

environmental 20 **LEADER** 16 CONFERENCE



**Real-world Environmental Challenges
Ready-to-go Solutions for Environmental, Sustainability
& Energy Professionals**

**June 21-23, 2016
Denver, Colorado**

Hyatt Place Denver Tech Center
7800 East Tufts Avenue
Denver, Colorado, 80237

Home of the 2016
Environmental Leader
Product & Project Awards!



SPONSORSHIP PROSPECTUS

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Sponsorship Director
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The **Environmental Leader 2016 Conference** will provide the knowledge, tools and proven best practices that **environmental, sustainability and energy** professionals need to achieve cost savings, business value, improved processes, resource productivity and waste reduction.

June 21-23, Denver, CO, is your opportunity to showcase your company products and services, and network with 300+ executives who are CEO's, VP's, Directors and Managers from commercial and industrial organizations who need your products and services to succeed.

The **Environmental Leader 2016 Conference** is produced by *Environmental Leader* and its sister publication, *Energy Manager Today*, whose websites, newsletters, reports and webinars have kept executives informed on **environmental, sustainability and energy management** trends, tools, insights and metrics for 10 years. The **Environmental Leader 2016 Conference** is the must attend event for 2016 to showcase your products and services.

In addition, the **Environmental Leader 2016 Conference** is the venue for the presentation of the 5th Annual Environmental Leader Product and Project Awards. The place to have your product or project acknowledged in front of a crowd of users and competitors. (Entry information is coming soon)

Why Should You Sponsor? Because your target market will be there - and likely your competitors as well.

The conference focus is real-world challenges and practical tools and solutions used by peers from industry-leading sustainability, environment and energy management teams. By participating, you ensure that your products and services are seen as tangible, ready-to-go solutions for the challenges discussed. Don't miss this opportunity to:

- Meet face-to-face with buyers and customers
- Generate leads, make sales
- Gain end-user visibility in the highly competitive Water, Waste, Air and Energy products and services space
- Demonstrate your products or services

Through workshops, roundtables and presentations, attendees will learn how to overcome commercial and industrial challenges related to:

- Materiality, transparency and reporting,
- Current and future compliance issues,
- Water conservation and wastewater management,
- Waste management and reduction,
- GHG reduction,
- Energy management and efficiency,
- Renewable energy sourcing and more.



Who Will Attend CEO's, Vice Presidents, Directors and Managers responsible for environmental, sustainability and energy management. Executives who have expressed interest and/or already pre-registered include executives from:

Owens Corning	PepsiCo	The Hartford	Staples
SAP	IBM	Panasonic	Decathlon Sports
Legrand	SC Johnson	Osram Sylvania	MWH Global
Owens Corning	Ingersoll Rand	Ocean Telecom	Western Digital
US EPA	Northrop Grumman Corp	Quantis	Gravitec Systems
CBRE	Allegion	General Motors	CEMEX, Inc
Cargill	Eagle Diversified, Inc.	CordenPharma	Honeywell
Ricoh Americas Corporation	Bigelow Tea	Technology Resource Center of America	Whole Foods Market
Xerox Corporation	City of Deerfield Beach	Practice Greenhealth	Olympus
Interra	A&W Food Services	Dallas/Fort Worth International Airport	Refill Depot Inc.
Xanterra Parks & Resorts	Nalco	Portland General Electric	Kohler Co.
BUNN	Maersk Drilling	Lafarge	DEKRA
Harbor Freight Tools	Harvard Business School	Hilton Worldwide	Crystal Creamery
City of Anaheim, Public Utilities Department	Canadian Tire	Lockheed Martin	Tata Motors
Bayer MaterialScience	Electric Power Research Institute	Energy Trust of Oregon	Texas Commission on Environmental Quality
Enterprise Holdings Inc	Energy Resources Center	Estee Lauder	Biosynthetic Technologies
Voya Financial	Mutual Housing California	Michigan Office of Environmental Assistance	Defak Resources Co Ltd
Hexion	Siemens	University of Washington	Ohio University
CO Department of Public Health and Environment	Dolphin Blue	Energy Trust of Oregon	Gildan

Marketing efforts include reaching out to an industry-leading audience of corporate environmental, sustainability & energy decision-makers from the *Environmental Leader* and *Energy Manager Today* databases.

86% of potential reader-attendees are involved in recommending, specifying or purchasing

environmental
LEADER

Based on our readership, environment-focused conference attendees will have an incredible amount of control over determining the purchases their company or organization makes to improve environmental and resource management, cut emissions and costs, or to manufacture more environmentally-friendly products.

Readers have an extremely varied workload. They coordinate aspects of pollution control, waste management, water management, construction, engineering, recycling, environmental health and safety, conservation, compliance and renewable energy. They manage the development and implementation of environmental management systems. They are heavily involved in procurement. They negotiate environmental service agreements and manage associated costs.

**ENERGY
MANAGER
TODAY**

Potential attendees from Energy Manager Today's readership are energy directors and managers, developing, implementing and overseeing comprehensive enterprise-wide energy strategies for plants, retail, restaurants, distribution centers, and corporate and government facilities.

Readers are plant and facility managers, maintenance directors, engineers, buildings and systems directors, operation managers, energy analysts, construction managers, procurement directors and utilities managers recommending, specifying and buying energy-related equipment such as HVAC, lighting, building envelope, control systems, boilers, construction, industrial systems, CHP, energy storage and backup power systems. Readers also review and negotiate energy purchase agreements and are making the calls when it comes to including renewable energy in their power mix.

Sponsorship Opportunities

ALL SPONSORSHIPS INCLUDE:

- ★ Sponsor logo displayed on select venue signage
- ★ Inclusion of literature in conference attendee bag
- ★ Logo on conference Website home page
- ★ Logo on select registration and attendee pre-and-post conference communications
- ★ Logo, link to Website and 100-word description on conference website sponsor page
- ★ Your logo in the conference program distributed onsite to attendees
- ★ Discounted registration price for additional attendees from sponsoring organization or invited by sponsoring organization

TITLE SPONSOR - Exclusive, only 1 available

- ★ Top-spot recognition as title sponsor on select conference signage, Website pages, attendee pre-and-post conference communications and in conference program
- ★ 50-Minute Keynote speaking opportunity
- ★ Opportunity to provide gift/handout to attendees
- ★ One 8'x20' booth in premium location
- ★ Six conference passes
- ★ One 30-minute speaking session
- ★ One lunch or break sponsorship (based on availability)
- ★ One Executive Q&A published on Environmental Leader and in the Conference Email Newsletter. Each Newsletter will be distributed to over 20,000 potential conference attendees
- ★ One 6-month white paper sponsorship on Environmental Leader & Energy Manager Today with all leads included
- ★ One post conference email blast to Environmental Leader newsletter list
- ★ Complimentary Environmental Leader Product and Project Awards Entry
- ★ Literature placement on the conference area literature table.

Sponsorship Opportunities

ALL SPONSORSHIPS INCLUDE:

- ★ Sponsor logo displayed on select venue signage
- ★ Inclusion of literature in conference attendee bag
- ★ Logo on conference Website home page
- ★ Logo on select registration and attendee pre-and-post conference communications
- ★ Logo, link to Website and 100-word description on conference website sponsor page
- ★ Your logo in the conference program distributed onsite to attendees
- ★ Discounted registration price for additional attendees from sponsoring organization or invited by sponsoring organization

ENVIRONMENTAL LEADER AWARD SPONSOR - Exclusive, only 1 available

- ★ Top-spot recognition as award and award reception exclusive sponsor on select conference signage, Website pages, attendee pre-and-post conference communications and in conference program
- ★ Five-minute introduction prior to award ceremony/reception
- ★ Award Reception Sponsorship
- ★ Introductory letter, front-cover logo and full-page ad in award report downloadable on Environmental Leader Website
- ★ Contact information for everyone who downloads the report at Environmental Leader Website
- ★ Optional raffle drawing at Award reception (Prize provided by sponsor)
- ★ Logo on select emails promoting the award and providing link to award download
- ★ One 8'x20' booth in premium location
- ★ Five conference passes
- ★ One 30-minute speaking session
- ★ One Executive Q&A published on Environmental Leader and in the Conference Email Newsletter. Each Newsletter will be distributed to over 20,000 potential conference attendees
- ★ Complimentary Environmental Leader Product and Project Awards Entry
- ★ One 6-month white paper sponsorship on Environmental Leader & Energy Manager Today with all leads included
- ★ Literature placement on the conference area literature table.

CONFERENCE

Sponsorship Opportunities

ALL SPONSORSHIPS INCLUDE:

- ★ Sponsor logo displayed on select venue signage
- ★ Inclusion of literature in conference attendee bag
- ★ Logo on conference Website home page
- ★ Logo on select registration and attendee pre-and-post conference communications
- ★ Logo, link to Website and 100-word description on conference website sponsor page
- ★ Your logo in the conference program distributed onsite to attendees
- ★ Discounted registration price for additional attendees from sponsoring organization or invited by sponsoring organization

GOLD SPONSOR - 4 AVAILABLE

- ★ One 8'x20" booth in premium location
- ★ Four conference passes
- ★ One 30-minute speaking session
- ★ One lunch or break sponsorship
- ★ One Executive Q&A published on Environmental Leader and in the Conference Email Newsletter. Each Newsletter will be distributed to over 20,000 potential conference attendees
- ★ Literature placement on the conference area literature table.
- ★ Complimentary Environmental Leader Product and Project Awards Entry
- ★ One 6-month white paper sponsorship on Environmental Leader & Energy Manager Today with all leads included

SILVER SPONSOR - 6 AVAILABLE

- ★ One 8'x10" booth
- ★ Three conference passes
- ★ One conference panelist opportunity
- ★ One Executive Q&A published on Environmental Leader and in the Conference Email Newsletter. Each Newsletter will be distributed to over 20,000 potential conference attendees
- ★ One 3-month white paper sponsorship on Environmental Leader & Energy Manager Today with all leads included

Total value:

EXHIBIT SPONSOR - MULTIPLE

- ★ One 8'x10" booth
- ★ Two conference passes

Sponsorship Opportunities

ALL SPONSORSHIPS INCLUDE:

- ★ Sponsor logo displayed on select venue signage
- ★ Inclusion of literature in conference attendee bag
- ★ Logo on conference Website home page
- ★ Logo on select registration and attendee pre-and-post conference communications
- ★ Logo, link to Website and 100-word description on conference website sponsor page
- ★ Your logo in the conference program distributed onsite to attendees
- ★ Discounted registration price for additional attendees from sponsoring organization or invited by sponsoring organization

BADGE/LANYARD SPONSOR - Exclusive, only 1 available

- ★ Exclusive sponsor of conference badge and lanyards
- ★ Lanyards and badges will include company logo
- ★ If desired, badge pouch may be substituted and may include small company-branded item
- ★ One conference pass

CONFERENCE BAG SPONSOR - Exclusive, only 1 available

- ★ Exclusive sponsor of conference bag containing conference literature provided to attendees upon arrival
- ★ Bag will be printed with sponsor logo.
- ★ If desired, a small sponsor-provided, branded item can be included in bag
- ★ One conference pass

HOTEL ROOM KEY CARD SPONSOR - Exclusive, only 1 available

- ★ Exclusive sponsor of hotel room key cards
- ★ Key Cards will be printed with sponsor logo
- ★ One conference pass

CONFERENCE PROGRAM GUIDE/BOOTH LAYOUT SPONSOR - Exclusive, only 1 available

- ★ Exclusive sponsor of conference program guides and booth layout sheets provided to attendees upon arrival
- ★ Logo on back of program guide and on face of layout guide
- ★ Full-page ad in program
- ★ One conference pass

Add-Ons and Non-Sponsorship Opportunities

ROOM DROPS

- ★ An item or brochure of your choice placed inside each delegates room at the event hotel.
- ★ Company identification on the event website and in the show guide
- ★ Literature placement on the conference area literature table.
- ★ Discounted conference passes

CONFERENCE EMAIL NEWSLETTER SPONSOR

- ★ Display advertisement (one available per issue) in Conference Email Newsletter. Each Newsletter will be distributed to over 20,000 potential conference attendees

PRE-EVENT EMAIL BLAST -

- ★ Pre-event email blast to all registered Environmental Leader Conference attendees to promote your booth

About the Environmental Leader Product and Project Awards

Our annual award program recognizes excellence in products/services and projects that provide companies with energy and environmental benefits. Scores are determined by a panel of experts in the energy, environmental and sustainability fields.

Past Winners have included:

3E
Actio
Anheuser Busch InBev
Antea Group
Arby's
Armstrong Ceiling Recycling Service
Avery Dennison
Assa Abloy
Big Ass Fans
BioAmber
Bloomberg
BOMcheck
Bridgestone
Caesar's Entertainment
Cascade Energy
Cascades Tissue Group
Caterpillar
Chicken of the Sea
CODA Energy
Constellation Energy
CRedit360
Dakota Software
Dell
Digital Lumens
Earth 911
Eastman Kodak
Ecolab
Enablon
EnerNOC
EnergyCAP
Environ
eTemp
First Fuel

Foundation Footprint
FridgeWize
General Motors
Green Ballast
Green Charge Networks
GridPoint Hartsfield-Jackson Atlanta
International Airport
Heineken
Huntsman
Invensys
Jackson Family Wine
Jones Lang Lasalle
Johnson & Johnson
KB Home
Lockheed Martin
Lumenor
NexRev
Owens Corning
PE International
Practically Green
Retroficiency
Safety-Kleen
Schneider Electric
Siemens
Sprint
Staples
Steelcase
ThyssenKrupp Elevator Americas
UL DQS
Verisae
Waste Management
Xeros
Xerox



Award Program

\$750 per Entry
Deadline to be announced

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323 West Drake Rd., Suite 224
Fort Collins, CO 80526

BUSINESS SECTOR
MEDIA



1.SOLD TO:		BILL TO:	
Exact Name of Exhibiting Company:		Exact Name of Exhibiting Company:	
Address:		Address:	
City, State, Zip, Country:		City, State, Zip, Country:	
Phone:	Phone:	Email:	
Email:	Purchase Order (if necessary):		

2. SEND SHOW FORMS AND EXHIBITOR SERVICES MANUAL TO:

Name & Title: _____

Address: _____

City, State, Zip, Country: _____

Phone: _____ Email: _____

3. The products / services we will be exhibiting are: _____

SPONSORSHIP SELECTION & PAYMENT INFORMATION **4. Booth location preference:** 1st Choice _____ 2nd Choice _____

5. A La Carte Sponsorships: See prospectus for pricing information.

(1)	_____	\$	_____
(2)	_____	\$	_____
(3)	_____	\$	_____
TOTAL A La Carte Sponsorships (enter in section 6)		\$	_____

6. COST CALCULATIONS / PAYMENT OPTIONS

- Title Sponsor \$ _____
 - Award Sponsor \$ _____
 - Gold Package \$ _____
 - Silver Package \$ _____
 - Exhibit Space Only \$ _____
 - A La Carte (from section 5b) \$ _____
- TOTAL CONTRACT AMOUNT =** \$ _____

FOR INTERNAL USE ONLY

Date Received: _____

Check No: _____ Amount: _____ Booth #: _____

Accepted by Business Sector Media Management Date

- Send Invoice (Wire Transfer)
 - Send Invoice (Indicate PO number) _____
 - Charge credit card for contract amount (processed upon receipt)
 - Charge credit card in installment per payment terms.
 - Check enclosed (see below for instructions)
- Make checks payable to: **Business Sector Media**
- Mail payment to: **323 West Drake Road Suite 224
Ft. Collins, CO 80526 USA**

7. CREDIT CARD PAYMENT

I hereby authorize Business Sector Media to charge my account for payment.

VISA MasterCard American Express

Name on Card: _____

Credit Card No: _____

Expiration Date: _____ Sec Code: _____

Billing Address: _____

SignatureX _____

PAYMENT TERMS

50% of Total Contract Amount due immediately; balance due February 26, 2016

On behalf of the company named above, I agree to abide by the terms and conditions, which are attached hereto and incorporated herein by this reference, and to all show rules and regulations as set forth in the Exhibitor Kit and bulletins issued in advance of the event. I also have read and accept the terms regarding payment and cancellation deadlines as described in the contract terms and conditions.

8. X _____

Signature of Authorized Company Representative Date

Printed Name of Authorized Signer Title

Payment & Cancellation Terms

Applications for exhibit/sponsorship must be made on the enclosed application form (or a copy thereof). 50% of total contract amount due immediately (cumulative 50% nonrefundable deposit); balance due February 26, 2016 (cumulative 100% nonrefundable deposit)

Please Note: Exhibitors with outstanding balances at the time of the event will not be permitted to set up. If more than one sponsorship application is received for a limited function, the first suitable paid application will be accepted. All Purchase Orders must reference Business Sector Media Terms & Conditions to be accepted. Cancellations must be received in writing to qualify for a partial refund. No refunds will be given for cancellations received after October 1, 2015. Exhibitors who have not paid a deposit by the program guide deadline will not be listed in the program guide.

Only Sponsors who have paid a 50% deposit will be included in marketing emails.

Payments may be made by check, money order, or credit card payable in U.S. dollars to Business Sector Media. Bank Transfers will be accepted, however, payer must cover the bank costs associated with transfers for payment to be accepted. BUSINESS SECTOR MEDIA reserves the right to accept or reject any application for exhibition/sponsorship from any company who maintains an outstanding balance due for other BUSINESS SECTOR MEDIA events and marketing, however an applicant/exhibitor will not be allowed to participate until the outstanding balance is satisfied. Outstanding invoices aging thirty (30) days or longer are subject to a \$15.00 late fee plus a finance charge equal to 1.5% compounded monthly (18% annually).

- 1. MANAGEMENT:** The word management as used herein shall refer to event management, or its employees or agents acting for it in the management of the exhibition.
- 2. ATTENDEE MAILING:** Sponsor agrees not to email / mail conference attendees other than from contact information attained through BUSINESS SECTOR MEDIA – authorized data capture methods (such as leads scanned from the attendee directly). Failure to comply with this may result in cancellation from current / future BUSINESS SECTOR MEDIA conferences without refund. BUSINESS SECTOR MEDIA also has the right to prosecute for damages.
- 3. ELIGIBLE EXHIBITS:** Exhibits will be limited to those companies or other entities offering materials, products, or services of specific interest to registrants. Management reserves the right to determine the eligibility of any product floor display. Only the sign of the exhibitor whose name appears upon the face of this contract may be placed on the booth or in the printed list of Exhibitors of the Exhibition. No exhibitors or advertising will be allowed to extend beyond the space allotted to the Exhibitor, or above the back and side rails. Management reserves the right to reject, eject, or prohibit any exhibit in whole or in part, or Exhibitor or his representatives upon the management's good faith determination that the same is not in accordance with these rules and regulations.
- 4. LIMITATION OF LIABILITY:** The Exhibitor agrees to indemnify and hold harmless the Management, its subsidiaries, the sponsor, owner, exhibition hall facility, and city in which this Exhibition is being held and their officers, agents, and employees, against all claims, losses, suits, damages, judgments, expenses, costs and charges of every kind resulting from its occupancy of the space herein contracted for by reason of personal injuries, death, property damages, or any other cause sustained by any person or others. The Management will not be responsible for loss or damage to displays or goods belonging to exhibitors, whether resulting from fire, storms, acts of God, air conditioning or heating failure, theft, pilferage, mysterious disappearance, bomb threats or other causes. All such items are brought to the Exhibition and displayed at exhibitors own risk, and should be safeguarded at all times. Management will provide the services of a reputable protective agency during the period of installation, show, and dismantling, and Exhibitor agrees that the provision of such services constitutes adequate discharge of all obligations of the management to supervise and protect Exhibitors' property within the Exhibition. Exhibitors may furnish additional guards at their own cost and expense, only with prior approval by Management, and subject to hotel/exhibit hall policy restrictions. The exhibitor agrees that Management shall not be responsible in the event of any errors or omission in the Exhibitors' official directory and in any promotional material. Exhibitor agrees to indemnify Management against and hold it harmless for any claims and for all damages, costs and expenses, including without limitation, attorneys' fees and amount paid in settlement incurred in connection with such claims arising out of the acts or negligence of Exhibitor, his Agents, or Employees.
- 5. DEFAULT IN OCCUPANCY:** If exhibition space is not occupied by the time set for completion of installation of displays, such space may be possessed by Management for such purposes as it may see fit.
- 6. SUB-LEASING:** Exhibitor shall not sublet his space or any part thereof. Exhibitor may not exhibit, offer for sale, give as a premium, or advertise articles not manufactured or sold in his own name, except where such articles are required for the proper demonstration of operation of Exhibitor's display, in which case identification of such articles shall be limited to the regular nameplate, imprint, or other identification which in standard practice appears normally on them. Exhibitor may not permit in his booth non-exhibiting Companies' Representatives. Rulings of the Management shall in all instances be final with regard to use of any exhibit space.
- 7. DAMAGE TO PROPERTY:** Exhibitor is liable for any damage caused to building floors, walls or columns, or to standard booth equipment, or to other Exhibitor's property. Exhibitor may not apply paint, lacquer, adhesives, or other coating to building columns and floors or to standard booth equipment.
- 8. OFFICIAL SERVICE CONTRACTOR:** To assure orderly and efficient installation, operation, and removal of the displays, and to minimize confusion by the presence or solicitation of unknown or unqualified firms, Management will designate an official service contractor. As such, Management holds this firm responsible for quality service, fair prices, and is prepared to intercede on behalf of an exhibitor in the event of faulty work or unfair charges. An Exhibitor is free to use its own display house providing the outside contractor for set up and dismantle of the exhibit submits a request, in writing, to management and includes a list of the names of all display company representatives working in the exhibit area along with the proof of liability insurance satisfactory to Management. An exhibitor is free to use its own employees for booth set up subject to limitations of union rules in force for the exhibit hall venue.
- 9. SPECIAL SERVICES:** Electricity, gas, water, and other utilities, as well as other special services needed by individual Exhibitors, are provided only when the Exhibitor orders and agrees to pay for them especially from the persons authorized to supply such services in conformity with City, insurance and other requirements.
- 10. BOOTH REPRESENTATIVES:** Booth representatives shall be restricted to Exhibitor's Employees and their authorized Representatives. Booth representatives shall wear badge identification furnished by Management at all times. Management may limit the number of Booth representatives at any time. The Exhibitor must staff all booths during all open show hours.
- 11. ELECTRICAL SAFETY:** All wiring on displays or display fixtures must conform to the applicable standards established by various Governmental Agencies and standard fire inspection ordinances. All display writing must exhibit the seal and/or such other seals of official approving agencies as may be required at the site of the Exhibition.
- 12. SAFETY AND FIRE LAWS:** The exhibitor must strictly observe all applicable fire and safety laws and regulations. Cloth decorations must be flameproof. Wiring must comply with local Fire Department and Underwriters' Rules. Smoking in exhibits may be forbidden. Crowding will be restricted; exhibits must not block aisles and fire exits. No decorations of paper, pine boughs, leafy decorations, or tree branches are allowed. Acetate and most rayon drapes are not flameproof and may be prohibited. No storage behind exhibits is provided or permitted.

- 13. DECORATION:** Management shall have full discretion, and authority in the placing, arrangement, and appearance of all items displayed by Exhibitor, and may require the replacing, rearrangement, or redecorating of any item or of any booth, and no liability shall attach to Management for costs that may devolve, upon Exhibitor thereby. An Exhibitor building special background or side dividers must make certain that the surfaces of such dividers are finished in such a manner as not to be unsightly to Exhibitors in adjoining booths (no logos, no graphics). If such surfaces remain unfinished before the opening of the exhibition, Management shall authorize the official decorator to effect the necessary finishing, and Exhibitor must pay all charges involved thereby. In addition, if any display on which set-up has not been started before the opening day of the Exhibition, Management reserves the right to have such displays installed at Exhibitor's expenses. All exhibits should be ready for the opening hour of the Exhibition. The Management will not allow any noise or moving of exhibits after this time. No exhibit may be built or erected to exceed the height limitations as set forth in the Exhibitors' Manual. Any Exhibitor whose booth exceeds the height limitation will be required at his own expense to alter the display in order to conform to those regulations.
- 14. SOUND LEVEL:** Mechanical or electrical devices that produce sound must be operated so as not to prove disturbing to other Exhibitors. Management reserves the right to determine the acceptable sound level in all such instances.
- 15. PERFORMANCE OF MUSIC:** The Exhibitor acknowledges that any live or recorded performances of copyright led music, which occur in the Exhibitor's booth must be licensed from the appropriate copyright owner or agent. The Exhibitor undertakes full responsibility for obtaining any necessary licenses and agrees to indemnify and hold harmless, Management from any damages or expenses incurred by Management due to the Exhibitor's failure to obtain such licenses.
- 16. LOTTERIES & CONTESTS:** The operation of games of chance, or lottery devices, or the actual or simulated pursuit of any recreational pastime is permitted only to the extent permitted by applicable law and on written approval from Management.
- 17. PERSONNEL AND ATTIRE:** Management reserves the right to determine whether the character and/or attire of booth personnel is acceptable and in keeping with the best interests of Exhibitors and the Exhibition. Exhibitor expressly agrees that he and his personnel will not conduct official exhibitor functions in his private room during business hours of the Exhibition.
- 18. OBSTRUCTION OF AISLES OR BOOTHS:** Any demonstration of activity that results in obstruction of aisles or prevents ready access to nearby Exhibitors' booths shall be suspended for any periods specified by Management.
- 19. ADMISSION:** Admission is open to adults affiliated with the industry served by the Exhibition. No persons under 16 years of age will be admitted to any Trade Show. Management shall have sole control over admission policies at all times.
- 20. TERMINATION OF EXHIBITION:** In the event that the premises in which the Exhibition is or is to be conducted shall become, in the sole discretion of Management, unfit for occupancy, or in the event the holding of the Exhibition or the performance of Management under the contract (of which these Rules and Regulations are a part) are substantially or materially interfered with by virtue of any cause, or causes not reasonably within the control of Management, said contract and/or the Exhibition (or any part thereof) may be terminated by Management. Management shall not be responsible for delays, damage, loss, increased costs, or other unfavorable conditions arising by virtue of any cause or causes not reasonably with the control of Management. If Management terminates said contract and/or the Exhibition (or any part thereof) as aforesaid, then Management may retain such part of any Exhibitor's rental as shall be required to recompense it for expenses incurred up to the time such contingency shall have occurred, and there shall be no further liability on the part of either party. For purposes hereof, the phrase "cause or causes not reasonably with the control of Management" shall include, but not by way of limitation; fire casualty; flood; epidemic; earthquake; explosion or accident; blockage embargo; inclement weather; governmental restraints; or orders of civil defense or military authorities; act of public enemy; riot or civil disturbance; strike, lockout, boycott or other labor disturbance; inability to secure sufficient labor; technical or other personnel failure; impairment or lack of adequate transportation facilities; inability to obtain condemnation, requisition or commandeering of necessary supplies or equipment; local, State or Federal laws, ordinances, rules, orders, decrees or regulations whether legislative, executive or judicial, and whether constitutional or unconstitutional; or Act of God.
- 21. RESOLUTION OF DISPUTES:** In the event of a dispute or disagreement between Exhibitor and Official Contractor, or between Exhibitor and a Labor Union or Labor Union Representative: or between two or more exhibitors, all interpretations of the rules governing the Exhibition, actions, or decisions concerning this dispute of disagreement by Management intended to resolve the dispute or disagreement shall be binding on Exhibitor.
- 22. RECEIPT OF GOODS AND EXHIBITS:** All arriving goods and exhibits will be received at receiving areas designated by Management, and may be subject to drayage charges. All incoming goods and exhibits must be plainly marked and all charges prepaid.
- 23. CARE AND REMOVAL OF EXHIBITS:** Management will maintain the cleanliness all aisles. Exhibitor must, at his own expense, keep exhibits clean and in good order. All exhibits must remain fully in tact until the Exhibition has officially ended. Disturbing or tearing down an exhibit prior to the official closing hour of the exhibition can result in a refusal by Management, to accept or process exhibit space applications for subsequent exhibition. Exhibits must be removed from the building by the time specified in the Exhibitors' Manual. In the event any Exhibitor fails to remove his exhibit in the allotted time, the Management reserves the right, at the Exhibitor's expense, to ship the exhibit through a carrier of Management's choosing or to place the same in a storage warehouse subject to the Exhibitor's disposition or make such other disposition of this property as it may deem desirable without any liability to the Management.
- 24. PHOTOGRAPHY:** The photographic rights for the Exhibition are reserved to Management. Exhibitors wishing to make their own arrangements for the photographing of their exhibit must apply to the Management, whose permission shall not be unreasonably withheld.
- 25. INSURANCE:** Exhibitor is advised to see that his regular company insurance includes extraterritorial coverage, and that he has his own theft, public liability, and property damage insurance.
- 26. LOSSES:** Management shall bear no responsibility for damage to Exhibitor's property, or lost shipments either coming in or going out, nor for moving costs. Damage to inadequately packed property is Exhibitor's own responsibility. If exhibit fails to arrive, Exhibitor is nevertheless responsible for exhibit space cost. Exhibitor is advised to ensure against these risks.
- 27. AMENDMENT TO RULES:** Any matters not specifically covered by the preceding rules shall be, subject solely to the decision of Management. Management shall have full point in the matter of interpretation amendment and enforcement of all said rules and regulations, and that any such amendments when made and brought to the notice of the said Exhibitor shall be and become part hereof as though duly incorporated herein and subject to each and every one of the terms and conditions herein set forth.
- 28. DEFAULT:** If the Exhibitor defaults in any of its obligations under this contract or violates any of its obligations or covenants under this contract, including without limitation any Exhibition Rule or Regulation promulgated pursuant to the contract, the Management may, without notice, terminate this agreement and retain all moneys received on account as liquidated damages. The Management may thereupon direct the Exhibitor forthwith to remove its Employees, Agents or Servants, and all of its articles of merchandise and other personal property from the space contracted for and from the Exhibition Hall.
- 30. CONTRACT ACCEPTANCE:** Deposit of your check does not constitute contract acceptance. This agreement shall not be binding until accepted by Management.
- 31. AGREEMENT TO RULES:** Exhibitor, for himself or herself and his or her employees, and representatives, agrees to abide by the foregoing rules and by any amendments that may be put into effect by Management.