

*Meet energy decision makers in  
business, industry, & government...*



**Energy Management Congress**

**JUNE 7-8, 2017**  
**Long Beach Convention Center**  
**LONG BEACH, CA**

[www.energyevent.com](http://www.energyevent.com)

**Presented by**



**Platinum Sponsor**



EXHIBITOR PROSPECTUS



# Energy Management Congress

## JUNE 7-8, 2017 | LONG BEACH, CA

### Long Beach Convention Center



#### About the Show Presenter

The Association of Energy Engineers (AEE), a professional society of over 17,500 members, presents the West Coast EMC. Members include energy engineering and management professionals from throughout the U.S. and over 90 nations abroad. AEE is dedicated to providing industry-specific information resources, training, and widely recognized professional certification programs in the dynamic fields of energy engineering and energy management, renewable and alternative energy, power generation, energy services, sustainability, and all related areas. For more details, please visit our website:

[www.aeecenter.org](http://www.aeecenter.org)



#### About the Platinum Sponsor

An Edison International company, Southern California Edison, is one of the largest electric utilities in the U.S. and a longtime leader in renewable energy and energy efficiency. SCE serves more than 14 million people via 4.9 million customer accounts in a 50,000 square-mile area of Central, Coastal and Southern California, and has provided electric service in the region for more than 125 years. SCE maintains grid assets valued at more than \$20 billion. In the past 5 years, SCE's energy efficiency programs have helped customers save enough energy to power nearly 1.2 million homes for a year. SCE delivered over 15 billion kilowatt hours of renewable power to its customers in 2012—nearly 20 percent of all the electricity delivered that year. For more information, visit:

[www.sce.com](http://www.sce.com)

**EMC 2017 is your best opportunity of the year to meet face to face with end-user professionals who make the key buying decisions for energy products and services.**

The Association of Energy Engineers is pleased to bring the 35th West Coast Energy Management Congress to Long Beach for 2017. This important annual industry event, to be held June 7-8, 2017, at the Long Beach Convention Center, offers you an unparalleled opportunity to showcase your products, generate sales leads, and make direct contact with those who are actively involved in projects to improve energy efficiency, optimize facilities, and explore innovative green and sustainable solutions for their organizations. At the West Coast Energy Management Congress, you'll meet professionals representing all segments of the commercial, industrial, governmental, and institutional end-user markets who have a specific interest in:

- Energy efficient technologies
- Renewable and alternative energy
- Combined heat and power, cogeneration, and distributed generation
- Efficient lighting products and lighting controls
- High-performance HVAC systems and controls
- Boilers and combustion controls
- Metering, measuring, and monitoring
- Energy management and building automation
- Thermal storage and load management
- Georexchange technologies
- Solar, wind, and fuel cell technologies
- Water efficient technologies
- Applications specific to federal energy management programs
- Energy services and project financing



#### FOR QUESTIONS ABOUT EXHIBITING:

Call Matt Streicher, Exhibit Manager, at (770) 279-4386, or email Matt at [matt@aeecenter.org](mailto:matt@aeecenter.org) or visit: [www.energyevent.com/exhibit](http://www.energyevent.com/exhibit)





# Special features for EMC exhibitors...

## ✓ EXHIBIT HALL WORKSHOPS:

A full lineup of special exhibitor-conducted workshops in the exhibit hall, with free admission to all show attendees, including exhibits-only, conference, and seminar attendees.

## ✓ EXHIBIT HALL LUNCHEONS:

Exhibitors benefit from two luncheons that bring additional EMC attendees into the exhibit hall.

## ✓ CONFERENCE BOOSTS SHOW ATTENDANCE:

Scheduling assures EMC conference attendees ample exclusive time for visiting exhibits. Full EMC conference and seminar agenda features more than 100 speakers, including recognized experts from business industry, government, and academia.

## ✓ TWO FREE + 20 REDUCED-FEE CONFERENCE PASSES:

Each exhibiting company receives two free conference passes (an \$895 value) as well as 20 reduced-fee passes for distribution to selected customers.

## ✓ UNLIMITED FREE EXPO PASSES FOR CUSTOMERS:

Exhibitors receive unlimited free expo passes, both printed and digital, customized to include their organization or company name.

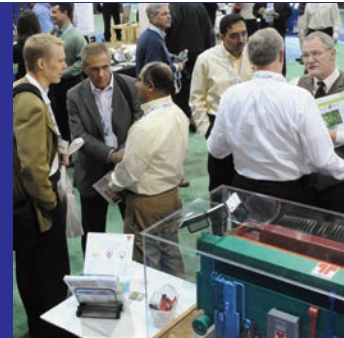
### *Highlight your exhibit in the California Green showcase...*



EMC's California Green showcase, co-presented by the U.S. EPA's ENERGY STAR®, will again be a prominent part of the EMC show floor for 2017. Placing your exhibit along the "green carpet" of California Green will afford you a unique opportunity to network and showcase your environmentally friendly, sustainable energy products directly to green-motivated buyers. The 2017 West Coast EMC conference program will also educate and guide attendees as they seek the best and most promising sustainable solutions for improving building performance.

### *Armed Services Energy Pavilion...*

AEE is pleased to announce the Armed Services Energy Pavilion (ASEP), which is a dedicated area on the West Coast EMC show floor. This special section of the exhibit hall will highlight energy-related products and services at the Fort Irwin U.S. Army base, as well as energy technologies which are recommended for all military bases and government facilities. If you are working with the Ft. Irwin Army base and/or other government facilities in the area of energy and facility management, we invite you to select a booth location in this pavilion to showcase your energy and facility related technologies.



### **The West Coast EMC show reaches a cross section of key industry decision-makers...**

- Energy Engineers & Managers
- Facility Managers
- Energy & Sustainability Planning Managers
- Managers of Industrial Plants
- Directors of Facilities
- Directors of Energy Planning
- Project Managers
- Managers of Energy Services
- Building Administrators
- Energy Coordinators
- Directors of Finance
- Managers of Electric Utilities
- Presidents & Vice Presidents
- Vice Presidents of Operations
- Mechanical Engineers
- Directors of Corporate Accounting
- Directors of Property Management
- Energy Consultants for Commercial, Institutional, & Industrial Customers
- Managers of Proposals
- Directors of Engineering
- Directors of Operations
- Certified Energy Managers
- Plant Engineers & Managers
- Physical Plant Administrators
- Building Owners
- Property Managers
- Government Facility Managers
- Industrial Vice Presidents of Operations
- Electrical Engineers
- Process Engineers
- Consultants, HVAC Contractors, & Energy Service Professionals
- Industrial & Commercial End Users
- Institutional Facility Managers
- Healthcare Facilities Administrators

*Assure your product and sales team a prominent location. Act now, reserve your space early for the unique marketing event that is EMC 2017!*

# Exhibitors will find buyers in search of a cross section of products and services...

Based on the results of past expositions, AEE trade show attendees are looking for integrated solutions which assure both a secure and affordable power supply and effective management of energy-related costs. If you market any of the products or services listed below, you should make your plans now to participate in one of the industry's leading deal-making events.

## ENERGY MANAGEMENT CONTROLS

Energy management systems  
Building automation systems  
System integrators  
Energy conservation products and services  
Industrial process controls  
Efficient motors & motor controls  
Combustion controls  
Steam traps  
Insulation products  
Energy storage  
Software systems  
Consulting/contracting services  
Internet-based energy management  
Data management services  
Multi-site energy management  
RFP/RFQ services

Energy storage systems  
Roof systems, energy efficient  
Heat exchangers  
Heat recovery equipment  
Compressed air equipment  
Compressed air system management  
Variable speed drive fans & pumps  
Variable air volume controls  
Refrigeration controls  
Flow control devices  
Temperature controls  
Metering devices

## ENERGY SERVICES

Energy service companies  
Utility affiliates  
Performance contractors  
Energy auditing & feasibility analysis  
Multi-site energy management  
Facility management outsourcing  
Asset management  
Project financing services  
Metering services  
Power marketers/brokers  
Natural gas marketers/brokers  
Contract attorneys & consultants

## BOILERS & CONTROLS

Packaged high and low pressure boilers  
Power generating boilers  
High-efficiency firetube & watertube boilers  
High-efficiency gas-fired boilers  
High-efficiency electric boilers  
Waste heat boilers  
Mass burn boilers  
Combustion controls  
Burners & steam traps  
Steam distribution systems  
Heat recovery systems  
Emission control equipment

Air sampling & monitoring equipment

## DISTRIBUTED GENERATION/ COMBINED HEAT & POWER

Turbines & microturbines  
Boilers & combustion systems  
Combined cooling, heating & power packages  
Fuel cell power plants  
Natural gas-fired cogeneration systems  
Biomass cogeneration systems  
Packaged/modular cogeneration systems  
Standby power systems  
Reciprocating engines  
Generator sets  
Engine components  
Instrumentation & controls  
Industrial switchgear  
T&D protection equipment

## SOLAR/PHOTOVOLTAIC PRODUCTS

Stand-alone photovoltaic systems  
Grid-connected photovoltaic systems  
Building-integrated photovoltaics  
Solar/photovoltaic engineering & design services  
Green building consultants/contractors  
Solar roofing systems  
Solar lighting  
Passive solar technologies  
Solar thermal process heat systems

## FUEL CELL TECHNOLOGIES

PEM fuel cell systems  
Phosphoric acid fuel cell systems  
Solid oxide fuel cell systems  
Molten carbonate fuel cell systems  
Fuel cell cogeneration systems

## Face-to-face contact proves again to be a most effective marketing tool for exhibitors...

Trade show industry surveys have consistently found that well over 80% of exhibitors report that face-to-face contact with prospective buyers is very to extremely important to their success. Similarly, over 80% of show attendees find face-to-face contact with potential vendors is very to extremely important to their decision-making process. At AEE shows, typically over 90% of show attendees have the authority to recommend or purchase products for their organizations.



4

## LIGHTING

LED (solid state lighting)  
LED lamps  
LED tubes  
LED fixtures  
Lamps & fixtures  
Ballasts & reflectors  
Lighting controls  
Photoelectric controls  
Audio controls  
Motion detectors/infrared sensors  
Dimmers & switching systems  
Lighting retrofit services  
Lamp & ballast disposal services  
Lighting maintenance

## HVAC & BUILDING SYSTEMS

Energy efficient cooling & heating  
Energy efficient chillers  
Absorption & engine-driven chillers  
Desiccant cooling systems  
Gas cooling systems

Added exposure for your product!



## EMC Exhibitor Workshop Presentations

A limited number of companies exhibiting at the 2017 West Coast Energy Management Congress will be given the opportunity to make presentations about the technical applications and success stories in a specially designated area of the exhibit hall. Both conference and "exhibits only" will be invited to attend these special workshop presentations free of charge. For information, please call Jenn DeBold at (770) 279-4391, or email her at [jenn@aeecenter.org](mailto:jenn@aeecenter.org)



# Reserve your exhibit space early to secure a prominent location at the 35th West Coast EMC.

## FACTS at-a-glance 2017 West Coast EMC

### SHOW DATES & LOCATION:

June 7-8, 2017  
Long Beach Convention Center  
Hall B  
Long Beach, CA

### EXPOSITION HOURS:

Wednesday, June 7, 2017  
10:00 am – 4:00 pm  
Thursday, June 8, 2017  
10:00 am – 2:00 pm

### BOOTH COSTS:

\$2750 per 10' x 10' booth space.

### MAXIMUM BOOTH HEIGHT:

In-line standard booth height may not exceed 8'. Island displays may exceed 8'.

### YOUR EXHIBIT INCLUDES:

- Two complimentary conference registrations and 20 at reduced fee
- Exhibit hall identity badges for all booth personnel
- 8' curtained backdrop and standard draped side railings
- 7" x 44" standard ID for your company (booth carpeting not provided)
- Company listing in pre-show newspaper (Deadline: January 16, 2017)
- Unlimited VIP expo passes imprinted with your company name, saving your guests the \$95 admission fee
- Exhibitor service kit for planning all your onsite display setup needs.

### FREE VIP EXPO TICKETS:

Valued at \$95 each, tickets for the Expo are available for your organization's use and distribution to target your own leads by extending a special invitation to them to visit your booth at no cost. Tickets are custom-printed with your company name, and also available in digital (PDF) format.

### ADDITIONAL INFORMATION OR SPACE RESERVATIONS:

Call Matt Streicher,  
West Coast EMC Exhibit Manager,  
at (770) 279-4386 or  
email [matt@aeecenter.org](mailto:matt@aeecenter.org)  
For more information, please  
visit the show website:

[www.energyevent.com/exhibit](http://www.energyevent.com/exhibit)

## 35th WEST COAST ENERGY MANAGEMENT CONGRESS June 7-8, 2017 | Long Beach Convention Center | Hall B



# The West Coast EMC Expo: a proven forum to conduct business!

*Here's a partial listing of recent West Coast EMC exhibitors. To exhibit, call (770) 279-4386.*

1 Source LED	Camfil	Echoflex Solutions, Inc.	Inc.	Mitsubishi Electric	SMARTenergy OPS
38 Zeros	Campbell Window Film	ECO Lighting Group	Green Box America, Inc.	Cooling & Heating	Snohomish County PUD
ABB Lighting, Inc.	Cantech Energy	Ecogreen Solutions, Inc.	Green Charge Networks	Miura America Co., Ltd.	SoCal Gas
Abundant Power Group, LLC	Capstone Turbine	Edmonds USA, Inc.	Hays Fluid Controls	Mohr Power Solar, Inc.	Socomec
ACCO Engineered Systems	Cascade Engineering	Eemax	Heat Seal, LLC	Monetary Gold	SolarWorld Americas, Inc.
Accuenergy Corporation	Services, Inc.	eGauge Systems	HEP Group USA	Monterey Lighting	Southern California Edison / SCE
ACR Systems, Inc.	cBright Lighting	ELKO Global, LLC	Hi-Velocity System	Solutions	Standard Solar, Inc.
Action Duct Cleaning Co., Inc.	CellMotive Co.	ELB Electronics, Inc.	Honeywell	MULTISTACK	Stem, Inc.
Acuity Brands	CenEnergy / Bluon	Electric League of the Pacific Northwest	Honeywell Building Solutions	Nightstick by Bayco Products, Inc.	Steril-Aire
Advanced Applied Concepts	Energy	Electric Zone, Inc.	HOTSTART	Nora Lighting	Stronghold Engineering, Inc.
AE LIGHT	Christenson Electric, Inc.	Electro Industries / Gauge Tech	Howard Lighting Products	North Coast Electric	Sun & Stars Lighting
AECOM	Cireon	Elster Solutions	Hubbell Energy Solutions	Northwest Energy Efficiency Council	Sunbelt Rentals
Aeroseal, LLC	Clean Technology Partners	EMAT (Efficient Mobile Auditing Technology)	Hubbell Lighting	Northwest Water & Energy Education Institute	Sunpark Electronics Corp.
Agua Del Sol	CleanTech Alliance	EMCOR Services Mesa Energy Systems	Hudson Technologies	NRG Energy	Sunset Air, Inc.
Air Monitor Corporation	CODA Energy	Emerson Industrial Automation	HyLite LED Lighting	NSI Industries	Support Product Services
Air Reps	Commercial Filter Sales	E-Mon by Honeywell	ICONICS	NW Energy Coalition	Sustainability Matters
Airius, LLC	Compressor IQ	Energetic Lighting	Ideal Industries, Inc.	Obvius	Tacoma Power
Alumen8E	Connect-Air Wire & Cable / Division of EIS	Energy Management Collaborative	Ilios Dynamics	Ohyama Lights, LLC	Tecogen, Inc.
Ameresco, Inc.	Connect-Air, Genuine Cable Group	Eneredge	Illumitex, Inc.	OneSource Distributors	Thermal Science Technologies, LLC
American Bright Lighting	Continental Control Systems, LLC	Enerlites	Infinite Trading, Inc.	ONICON Incorporated	ThermaXX Insulation
American Power Solutions	Copper Development Association, Inc.	Enertiv	Inovus Solar	Optergy	Jackets
Applied Power Technologies	CopperTree Analytics	ESCO Supplies	Integrated Energy	Orion Energy	Transformative Wave
Apricus, Inc.	CREE	ESL Power Systems	Integrity Energy Services	Osram Sylvania, Inc.	Triacta Power Solutions
APTech Group, Inc.	CSR Edmonds	ESL Vision	Intelligent Sustainable Solutions, LLC	Osterbauer Compressor Service	U.S. EPA ENERGY STAR Program
Aqua Bio Technologies	CyberLock, Inc.	Espen Technology, Inc.	Interior Technology, Inc.	P2S Engineering, Inc.	Ultraviolet Devices, Inc.
Armstrong Fluid Technology	Deco Lighting	ETi Solid State Lighting, Inc.	Invisco	Pacific Power Group	Universal Lighting Technologies
ATG Electronics	Defender Detectors	Evaporcool	IR-TEC America, Inc.	PacLights	University Mechanical Contractors, Inc.
ATTACK! Marketing / SoCal Gas	Delta Connects	Evergreen Telemetry	I-Star Energy Solutions	Peterson Power Systems, Inc.	USDA / Rural Development
Aura Light, Inc.	DENT Instruments	EverLast Lighting, Inc.	J&D Electronics Co. Ltd.	Phase Change Energy Solutions	Utility Cost Management, LLC
BadgerMeter, Inc.	Diesel 2 Gas Solutions	Evluma LED Lighting eze System, Inc.	James Lighting	PlanLED, Inc.	Vaisala, Inc.
Bainbridge Environmental Consultants	Differential Energy Global, Ltd.	FCS (Fluid Conservation Systems)	Jishan USA, Inc.	Plastic Systems Inc.	Valley Power Systems, Inc.
Belimo Americas	Digital Lumens	Five Star Mechanical	Johansen Mechanical, Inc.	PLC Multipoint, Inc.	Verdiem, an Aptean Company
Benjamin Electric Company	DMG Corporation	FLEXIM Americas Corporation	Johnson Matthey / Western EPG	PlugAudit, LLC	Veris Industries
Bes-Tech, Inc.	DN Tanks	Flextronics	Johnson Window Films	Power Sensors Ltd.	Viessmann
Borrego Solar Systems, Inc.	Doosan Fuel Cell America, Inc.	Flow Control Industries, Inc.	Keri LED Lighting	Power TakeOff	ViriBright Lighting, Inc.
Bosch	Duthie Power Service	Forest Lighting	King Electrical	Precision-Paragon [P2] Preferred Utilities Mfg. Corporation	Visionaire Lighting
Bractlet	Dynamic Air Quality Solutions	Foreverlamp, Inc.	King LED Lighting	PSI Heating	WattsRadiant
Brilliant Lighting & Specialty Products	Eastman Chemical Company	Graybar Electric	Knorr Systems, Inc.	Puget Sound Energy / PSE	WattStopper
Brimma Solar	Eaton's Crouse-Hinds Business	Great Plains Industries,	L.A. Lighting	Q Power America, Inc.	WCR Incorporated
Budderfly LLC	Echelon Corporation		Litetratics	R.F. MacDonald Co.	Western Energy Control Solutions
Building Intellect, LLC			Lockheed Martin	Regatta Solutions	Western Energy Systems / GE Jenbacher
Building Operator Certification			Los Angeles Department of Water & Power / LADWP	ReGreen, Inc.	Western Switches & Controls, Inc.
BuildingIQ			Lunera Lighting	Reliable Controls	World Alliance for Decentralized Energy / WADE
BuildPulse			Lutron	Rexel Energy Solutions	Zero Water Consulting, LLC
Business Energy Magazine			MACH Energy	Romac	ZOO Fans
California Boiler			Magnelab, Inc.	Sage Metering, Inc.	
CALMAC			MAMAC Systems	SAMM Climatology Services™	
			Marathon Power	Satco Products, Inc.	
			Martin Energy Group	Seattle 2030 Districts	
			MaxLite	Seattle City Light	
			MCS Measurement Control Systems	SGS North America, Inc.	
			MechPro, Inc.	Shannon / INSULTECH	
			Melink Corporation	Siemens Industry, Inc.	
			MHT Lighting	simuwatt by concept3D	
			Micronics	Slatercom Lighting Solutions	
			Miratron, Inc.	Slim Jim/Geo Lake Plate / distributed by AWEB Supply	

## EMC SPONSORSHIP PACKAGES

### • Premium Sponsorships

Host, Diamond, Platinum, Gold, Silver, and Bronze sponsorships include conference registration packages, booth space in the show, and more.

### • Onsite Event Sponsorships

Receive onsite recognition by sponsoring an attendee luncheon, coffee, reception, other function, or onsite item.

*For details and cost information, contact Lauren Lake at (678) 447-5083, ext. 211, or email her at [lauren@aeecenter.org](mailto:lauren@aeecenter.org)*

*Above is a partial listing of recent Western EMC exhibitors and it intended to serve as a sample.*

# Opportunities for promoting and advertising your show participation in EMC 2017.



Join the conversation: #EMCEXPO @AEE

*Reach attendees before, during, and after the event!*

## PROMOTIONAL OPTIONS

**Enjoy a free company listing when you make your show reservation early!**

Reserve your booth space by January 16, 2017, and you can have a 50- to 60-word descriptive company listing in the pre-show printed attendee promotion. Your listing will also appear online on the show website, [www.energyevent.com/exhibit](http://www.energyevent.com/exhibit).

**Add your logo and company link.**

**Basic:** For just \$150, augment your free online listing by adding your company's logo and link to the show website. **Enhanced:** For \$325, include your company's link and logo online, as well as on the official show mobile app available to show attendees.



**Add social media links online.**

For \$95, include up to three links under your online company listing to promote your social media pages, including LinkedIn, Facebook, and Twitter.

**Free custom mailing program.**

As an exhibitor, you can provide us with up to 100 names and addresses of key customers and contacts before the show. We will mail a dynamic show attendance package to these VIPs on your behalf, including a conference registration discount and program details. We also offer free customer faxing opportunities.

*For additional details about the above promotional opportunities, contact Katrinka Maddox at (770) 279-4388, or email [kat@aeecenter.org](mailto:kat@aeecenter.org)*

## PROMOTIONAL TIPS FOR EXHIBITORS.

1. Add the EMC event to your website or calendar of events to let customers know where they can see you.
2. Leverage social media outlets to generate buzz for your company's product or service. Offer a free Expo pass to visit your booth.
3. Be sure to mention the event in e-newsletters, company blogs, product bulletins, direct mail, or other customer/prospect outreach programs.
4. Provide free Expo passes for sales reps to hand out electronically or at face-to-face meetings (both electronic and hard copies provided).
5. Hand out free Expo passes at other customer meetings, training programs, and live events.

## ADVERTISING OPTIONS

**Advertise in the Onsite EMC Exhibit Hall Directory.**

The West Coast EMC *Exhibit Hall Directory* is given out onsite to key prospects you want to reach, including conference attendees, expo visitors, and seminar delegates. This official show directory contains the exhibitor list, floorplan, special events, exhibit hall workshop schedule, and more show details. Ads are available in the following sizes: *Business Card* (\$395), *Quarter Page* (\$850), *Half Page* (\$1350), and *Full Page* (\$2,600).

**Buyer's Guide listing.**



You can have your company's listing appear in the online *Buyer's Guide* database before the event, and in the PDF *Buyer's Guide* listing that is featured in the EMC Conference Proceedings CD. You can view some sample listings at [www.energyvortex.com](http://www.energyvortex.com) (select *Buyer's Guide*). The reduced fee for exhibitors for a basic listing is \$195 (regular fee is \$495). Or you may wish to upgrade to an enhanced listing which includes one product photo for \$295 (regular fee is \$595).

**E-Newsletter options.**

*EMC Show Newsletter* is an e-newsletter sent out to attendees and prospective attendees prior to the event giving show updates. *Energy Facilities Power Newsletter (EFPN)* is a monthly e-newsletter that reaches AEE members, AEE certified professionals such as CEMs, CEAs, and BEPs, as well as pre-registered show attendees.

*For additional details about the above advertising opportunities, email Jacqueline Fraga at [jacqueline@aeecenter.org](mailto:jacqueline@aeecenter.org)*

## SHOW MARKETING YOU CAN COUNT ON!

*EMC is promoted with over 700,000 client invitations presented in diverse ways:*

- ✓ 17,000 AEE Membership and Chapter Outreach
- ✓ 30,000 Announce the Show Postcards
- ✓ 40,000 Exhibitor Prospectus Mailings
- ✓ 50,000 Preshow Brochures
- ✓ 75,000 Final Conference Show Newspapers
- ✓ 30,000 AEE Journal Advertisements
- ✓ 160,000 Subscribers in Trade Publications
- ✓ 200,000 Dedicated Attendance Email Campaign
- ✓ 15,000 Banner Ad Impressions
- ✓ PLUS Press Releases via Newswire and Social Media Outreach

**Use the form on page 8 of this brochure to reserve your exhibit space in EMC 2017 today!**

**VISIT EMC's WEBSITE: [www.energyevent.com/exhibit](http://www.energyevent.com/exhibit)**



# 2017 WEST COAST EMC Exhibit Space Reservation Form

## Reserve early to assure the best location!

☐ YES, please reserve exhibit space for our use at the 2017 West Coast EMC, June 7-8, 2017, to be held at the Long Beach Convention Center, Long Beach, CA. We understand booth space is available in multiples of 10' x 10' at a cost of \$2750.

No. of 10' x 10' spaces desired: \_\_\_\_\_ @ \$2750 each = amt. due: \$ \_\_\_\_\_

☐ YES, also please reserve our:

☐ List link & logo on the show website @ \$150 = amount due: \$ \_\_\_\_\_

Your web address: www. \_\_\_\_\_

*Note: logo should be sent in Adobe Illustrator .eps format.*

☐ Link & logo on website + on mobile app @ \$325 = amt. due: \$ \_\_\_\_\_

☐ Social media links on show website @ \$95 = amount due: \$ \_\_\_\_\_

☐ Buyer's Guide listing @ discounted rate of \$195 = amount due: \$ \_\_\_\_\_

☐ Enhanced Buyer's Guide listing (includes product photo)

@ discounted rate of \$295 = amount due: \$ \_\_\_\_\_

☐ Exhibit Hall Directory ad (check ad size below) = amount due: \$ \_\_\_\_\_

☐ \$395 Business Card Ad ☐ \$850 Quarter Page Ad

☐ \$1350 Half Page Ad ☐ \$2600 Full Page Ad

**TOTAL AMOUNT DUE: \$ \_\_\_\_\_**

Booth space(s) preferred:

1st Choice \_\_\_\_\_ 2nd Choice \_\_\_\_\_ 3rd Choice \_\_\_\_\_

We will display these products or services: \_\_\_\_\_

Indicate up to 3 competitors whose booths you prefer not to be adjacent to your exhibit: \*

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

\*WE WILL TRY BUT CANNOT GUARANTEE TO MEET YOUR REQUEST

Name \_\_\_\_\_

Title \_\_\_\_\_

Organization \_\_\_\_\_

Street Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

We have read, understand, and agree to the contract terms and conditions.

**X**

Authorized Signature of Applicant (required) \_\_\_\_\_ Date \_\_\_\_\_

☐ Full payment enclosed: \$ \_\_\_\_\_

☐ 50% payment enclosed: \$ \_\_\_\_\_

**Make check payable in U.S. funds to AEE EXHIBITS.**

PAYMENT: ☐ Check enclosed ☐ Bill company (P.O. must be attached)

☐ Bill credit card in the amount of \$ \_\_\_\_\_

☐ VISA ☐ MasterCard ☐ American Express ☐ Discover

Credit card number \_\_\_\_\_

**X**

Authorized Signature of Cardholder (required) \_\_\_\_\_ Expiration Date \_\_\_\_\_

Credit Card Billing Address (where credit card bill is sent)

Name on Card (print) \_\_\_\_\_

Street Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

**RETURN TO: 2017 West Coast EMC**

**P.O. Box 1026, Lilburn, GA 30048**

**Phone Matt Streicher, Exhibit Manager: (770) 279-4386  
or Fax (770) 381-9865 or Email: matt@aeecenter.org**

## 2017 WEST COAST EMC CONTRACT TERMS

As an Exhibitor in the show, we hereby agree to conduct business in a professional manner, to observe the regular hours of the exposition, and to the following terms and conditions:

1. Exhibitors will indemnify, defend, and hold the Association of Energy Engineers (AEE), Show Management and its contractors, show hosts, sponsors, and cosponsors, and the Long Beach Convention Center harmless from any claims, losses, expenses, (including attorneys' fees) and liability arising in connection with the "Association's" meeting being held at the Long Beach Convention Center, Long Beach, CA, June 4-9, 2017. Exhibitor agrees to make no claims whatsoever for loss, theft, damage, destruction of goods; nor for any injury to himself or employees while in the exposition quarters; nor for any damage of any nature, including damage to his business, nor for any loss resulting from labor disputes, acts of God or nature, or any action of any nature of AEE and Show Management. Force Majeure: In the event the Exhibit Hall or any part of the exhibit area thereof is unavailable whether for the entire event, or a portion of the event as a result of wind, fire, flood, tempest, act of God or nature, or any other such cause or as a result of governmental intervention, malicious damage, acts of war, acts of terrorism, strike, lockout, labor dispute, riot or any other cause or action over which Show Management has no control, or should Management decide that because of any such cause it is necessary to cancel, postpone, or resite this show, AEE, Show Management, Host, and Sponsors shall not be liable to indemnify or reimburse the Exhibitor in any respect of any damage or loss, or booth fees, direct or indirect, arising as a result thereof.

2. Upon submitting booth contract we understand booth spaces are non-cancelable and we agree to adhere to the cancellation policy terms (No. 8). If we cancel, we will be charged a minimum 50% of the published booth fee for the number of spaces we have contracted. Use of space: Exhibitors shall not assign, share or sublet any space without written consent from AEE Exhibit Programs.

3. Exhibitors are advised to carry floater insurance to cover their exhibit material against damage and loss and public liability insurance to cover against injury to the Exhibitor, its staff, and to injury to others. All property of Exhibitor is understood to remain under its custody and control in transit to and from and within the confines of the exhibit area and Exhibitor shall maintain insurance covering Exhibitor's property. Exhibitor shall also carry comprehensive general liability and property damage liability and statutory Workmen's Compensation with employers' liability. Appropriate Certificates of Insurance shall be furnished by Exhibitor upon request by Show Management or its contractors. Obtaining insurance and amount of insurance remains solely the responsibility of the Exhibitor.

4. In island spaces with aisles on all four sides, overhead panels or "bridge type" construction may be permitted. No exhibit shall be permitted to interfere with a neighboring exhibit. Island exhibits must not include a back wall that blocks visibility of neighboring booths. In-line booth side-dividers of a height in excess of 360 must not extend further than three (3) feet out from the back wall. Booth walls or equipment displayed must not exceed eight (8) feet in height. Any exceptions must first be approved by Exhibition Management. Exposed/unsightly portions of booth may be ordered "masked" by Show Management - the expense for which is the sole responsibility of the Exhibitor. Carpeting of exhibitor's booth space is required at exhibitor's expense. AEE retains the right to change the expo floorplan and Exhibitor's booth location without prior notice.

5. Internet advertising is available to current Exhibitors who have submitted at least a 50% booth deposit. Special exhibit/package rate reflects a significant discount off of regular Internet advertising rates and may not be combined with any other offers. AEE reserves the right to reject advertising for any reason whatsoever.

6. All exhibits must be set up by 5:00 pm the evening prior to the opening of the show. Booth space not set up and claimed by the evening prior to the show opening will be forfeited and may be reassigned by Show Management at its discretion. AEE reserves the right to force set an exhibitor's booth if freight has been delivered or remove freight from the floor prior to show opening. All charges will be applied to the exhibitor's account.

7. Regulations and Compliance: No explosives, fuel, combustibles, or hazardous materials, decorative materials not fireproof nor flameproof, or any materials or substances deemed hazardous under applicable fire regulations may be brought into the Exhibit Hall. Exhibitor must observe all union regulations in force in the Exhibit Hall and use qualified personnel for services. All Exhibitor's electrical, pneumatic, and hydraulic equipment must meet requirements of all applicable electrical and safety codes.

8. Cancellation, change of space, change of Exhibitor information, and refund policy:

(a) Exhibitor agrees to notify Show Management in writing if it needs to change its booth size, change its company listing and/or contact information, as well as if it needs to cancel out of the show.

(b) Written cancellation received by Exhibit Manager more than 120 days prior to the opening date of the show, cancellation fee of 50% of total booth cost (Internet and directory ads are non-refundable) will be assessed.

(c) Written cancellation received within 60 to 120 days prior to the opening date of the show, cancellation/penalty fee of full amount of booth cost (Internet and directory ads are non-refundable) will be assessed regardless of cancellation notification, and no refund will be made.

(d) Written cancellation received less than 60 days prior to the opening date of the show, total payment for the booth space (Internet and directory ads are non-refundable) is due regardless of cancellation notification, and no refunds will be made.

(e) If an Exhibitor decreases its booth size from the original contract, it will be deemed a cancellation for the booths decreased, and the show's cancellation schedule will apply. Exhibitor agrees to immediately notify AEE Show Management in writing prior to the show of any changes in company profile. Upon submitting the reservation/contract form, exhibiting company is liable for payment for applicable booth space fee. No refunds or transfers of Exhibitor funds are permitted. In case of a dispute, the governing laws of Georgia will apply.