NORA

AN ASSOCIATION OF RESPONSIBLE RECYCLERS

2017 TRADE SHOW PROSPECTUS

NORA Annual Conference & Trade Show
Naples Grande Beach Resort
Naples, Florida
November 8-11, 2017

Updated February 23, 2017

ABOUT NORA

AND THE ANNUAL CONFERENCE & TRADE SHOW

NORA is a trade association representing over 325 leading companies in the liquid recycling industry. For over 30 years, NORA has been defending and promoting the liquid recycling industry. NORA was established in 1985 as the National Oil Recyclers Association with the primary mission of fighting the hazardous waste designation of used oil and aided in the development of the EPA's used oil management standards. The name was later changed to NORA, An Association of Responsible Recyclers as the business functions of the membership grew. Today, NORA represents the leading liquid recycling companies in the following areas: used oil, antifreeze, oil filters & absorbents, parts cleaning, wastewater and chemicals.

NORA hosts three events each year including the liquid recycling industry's premier networking and education event: the NORA Annual Recycling Conference & Trade Show. NORA's growing community has made the Annual Conference & Trade Show THE industry event of the year.

The Annual Conference & Trade Show has taken place all over the country and each year NORA members have come to attend, network, and exhibit.

NORA has hosted the Annual Conference & Trade Show in Florida in the past, and the show has grown in both size and attendance:

2016- Kona, Hawaii

2015- Orlando, Florida

2014- Fajardo, Puerto Rico

2013- Carlsbad, California

2012- Bonita Springs, Florida

2011- Kihei, Hawaii

2010- Scottsdale, Arizona

2009- Key Biscayne, Florida

2008- Palm Springs, California

2007- Orlando, Florida

2015- Orlando, Florida
Registered Attendees- 383
Exhibitors- 57

2012- Bonita Springs, Florida
Registered Attendees- 279
Exhibitors- 50

2009- Key Biscayne, Florida
Registered Attendees- 240
Exhibitors- 27

CONFERENCE & TRADE SHOW MEMBER TESTIMONIALS

If your target audience consists of people in the oil recycling industry, ***this is the most concentrated you'll find them.***

- Alan Fox, MemPore Environmental Technologies

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

- Guillermo Silva, Olein Recovery Corporation

Everyone that is someone in the industry is there, the information exchange is great. When you walk away you should have been updated on ***where the industry is, where it is going, and what hurdles are present.***

- Jon Hager, Colas Inc.

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

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

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

- Alvaro Ruiz, Vertex Energy Inc

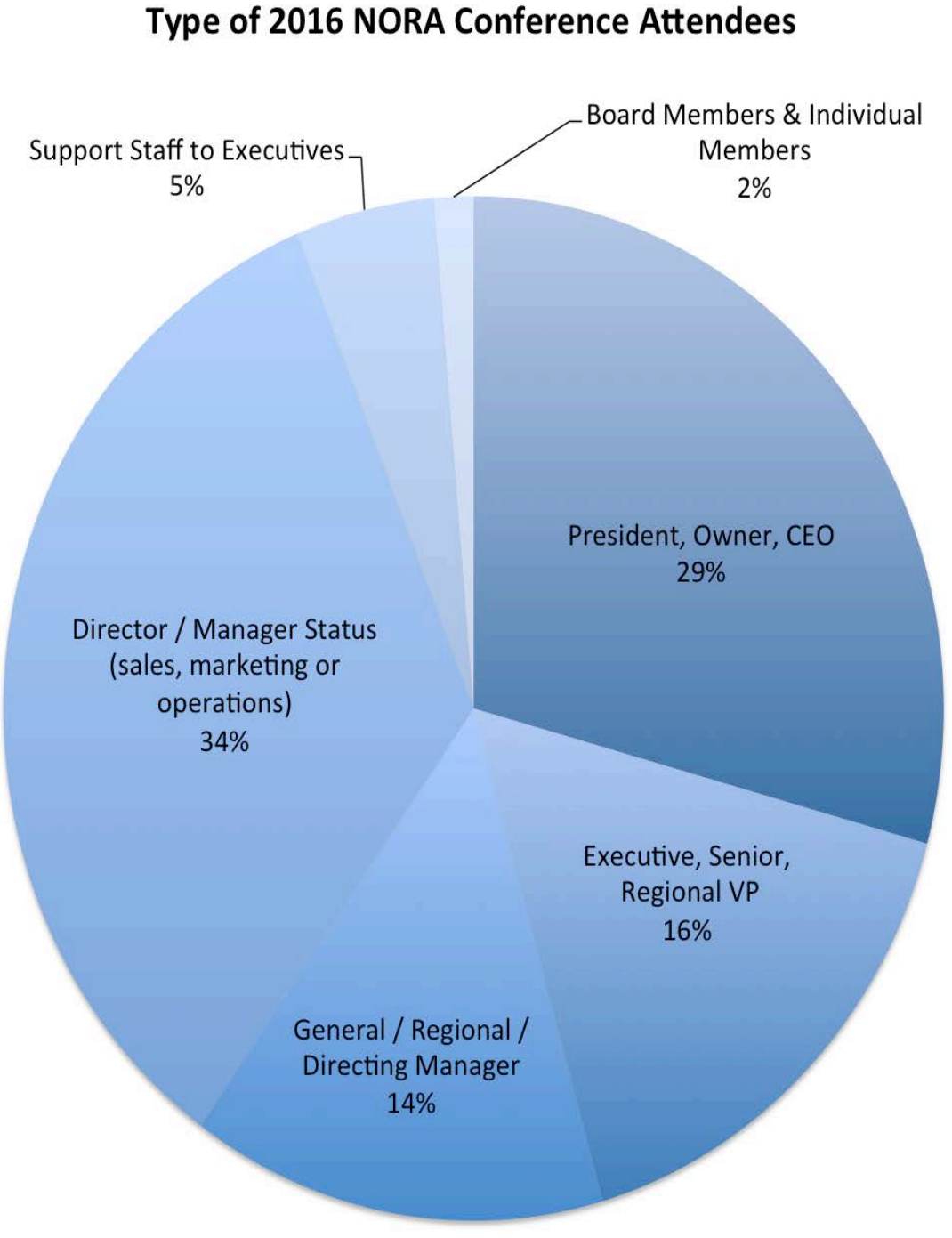
A place to meet people from all over the world and ***become known****.*

- George Plellis, PESCO-BEAM Environmental

Our market environment is changing more rapidly today than ever in the history of this industry. To manage a business well, it's critical to be aware of all the current trends that affect this industry and your business. In the matter of just a few days, you can gain the knowledge that you need in order to effectively plan for your business going forward. Whether you affirm what you already know or gain new insights, the NORA Conference is the one place that you can efficiently validate your assumptions to plan for the future. Also, in your constant search for new customers, suppliers and markets, ***NORA is the place where you can actually meet people that may become your future customers or suppliers.*** *Lastly, NORA's trade show creates a great environment to learn about new technologies and products. The more you put into NORA, the more you'll get out of it. It's extremely worthwhile and a great value for a relatively low cost.*

- Roy Schumacher, Schumacher Consulting

2016 CONFERENCE & TRADE SHOW
DECISION-MAKING ATTENDEES



2015 TRADE SHOW ATTENDEES

Representatives of the following companies attended NORA's last event in Florida:

A-Line TDS
Aaron Oil Company Inc
Absolute Recycling
Accurate Energy
Adcon Environmental, LLC
AECOM Corporation
Air Products & Chemicals
Akron Canton Waste Oil Company Inc
Albemarle Corporation
American Recovery L .L .C.
ATEK Access Technologies
Avista Oil
BASE Engineering Inc.
Bedford Industries, Inc
Bernadini Pty Ltd
Blend Tech, Inc
Boerger, LLC
Brown Gibbons Lang & Company, LLC
Buck ' s Oil Company
Build- All Corporation
C Stoddard & Sons Inc
Cambridge Risk Management
Catalyst Trading Co, L TD
Certified Recycling
Chemical Engineering Partners
Citamora Processes Inc.
Clean Burn LLC
Clean Harbors Environmental Services
Cleantech Environmental Inc.
Cliff Berry Inc.
Coco Products
Colas Inc.
Coles Environmental
Construction Resources Management
Continental Refining Company
Coreven Processing
Covanta Environmental Solutions
Crane s Waste Oil, Inc
Cuda Aqueous Parts Washers
DeAngelo Consulting, LLC.
DeMenno/ Kerdoon
DesertMicro
Dexsil Corporation
DFW Waste Oil Service, Inc.
Dipper Oil Recycling
Dober
Dolphin Centrifuge
Dyno Nobel Inc
E & E Technologies
E.M.C. Oil Co.
East Side Oil Company
Ecosorb International Inc.
Eldredge,Inc.
EMC Oil Co
Emerald Environmental
Energy Logic
Engine & Accessory, Inc.
Enterprise Oil
Enviro Waste Oil Recovery
Enviro- Cool, L L C
Environmental Energy, Inc.
Environmental Recovery Corporation
Environmental Resource Associates
Environmental Specialists Inc
Erpek Engineering & Consulting
Eurecat US
Excel Environmental Inc
Fenix Process Technologies Pvt. Ltd
Fielding Chemical
Flottweg Separation Technology, Inc.
Fountain Industries LLC
Fuel Source LLC
Future Environmental Inc
GARCO, Inc.
GEA Group
General Combustion Corp
General Environmental Services
Geophia, LLC
Georgia Petroleum Inc.
GFL Environmental Inc.
Graymills
GTI
Halron Lubricants Inc
Harris Law Office
Haz~Mat Environmental Services
Heritage - Crystal Clean, LLC
Holston Environmental Services, Inc.
Houlihan Lokey
HOWCO
Husky Corporation
Hydrodec of North America, LLC
InCon Process Systems - GIG Karasek GmbH
INSERV
Intergulf Corp.
InTerraChem, LLC
Ironshore Environmental
J & J Waste Oil Inc
J. Smith Lanier & Co.
Jaxon Filtration
Jebro Inc
Justin Davis Logistics
Keteca USA, Inc.
Key Petroleum, LLC
KeyBanc Capital Markets, Inc.
Lamb Fuels, Inc
LCI Corporation

Continued...

2015 TRADE SHOW ATTENDEES

Continued...

LevelCon Remote Asset Monitoring
Liquid Environmental Solutions
LLL Transport, 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.
Lubes'n'Greases
Lubrizol
Luzon Oil Co., Inc dba
Luzon Environmental Services
MasterWash Recycling Services
MemPore Environmental Technologies
Midstates Oil Refining Co., LLC
Mielke Environmental
Monarch Environmental Inc.
Mouvex
MultiTherm LLC
Munsch Hardt Kopf & Harr, P.C.
National Chemical Supply Corp
Newport Steel Inc. Oil Filter Processing Equipment
Nexoil, LLC
Noble Oil Services Inc.
NOCO Energy Corp
Northstar Environmental Group, Inc.
Nuset Industries, Inc.
Oil Re-Refining Company
Oil Recovery Corp
Oilmen's Truck Tanks Inc.
Oldcastle, Inc
Olein Recovery Corporation
ORG CHEM Group, LLC
ORI Environmental
Owner Resource Group
Paradise Energy
Paratherm
Paul J. Orlowski, Ph.D
PESCO-BEAM Environmental
Petromax, Ltd
PetroSolutions LLC
Plummer's Environmental Services, Inc.
Porocel International
Praxair, Inc.
Products Plus, Inc.
PRTI, Inc.
Puralube USA, Inc.
Q Environmental, Inc.
Quantex Technologies Inc.
Quantum Analytics
Quarles & Brady LLP
Quest Resource Management Group
Radchem Products, Inc.
Radian Chemicals LLC
Recycle Oil Co
Rice Oil & Environmental
Rock Oil Refining Inc
Rodolfo Moreno y Compania
Rogue Waste Recovery & Environmental, Inc.
Safe & Clean Oil Recycle Sdn Bhd
Safety-Kleen, a Clean Harbors Company
Schumacher Consulting, LLC
Senn Dunn Insurance a Marsh & McLennan Agency Company
SJSolutions PLLC
SmartBin
Solvents and Petroleum Service Inc.
Southwest Oil Inc
SPC, A Brady Business
Spencer Strainer Systems
Spirit Services, Inc.
Summit Environmental Technologies
Superior Lubricants Co. Inc.
Sweet Gazoil Inc.
Synergy Recycling, LLC
Systech Environmental Corp
SystemOne Technologies Inc.
TCI Services
Terrapure Environmental
Texpar Energy, LLC
The Penray Companies
Thermo Fluids Inc.
Titan Logix Corp.
Tradebe Environmental Services
Trihydro Corporation
Truck Works LLC
Turn-Key Environmental
Unitek Solvent Services, Inc.
Universal Enviromental Services / Avista Oil
Universal Lubricants, LLC
US EnviroSystems
US Foundry
Valicor Environmental Services, LLC
Vertex Energy Inc
Vesco Oil Corporation
VLS Recovery Services
VTA GmbH & Co., KG
WaterTectonics
Werts Welding & Tank Service, Inc.
Western Oil Inc
Xeray Systems Inc
XL Catlin

PAST TRADE SHOW EXHIBITORS

EXAMPLE OF PAST NORA TRADE SHOW EXHIBITORS

Additives Inc.
Advantage Route Systems
AECOM Corporation
Aevitas Specialty Servies Corp.
AFES, Inc.
Air Products & Chemicals
Allen Woods and Associates Inc.
AMSPEC Services, LLC
Anchor Drilling Fluids
ATEK Access Technologies
Automotive Fluid Recycling
BASE Engineering
Bedford Industries, Inc
Boerger LLC
Bright Technologies
a Div. of Sebright Products, Inc.
Brown Gibbons Lang & Comp. LLC
Brown Industrial Inc
Build-All Corporation
Camgian Microsystems
Catalyst Services, Inc.
Catalyst Trading Co, Ltd.
Center Capital Corporation
Centrifuge Services, Inc.
Chem-Aqua, Inc.
Chem-Tainer Industries
ChemChamp North Am. Corp
Chemical Engineering Partners
Chempet
Clarus Technologies LLC
Clean Burn LLC
Cleantech Environmental
Clear Computing, Inc.
Coco Products
Compliance & Recycling
Continental Refining Company
Cuda Aqueous Parts Washers
DeMenno-Kerdoon
DesertMicro
Dexsil Corporation
Dober
Dolphin Centrifuge
Dragon Products, Ltd.
Ecube Labs
EET Corporation
EHS Momentum
Enevo, Inc.
Engine & Accessory Inc
Environmental Packaging Technologies
Environmental Resource Associates
EnviroSolids, L.L.C.
Envitech Inc.
Erpek Engineering & Consulting
eTank Systems
Eurecat US
Federal Motor Carrier Safety Admin
Fenix Process Technologies
FL Dept of Environmental Protection
Flottweg Separation Technology, Inc.
Fluid Solutions GmbH
Fountain Industries LLC
GEA Group
General Combustion Corp
Graymills
Gulf City Body and Trailer Works, Inc.
H2P Wireless Solutions
Haz~Mat Environmental Services
Hawaii Diesel Production Company
Heatec, Inc.
Hill Manufacturing Co.
HMT, Inc.
Houlihan Lokey
Husky Corporation
Hydron Treatment Technologies, LLC
I3G LLC
InCon Processing Systems- GIG Karasek GmbH
Innovative Energy Solutions (IES)
Innovative Fluids
Insurance Office of America Inc
InTerraChem, LLC
Interpipe Equipment, LLC
Ironshore Environmental
Jaxon Filtration
JPO Absorbents
Keteca USA, Inc
Kleentec Inc.
Koch Membrane Systems, Inc.
LABCAL Services Inc dba LCS
Lamb Fuels, Inc
LCI Corporation
LevelCon Remote Asset Monitoring
Logan Oil Inc.
Lubrizol
Marsh & McLennan Agency
Martec Marketing
MemPore Environmental Technologies
Merichem Co.
Mouvex
MSI/NUCORP
MultiTherm LLC
National Chemical Supply
Newalta Corporation
Newport Steel Inc Oil Filter
Processing Equipment
NPS Corporation
Oil Recycling Technologies
Oil Trade Supply Corp.
Oilmen's Truck Tanks
Olein Recovery Corporation
Onken Inc
Par-Kan Company
Paragon Laboratories
Paratherm Heat Transfer Fluids
Partsmaster Division of NCH
PC Scale Technologies
PESCO-BEAM Environmental
Petroleum Solids Control, Inc.
Pollution Equipment News
Porocel International, LLC
Praxair, Inc.
Process Heating Co.
Process Resource Group, Inc
Progress Tank
PRTI, Inc.
Quantum Analytics
Radian Chemicals LLC
Ray Camp Filters-Strainers
Redragon Oil & Gas Systems International Inc.
RSI Logistics
SmartBin
Spectro Analytical
SPC, A Brady Business
Spencer Strainer Systems
StayGreen Oil
Summit Environmental Technologies
Superior Lubricants Co. Inc
Sweet Gazoil Inc.
SystemOne Technologies Inc.
TCI of Alabama, LLC
TCI Services
Titan Logix Corp.
ThermoEnergy Corp
Tri-State Tank, LLC
Trihydro Corporation
Truck Works LLC
TST/Progress
Uni-ram Corporation
Unitek Solvent Services, Inc.
Univar
URS Corporation
US EPA
US Foundry
US Peroxide, LLC
Vertex Energy
VeruTEK Technologies
VTA Gmbh & Co., KG
Weatherford
XL Catlin
Zurich

2017 NORA ANNUAL CONFERENCE AGENDA

NOVEMBER 8-11, 2017 | Naples, Florida

TENTATIVE AGENDA | SUBJECT TO CHANGE

WEDNESDAY, NOVEMBER 8

10:00 AM - 2:00 PM	**Exhibitor Set Up**
2:00 PM - 7:00 PM	**Conference Check-In/Registration**
3:00 PM - 4:00 PM	**Board Member Meeting**
4:00 PM - 4:30 PM	**New Member/Board Member Reception**
4:30 PM - 8:30 PM	**Grand Opening Reception in Trade Show**

THURSDAY, NOVEMBER 9

7: 00 AM - 11:45 AM	**Conference Check-In**
7:00 AM - 8:00 AM	**Continental Breakfast in Trade Show**
8:00 AM - 10:00 AM	**Conference Sessions Open**
10:00 AM - 10:35 AM	**Refreshment Break in Trade Show**
11:00 AM - 11:45 AM	**Spouse/Guest Brunch, Open to Registered Spouses/Guests**
10:35 AM - 12:00 PM	**Conference Sessions**
12:30 PM - 7:00 PM	**NORA Golf Tournament**

FRIDAY, NOVEMBER 10

7:30 AM - 8:30 AM	**Continental Breakfast in Trade Show**
8:30 AM - 10:00 AM	**Conference Sessions**
10:00 AM - 11:00 AM	**Refreshment Break in Trade Show**
11:15 AM	**Trade Show Tear Down**
11:00 AM - 12:20 PM	**Conference Sessions**
5:00 PM - 9:00 PM	**NORA Closing Party: All exhibitors, attendees, speakers, and registered spouses are invited to attend this great event!**

SATURDAY, NOVEMBER 11

TBD	**NORA Fishing Expedition**

Activities on your own (golf, spa, shopping, sightseeing), departures.

2017 EXHIBITOR INFORMATION

Booth Assignment Deadlines:

Assignments For Past Exhibitors: March 17, 2017 | General Assignments: March 20, 2017

* Past Exhibitors who reserve and pay 50% deposit by March 17th, will be eligible for priority first round of booth assignments.

BOOTH DETAILS AND OPTIONAL ADD-ONS

BOOTH — $2195

Booth includes one registration for primary exhibitor and 8 foot high back drape divider, 6 foot skirted table, wastebasket, ID sign, and two chairs. Exhibitor receives 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 — $3195

Includes everything from the booth package plus: A custom banner that will allow you to show up with your literature and handouts and be ready to go without the cost of shipping or time to set up. The custom designed backwall banner is designed, printed and shipped to the trade show. The size of the banner is approx. 96" wide by 7'6" tall.

ADDITIONAL BOOTH PERSONNEL — $399/EACH

One registration is included with the booth. Three additional booth personnel *from the same company* may attend at the reduced rate of $399 each. The primary booth personnel and additional personnel receive all conference materials, reception food and drink tickets for the Grand Opening Reception, food and drink tickets for the Closing Night Dinner, two breakfasts and refreshment breaks.

SPOUSE/GUEST PACKAGE — $275/EACH

This package includes access to the opening reception on Wednesday including food and drinks, the Thursday spouse brunch, a spouse gift and the Friday night closing party. This package is for spouses and guests of registered attendees; this may not be used for employees of an attending company. This does not include access to Conference sessions.

ADDITIONAL INFORMATION

More information will be available in July 2017.

BOOTH SELECTION AND ASSIGNMENTS

To ensure your top selection, provide the booth numbers of your top five choices on the application (see the exhibit hall floor plan for numbers). Booth assignments will not be made until payment has been received. **Booth location and floor plan is subject to change without notice to accommodate space needs.**

INSTALLATION OF EXHIBITS

Installation of exhibits will be from 10:00 AM – 2:00 PM Wednesday, November 8. Exhibitors must have their displays in complete order by 2:00 PM.

DISMANTLE INFORMATION

Packing and removal of exhibits will begin at 11:15 AM on Friday, November 10, and must be completed by 1 PM.

EXHIBITOR TIMELINE AND DEADLINES

March 17	Deadline for Initial Booth Assignment Consideration for Past Exhibitors
March 20	General Booth Assignments
April 10	Initial Floor Plan With Exhibitors To Be Published In *Liquid Recycling Magazine Issue 2*
August 14	Submit Advertising Order for *Liquid Recycling Magazine Issue 4: The Pre Conference Issue*
August 25	Cancelation Deadline / Payment in Full Deadline
October 16	Submit Artwork to NORA for Sponsorship and Advertising at the Conference
October 18	Hotel Registration Cut Off Date
November 7	Suggested Arrival Date for Exhibitors to Naples
November 8 - 11	NORA Conference & Trade Show

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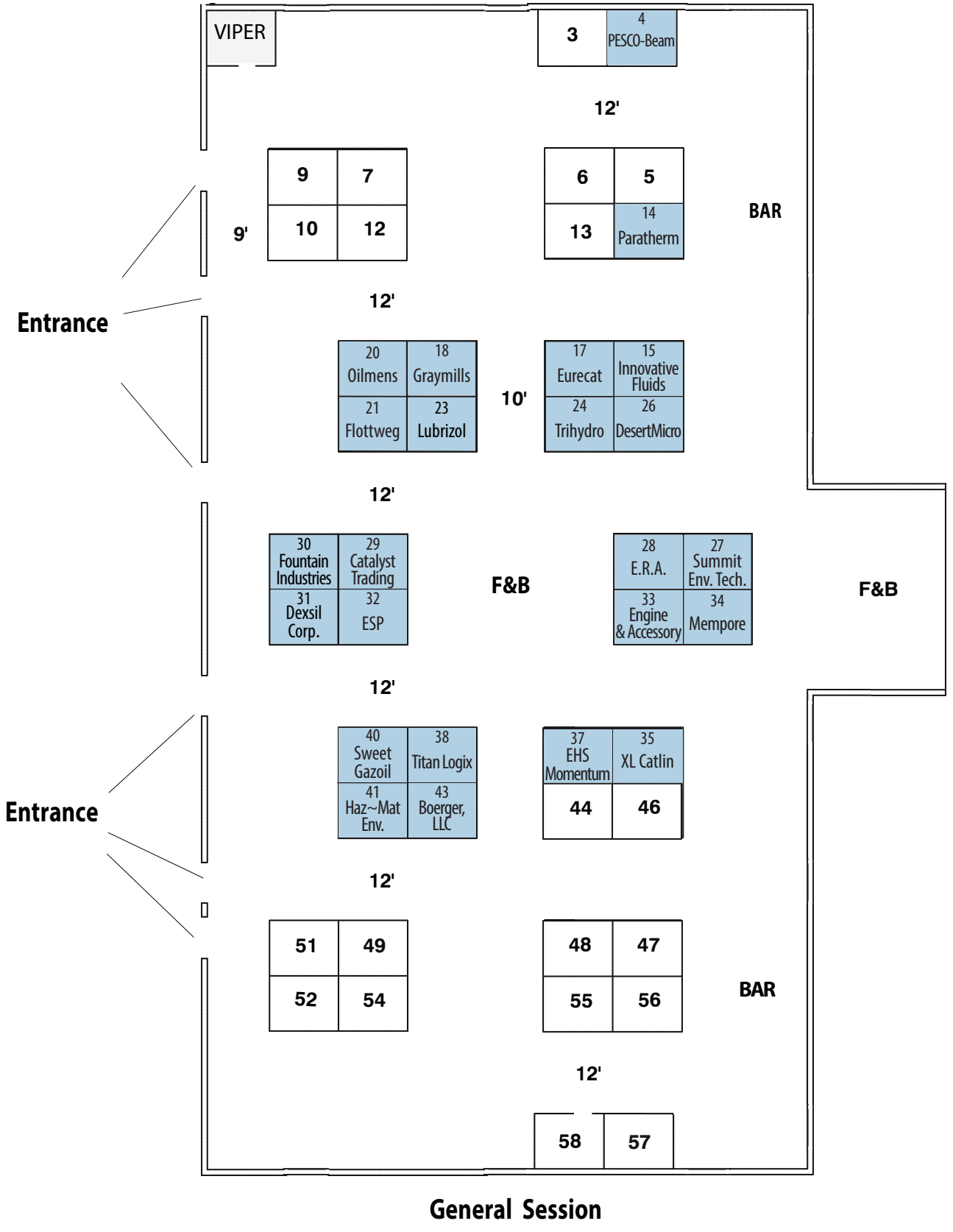
2017 ANNUAL CONFERENCE & TRADE SHOW

NAPLES GRANDE BEACH RESORT | NAPLES, FLORIDA | NOVEMBER 8-11, 2017



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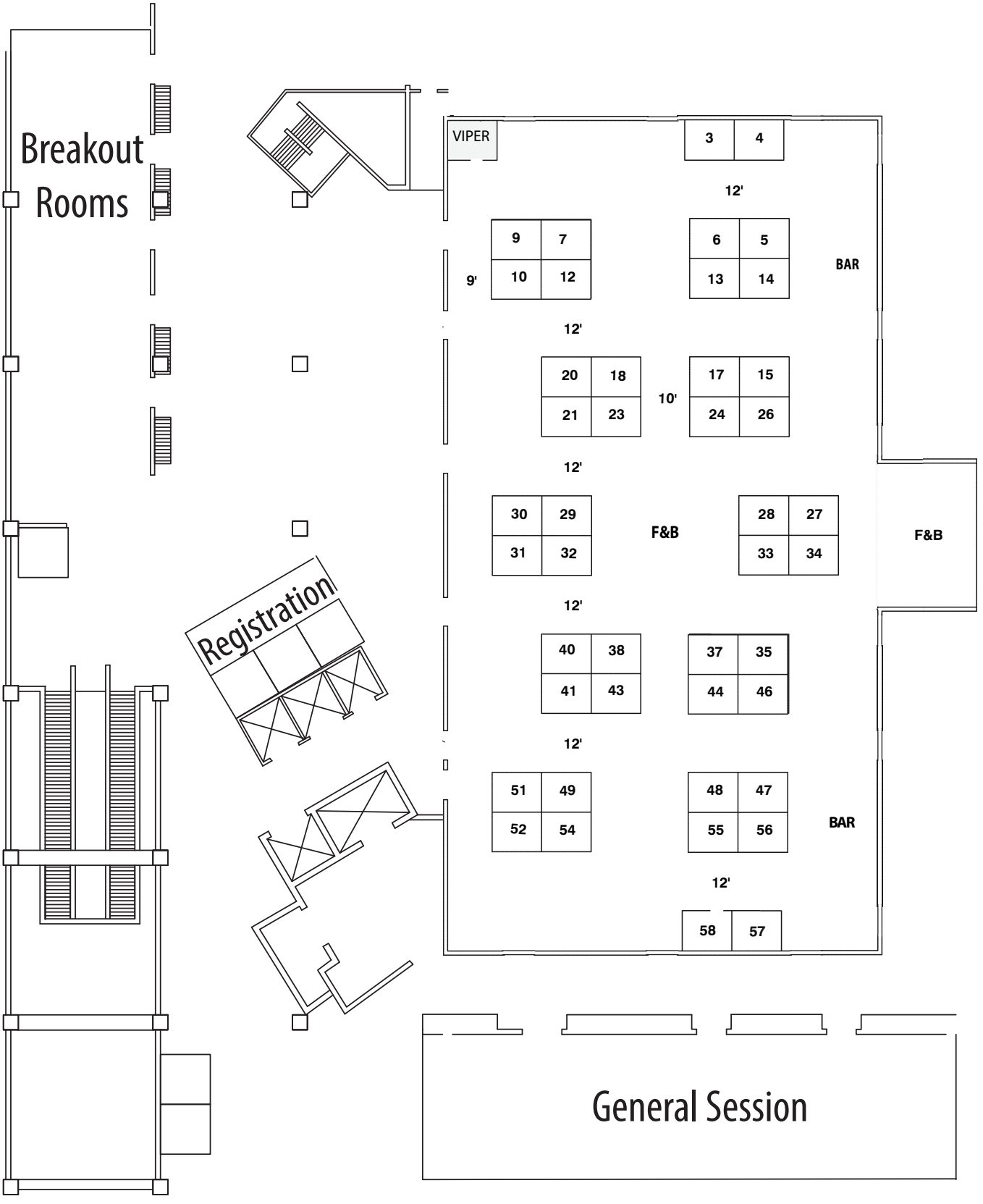
2017 ANNUAL CONFERENCE & TRADE SHOW

NAPLES GRANDE BEACH RESORT | NAPLES, FLORIDA | NOVEMBER 8-11, 2017



14.

2017 NORA Exhibitor Terms and Conditions

By applying for exhibit space, your company agrees to comply with all rules and regulations outlined below and further agrees to abide by the decision of NORA (hereafter known as "exhibit management") with respect to interpretation of these rules. Please be sure that the company representatives attending the meeting are aware of and adhere to these rules.

1. **Exhibit Representatives.** Each 8x10 exhibit package is entitled to one complimentary registration per booth. Up to three additional staff members from the same company may register at the reduced rate of $399 per person. Multiple companies may not share a single booth. Companies with a shared business relationship may co-locate but will be charged a co-location fee.
2. **Assignment of Space.** A 50% deposit is required to secure a booth assignment. Every effort will be made to respect the exhibitors' space choices for "preferred" space whenever possible, but exhibit management's decision shall be final. Exhibit management reserves the right to transfer assignments when such action is deemed to be in the best interest of the total exhibit effort.
3. **Payment.** Full payment of exhibit fees is required by August 25, 2017. A 50% non-refundable deposit will secure a booth until August 25, 2017. Submitted forms will be charged the full amount of the booth unless a written deposit request is made. Payment for exhibit space does NOT include the cost of any booth equipment, furnishings, special utilities or services ordered by the exhibitor; unless specified in the Exhibitor Agreement. All such optional costs shall be the exhibitor's responsibility. Please make checks payable to: NORA, 7250 Heritage Village Plaza, Suite 201, Gainesville VA 20155, USA. All telephone inquiries: 703-753-4277; FAX 703-753-2445. International funds must be submitted to a U.S. bank in U.S. equivalents. Booths not paid in full by August 25, 2017 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 August 25, 2017 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 August 25, 2017, and space shall be forfeited.
5. **Contractor Service information.** In the best interest of the exhibitors, exhibit management has selected Viper Tradeshow Services, contact person Belinda Schlueter 816-587-1882, 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 overall height of 8'. The maximum booth height of 8' may extend out 1⁄2 the depth of the booth from the back wall. Height limitation of the display in the balance of the area is 36", except for product and equipment on display which in itself may exceed this height. It is expressly agreed by the exhibitor that in the event he or she fails to install his or her products in his or her exhibit space, or fails to pay the space rental at the time specified, exhibit management shall have the right to take possession of said space and lease some or any part thereof to such parties and upon such terms and conditions as it may deem appropriate.
8. **No dismantling will be permitted before closing time.** No exhibitor shall have the right prior to closing of the exhibition to pack or remove articles in exhibit without permission from and approved in writing by exhibit management.
9. **Responsibility.** If the exhibitor fails to comply in any respect with the terms of this agreement, exhibit management shall have the right, without notice to the exhibitor, to offer said space to another exhibitor, or to use said space in any other manner. This shall not be construed as affecting the responsibility of the exhibitor to pay the full amount specified by the contract.
10. **Compliance.** The exhibitor assumes all responsibility for compliance with all pertinent ordinances, regulations and codes of duly authorized local, state and federal governing bodies concerning fire, safety, health; together with the rules and regulations of the operators and/or owners of the property wherein the exhibit is held. Cloth decorations must be flameproof. Wiring must comply with fire department and underwriters' rules.
11. **Liability.** NORA, Viper Tradeshow Services and Naples Grande Beach Resort, its agents or employees shall not be responsible for any loss, theft, or damage to the property of the exhibitor, his or her employees or representatives. Further, exhibit management will not be liable for damage or injury to persons or property during the term of this agreement from any cause whatsoever by reason of the use or occupancy of the exhibit space by the exhibitor or his assigns, and the exhibitor shall indemnify and hold harmless exhibit management from all liability, which might ensue from any cause whatsoever. If the exhibitor's materials fail to arrive, the exhibitor is nevertheless responsible for all amounts due hereunder. Exhibitors are advised to carry special insurance to cover exhibit material against damage and loss, and public liability insurance against injury to the person or property of others.
12. **Cancellation or Termination of Exhibition.** In the event that the premises where the exhibition is to be held shall, in the sole determination of exhibit management, become unfit or unavailable for occupancy, or shall be substantially interfered with, by reason of picketing, strike, embargo, injunction, act of war, terrorism, act of God, fire or state of emergency declared by any government agency or by reason of any municipal, state or federal law or regulation or by reason of any other occurrence beyond the control of exhibit management, exhibit management may cancel or terminate the exhibition. In the event of such cancellation or termination, the exhibitor waives any and all claims the exhibitor might have against exhibit management for damages or expenses and agrees to accept in complete settlement and discharge of all claims against exhibit management the exhibitor's prorated share of the total amount paid by all exhibitors less all costs and expenses incurred by exhibit management in connection with the exhibition including a reserve for future claims and expenses in connection therewith. In case exhibit management shall for any reason determine to cancel or terminate the exhibition, the exhibitor waives all claims the exhibitor might have against exhibit management for damages or expenses and agrees to accept in complete satisfaction and discharge of all claims against exhibit management a refund of all amounts paid by the exhibitor to exhibit management in accordance with this agreement.

I agree to the 2017 NORA Exhibitor Terms & Conditions. (Must be signed prior to booth assignment)

SIGNATURE: DATE:

2017 SPONSORSHIPS

CONFERENCE & TRADE SHOW

NAPLES, FLORIDA | NOVEMBER 8-11, 2017

☐ **Closing Party Naming Rights** **$10,000**
Exclusive sponsorship.

☐ **Level 1 Closing Party Sponsor** **$5000**
Only 4 available. Your logo will be featured on the front cover of the Conference Book, on a commemorative photo jacket, and displayed at the Closing Party. You also receive a reserved table for ten registered attendees/guests in premier location at the closing party, Closing Party Sponsor ribbon on badge, recognition at Closing Party dinner, full page color ad in Conference Book ($625 value), color logo with company/exhibitor index in Conference Book, and logo on the "thank you" page in post-Conference Magazine.

☐ **Premier Sponsor *** **$5000**
Your logo will be featured on the front cover of the Conference Book and on all name badges. You receive the back cover ad of the conference book. Your company will be thanked at the opening session and your logo will be screen-printed on the tote bags distributed at registration.

☐ **Lanyard Sponsor *** **$2900**
Your company logo will be printed on the lanyard handed to all attendees.

☐ **Key Card Sponsor *** **$2900**
Your logo will be printed on key cards distributed to NORA guests at hotel check-in.

☐ **Golf Lunch Sponsor *** **$2500**
Your company will be recognized on the box lunches placed in each cart at the start of the tournament. This sponsorship includes two FREE golf tournament registrations and a Golf Hole Sponsor Sign.

☐ **Water Bottle Sponsor** **$2300**
Your logo will be printed on the bottles of water that will be set at every seat at the beginning of the conference on Thursday morning.

☐ **Notebook Sponsor *** **$2200**
Your logo will be on the notebook placed at each seat at the beginning of the conference on Thursday morning.

☐ **Audio / Visual Sponsor *** **$2000**
Your logo will be prominently displayed when the "splash screen" is displayed in the main meeting room. As an added bonus, a free full page color ad in the conference book is included (a $625 value).

☐ **Keynote Speaker Sponsor** **$2000**
Your company will be thanked prior to the speaker's keynote address and you will have the opportunity to address the entire group for one minute. Your logo will appear on a large screen behind the speaker at the beginning of the keynote address. In addition, you will have an exclusive opportunity to meet with the speaker before the event.

☐ **Level 2 Closing Party Sponsor** **$2,000**
Only 8 available. Your logo will be featured on the front cover of the Conference Book, on a commemorative photo jacket, and displayed at the Closing Party. You also receive a Closing Party Sponsor ribbon on badge, recognition at Closing Party dinner, half page color ad in Conference Book ($475 value), color logo with company/exhibitor index in Conference Book, and logo on the "thank you" page in post-Conference Magazine.

☐ **Gold Sponsor** **$1800**
Your logo will be printed on the front cover of the Conference Book and on large sign age 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 Sept. 29 (10 available).

☐ **Drink Ticket Sponsor** **$1000**
Your logo will be printed on the drink tickets for the Wednesday Opening Reception and on signs around the bar. Please order by Oct. 16 to allow time for printing.

☐ **Level 3 Closing Party Sponsor** **$1000**
Only 12 available. Your logo will be featured on the front cover of the Conference Book, on a commemorative photo jacket, and displayed at the Closing Party. You also receive a Closing Party Sponsor ribbon on badge, recognition at Closing Party dinner, black and white logo with company/exhibitor index in Conference Book, and logo on the "thank you" page in post-Conference Magazine.

continued...

2017 SPONSORSHIPS

CONFERENCE & TRADE SHOW

NAPLES, FLORIDA | NOVEMBER 8-11, 2017

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

☐ **Charging Station Sponsor** **$600**
Your logo will be prominently displayed at a charging station near the registration desk to supply power for mobile devices.

☐ **Bag Sponsor** **$550**
Your logo will be printed on the conference bags distributed to attendees. Available through September 29 to allow time for printing.

☐ **Level 4 Closing Party Sponsor** **$500**
Your logo will be featured on a commemorative photo jacket and displayed at the Closing Party. You also receive a Closing Party Sponsor ribbon on badge, recognition at Closing Party dinner, black and white logo with company/exhibitor index in Conference Book, and logo on the "thank you" page in post-Conference Magazine.

☐ **Event Page Banner*** **$500**
One web ad available on event page on NORA website.

☐ **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, coozies, flyers, etc. Please deliver items to hotel by November 6.

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

☐ **Candy Bowl Sponsor** **$275**
Your logo will be displayed around the NORA Candy Bowl at the registration table. - Only six available

☐ **Level 5 Closing Party Sponsor** **$250**
Your logo will be featured on a commemorative photo jacket and displayed at the Closing Party. You also receive a Closing Party Sponsor ribbon on badge, recognition at Closing Party dinner, and logo on the "thank you" page in post-Conference Magazine.

☐ **Thursday Continental Breakfast** **$250**
Your logo will be prominently displayed on signage at the breakfast and included next to this event on conference agendas.

☐ **Friday Continental Breakfast** **$250**
Your logo will be prominently displayed on signage at the breakfast 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.

NOTES

* Only ONE available. These items are offered via lottery. Email casey@noranews.org by August 11, 2017 to enter the lottery. To receive full promotional consideration in print materials, please submit sponsorships by September 29, 2017. After this date, sponsorships are still welcome but may receive different promotional consideration.

Non-Members add $1000 to purchase price.

SPONSORSHIP & ADVERTISING OPPORTUNITIES (CONTINUED)

CONFERENCE BOOK ADVERTISING

The conference book is distributed to attendees, new members who join throughout the year and posted on the NORA website. Attendees refer to this book for contact information for all attendees and exhibitors, the event agenda, and exhibitor and speaker information. NORA will design your ad for free. ** Inside Front and Back Cover ads are assigned via lottery on August 11, 2017.*

- ■ **Back Cover Ad ..... Included with premier sponsorship**
- ☐ **Inside Front Cover Ad * $1,100**
- ☐ **Inside Back Cover Ad * $950**
- ☐ **Full Page Color Ad (7-1/2″ x 10″) $625**
- ☐ **Full Page Black & White Ad (7-1/2″ x 10″) $475**
- ☐ **Half Page Color Horizontal Ad (7-1/2″ x 5″) $475**
- ☐ **Half Page Black & White Horizontal Ad (7-1/2″ x 5″) $260**
- ☐ **Half Page Color Vertical Ad (3-3/4″ x 10″) $475**
- ☐ **Half Page Black & White Vertical Ad (3-3/4″ x 10″) $260**
- ☐ **Third Page Color Ad (7-1/2″ x 3-1/2″) $375**
- ☐ **Third Page Black & White Ad (7-1/2″ x 3-1/2″) $200**
- ☐ **Color Logo by Company Index (1″ high) $150**
- ☐ **Color Logo by Exhibitor Index (1″ high) $150**

SUBMIT SPONSORSHIP/ADVERTISING FORM

CONTACT INFORMATION

Name _____ Title _____

Company _____ Email _____

PAYMENT OPTIONS

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 AGREEMENT

Credit Card Only: Email casey@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 casey@noranews.org