



National Occupational and Process Safety Conference

Exhibitor Prospectus



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Why Exhibit?

The AFPM National Occupational and Process Safety Conference features a variety of occupational and process safety practices, programs, and table top discussions to improve safety performance at refineries and petrochemical facilities. This forum assembles over 500 individuals from industry including corporate and site safety decision makers in occupational and process safety. The Conference also brings in a wide range of contractor safety leads, company trainers, and other disciplines such as human performance, emergency response, and emerging technologies. Networking and knowledge sharing are integrated with workshops, poster sessions, and panel discussions with the goal of sharing good practices, new technologies, and timely topics across multiple safety disciplines. The National Occupational and Process Safety Conference is a two-day program that will provide exhibitors an excellent opportunity to increase their safety knowledge, share their products, and network with industry decision makers.

The exhibition encompasses 4.5 hours of unopposed show time, scheduled during lunch and late afternoon reception hours to encourage traffic flow in the hall. Complimentary food and beverage service is provided in the exhibit hall.

A total of 515 attendees and exhibitors registered for the conference in Grapevine in 2019. Full registration in 2018 in San Antonio was 534.

How to Reserve a Booth

You may either apply [online](#) or complete the attached application and fax to 202.835.0467. Click on the link to the "Online Exhibitor Application" under the "Exhibitor" tab for further instructions. If you do not have a username and password for the AFPM website, please email nsc@afpm.org or call 202.457.0480.

Booth Fees

Booth Size	10'x10'
Member	\$ 850
Non-member	\$ 1,600

Please note: ALL exhibitors must register for the conference. NO complimentary booth passes are included in the booth fee. See conference registration fees on page 5.

Priority Deadline
January 15, 2020



Who is AFPM?

American Fuel & Petrochemical Manufacturers (AFPM), formerly the National Petrochemical & Refiners Association, is an organization with a proud 118-year history of serving America. We adopted our new name in January 2012 to better describe who we are and what we do. AFPM is a trade association representing high-tech American manufacturers of virtually the entire U.S. supply of gasoline, diesel, jet fuel, other fuels, and home heating oil, as well as the petrochemicals used as building blocks for thousands of vital products in daily life. AFPM represents 60 regular member companies, encompassing nearly all the petroleum refiners and petrochemical manufacturers in the United States. Membership also consists of international refining and manufacturing entities, as well as domestic and foreign companies which have special interests in petroleum refining and petrochemical manufacturing, while not operating the refineries or facilities themselves.

Booth Information

Booth Selection

There are many requests for booths that are near the entrance and/or near the food and lounge areas. We ask that you request 10 locations on the floor plan, including some that do not reside at these positions. While we do our best to accommodate your needs, we are not able to fulfill every space location request.

Booth Price includes:

- 3 attendee lists with addresses prior to and after the conference
- 8' high back drape and 3' high side rails
- 7"x44" company identification sign
- Daily aisle cleaning and trash removal from public areas
- General Illumination
- Guard service throughout the official period of installation, showing and dismantling
- Lunch and reception food and beverage prior to each exhibit open time
- A total of 4.5 hours of non-conflicting exhibit time during the following hours:

Wednesday, May 13

12:00 pm - 1:30 pm Lunch in Exhibit Hall

5:00 pm - 6:30 pm Opening Reception

Thursday, May 14

12:00 pm - 1:30 pm Lunch in Exhibit Hall

Vendor Passport Program

Once again, this year's exhibition will feature the Passport Program to promote booth traffic. Conference attendees will receive a form with a list of companies participating in the program. When an attendee visits a company listed on the form, they will receive a sticker from the exhibitor. The completed form will be eligible for giveaways provided by the exhibitors. The items must be business-related: a company logoed item or industry related item. If the item is large and difficult to transport via airplane, please bring a picture and ship the item directly to the recipient. No expensive or unrelated giveaways are permitted. AFPM reserves the right to refuse any unrelated, inappropriate or overpriced item.

Booth Assignments

For contracts received during the priority period (before January 15, 2020), priority for entry into the show and assignment of booth location will be determined by AFPM membership status and number of previous years exhibiting with this show. Booths are assigned according to a priority point system. To learn more about this refer to the Meeting [FAQ page](#). After the priority period, booths will be assigned on a first-come, first-served basis.

AFPM will notify exhibitors of initial booth assignments in late January. AFPM reserves the right to make necessary changes in assigned booth locations for the benefit of exhibitors and the betterment of the entire conference.

Booth Cancellation

Cancellations must be made in writing and forwarded to Jeanne Boone, CEM by fax at 202.835.0467 or email at nsce Exhibits@afpm.org. Refunds or cancellations will be made only if the space can be resold, according to the following schedule.

By	February 28, 2020	90% of rental fee
	March 19, 2020	75% of rental fee
	March 30, 2020	50% of rental fee
	April 13, 2020	25% of rental fee
After	April 13, 2020	0% of rental fee

Click [here](#) for a link to the previous exhibitors.

Booth Information

continued

Booth Configuration

Specific height restrictions exist for all booths. To promote fairness and avoid growing competition for height and visibility, there will be no exception to these rules.

For All Booths:

- No signs or other articles may be affixed, nailed, or otherwise attached to walls, doors, painted surfaces, etc. Likewise, no attachments may be made to the floor or ceiling by nails, screws, or any other device.
- No signs may be hung from the ceiling.
- Exposed unfinished areas of the exhibit must be draped or carpeted in venues with bare cement floors to present an overall attractive appearance. If this is not done, The Freeman Companies will be instructed by AFPM to take necessary measures to correct the exposed area at the exhibitor's expense.
- Booths must be kept clean during open show hours. AFPM reserves the right to order cleaning services, at the exhibitor's expense, for a booth out of compliance with this rule.
- Monitors for video presentations or any other visual systems must not be placed in a position which exceeds the height limits as defined below or otherwise creates a hazardous situation.
- No exhibitor display items may extend into the aisle.
- Booth display items positioned so as to create a possible safety hazard anywhere in the booth must be moved.
- No platforms used as the base of the exhibit are permitted due to the tripping hazard created.
- Exhibits not conforming to these specifications, or which are objectionable in design, operation, or otherwise in the opinion of AFPM will be prohibited.
- Within the area 5' forward from the rear of each booth, display material may be placed up to a height of 8' from the building floor, including the company sign.
- Within the area beyond 5' from the rear of the booth, all parts of the exhibit shall not exceed a height of 4' from the building floor and/or shall not impede the sight line of adjacent booths.
- Within the area 8' to 10' from the rear of the booth, display material may not be less than 2' from the building floor.

Booth Conduct and Activities

Displays and activities should be directly related to the products and services provided by the exhibitor in the regular course of business. Booth personnel must be limited to employees of the exhibitor. Exhibitors are not permitted to use celebrities, models, caricaturists, or entertainers. Raffles, drawings, contests, or similar activities of any kind, regardless of the intended purpose or winnings, are not permitted and no exceptions will be made. Therefore, no fishbowls are permitted in the booths.

Please refer to the [rules and regulations](#) for complete details.

Solicitation Warning

Please be aware, in previous years our exhibitors have received improper solicitation from third party companies offering the following services:

- **Attendee Lists:** Solicitations are delivered by domains ending in pre-event.biz, usalists.biz, globalsalesleads.org, etc. These individuals are scammers. No one outside of AFPM staff have access to AFPM conference attendee lists.
- **Housing Services:** Solicitations are sent by Convention Housing Services, Convention Expo Travel, Convention Hotel Management, Exhibitor Housing Services, National Travel Associates, Global Housing Services, Corp., Exhibitors Housing Management, etc. These companies often offer lower quality rooms at a lower rate, rooms at a different hotel that is far away from the meeting, or have steep and unforgiving cancellation policies.

For these reasons, and to support the quality of the AFPM National Occupational & Process Safety Conference, we encourage you to contact AFPM if you ever have any doubts about an email received and book your housing reservations through AFPM's website, www.afpm.org, following your meeting registration. Please notify AFPM at nscexhibits@afpm.org if you receive any notices from third party organizations soliciting hotel rooms, exhibit guides, attendee lists, etc.

Fees and Sponsorships

Conference Fees and Housing

The below fee structure applies to all personnel working the booth. There are no complimentary registrations built into the booth fee. This fee structure allows exhibitors to better manage their budget and personnel, and also affords you the convenience of registering and reserving your hotel rooms online.

Registration will open [online](#) in January. A block of discounted sleeping rooms will be available at the Grand Hyatt San Antonio and can be reserved once you have completed your conference registration.

Register by April 10 to receive early registration fees and reserve a hotel room in the AFPM room block. On April 11, full registration fees increase by \$100, one-day passes increase by \$50, and the room block rate can no longer be guaranteed. Registration fees are based on AFPM membership. If your company is a member of AFPM, you qualify for the member fees.

Full Registration	By April 10	After April 10
Member	\$800	\$900
Non-member	\$1,500	\$1,600

Hotel Information

Grand Hyatt San Antonio
600 E Market St
San Antonio, TX 78205

Rate: \$198 single / \$223 double occupancy

Sponsorship Opportunities

Sponsorships provide valuable marketing benefits including publicity in the advance and final programs, special recognition during the conference, and other high visibility exposure to attending safety professionals and others. Please contact Colleen Lewallen at sponsorships@afpm.org or 202.457.0480 for more details.

Floor Plan

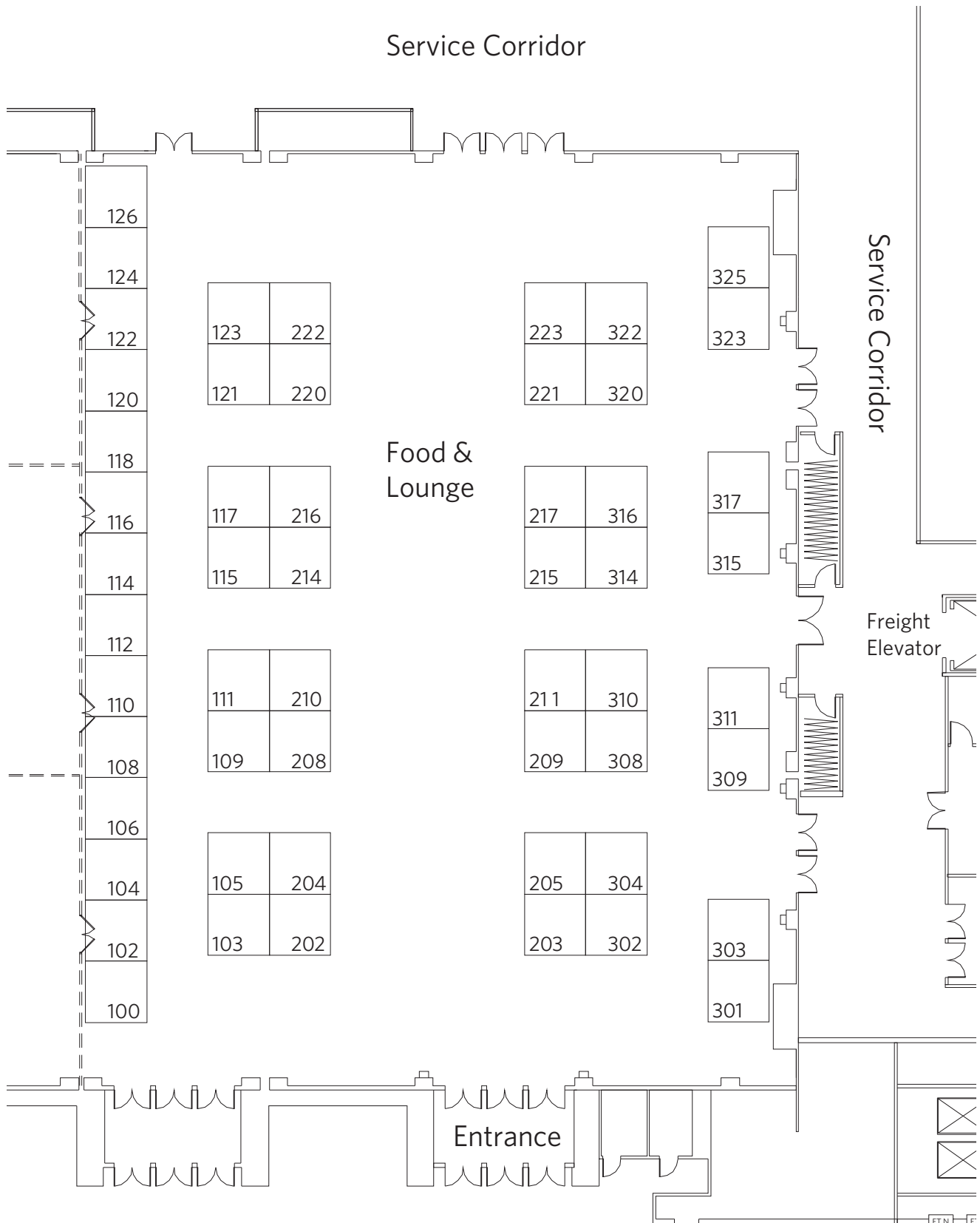


Exhibit Contract

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Instructions

- Click [here](#) to request a booth online. Click on the link to the "Online Exhibit Application" under the "Exhibitors" tab for further instructions. This does not guarantee entrance into the show. Booth assignments will be distributed in January 2020.
- Or, complete all sections of the contract, including "Agreement by Exhibitor" on page 7, and forward along with the floor plan and full payment of booth fees to AFPM at fax: 202.835.0467. Full payment must be received by 01/15/2020 for priority space to be assigned. Payment must be made by credit card only. Credit cards will not be charged until a booth is officially assigned.
- Be sure to indicate order of booth preferences on the floor plan (page 6).
- All exhibitors must pay the registration fees for the conference in addition to the booth fee for each individual attending. The booth contract does not include any complimentary passes. Registration opens [online](#) in January 2020.

Priority deadline is January 15, 2020.

Exhibitor Information

Exhibiting Company

Street Address (include full street shipping address)

Street Address

City

State

Zip

Exhibitor Contact Name

Email

Telephone

Fax

Cell Phone

On-site Contact Name (if different from exhibitor contact)

Email

Telephone

Fax

Company Email

Cell Phone

AFPM Member Company? Yes No

If yes, name of company

If unsure, click [here](#) for a list of AFPM members.

I. Booths

	Member		Non-member	
10 x 10	\$ 850	=	\$ 1,600	=

Booth Location Preferences

List 10 choices. Requested locations are not guaranteed.

1st _____ 5th _____ 9th _____

2nd _____ 6th _____ 10th _____

3rd _____ 7th _____

4th _____ 8th _____

Special Requirements

Indicate competitors you wish to be separated from (by company, not category). Booth separation is not guaranteed.

Provide a brief description of products and/or services that will be displayed in your booth. Limit description to 300 characters or less including spaces for web listing and final conference program.

Exhibit Contract

Page Two of Two

II. Agreement and Payment

We hereby agree to:

1. Abide by all the rules and regulations, as stipulated in this Exhibit Application and in the Exhibit Manual.
2. Remit the full booth rental fee to AFPM. We understand that booth space cannot be confirmed until all booth space fees have been paid in full to AFPM. We also understand that any balance due to AFPM from previous exhibitions will prevent us from obtaining booth space for 2020.

Exhibitor Authorized Signature Date

Application cannot be processed without signature

\$ _____
Total Amount

Credit Card

VISA MasterCard American Express

Credit Card Number

Expiration Date

Card Holder Name

Billing Address (please complete if different than prior page)

Billing Address

City State Zip

Signature

For AFPM use only:

Date Received

Points

Booth Size

Booth Assigned

Amount Paid

Date Logged

By