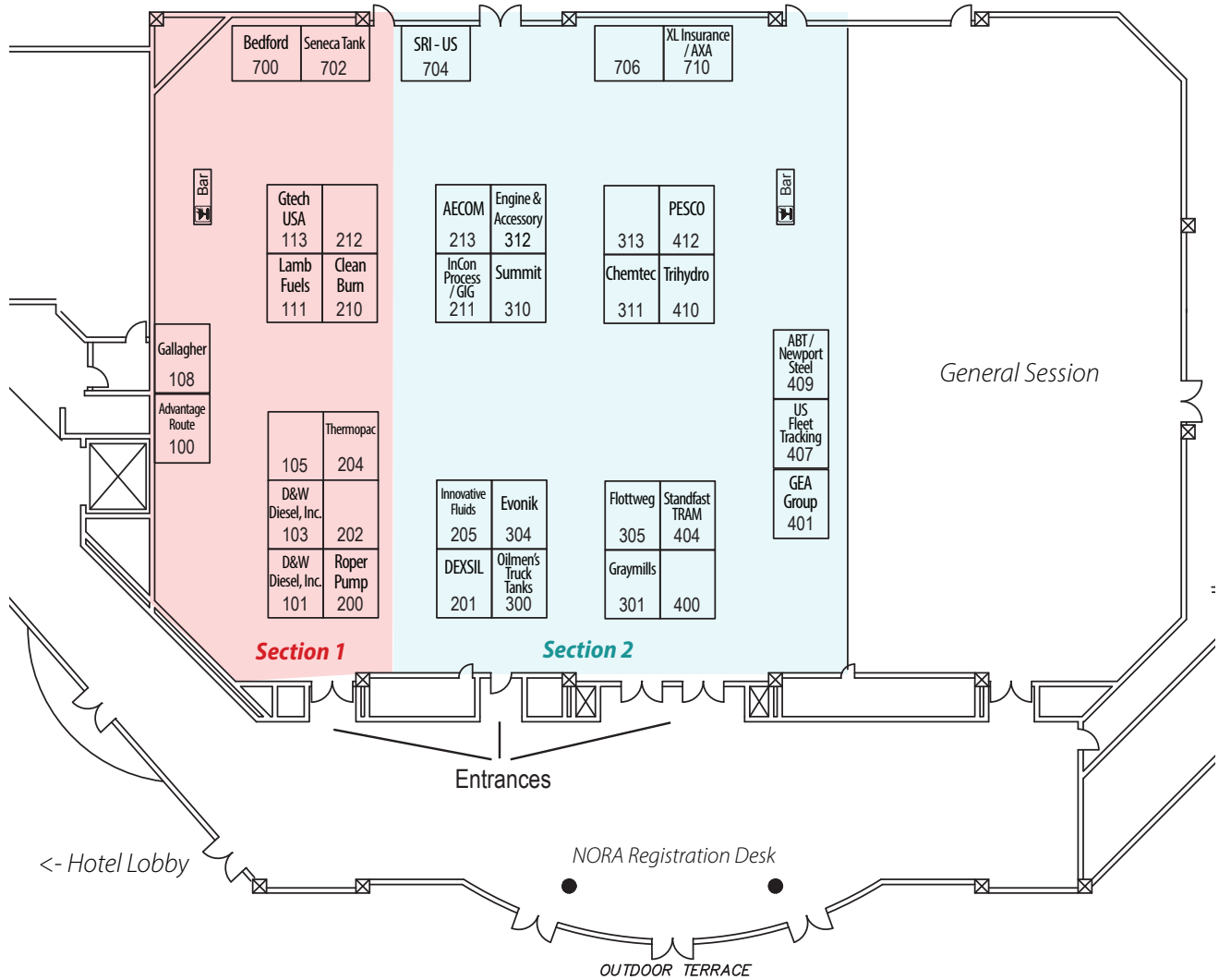


2024 TRADE SHOW FLOOR PLAN

Section 1 - Booth set up is 10am-2pm

Section 2 - Booth set up is 2pm-4pm

2024 NORA Conference & Trade Show
November 13-16, 2024
Coronado, California • Loews Coronado Bay





Coronado, California | November 13-16, 2024

2024 NORA EXHIBIT AGREEMENT

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

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

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

CONTACT INFO

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

BOOTH ORDER INFORMATION

REFERRED BY (OPTIONAL):

All booth packages include full registration for ONE booth personnel. Additional registrations for exhibiting companies (up to 3 per company) are \$425 each. A 50% deposit will reserve your space. Full amount due by September 6, 2024.

Item	Member	Non-Member	Subtotal
Booth	<input type="checkbox"/> \$2260	<input type="checkbox"/> \$3700	\$ _____
Booth and New Backdrop Banner	<input type="checkbox"/> \$3260	<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"/> \$425		\$ _____
Spouse/Companion Package	<input type="checkbox"/> \$300		\$ _____
Golf	<input type="checkbox"/> \$250		\$ _____
Golf Club Rental	<input type="checkbox"/> \$110		\$ _____
Thursday Afternoon Tour	<input type="checkbox"/> TBD		\$ _____
Friday Fishing	<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: _____

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 9/6/2024

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

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



Coronado, California | November 13-16, 2024

2024 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"/> \$425	<input type="checkbox"/> \$800	\$ _____
Spouse/Companion: Full Package	<input type="checkbox"/> \$300	<input type="checkbox"/> \$900	\$ _____
Spouse/Companion: Closing Party Only	<input type="checkbox"/> \$250	<input type="checkbox"/> \$900	\$ _____
Golf*	<input type="checkbox"/> \$250		\$ _____
Golf Club Rental	<input type="checkbox"/> \$110		\$ _____
Thursday Afternoon Tour	<input type="checkbox"/> TBD		\$ _____
Friday Fishing	<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: _____

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 Thursday afternoon after the final session of the day. Registration for golf includes hosted drink cart, boxed lunch, reception and awards.

The Thursday Afternoon Tour will be held on Thursday afternoon following conference sessions.

The Friday Fishing will be held on the afternoon of Friday, November 15th, following conference sessions. Price includes lunch, transportation and equipment.

** 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

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



2024 NORA EXHIBITOR TERMS AND CONDITIONS

Please sign at bottom agreeing to terms.

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 receives one complimentary registration. Up to three additional staff members from the same company may register at the reduced rate of \$425 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 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 6, 2024. A 50% non-refundable deposit will secure a booth until September 6, 2024. 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 6, 2024 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 6, 2024 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 6, 2024, 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 Loews Coronado Bay, 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 2024 NORA Exhibitor Terms & Conditions. (Must be signed prior to booth assignment)

SIGNATURE: _____

DATE: _____

2024 SPONSORSHIPS

CONFERENCE & TRADE SHOW

NOVEMBER 2024

EXCLUSIVE SPONSORSHIPS

- Closing Party Naming Rights** **\$7500 SOLD: Valicor**
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.
- 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.
- Registration Sponsor *** **\$3000**
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.
- 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.
- Wi-Fi Sponsor *** **\$3000**
Only one available. Your company will have the rights to name the Wi-Fi network as well as set the password.
- 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.

**Only ONE available. These items are offered via lottery. Email casey@noranews.org by September 10th, 2024 to enter the lottery. Non-Members add \$1000 to purchase price of all sponsorships.*

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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.
 - 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 October 11. For purchases after October 11, a level 4 closing party sponsorship will be substituted for the bag sponsorship.

2024 SPONSORSHIPS

CONFERENCE & TRADE SHOW

NOVEMBER 13-16, 2024

- 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.
- 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.
- Meeting Room Sponsor** **\$850**
Your full-color logo will be displayed at the entrance of the main Meeting Room. Available until October 18, 2024.
- 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 11 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 8. 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 via lottery. Email casey@noranews.org by September 10th, 2024 to enter the lottery.*

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

2024 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 8, 2024. 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.