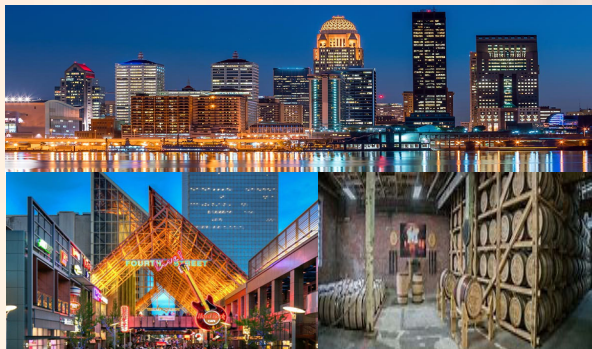


# Exhibitor Booth Application

**FNA 2020**

Sept. 30-Oct. 2 • Louisville, KY



## ***Louisville Marriott Downtown and the Kentucky International Convention Center Louisville, Kentucky***

### **FNA 2020 Features**

- Anyone who comes to Louisville soon discovers it is one of the most uniquely authentic destinations on the planet. Welcome to Bourbon City!!!
- Attendees are Decision Makers on Heat Treat Purchases from All Over the World
- Great Booth Package Includes: Lead Retrieval Unit, Table, Chairs, Waste Basket, Trade Show Floor Reception and More.
- Central and Affordable Destination in the Heart of Heat Treating and Manufacturing
- 35+ Technical Sessions on the Latest Trends and Developments in Technology, Equipment, and Processes

### **Who Will Attend:**

- Department Managers
- Division Directors
- Facility Managers
- Production Managers
- Technical Directors
- Systems Superintendents
- Metallurgical Engineers
- Operations Coordinators
- Maintenance Managers
- Quality Control Managers
- Commercial Plant Owners
- General Managers

***Booth placement  
takes place  
Fall 2019!***

Produced By



**North America's Only Heat Treat  
Expo & Conference  
Coming Sept. 30—Oct. 2, 2020**

Media Partner



**Dear Heat Treat Industry Supplier,**

The Metal Treating Institute is excited to announce ***Furnaces North America 2020*** will be hosted at the Louisville Marriott Downtown and the Kentucky International Convention Center, Sept. 30 - Oct. 2, 2020 in Louisville, KY. Along with our media partner Industrial Heating Magazine, we anticipate another successful event for our exhibitors. FNA 2018 was another exciting show in Indianapolis, and we expect 2020 to be no different.

**Furnaces North America 2020 is designed with your exhibitor budget in mind. Your package includes:**

- Special Group Rate at the Host Hotel—the Louisville Marriott Downtown (rate is good until block is full)
- Basic Booth Package Includes: booth space, 6' table, 2 chairs, 7"x 44" company sign, waste basket, lead retrieval unit
- Show Floor Reception
- 2 Conference Passes (Includes 35 Technical Sessions)
- Unlimited "Expo Only" Passes for Your Company
- Expo Concludes at 2:30 pm on Last Day (saving you one night's hotel stay)
- eCard Invitation and Promo Video For Your Promotions
- Carpeted Aisles & Exhibitor Only lounge
- Security at the Exhibit Facility each Night While Exhibit Hall is Closed
- Cleaning of Aisles and Lobby During Show Days
- Company Name in Listing on Official Show Website
- Company Name, Contact Information, and Company Description in Official Show Directory



We encourage you to sign up as an exhibitor today. (Space is limited - see back page for form.) If you have any questions, please feel free to contact Amanda Motes at our Show Office at 904-249-0448 x102 or [amanda@heattreat.net](mailto:amanda@heattreat.net).

Sincerely,

Tom Morrison  
C.E.O. MTI Management  
FNA Show Director

**FNA  2020**  
**Sept. 30-Oct. 2 • Louisville, KY**

**FNA 2020  
Schedule**

**Sept. 30 - Oct. 2, 2020**

**Host Hotel**  
**Louisville Marriott**  
**Downtown**

**Louisville, Kentucky**

**Wednesday, Sept. 30**

7:00 am—6:00 pm  
6:00 pm—8:00 pm

Exhibitor Move-In  
FNA 2020 Kickoff Reception

**Thursday, Oct. 1**

8:00 am—11:00 am  
11:00 am—5:30 pm  
4:00 pm—5:30 pm  
Open Night

FNA 2020 Technical Sessions  
Furnaces North America 2020 Expo  
FNA 2020 Show Floor Reception  
See Louisville With Customers

**Friday, Oct. 2**

8:00 am—10:30 am  
10:30 am—2:30 pm  
2:30 pm—10:00 pm

FNA 2020 Technical Sessions  
Furnaces North America 2020 Expo  
Exhibitor Move-out

# FNA 2020 Rules and Regulations

## Exhibitor Agreement

This contract between Furnaces North America 2020 (Show Management) and the exhibitor is binding and non-transferable. No exhibit space may be shared or sublet. Exhibitors are limited to those companies, organizations and institutions offering products and services of specified interest to the Exposition attendees. Show Management reserves the right to determine eligibility of any participant in the Exposition.

## Character of Displays

Displays must be informative and educational and are restricted to new and state-of-the-art equipment, support products and processes directly related to the thermal processing industry. No used equipment may be displayed, promoted, or alluded to in any way. No photographs, drawings, pictures, signs, verbiage, audio/visuals or graphics in any form will be permitted to promote the sale or purchase of used equipment.

All exhibit space is intended to be utilized and displays presented for the contracting company only. Any exhibitor identifying or representing a company other than a contracting company must notify Show Management of its intention to do so at least 3 months in advance of the Exposition and receive written confirmation indicating approval from Show Management. Notification must include drawings of all signage and graphics and any forms of non-contracting company identification, as well as examples of all materials to be presented. Only the contracting company will be listed in the Official Exposition Program.

All Specialty advertising items used as give-aways, must be in good taste and are subject to approval by Show Management. All exhibits must remain intact until the Exposition closes.

## Exhibit Design

Exhibit construction must comply with construction guidelines established by Show Management and published in the Exhibitors Manual. No exhibit or exhibitor's demonstration, video or audio shall be permitted to interfere with a neighboring exhibit. Linear booths will include a standard backdrop of 8 feet high, draped booth dividers 3 feet high, and identification signage (company name, city & booth number). Failure to comply with the Exposition Rules and Regulations for design and construction may result in on-site modifications at the exhibitor's expense or expulsion from the Exposition.

## Booth Management

All demonstrations and the dissemination of literature and give-aways must be confined to the exhibitor's booth. Working the aisle or blocking the aisles is not permitted. The distribution of material of any kind to other booths is strictly prohibited. All booth personnel must be appropriately clothed and conduct themselves in a manner acceptable to Show Management. Show Management reserves the right to determine the acceptable sound levels of audio/visual and other sound devices. Exhibitors shall not play any music unless they have secured permission from ASCAP, BMI, or other copyright holders. Exhibitors must keep their booths clean, orderly and free of rubbish. All exhibitors must remain in position and intact until the Exhibition is closed.

## Utilities

Electricity and internet will be the only utilities available and can be purchased at additional cost using the form in the Exhibitors Manual. All wiring must comply with minimum standards specified by local ordinances.

## Labor/Rigging/Drayage

Where specified, exhibitors must use union labor to setup and dismantle exhibits, to uncrate and re-crate exhibit materials and to deliver materials to and from the loading docks.

## Safety and Fire Laws

Exhibitors must strictly observe all applicable fire and safety laws of the venue. No decoration of flammable materials are permitted. Wiring must comply with local fire district rules. No exhibitor shall bring or permit anyone to bring into or keep anything in the Exposition hall that will increase the fire hazard of any rate of insurance of the Exposition hall owner. No exhibitor shall bring in or permit anyone to bring any gasoline, fuels, etc into the Exposition hall without Show Management consent.

## Payment Terms

Payment in full is required by April 15, 2020 or at the time booth is contracted, whichever is later. Failure to comply will result in cancellation of booth assignment.

## Cancellation

Exhibitors who cancel their contract, for any reason, 150 days (5 months) before the Exposition will receive a full refund less \$100 processing fee. All cancellations made less than 150 days (5 months) before the Exposition will forfeit their entire payment pending the resale of their booth. Should their booth be resold, they will receive a 50% refund. All request for cancellation must be made in writing to Show Management.

## Exhibitor Losses

Show Management does not take responsibility for exhibitors' damage or lost shipments coming in or going out of the Exposition. Damage to inadequately packed property is the exhibitors responsibility. If any exhibit fails to arrive, the exhibitor is still responsible for their exhibit space rental. Exhibitors are advised to insure against these rights.

## Liability

Exhibitors agree to obtain and maintain during the use of the exhibition premises, Comprehensive General Liability Insurance covering themselves for property damage and any acts or omissions which cause bodily injury to any person authorized to be attending the show or in the Kentucky International Convention Center during this meeting. The Metal Treating Institute, it's partners, affiliates, officers, directors, trustees, agents, all Authorized contractors by Metal Treating Institute, Kentucky International Convention Center, it's Owners and the Metropolitan Government of Louisville, shall be names additional insured's in such policy(s). Metal Treating Institute and Kentucky International Convention Center agree to claim one another, their respective owners, parent companies, Authorized Contractors hired by either party, partners, affiliates, officers, directors, trustees and agents in such policy(s) as additional insured thereunder and agree to make all facility Licenses and Certificates of Insurance available for review by any of the parties named above with reasonable advance notice.

Exhibitor assumes responsibility and agrees to indemnify, defend, and hold harmless Metal Treating Institute and Kentucky International Convention Center 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 Metal Treating Institute nor Kentucky International Convention Center maintain insurance covering the Exhibitor's property and it is the sole responsibility of the Exhibitor to obtain such insurance in order to protect itself.

## Termination of Exposition

In the event that the premises in which the Exposition is or is to be conducted shall become, in the sole discretion of Show Management, unfit for occupancy, or in the event the holding of the Exposition or the performance of Show Management under the application (of which there Rules and Regulations are a part) are substantially or materially interfered with by virtue of any cause or causes not reasonably within the control of Show Management, said Application and/or the Exposition (or any part thereof), may be terminated by Show Management which shall not be responsible for delays, damage, loss, increased costs, or other unfavorable conditions arising from such causes. Show Management shall not be liable to the exhibitor other than for a prorated refund of such exhibitor's space rental based on the number of exhibit days remaining. For purposes hereof, the phrase: Cause or causes not reasonably within the control of Show Management shall include by way of illustration, but not by way of limitation: fire, casualty, flood, epidemic, earthquake or inclement weather, explosion, or accident; blockage or embargo; governmental restraints; restraints or orders of civil defense of military authorities; act of public enemy, riot or civil disturbance, strike, lockout, boycott, or other labor disturbance; inability to secure sufficient labor, technical or other personnel; failure, impairment, or lack of adequate transportation of facilities, inability to obtain of condemnation, requisition, or commandeering of necessary suppliers of equipment; local, state, or federal law, ordinances, rules, orders, decrees, or regulations, whether legislative, executive, or judicial, and whether constitutional or unconstitutional, or an Act of God.

## Booth Cost

### 10' x 10' Booth

- ☐ **\$2,795 Standard Cost**—includes 10' x 10' booth space, 6-foot draped table, waste basket, two chairs, 7"x 44" company sign, two (2) free conference passes, unlimited FNA Expo passes, lead retrieval unit & printer and entry into two receptions.
- ☐ **\$2,515 MTI Member Cost.** Must be an Associate Member in good standing. Booth package same as standard booth package listed above.

### 10' x 20' Booth

- ☐ **\$4,895 Standard Cost**—includes 10' x 20' booth space, 6-foot draped table, waste basket, two chairs, 7" x 44" company sign, two (2) free conference passes, unlimited FNA Expo passes, lead retrieval unit & printer, and entry into the Opening Night and Trade Show Floor receptions.
- ☐ **\$4,405 MTI Member Cost**—Must be an Associate Member in good standing. Booth package same as standard booth package listed above.

**\*\*Trade Show Floor Layout Will Be Provided by Summer 2019**

***FNA 2018 had a Booth Waiting List!***

***Guarantee Your Booth in 2020 by Submitting Your Booth Form as soon as possible .***

### Application & Contract for Exhibit Space

Application is hereby made to FNA 2020 for exhibit space at the above referenced event in accordance with the terms and conditions of this application. Show management reserves the right to add, remove, or modify any rules, regulations, or terms herein, event scheduling and/or booth assignments after the contracts have been accepted if deemed necessary for the good of the Exposition.

**Booth selection forms and the official floor plan will be available on the show website Summer 2019.**

Company: \_\_\_\_\_

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

City: \_\_\_\_\_ State: \_\_\_\_\_ Country: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Website: \_\_\_\_\_

Show Contact Signature: \_\_\_\_\_ Name Printed: \_\_\_\_\_

Email Address: \_\_\_\_\_

*By signing this agreement, I understand the terms and conditions in this brochure, agree to the payment schedule below and understand initial booth placements are performed on the first week of January 2020. Failure to pay your outstanding balance by the due dates could result in the loss of your booth selection.*

### Payment Schedule

- First Payment: Due January 31, 2020
  - Outstanding Balance: Due by April 15, 2020
- (any booth application received after January 1, 2020 must include full payment for booth assignment)*

**Email to:** *fna@heattreat.net*

**Fax Form to:** *904-249-0459*

**Mail Form To:**

**FNA 2020 c/o Metal Treating Institute - 8825 Perimeter Park Blvd. #501 - Jacksonville, FL 32216**