

# AIChE® EXHIBITOR PROSPECTUS

Everything you need to reserve your exhibit space  
at the must-attend conference for chemical engineers  
working in industry and process safety

## 2017 AIChE® SPRING MEETING

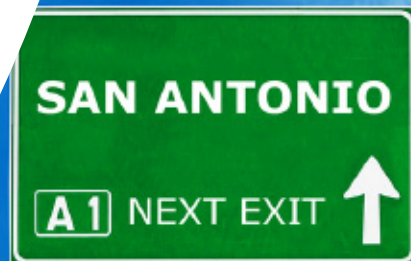
March 26 – 30, 2017

## 13<sup>TH</sup> GLOBAL CONGRESS ON PROCESS SAFETY

March 26 – 29, 2017

Henry B. Gonzalez Convention Center • San Antonio, TX, USA

**EXHIBIT DATES: MARCH 27 – 29, 2017**



# AIChE Meetings Deliver: the Right Audience, the Right Time, the Right Format

## Meet Key Decision Makers at the Right Point in the Budget Cycle

- Reach decision makers with current year needs and those working on preliminary plans for next year

## Senior Level Engineers who Influence and Approve Purchases

- Almost  $\frac{2}{3}$  of attendees play an active role in the purchasing process
- The majority of attendees (75%+) work for organizations with greater than \$100MM in annual revenue

## Ample Opportunities to Meet Attendees

- Receptions, poster sessions and coffee breaks in the exhibit hall ensure high foot traffic
- Conference schedule allows time for networking dinners, receptions and social hours

## Reach over 2,500 chemical engineers with real needs and budget authority

### Average attendance 2013-2015:

Spring Meeting: 1477

Global Congress on Process Safety: 1052

## About The Meetings

### AIChE Spring Meeting

For chemical engineers working in industry, the AIChE® Spring Meeting is a must-attend event. Focused on applications of technology in core process areas and emerging technologies, the AIChE Spring Meeting delivers an audience of buyers and influencers.

### Global Congress on Process Safety

The Global Congress on Process Safety (GCPS) is the largest gathering of chemical process safety professionals in the world. This annual event is the primary forum for practitioners to share practical and technological advances in all aspects of process safety. Reach an audience of more than 1,000 process safety managers and specialists by exhibiting at this event.

For additional exhibit opportunities, sponsorship opportunities, questions or information, please contact **Evan Flach** at [evanf@aiche.org](mailto:evanf@aiche.org) or **646-495-1381**.



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## DATES, FEES AND PACKAGE DETAILS

### KEY DATES

ITEM	DATE(S)	ADDITIONAL INFORMATION
Early Registration Deadline	February 13, 2017	Standard Registration Fee applies after this date. See Payment Policy on page 6 for complete details.
Last Cancellation Date	February 22, 2017	See Cancellation Policy on page 6 for complete details. Cancellations after this date (February 22, 2017) will not receive a refund.
Exhibit Dates	March 27 – 29, 2017	

### EXHIBIT RATES

	EARLY	STANDARD
Booth (10'x10')	\$2,850 USD	\$3,050 USD



### EXHIBIT BOOTH PACKAGE DETAILS INCLUDES

#### Three (3) Complimentary Registrations

One (1) Full Conference Registration –  
access to sessions, exhibits area,  
opening night reception

Two (2) Exhibit Registrations –  
access to exhibits area only

#### One (1) Wireless Lead Retrieval System

#### One (1) Identification Sign showing company name

### Key Events in the Exhibit Area

**Sunday, March 26:** Spring Meeting Opening Reception

**Monday, March 27:** Poster Session and Reception

**Monday, March 27 to Wednesday, March 29:** Morning and Afternoon Coffee Breaks

**Tuesday, March 28:** Exhibit Hall Happy Hour

**Please note:** Exhibit fees do not include: tables, chairs, wastepaper basket, shipping, material handling, electricity or carpet. Instructions about ordering electricity and other exhibiting logistics will be included in the exhibitor kit that will be sent 4-6 weeks prior to the meeting date.

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### SPECIAL SPONSOR AND ADVERTISING OFFERS FOR EXHIBITORS ONLY

## Broaden Your Reach and Save Money with These Sponsor and Digital Advertising Promotions.

**Upgrade Your Exhibit with a Sponsorship** As an exhibitor you can become a Bronze Sponsor of the meeting for just \$1,750 more. In addition to your exhibit space you'll get all the core benefits of Sponsorship plus, at the Bronze level.

**(Bronze level sponsorship is regularly \$3,000).**

**Exhibitor Workshop** Reserve a 2.5 hour time slot to present your products and services to targeted, interested audience for \$4,000. The workshop will be in a separate area on the exhibit floor, allowing you to follow up with attendees at your exhibit space immediately after the workshop.



### **Advertise in CEP® at a Special Exhibitor Price**

**Ad reservations deadline: January 13, 2017 Ad materials deadline: January 27, 2017**

Put your message in front of CEP's 28,000+ readers and the attendees of the Spring Meeting. Your CEP ad runs in the Spring Meeting Program Preview in the March 2017 issue and in black and white in the conference program.

**Choose from two sizes: Full-page, 4-Color ad: \$2,850**

**Half-page, 4-Color ad: \$2,050**

These special rates are available only to Exhibitors at the Spring Meeting and apply only to ads appearing in the Spring Meeting Program Preview.

### **Double Your Impressions: Exhibitor Web Ads get Twice the Exposure for the Same Price**

Reach web visitors looking for information about chemical engineering, and the Meeting with 2 for 1 web impressions. Your \$1,000/10,000 impression minimum buy will be displayed 20,000 times, doubling your reach and halving your cost. (Minimum buy used for illustrative purposes.)

Your buy can be as large as desired. Speak with your sales representative for details.)

### **Maximize Your Reach and Savings: A Combined Print/Digital Schedule Earns 3-for-1 impressions**

Meeting Program Preview and the minimum digital buy and receive triple the impressions. That's the full reach of CEP and an equal amount of web impressions for a combined cost of \$3,050 to \$3,850.

(Larger digital buys available. Speak with your sales representative for details.)



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## EXHIBITOR RESERVATION & PAYMENT FORM

DO NOT USE THIS FORM FOR THE ETHYLENE PRODUCERS' CONFERENCE (EPC).

If you are interested in **EPC sponsorship**, please contact **Richard Rolke** at [RWRolke@DOW.com](mailto:RWRolke@DOW.com)

Please tell us the individual responsible for exhibit logistics. All further communications including the invoice or receipt for your sponsorship will be sent to this contact.

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Company Name (as you wish it to appear): \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Province: \_\_\_\_\_ Zip Code: \_\_\_\_\_ Country: \_\_\_\_\_

Web Address: \_\_\_\_\_

☐ I have read and agree to abide by the terms and conditions enclosed in this sponsorship prospectus.

Signature \_\_\_\_\_ Date \_\_\_\_\_

### EXHIBIT BOOTH AND SPECIAL OFFERS

(Reserve by February 13, 2017 to secure the discounted rates)

#### 10' X 10' BOOTH

☐ Early Reservations – \$2,850

☐ Standard Reservations – \$3,050

Number of Tables /Booths \_\_\_\_\_

Total Exhibit Space Amount \$ \_\_\_\_\_

### SPECIAL SPONSOR AND ADVERTISING OFFERS

Including a Free Ad in the Onsite Conference Program Book

☐ Exhibitor Workshop – \$4,000

☐ Full-page ad in CEP – \$2,850

☐ Half-page ad in CEP – \$2,050

☐ Digital Advertising – 20,000 impressions for \$1,000

☐ Full Page Ad/Digital Advertising Combo – \$3,850

☐ Half Page Ad/Digital Advertising Combo – \$3,050

Total Advertising Amount \_\_\_\_\_

### Method of Payment:

☐ American Express ☐ Visa ☐ MasterCard ☐ Discover ☐ Check or Money Order Payable to AIChE ☐ Please Invoice

Total Amount Enclosed \$ \_\_\_\_\_

Name (as it appears on card) \_\_\_\_\_

Account Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

**Credit Card and Check Payments:** Return this form with credit card information or checks made payable to AIChE to:

**American Institute of Chemical Engineers, 120 Wall Street, 23rd Floor, New York, NY 10005**

**Attn:** Leila M. Mendoza, AIChE Finance Dept. • **Phone:** 646.495.1356 • **Fax:** 646.495.1501 • **Email:** [leilm@aiche.org](mailto:leilm@aiche.org)

Please refer to the AIChE Exhibitor Terms & Conditions on page 6 for payment and cancellation policy information.

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## AIChE EXHIBITOR TERMS & CONDITIONS

**1. Acceptability of Exhibits** All exhibits shall serve the interests of the members of AIChE and shall be operated in a way that will not detract from other exhibits or from the Exhibition. Exhibit Management determines acceptability of persons, things, conduct and/or printed matter and reserves the right to require the immediate withdrawal of any exhibit which is believed to be injurious to the purpose of the Association. In the event of such restriction or eviction, AIChE is not liable for any refund of exhibit fees, or any other exhibit-related expense.

**2. Payment** Full payment must accompany the exhibitor reservation unless a special payment arrangement has been approved by AIChE and attached to this agreement. Payments should be remitted directly to AIChE by wire transfer, check, cash or credit card. All payments must be received in full 30 days before the meeting start date. Exhibitor registrations made 29 days or less to the meeting start date must be paid in full, no alternative payment arrangements will be made.

**3. Assignment of Space** Booth location assignments are assigned approximately 4-6 weeks prior to the meeting start date with priority based on the date of payment. Registration not paid in full 30 days prior to meeting start date will not be assigned a booth location until full payment is made.

**4. Care of Exhibits** Nothing shall be posted on, nailed, screwed or otherwise attached to columns, walls, floors or other parts of the building or furniture. Distribution of promotional gummed stickers or labels is strictly prohibited. Any property destroyed or damaged by an exhibitor must be replaced or restored to its original condition by the exhibitor or at the exhibitor's expense.

**5. Exhibit Fees** Fees for exhibit rental, including dates during which promotional rates may apply, are set forth in the Exhibitor Prospectus. A listing of the items included in the standard exhibitor package appears in the same section.

**6. Eligibility** Only the Exhibitor named on this contract will be used in exhibitor recognition opportunities by AIChE.

No subsidiaries or secondary company units will be permitted in the same contract.

**7. Marketing/Promotions** AIChE has authorization to use Exhibitor company name for marketing purposes in all media.

Company logos must be submitted in a timely manner (based on marketing deadlines).

**8. Insurance & Required Certificate of Insurance** Exhibitor assumes responsibility and agrees to indemnify and defend the American Institute of Chemical Engineers (AIChE) and the HENRY B. GONZALEZ CONVENTION CENTER (VENUE) and their respective employees and agents against any claims or expenses arising out of the use of the exhibition premises.

The Exhibitor understands that neither AIChE nor the VENUE maintains insurance covering the Exhibitor's property and it is the sole responsibility of the Exhibitor to obtain such insurance.

Exhibitor agrees to obtain and keep in force, during the term of occupancy and use of the facility, policies of General Liability insurance, specifically including the Premises-Operations, Broad Form Property Damage, and Personal and Injury Liability with limits not less than \$1,000,000 per occurrence, and, if applicable, Worker's Compensation insurance to statutory limits, Employer's Liability insurance with limits not less than \$500,000 per occurrence, and Automobile Liability insurance covering all owned, non-owned and hired vehicles with limits not less than \$1,000,000 per occurrence. Exhibitor agrees to include "American Institute of Chemical Engineers" and "HENRY B. GONZALEZ CONVENTION CENTER" in the General and Auto Liability policies as addition insureds thereunder. Exhibitor insurance will be considered primary of any similar insurance carried by AIChE or VENUE.

**Such Certificate of Insurance must be provided to AIChE no less than 14 days before the proposed exhibit date. All policies of insurance will be with insurance companies rated by A.M. Best Company as an A-VII or better or otherwise acceptable to AIChE.**

**9. Cancellation by Exhibitor** All reservations cancelled by 5 PM EST 30 days prior to meeting start date will receive a 75% refund. (A 25% processing fee is charged on all cancellations received more than 30 days before the meeting.) Cancellations received less than 29 days prior to meeting start date are not eligible for refund. In the event payment has not been made at time of cancellation, you will be invoiced for the balance due.

**10. Cancellation or Postponement of Event by AIChE** AIChE may decide to cancel or postpone the event, in its sole discretion.

If AIChE postpones said event, exhibitor funds will be carried-forward to the rescheduled event.

If AIChE cancels said event, AIChE will provide a full refund.

**11. Limitation on Liability** Exhibitor agrees to indemnify, defend and hold harmless AIChE, the event facility, the owner of such facility, and the city in which this event is being held, and their respective officers, agents and employees, from and against all bodily and personal injury, loss, claims, or damage to any person or any property arising in any way from the Exhibitor company, its employees, agents, licensees, contractors or customers.

AIChE shall not be responsible for loss or damage to displays or goods belonging to the Exhibitor.

**12. Resolution of Disputes** If a dispute or disagreement arises between Exhibitor and AIChE or between two or more Exhibitors, such dispute will be reviewed by AIChE. To address such dispute, the Exhibitor(s) must present a document in writing to AIChE stating the dispute.

All decisions made by AIChE are final.

**13. Acceptance** All terms and condition are in effect once the Exhibitor signs the exhibitor registration form. This agreement shall not be binding on AIChE until received and accepted by AIChE.

**14. Miscellaneous** This agreement supersedes any prior oral or written understanding between AIChE and Exhibitor, and may not be amended or modified except in writing signed by both parties.

This Agreement shall be governed by and construed in accordance with the laws of the State of New York.