



exhibitor prospectus



124th Annual IAOM Conference & Expo

April 6-10, 2020

**Portland Hyatt and Oregon Convention Center
Portland, Oregon, USA**



International Association of Operative Millers
12351 W. 96th Terrace, Ste 100
Lenexa, KS 66215, USA
P: +1 913-338-3377 | F: +1 913-338-3553

www.iaom.info

The International Association of Operative Millers (IAOM) is an international organization comprised of grain millers and allied trades companies devoted to the advancement of technology in the industry.

It promotes a spirit of fellowship and cooperation among its members, and advances their interest in industry activities. Founded in 1896, the Association was established to enhance professionalism and competence in the grain milling and seed processing industry.

Why Exhibit at the IAOM Expo?

It's the world's largest trade show for milling professionals. But, if that's not enough...

- It is a profitable investment. Your representatives can squeeze months of sales calls into just two productive days – gaining valuable direct exposure with the decision makers, and forming strong bonds and connections.
- Hundreds of industry professionals count on the IAOM Expo to stay abreast of the latest trends and technological innovations.
- You will reinforce your company image in the minds and practices of industry professionals. As an IAOM exhibitor you will benefit from excellent name recognition among the top milling companies in the world.
- As an exhibitor, you have the opportunity to submit a proposal to be considered as a Product Showcase presenter. These select exhibitors discuss and display their innovative product in a spotlighted format. The Product Showcase Spotlight is a high-visibility event, requiring selection by the IAOM Technical Committee at its annual winter meeting. The deadline for proposal submissions is December 1 of the year preceding the conference.



Traffic Generating Features

Exceptional exhibit hall attractions have been scheduled to increase traffic to your booth.

Exhibit Hall Afternoon Reception

Attendees will join the exhibitors for a complimentary reception on Wednesday afternoon.

Complimentary Food and Beverages in Exhibit Hall

Lunches and Refreshment Breaks (co-sponsorships available)

Refreshment Breaks

Raffles and Giveaways

Let IAOM know if you will be conducting any product raffles and/or giveaways. All exhibitors offering giveaways or raffles will be featured in a flyer distributed to all conference attendees. At the end of the show on Thursday, a representative from each participating exhibitor booth will be invited to the microphone on the exhibit floor to announce their raffle prize winner.

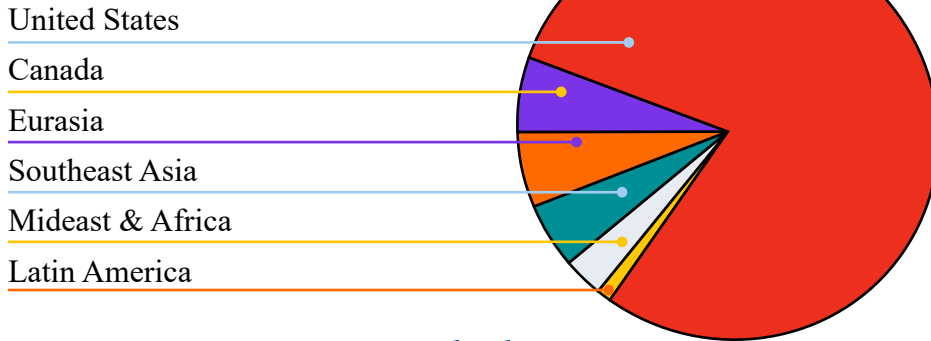
Food Court

Light meals, snacks and beverages will be available for attendees to purchase at retail cafes in the lobbies and a variety of concession stands near the exhibit hall with seating scattered around the exhibit hall.

What Exhibitors Say:

The 2019 Annual Conference & Expo attracted more than 900 milling professionals from throughout the world.

Attendees by region of residence



2019 Exhibitors

These companies exhibited at the Annual Conference & Expo in Atlanta.

4B Components Ltd.	EnviroLogix	Norvell Company, Inc.
ACS Valves	Erkaya Laboratory Instruments	Ocrim S.p.A.
Ag Growth International	The Essmueller Co.	Painters USA, Inc.
Agrex S.P.A.	FAWEMA GmbH	Pepper Maintenance
ALAPALA Machine Industry & Trade Inc.	Flock Free	Prater
AMVT LLC	Food Protection Services	Preferred LLC
Bag Supply Company, Inc.	Fortress Technology, Inc.	Premier Tech Chronos
Bayer Crop Science	Fumigation Service & Supply, Inc.	ProvisionGard Technology
Bliss Industries, LLC	Gardner Portland	Puritan Magnetics Inc.
Blower Engineering	Gazel Makina	Radio Frequency
Blower Engineering (Canada)	GELPAC	REPCO
Boss Products LLC	Genc Degirmen	Revtech Process Systems Inc.
Bratney Companies	GOLFETTO SANGATI s.r.l.	SaatiAmericas Corp
BS&B Pressure Safety Management	Great Western Mfg. Co.	Safe Grain - Maxi-Tronic
Bühler Inc.	Green Future Inc.	Sangati Berga S/A
Bulk Conveyors Inc.	Grip Fix America	Satake USA, Inc.
Bunting Magnetics Co.	GSI	Seedburo Equipment Co.
Carter Day International, Inc.	Halogen Valve Systems, Inc.	Sefar, Inc.
CAT Equipment Co.	Haver + Boecker USA, Inc.	Selis Makina Endustri VETICLTDSTI
CCS Group LLC	Hogenson Construction	Sentry Equipment Corp
Centaur Analytics, Inc.	Hood Packaging	Sesotec, Inc.
Central Life Sciences	Hosokawa Micron Powder Systems	Sosland Publishing (World Grain/ Milling & Baking News)
Cereatech	Hulcher Services Inc.	Specialty Industries, Inc.
Chantland-MHS	Ibberson	Steam Engineering
Charm Sciences, Inc.	IMAS North America	Sun Magnetic Sys-Tech Co., Ltd
Chopin Technologies, Inc.	IMECO	Tapco, Inc.
Clear Creek & Associates, Inc.	Industrial Fumigant Company (IFC)	Temp-Air, Thermal Remediation Division
CMC Industrial Electronics	Industrial Magnetics, Inc.	Thiele Technologies, Inc.
Codema LLC	Innovative Magnetics	TMI USA Corp.
Columbia/Okura	Innovative Technology Group	Todd & Sargent, Inc.
Compu-Watt	Interstates	UGUR MAKINE
Corbion	Jebb Brush, Inc.	Unity Scientific
Cordano Packaging Engineers	Kice Industries, Inc.	VAA, LLC
Creason Companies	Laidig Systems, Inc.	Vector Construction
CTEC AG	Larson Engineering, Inc.	Vibronet Graf GmbH & Co. KG
C.W. Brabender Instruments	McCormick Construction	Vigen Construction, Inc.
Degesch America, Inc.	Meridian Manufacturing	Vomm Impiantie e Processi S. P.A.
Dekra Process Safety	Midwest Paint Service, Inc.	Vortex
Design Corrugating Co.	Milling & Grain	Warrior MFG, LLC
Douglas Products	Milling Journal	The Wright Group
DT Grain Processing Systems, Inc.	Mollers North America	Younglove Construction, LLC
Electro-Sensors Inc.	MPI	
	Neogen Company	

“As a vendor, I viewed the IAOM meeting as a well run, clean, neat image, and well-marketed event. The program had excellent content. Events like these are critical to our industry because it keeps us all current. To stay professional we must keep current and [IAOM] provided a classy platform to maintain the future success of our industry.”

"The decisionmakers are here."

"This was the best conference I have attended."

What Attendees Say:

"The conference helps facilitate knowledge-sharing."

"I met new contacts and discussed problems I have with specific vendors to better my operation."

EXHIBITOR BENEFITS

The 2020 IAOM Conference & Expo delivers a vehicle for you to fuel your business quickly and effectively. You will benefit from:

- **Over 7 hours of unopposed exhibit time**
- **Unequaled visibility with key decision makers**
- **Invitation to participate in Exhibitor Raffle on the expo floor**
- **Customary breaks, receptions and lunch service for attendees held in the Exhibit Hall**
- **Access to educational sessions and panel presentations**
- **Entitled to exclusive discounts on advertising in IAOM publications**
- **Eligible to apply to present a new product/service during the Product Showcase**
- **Two complimentary full conference registrations for the first booth; one for each additional booth**
- **Conference exhibitor's name and 50-word profile listed on the IAOM website, official conference program, and mobile app**
- **Acknowledgement of conference exhibitors in pre-conference promotional materials**
- **Cost-effective, quality leads and widespread support and exposure**



If your products or services are used by the milling industry, you can't afford to miss this opportunity to be among over 120 exhibitors at the 124th annual IAOM Conference & Expo! In its depth, diversity, community and vision, the IAOM Conference & Expo is unlike any other.

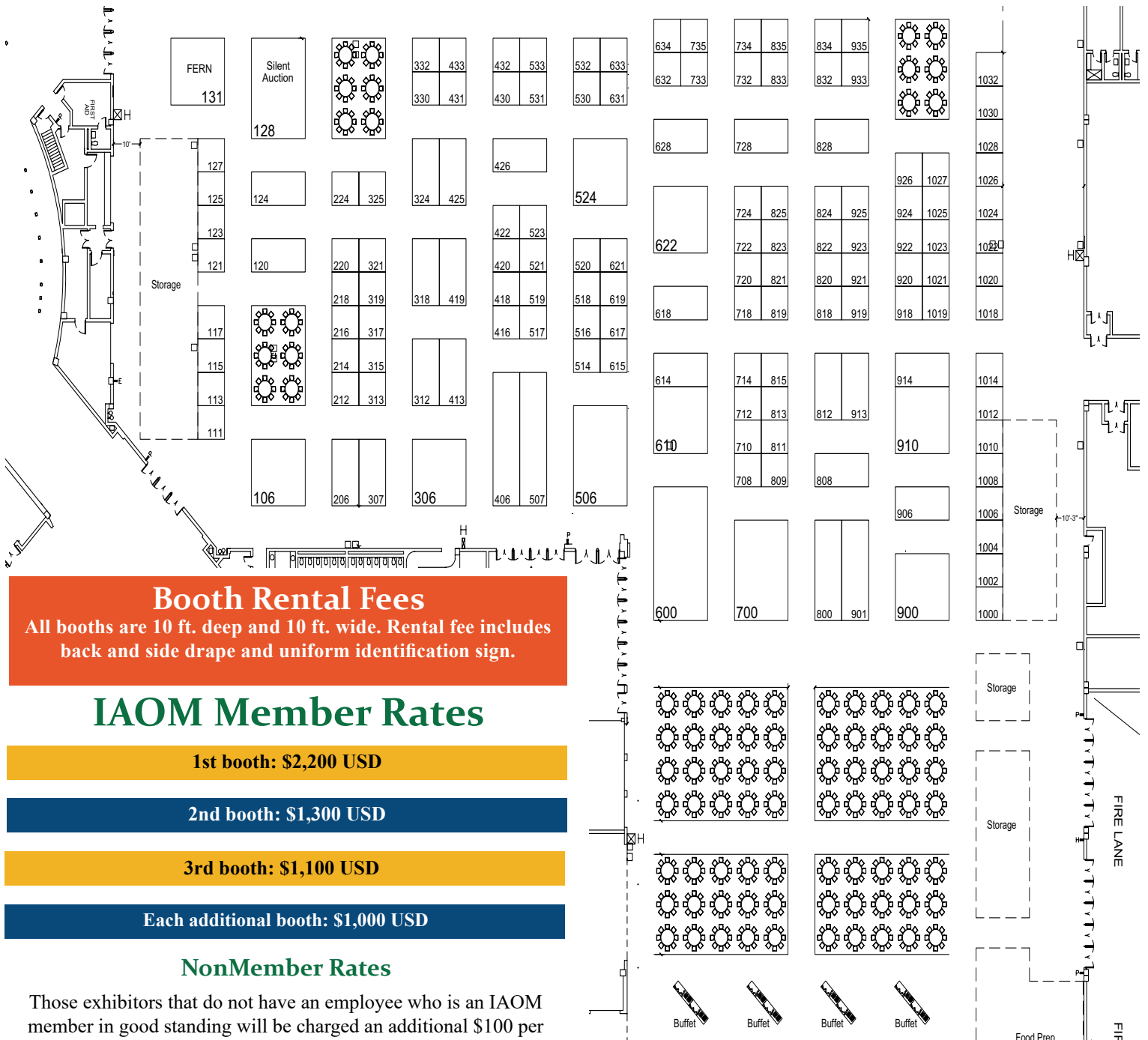
Hundreds of milling industry professionals are expected to gather in the spring for the IAOM Conference & Expo, allowing exhibitors two productive days to showcase their wares and conduct face-to-face meetings. The open environment allows exhibitors to present hands on demonstrations of products and services to potential customers from around the world.

As an IAOM conference exhibitor, you will be part of a tradition of excellence that is unparalleled. You will reach an international audience representing the top industry leaders from all over the world. Together this group spends millions of dollars annually on products and services. Don't miss this once-a-year opportunity.

New this year: you may review the floor plan online at <https://bit.ly/2XUfpUz> to see which booths are available and who could be your neighbor.

APPLICATION PROCEDURES AND SPACE ASSIGNMENTS

Application for exhibit space must be made in writing and include a completed booth contract. **New this year: you may review the floor plan online at <https://bit.ly/2XUfpUz> to see which booths are available and who could be your neighbor.** Please indicate on the booth contract three (3) preferred locations for your exhibit. Participation in the IAOM 2020 Expo is on an invitation-only basis. The Association reserves the right to withhold invitations or decline applications for exhibit space regardless of past participation. The Association reserves the right to determine the location of booth assignments. Consideration will be given to applicant's participation in prior expositions and the date of receipt of the application in the IAOM office. Companies should be aware that prime space is typically assigned to companies that have a longer exhibit history. The floor plan has been designed to maximize the amount of exhibit space in conjunction with the Association's own needs on the exhibit floor. Selections for space may only be made from the spaces that appear on the floor plan. Exhibit space may not be reconfigured without the approval of IAOM. If none of the requested locations are available, space will be assigned based on your indicated preference of type of booth versus location of booth.



Booth Rental Fees
 All booths are 10 ft. deep and 10 ft. wide. Rental fee includes back and side drape and uniform identification sign.

IAOM Member Rates

1st booth: \$2,200 USD

2nd booth: \$1,300 USD

3rd booth: \$1,100 USD

Each additional booth: \$1,000 USD

NonMember Rates

Those exhibitors that do not have an employee who is an IAOM member in good standing will be charged an additional \$100 per booth.

EXHIBITOR CONTRACT

The undersigned exhibitor agrees to rent and occupy _____ 10' x 10' (100 sq. ft.) booth(s) as shown on the official floor plan from the IAOM during the 2020 Exposition. The undersigned further agrees to abide by the Rules and Regulations stated on this contract and to pay a rental fee in US dollars of \$ _____; at least half as a down payment when this contract is submitted and the remainder on or before January 31, 2020; or the full amount if the contract is submitted after January 31, 2020.

ACCEPTANCE AS BINDING CONTRACT:

Company Name _____ Primary Contact _____
Email _____ Address _____
City _____ State/Province _____ Zip _____ Country _____ Phone _____
Fax _____ Website Address _____

Signature by Authorized Representative _____ Date _____

By signature above, the individual signing this contract represents and warrants that he/she is duly authorized to execute this binding contract on behalf of named Exhibitor.

MOBILE APP CONTACT (person who will be on-site to use as lead retrieval):

Name: _____ Email: _____

COMPANY PROFILE: Please attach company profile (50-word limit) as it will appear in the official conference program (if received prior to Jan. 11, 2020) to Christine McLeod at DME@iaom.info. IAOM reserves the right to edit any profiles over 50 words.

NAME OF COMPANY EMPLOYEE WHO IS AN IAOM MEMBER IN GOOD STANDING : _____

BOOTH RENTAL FEES:

IAOM MEMBER RATES

- \$2,200 USD for the first booth
- \$1,300 USD for the second booth
- \$1,100 USD for the third booth
- \$1,000 USD for each additional booth

Please indicate your first three booth choices here:

1 _____ 2 _____ 3 _____
The rental fee paid includes back and side drape, and a uniform identification sign.

NONMEMBER RATES: Those exhibitors that do not have an employee who is an IAOM member in good standing will be charged an additional \$100 per booth.

Please list the company(s) you would NOT want to be near: _____

Billing Contact (if different from above): Name _____ Phone _____

Address: _____ City _____ State/Province _____ Zip _____

Country: _____ Email _____

METHOD OF PAYMENT:

Check enclosed (Payable to IAOM, US funds only)

Charge to following credit card:

VISA MC Discover American Express

Wire Transfer

Contact IAOM for bank details.

Card No. _____

Expiration Date ____ / ____ / ____ CVV _____ Cardholder Name _____

Cardholder Signature _____ Date Signed _____ Total \$ _____

Please mail all checks and a copy of signed contract to:

IAOM
12351 W. 96th Terrace, Suite 100
Lenexa, KS 66215 USA
Fax: +1 913-338-3553
Email: DME@iaom.info

EXHIBITOR POLICIES - Exhibit Terms and Conditions

The following terms and conditions (“Terms and Conditions”) shall govern the use of exhibit space at the 2020 IAOM 124th Annual Conference & Expo to be held at the Oregon Convention Center, Portland, Oregon, USA.

Exhibitor Requirements

To qualify for the IAOM Member Rate, the exhibitor must have an employee who is a member in good standing of the International Association of Operative Millers. Exhibitors that don’t have an employee who is a member of IAOM will pay the nonmember rental rate.

Exhibit and Display Space

IAOM has a priority system for booth selection based upon a formula that incorporates the number of booths purchased at the previous year’s conference & expo, and the number of continuous years a company has exhibited. Deadlines for booth selections by each group will be established, and the remaining booths will be marketed and offered to the other industry-affiliated businesses once those deadlines have passed.

An Expo floor plan of the booths is a supplement to the contract. IAOM reserves the right to relocate any Exhibitor in space other than that for which the Exhibitor contracted and paid a rental fee, if IAOM determines it is in the best interest of the exposition. However, IAOM will only make a change of location after discussion with the Exhibitor who is being moved. All booth space is sold in increments of 100 square feet (10 feet x 10 feet). Each exhibitor must not erect any display materials over four (4) feet high at the front half of the booth or over eight (8) feet high against the back wall of any in-line booth, which may block the view from the aisle of the adjoining booths, except by special arrangement with IAOM management or its agents.

No subletting or sharing of any part of an Exhibitor’s space is allowed, including subletting to or sharing with distributors or other companies affiliated with the Exhibitor. Affiliated companies may elect adjoining space as long as the selection is in accordance with IAOM’s priority point system however, each affiliated company must sign a separate rental agreement. No rights under this contract may be assigned without IAOM’s written consent.

Each exhibitor space includes pipe and drape only. Exhibitor may supply its own tables or display cases provided that all items can fit completely within its designated space, as provided in these Terms and Conditions. Exhibitor is prohibited from displaying any objects or stacking any items in a manner that would present a danger to other persons. Determination of exhibit safety shall be at the sole discretion of the Show Manager.

Authorized Signature & Deposit Required

Pre-Sold Booths: All registrations shall be processed upon receipt of required deposits. Booth spaces that were pre-sold at the 2019 conference for 2020 will receive a 5% discount on the booth rental as long as a signed contract and the full booth rental fee are received by June 1, 2019. Any pre-sold space that is not contracted and paid in full by June 1, 2019 will be released back to inventory and the company will be contacted in priority point order when general booth sales begin in June.

General Booth Sales: All registrations shall be processed upon receipt of required deposits. A deposit of 50% of the total booth space is required at the time the contract is submitted in order to reserve a booth space if the contract is submitted before January 31, 2020. On January 31, 2020 full payment is due for all booths including new booth reservations. Booth assignments shall not be made without IAOM’s receipt of the required deposits, payments and contracts.

Booth requests that have not been paid within two weeks (by either a deposit prior to January 31, 2020 or full payment after January 31, 2020) will be released without notice. IAOM reserves the right to reject any application for any reason. All monies are non-transferable. The cost of booth space is non-negotiable and Exhibitor acknowledges and agrees by signing these Terms and Conditions that it will be responsible for the payment of any balance due. Applications for exhibit space shall not be processed without being signed. Access to exhibit and display space shall be contingent upon the signing of these Terms and Conditions and their acceptance by IAOM, along with payment of all applicable fees. New contracts will not be honored until all past due invoices with IAOM have been paid.

Rules and Regulations

The 2020 IAOM Annual Conference & Expo shall be held at the Portland Convention Center (the “Convention Center”). Exhibitor agrees to comply with the rules and regulations of the Convention Center. Exhibitor shall observe and abide by the terms and conditions and such other rules and regulations that IAOM may adopt from time to time. All booths must be completely setup during designated setup times prior to the show. Setup times shall be on Tuesday from 8am to 10am for companies that have 3 or more 10’x10’ booth spaces and 10am to 4:30pm for all companies. Exhibitor is expected to conduct business in the exhibit hall during the published show hours of operation. Companies who tear down their booth prior to the end of the show hours will lose all priority points for the next year’s expo. Exhibitor assumes all responsibility for compliance with all pertinent ordinances, regulations and codes of duly authorized local, state and federal governing authorities (including local electrical codes). Exhibitor further agrees to abide by and comply with rules and regulations concerning local unions or other authorized contractors. Exhibitor agrees to comply with all Americans with Disabilities Act accessibility requirements.

Exhibitor may not cause harm or defame other exhibiting manufacturers’ exhibits, persons, products or reputation during the trade show. Exhibitors who do not abide by these rules will be escorted out of the exhibit halls and will be ineligible to register for future shows with IAOM. Exhibitors escorted out of the exhibit halls due to violation of this provision shall be considered to have forfeited all monies paid to IAOM in connection with the IAOM Annual Conference & Expo.

Good Neighbor Policy

Exhibitor and its representatives may not solicit business or perform demonstrations outside their own designated booth space, including but not limited to exhibit hall aisles, foyer or concourse areas, other exhibitors’ booth locations. All activities of Exhibitor and Exhibitor’s employees, including but not limited to, product demonstrations or

EXHIBITOR POLICIES - Exhibit Space Terms and Conditions

presentations, literature distribution, and sales lead generation, shall take place only within the perimeter of their assigned Exhibit Space and shall not obstruct aisle ways, infringe upon the space or rights of other exhibitors or visitors, or be disruptive in any way.

Any Exhibitor using audio or video content for any purpose hereby represents and warrants that such content shall be appropriate for a general audience and agrees to refrain from using content that may be considered offensive. IAOM reserves the right to restrict or remove exhibits that, in IAOM's sole opinion, become objectionable or detract from the character of the Expo as a whole. IAOM is not liable for refunds, rentals or any expenses incurred in the removal of such displays. Exhibitor shall not sponsor group functions that conflict with any official part of the IAOM program and shall not display literature in any location outside the Exhibit Space, except as approved in advance by IAOM.

Signs and Advertising

Exhibitor shall ensure that all exhibits, displays and signage are professional in appearance and appropriate in content. No signs may be displayed on persons or otherwise outside the exhibit space.

Distribution by Exhibitor of any printed matter, samples, or other articles shall be restricted to the rented booth space. Exhibitor further agrees that it shall not endorse, promote, participate in, or otherwise advertise any other trade show or venue during the IAOM Annual Conference & Expo show dates, setup dates or teardown dates without the written approval of IAOM. Violation of this policy will result in immediate loss of booth space at the 2020 show and forfeiture of all monies paid for said booth space as well as appropriate damages to IAOM and other exhibitors.

IAOM may remove any person during the show who IAOM believes is disrupting or obstructing proper operation and management of the show.

Exhibit Requirements

Exhibitor's booth(s) may not block any aisles in the exhibit hall, unless approved in advance by both IAOM and the Fire Marshal. There are only certain areas within the exhibit hall where the blocking of aisles shall be permitted. In addition, show policies concerning the "blocking of the line of vision" to neighboring booths shall be strictly enforced. Exhibits must remain intact until the scheduled conclusion of the show, as such time is established by IAOM.

Care of Building and Equipment

Exhibitor will not place any refuse or any material which will endanger public safety or cause inconvenience to other exhibitors on the floor during exhibit hours. Exhibitor and its agents shall not injure or deface the walls or floors of the Convention Center, the booths, or the equipment of the booths. When such damage occurs, Exhibitor is liable to the owner of the property so damaged. Exhibitor agrees to pay IAOM for any damages resulting from any act or negligence in such sum as may be necessary to restore the premises to their original condition.

Decorum

Exhibitors will display only products or services directly applicable

to the grain milling industry. IAOM reserves the right to prohibit or remove display material, which in IAOM's judgment detracts from the expo. IAOM reserves the right to restrict any exhibit, which, due to noise or other reason, is objectionable to IAOM. IAOM also reserves the right to prevent any Exhibitor from displaying beyond the bounds of the Exhibitor's rented exhibit space, either inside or outside the exposition facility. Exhibitor must have its exhibit and display spaces ready to open ten minutes prior to the published opening of the IAOM Annual Conference & Expo each day and must coordinate staffing to ensure coverage though all published hours on a daily basis.

Exhibitor Badges

Exhibitor and its officers, agents, employees or other representatives shall obtain badges from the IAOM Annual Conference & Expo registration desk and wear the badges while in the show at all times. Separate wristbands/ badges shall be issued to setup/takedown employees being used for the express purpose of setting up and/or tearing down exhibits and these wristbands/badges shall only be valid during the designated setup and teardown hours of the show.

IAOM will employ a security guard to monitor the premises on a 24-hour basis, beginning at 8:00 a.m. Tuesday, April 7, 2020, and ending at 8:00 a.m. Friday, April 10, 2020. No one will be allowed in the Expo area after closing hours.

Expo Regulations

Exhibitor use of motorized equipment and forklifts is not permitted. IAOM's designated General Services Contractor will control access to the loading docks in order to provide a safe and orderly move in/move out. No pets or animals, except for animals to assist handicapped people, are allowed into the IAOM Expo without prior written permission from IAOM. An IAOM Conference & Expo registration badge must be worn by all persons entering the Expo.

Music

Exhibitor is solely responsible for compliance with all copyright laws with respect to the performance of broadcast or live or recorded music during or in connection with the show.

Removal of Merchandise

Exhibitor is responsible for the removal of its entire display, including without limitations, walls, floors and furniture during the designated dismantling hours as shall be determined by IAOM. Exhibitor should make certain removal is completed by its employees or other authorized agents. IAOM shall not be liable for unauthorized removal of articles, merchandise, equipment, displays or other property. Merchandise left after the conclusion of the dismantling hours is subject to disposal. IAOM shall not be responsible for any damage or injury to disposed items. No merchandise may be removed during show hours except as approved by show management.

Photography

The taking of photographs or video images of booths or equipment not belonging to same Exhibitor in the exhibit hall or meeting rooms

EXHIBITOR POLICIES - Exhibit Space Terms and Conditions

of the Convention Center is expressly prohibited without the prior written consent of IAOM. A professional photographer is available for exhibitors' booth needs by appointment and on a firstcome first-serve basis. Confirmed Media are hereby automatically granted consent by IAOM to take photographs. Violation of this policy may result in immediate loss of booth space at the 2020 show and forfeiture of all monies paid for said booth space, and will be ineligible to register for future IAOM shows.

Insurance

Exhibitor and its contractor(s) shall maintain Comprehensive General Liability Insurance and Personal Injury Coverage at their sole cost and expense for all of its activities at the show and shall have IAOM and any party designated by IAOM named as additional insured's on all such policies. Additional insured should be listed as International Association of Operative Millers General Liability insurance coverage must be at a minimum one million (\$1,000,000)

dollars per occurrence, two million (\$2,000,000) dollars aggregate. Please do not include automotive insurance unless you are planning to have an automobile as part of your booth exhibit. Exhibitor and its contractor(s) shall also maintain, at their sole cost and expense, Workers Compensation Insurance for employees participating in the show, as required by law. Evidence of insurance coverage in the form of a valid Certificate of Insurance specifying the limits of liability must be provided to the IAOM office 90 days prior to the show. Exhibitor may be prohibited from participation in the show if the certificate has not been obtained and presented to show management.

Additional Insureds should be listed as follows:

International Association of Operative Millers (IAOM)
Attn: Christine McLeod
12351 W. 96th Terrace, Suite 100
Lenexa, KS 66215

Additional Insureds: Metro, MERC and the members, officers, directors, agents and employees of each entity;

Hazardous Materials

IAOM Annual Conference & Expo prohibits Exhibitor from bringing any exhibit(s), equipment, vehicle(s) or material(s) into the exhibit space if IAOM determines that such is dangerous to persons, property or any part of the exhibit space or building. IAOM shall not be responsible for termination or interruption of any program or event arising from information possessed or threat received by IAOM concerning an imminent danger to any part of the building or any of its occupants except as provided in the rules and regulations of the Convention Center.

Cancellation Policies

Exhibit space costs must be paid in full in accordance with the specified payment deadlines. IAOM may cancel this contract without refund to Exhibitor and may re-assign any exhibit space upon failure of Exhibitor to make payments as required hereby, to abide by the Terms and Conditions or other rules and regulations as provided, or to claim its assigned exhibit space prior to the opening of the show.

If the show or any part thereof is prevented from being held, is

canceled by IAOM, or the exhibit space applied for herein becomes unavailable because of war, fire, strike, government regulations, facility construction, public catastrophe, acts of God, acts of terrorism, the public enemy or any other cause, IAOM shall determine and refund to exhibitors their proportionate share of the balance of the aggregate exhibit fee received, if any, which remains after deducting expenses incurred by IAOM, but in no case shall the amount of refund to any one exhibitor exceed the amount of the exhibit fee paid.

Refunds

It is understood between IAOM and the exhibitor that any cancellation of this space contract must be submitted to IAOM in writing.

- If cancellation is made on or before December 1, 2019, 10% of the total exhibit fee space will be kept by IAOM

- Between December 2, 2019 and January 1, 2020, the exhibitor will be liable for 50% of the total exhibit space reserved

- Between January 2 and January 31, 2020, the exhibitor will be liable for 75% of the total exhibit space reserved

- After January 31, 2020, the exhibitor will be liable for 100% of the total exhibit space reserved. A 100% cancellation fee will be charged after January 31, 2020.

Downsizing

A fee of 50% of the difference between the cost of the original total exhibition fee and the downsized exhibition fee will be charged on any approved downsizing between January 1 and February 28, 2020. The fee increases to 100% of the difference after February 28, 2020. The above downsizing fees shall be in addition to the actual cost of the downsized exhibition fee.

Privacy & Security

While the Convention Center and/or IAOM may provide periodic security service, IAOM does not accept responsibility for lost, damaged, or stolen articles. Exhibitor agrees that IAOM is not liable for anything the Convention Center's security service, if any, does or fails to do. This includes, but is not limited to, damage, theft or loss sustained by Exhibitor's exhibits.

Please refer any questions you may have to an on-site General Service Contractor employee.

EXHIBITOR RAFFLE

Exhibitors should plan to take advantage of the Exhibitor Raffle at the 2020 Conference & Expo in Portland, Oregon. We would like to invite all exhibitors to announce the winners of their raffles and giveaways at the end of the expo on Thursday, April 9.

We encourage all of our exhibitors to conduct a raffle. The size or amount of the raffle prize is less important than having as many exhibitors as possible participate in the process. Raffle prizes can be anything from goods or services that you provide, to sporting event tickets, gift certificates, baskets of (fruit, coffee, etc.)..., you get the idea.

The rules are relatively simple:

1. You supply the raffle prize.
2. You collect the business cards or entry forms used to identify potential winners.
3. Exhibitors may not enter other exhibitors' raffles.
4. The drawing must be held at the conclusion of the Expo, in full view of the participants and the winner must be an active IAOM member registered for the Conference AND be present in order to win the prize.

As the show comes to an end on Thursday, we will begin inviting exhibitors who have raffle prizes to the microphone. Exhibitors will be identified and thanked for their participation in the Expo. The exhibitor representative will draw the winning name in full view of the participants and award the raffle prize to the winner. In the event that the winner is not present, successive names will be drawn until a winner is found.

Immediately following the Exhibitor raffles, we will draw for the Expo Grand Prize of \$500!

The Exhibitor Raffle and the Grand Prize Expo drawings are key to holding the crowd through the end of the Expo. Please participate at whatever level you can.

If you would like to participate in the 2020 Exhibitor Raffle, please send the following information to IAOM **by Feb. 1, 2020**, at IAOM: by email: dme@iaom.info or fax: 913-338-3553.



Exhibitor: _____

Booth number: _____

Raffle Prize/Giveaway: _____

Contact person: _____

Contact at the show: _____

SPONSORSHIP OPPORTUNITIES

Our conferences are an excellent opportunity to raise the awareness for your organization. Promoting your business brand and expertise via one of our customized sponsorship solutions is a compelling way to raise your organization's profile and to help you to meet and talk to the people who will ensure the success of your business.

Enhance your company's presence at IAOM's 124th Annual Conference & Expo by taking advantage of the many sponsorship opportunities available. This premier educational event for grain

milling and seed processing professionals presents the ideal setting for showcasing your company's products and services.

We are planning for approximately 900 highly qualified professionals from around the world to participate in the educational sessions and networking events over the course of the two-day conference. IAOM's high-impact sponsorship opportunities will give your company the competitive edge to stand out in the crowd.

Sponsor Benefits

- Recognition as a conference sponsor with company logo on special signage at the conference
- Recognition at the annual business meeting
- Placement of company name and logo in conference publications and on the IAOM website
- Hyperlink from logo on IAOM website to company website or email
- Sponsor ribbons for badges provided for all registered staff from sponsoring company
- Special IAOM Certificate of Appreciation
- First right of refusal to sponsor the same event in 2021
- Authorization to place marketing materials at the sponsored event

As a sponsor you can choose from a wide range of sponsorship opportunities – all tailor-made for your specific requirements.

Conference Sponsorship Profiles

Registrant Lanyard Sponsorship - SOLD

Be the organization to have your logo on the official IAOM conference badge lanyard! Each delegate will receive a name badge lanyard when they check in at registration. Lanyards will be highly visible as attendees must wear a badge to enter all sessions and functions.

Hotel Room Keys - \$2,500

Expand your reach beyond the show floor and into the headquarter hotel. What better way to give your company exposure to IAOM Annual Conference attendees? Your message will appear on the hotel room keys for the headquarter hotel – the official residence of IAOM conference attendees.

IAOM Official Program Sponsorship

By placing your company's message in the Official Conference Program for the 2019 Conference & Expo, you will gain instant recognition for your company. This booklet is the roadmap for conference attendees – every activity, session, and event is listed in this informative program guide. Front and back covers are full-color, individual interior pages are black and white.

- Back cover, four-color - **SOLD**
- Inside front cover and Inside back cover (four-color)- **SOLD**
- Individual pages (black & white) - **\$750**

Conference Hat - \$5,000

There's no better way to top off your golfing ensemble than with our conference cap. Your logo will be captured in a unique design on the side of the hat. It will be distributed in the conference registration packets to all registered attendees. Hat style to be determined.

Board of Directors Meeting Luncheon - Price varies by location

The IAOM board of directors meets each year before the conference officially opens to review the strategic goals, vision and mission of the Association. As a sponsor, your company would have the opportunity to meet with milling industry leaders from around the world.

Combined Committees Luncheon -SOLD

On Tuesday, IAOM's committee members will meet to review and design the strategic goals for each of their respective committees. As a sponsor, your company would have the opportunity to meet with all of the committee leaders at once.

Pre-conference Reception - SOLD

Take the opportunity to be the first to greet conference attendees on the eve of the opening day. The atmosphere will be filled with excitement as attendees catch up with their colleagues and make new contacts.

Expo Floor Drawing - SOLD

Everyone loves to win a prize. Here's your chance to make sure your company is associated in the minds of all of the attendees with winning. A representative from your company will announce and present a cash certificate to the lucky winner who is drawn.

Lunch in Exhibit Hall

\$1,500 co-sponsorships available

Lunch will be served in the exhibit hall and will be open to all attendees and exhibitors. This is a great opportunity to increase your company's visibility with table tents at each serving table, and your company name and logo on all signage.

Audio-Visual Equipment

co-sponsorships available

The audio-visual equipment is used for all conference sessions. Make sure that your company's message is the first image attendees see on screen when they enter the room.



On-Time Award Drawings - SOLD

Prior to the opening of all sessions, your company has the opportunity to hold award drawings for gift certificates to attendees. This allows you to present and announce cash award certificates.

Annual IMEF Breakfast with Keynote Speaker

\$5,000 (Exclusive) or \$1,500 (co-sponsorships)

All attendees will be at the event's general session on Wednesday morning for the keynote address, featuring an industry leader's perspective on a contemporary milling issue. An exclusive sponsor will receive a reserved table in the front of the room, have table tents on each table, company message (limit of 10 slides) on screen, and recognition at the breakfast. Co-sponsors will have reserved tables at the front of the room, with table tents at the tables and recognition at the breakfast.

Annual Meeting Breakfast - \$2,500 (co-sponsor)

Every conference delegate will see your name and/or logo on each of the tables at the opening breakfast on Thursday morning.

Refreshment Breaks

These 30-minute breaks provide much needed reprieves for attendees between sessions on the exhibit floor. Your company's logo and name will appear on signage at break stations.

Wednesday Morning Refreshment Break - \$2,500

Wednesday Afternoon Refreshment Break - SOLD

Thursday Morning Refreshment Break - \$2,500

Thursday Afternoon Ice Cream Break - SOLD

Wednesday Afternoon Reception in the Exhibit Hall - SOLD

This premier networking event will be held on the first afternoon of the conference for all attendees, making it the perfect opportunity to increase your company's visibility early, so they are talking about you throughout the conference.

Grand Prize Raffle Drawing - SOLD

Help make sure that there is a good reason for attendees to stay in the Expo Hall on Thursday after lunch - be the sponsor of the \$500 Grand Prize Raffle. Your company will be associated with the largest cash award and last raffle drawing of the day. Everyone will be sure to stay in order to get the chance to win this terrific prize!

Pre-Banquet Reception - \$5,000

Be the host of the final conference event open to all registered attendees by sponsoring the pre-banquet reception. Held immediately before the banquet, this is often the last gathering people attend before the conference concludes until the next year.

Annual Banquet Entertainment Sponsor - \$2,000 (exclusive), \$500 (co-sponsor)

The IAOM Annual Banquet is the final official event of the 2019 IAOM Annual Conference & Expo and it is your chance to leave a lasting impression attendees will take with them until the next Annual Conference. Your company will have a reserved table at the front of the room and signage at each table.

Annual Banquet Dinner Music Sponsor - SOLD

The IAOM Annual Banquet is the final official event of the 2019 IAOM Annual Conference & Expo and it is your chance to leave a lasting impression attendees will take with them until the next Annual Conference. Your company will have a reserved table at the front of the room and signage at each table.

Annual Awards Banquet Takeaway - \$2,500

By sponsoring the takeaway (which could be a chocolate bar with your company's logo), you will provide a sweet ending to the evening and the conference in general.

Convention Center Internet - \$7,000

Don't see the opportunity that's right for you?

Contact us for a tailor-made proposal that meets your wishes and budget.

For more information on Sponsorship Opportunities, contact:

IAOM Director of Meetings and Exhibits
E: dme@iaom.info
P: 913-338-3377, F: 913-338-3553

BACK BY POPULAR DEMAND!!!

IAOM's MOBILE EVENT APP

The IAOM MobileApp offers a range of exciting sponsorships to get your brand/company information in front of thousands of worldwide IAOM members – even before they arrive in Atlanta for the annual meeting!

Smartphone and tablet users worldwide can download the convention app before they arrive in Atlanta to peruse the conference events, create their own personalized schedule of the educational sessions and networking events, and determine which exhibitors they want to see. They can send tweets and emails to their friends to let them know which programs they're choosing and make plans on when and where to meet up at the annual meeting.

During the annual meeting, IAOM attendees can use the app to check their schedule, find a meeting room, recall which exhibitors they wanted to visit, exchange contact information, view tour and shuttle information, evaluate speakers and events, and exchange tweets and emails with others at the event.

After the conference, they can use the app to recall exhibitor profiles, event information and stay in touch with the IAOM members, exhibitors and other contacts they made during the week.

OVER 33% OF ATTENDEES
DOWNLOADED THE APP IN 2019

Mobile App Sponsorship Opportunities

Mobile App Main Sponsor

\$3,000 (limit 1)

Only 1 main sponsorship is available and it includes a Button Ad on the conference website as the Mobile App sponsor, 1 Banner Ad on the mobile app, and 1 push message to attendees on Tuesday, Wednesday and Thursday during the conference. Attendees are interacting with an event app on a constant basis, and they are going to see the banner ad on a recurring basis, emphasizing your message with every view.

Banner Ad Sponsor

\$1,000 (limit 3)

High visibility banner ads appear on every page and can link to a customized landing page and/or your website. Only 3 of these are available and they include 1 Banner Ad on the mobile app, as well as 1 push message to attendees on your choice of Tuesday, Wednesday or Thursday (subject to availability as these are offered first come, first served).



IAOM Challenge Game

\$500

With the IAOM Challenge Game, each participating exhibitor/sponsor can furnish a “challenge” in the form of a photo upload or multiple choice question. A Players Board shows all game players and their point totals. Attendees will love the game and You will love the additional booth traffic!

Timed Splash Screen

\$350

Your message will have great visibility with a timed pop up splash screen that users can't miss.

Featured Exhibitors

\$150

Featured Exhibitors stand out and enjoy preferential placement at the top of the Exhibitor List.

Technical Specifications

All graphic design, copywriting, editing, data proofing and other content preparation and review are the responsibility of the Sponsor. All materials, content or other information for the mobile app must be received no later than 10 working days before the start of the Event. File specifications, word count limitations and other technical requirements will be sent upon confirmation of your order.

Don't miss out on these fantastic sponsorship opportunities!

SPONSORSHIP RESERVATION FORM

Available on a first-come, first-served basis. All sponsorship payments must be paid by check, credit card or wire transfer only.

A 50% deposit is due at the time of purchase. If after January 29, 2020, full payment is due at time of purchase.

Send electronic format (high-resolution) of company logo to dme@iaom.info by January 29, 2020.

SOLD Registrant Lanyard

SOLD Hotel Room Keys

Official Program

SOLD Back Cover **SOLD** Front Inside Cove

SOLD Back Inside Cover (all cover ads are color)

Interior Page (black & white)

Conference Hat

Board of Directors Meeting Luncheon

Combined Committees Luncheon

SOLD Pre-conference Reception

Expo Floor Drawing

Wednesday Lunch in Exhibit Hall

Thursday Lunch in Exhibit Hall

Wednesday Audio-Visual Equipment

Grand Prize Raffle Drawing

Thursday Audio-Visual Equipment

ACCEPTANCE AS BINDING CONTRACT:

Company Name _____

Contact _____ Email _____

Address _____

City _____ State/Province _____ Zip _____ Phone _____

Fax _____ Website Address _____

Signature by Authorized Representative _____ Date _____

By signature above, the individual signing this contract represents and warrants that he/she is duly authorized to execute this binding contract on behalf of named Sponsor.

On-site Company Representative _____

METHOD OF PAYMENT:

Check enclosed (Payable to IAOM, US funds only)

Charge to following credit card:

VISA M/C Discover American Express

Wire Transfer - Contact IAOM for bank details.

Card No. _____ Expiration Date ____/____/____ CVV _____

Cardholder Name _____ Date _____

Cardholder Signature _____ Total \$ _____

Submit at least half as a down payment when this contract is submitted and the remainder on or before January 29, 2020; or the full amount if the contract is submitted after January 29, 2020. Please mail all checks and a copy of signed contract to:

IAOM

12351 W. 96th Terrace, Suite 100, Lenexa, KS 66215, USA

Fax: 913-338-3553

Email: dme@iaom.info