

Exhibitor Brochure

IWCS



THE
**International
Cable & Connectivity
Symposium**

IWCS 2019 CABLE & CONNECTIVITY SYMPOSIUM

September 29 – October 2, 2019 | Charlotte Convention Center, Charlotte, North Carolina, USA



Industry Leadership

Innovation

Professional Development

#IWCS2019

INTRODUCTION

IWCS, a non-profit organization, produces the International Cable & Connectivity Symposium as the premier technology forum for the exchange of information about product, material and process innovation for cabling and connectivity solutions and for the development of industry professionals through education and scholarships.

THE SYMPOSIUM CONTAINS FIVE MAJOR COMPONENTS:

Supplier Exhibition • Professional Development/Training Courses • Executive Track • Plenary Session • Technical Symposium

Held annually in October, the IWCS Symposium is the world's premier venue for the presentation of new cable and connectivity technologies. Trends related to designing, manufacturing, processing and using products in communications, data, network, electronics, power, industrial, automotive/aerospace and specialty cable applications are presented.

More than 1,000 key managers and engineers from the cable and connectivity industries participate in the technical program as well as visit the Exhibition. These visitors come from more than 30 countries.

The Conference provides a unique networking and social experience for industry colleagues. It also includes a New Products session where latest product developments are showcased by exhibitors. The Exhibition is located and scheduled so that the traffic from the entire conference is encouraged to meet with exhibitors. Conference attendees wishing to visit only the Exhibition can do so for a nominal fee or as invited guests of exhibitors, provided that they have registered in advance.

Prime Exhibition space is going fast! Many of the exhibitors from the 2018 event have already committed to space for 2019.



THE SUPPLIER EXHIBITION

EXHIBITING AT THE 2019 SUPPLIER EXHIBITION IS EASY!

The all-inclusive packages begin at just \$3,000 per 10' x 10' booth and \$5,500 per 10' x 20' booth*:

- Pipe and drape, skirted table, chairs, wastebasket
- Three "Booth Passes" for personnel
- One "IWCS Technical Symposium Pass"
- One digital copy of the Conference Proceedings
- Free listing in the Supplier Directory
- Free listing on our website at www.iwcs.org
- Exclusive access to present new technology in the IWCS New Product Presentation Session
- Unique Networking opportunities with today's top business & technology leaders

Exhibitors who purchase a double booth (10' x 20') receive an extra skirted table & chair set and double the passes & Proceedings listed above.

DATES TO REMEMBER

Exhibit set-up will take place on *Monday, September 30th from 6:00am until 1:30pm with exhibit hours as follows:*

September 30th— Exhibits Open 2:00pm to 6:00pm

October 1st — Exhibits Open 10:00am to 6:00pm

Exhibit teardown will take place on Tuesday, October 1st from 6:00pm to 10:00pm.

IWCS SUPPLIER EXHIBITION SALES MANAGEMENT

Sales for the IWCS Supplier Exhibition are managed by Doug Zirkle, Billingslea & Zirkle, Inc., Email: dzirkle@bzsales.com; Phone: +1.800.688.1698 OR +1.203.794.0444

All invoicing and account management is handled by Michelle Melsop, IWCS, Inc., Email: mmelsop@iwcs.org; Phone: +1.703.914.4927



2018 IWCS EXHIBITOR LIST

COMPANY	BOOTH	COMPANY	BOOTH	COMPANY	BOOTH
3N International Inc.	401	EverFLON Fluoropolymers	107	PE.fiberoptics Ltd.	428
Advaris GmbH	207	Excelitas Technologies (Lumen Dynamics Group Inc.)	129	Photon Kinetics, Inc.	209
AESA S.A.	300	Farbwerke Herkula S.A.	320	Pittsfield Plastics Engineering, Inc.	404
AGC Chemicals Americas, Inc.	301	Fiber Optic Center, Inc./Technical Horsepower Consulting, LLC	407	PolyOne Corporation	227
Allied Industrial Group, Inc.	337	Fiber-Line LLC	118	Pourtier & Setic of America	326
Amaral Automation Associates, LLC	228	Fil-Tec, Inc.	231	PrintSafe	116
American Kuhne (a brand of Graham Engineering Corp)	130	Gem Gravure Company, Inc.	405	Proton Products Inc.	104
Arkema Inc.	411	Great Lakes Polymer Technologies	430	Roblon US, Inc.	418
Artofil	125	Hengtong Optic-Electric Co., Ltd.	435	Rosendahl Nextrom Technologies	225
ASI/Silica Machinery, LLC	200	Heraeus Noblelight America LLC	109	RSD Group (W. Gillies Technologies, LLC)	329
Aversion Technologies, Inc.	135	Honta Inc.	237	SACO AEI Polymers	419
AW Machinery LLC	331	Huber Engineered Materials	119	Saint-Gobain Performance Plastics	325
Bartell Machinery Systems	420	Huestis Machine Corp	403	Service Thread Manufacturing Co.	205
BASF Corporation	306	Info-Gel, LLC (The Stewart Group)	105	Shanghai KECHEN Wire & Cable Machinery Co Ltd	339
Bedeä Berkenhoff & Drebs GmbH	300	International Wire & Cable Symposium (IWCS), Inc.	436	Shenzhen Delifeng Trading Co. Ltd.	308
Beta LaserMike – An NDC Technologies Brand	204	Isabellenhütte USA	408	Sikora International Corp.	431
Borealis Compounds Inc.	208	Jiangsu Etern Co., Ltd.	425	SONGWON Management AG	226
Breyden Products/Saylor Technical Products	400	Jinhua Yonghe Fluorochemical Co., Ltd.	206	SYSTEMI - Pourtier - Setic	326
Cable Components Group, LLC	312	Kinrei of America, LLC	305	T&T Marketing, an M. Holland Company	124
Cable Consultants Corp.	424	KN Manufacturing Solutions	334	Technetics PTFE & Polymer Solutions	402
Carris Reels	212	Leoni Wire Inc.	114	Teknor Apex Company	213
Century Fiber Optics	414	Lianda Corp.	336	Tensor Machinery, Ltd.	318
CERSA-MCI	201	LLFlex	429	Toner Plastics Group	304
Chase Corp	100	Lloyd & Bouvier, Inc	128	Verichek Technocal Services, Inc.	406
Chengdu Centran Industrial Co.,Ltd.	203	Madem-Moorecraft Reels USA, Inc.	131	Wardwell Braiding Co.	302
Clinton Instrument Company	412	Maillefer Extrusion Oy	335	Web Industries, Inc.	218
Coats	415	Medek & Schoerner GmbH	324	Weber & Scher Mfg. Co., Inc	104
Commission Brokers, Inc.	110	Melos GmbH / Inhol B.V.	417	Windak Inc. / Axjo America Inc.	127
Conneaut Industries, Inc.	113	Mexichem Specialty Compounds	101	Wire & Cable Tech Intl & WCISA®	235
Davis Standard	335	MGS Group, The	112	Wire & Plastic Machinery Corp.	219
De Montfort University	437	Microdia SA	137	Wire Association Intl/Wire Journal Intl	426
DeWAL Industries, Inc.	307	Miltec UV	202	Wire World Internet	136
EMD Performance Materials	328	Modern Dispersions Inc.	236	Zhejiang Baichuan Conductor Technology Co Ltd	330
EuroWire, WiredIn USA & Wire & Cable ASIA Magazines	434	Nabaltec AG	319	Zumbach Electronics Corp.	234
		Nylon Corporation of America	138		
		Oden Technologies Inc.	303		
		OptEM Engineering, Inc.	224		

Exhibitor Application & Contract for the 2019 IWCS Supplier Exhibition September 29 - October 2, 2019

**Charlotte Convention Center
501 S College St
Charlotte, NC 28202 USA**

IMPORTANT: IWCS HAS A NEW ADDRESS

Mail Contract (with check) to our New Address:

**IWCS, Inc.
6920-B Braddock Road, PMB 650,
Annandale, VA 22003 USA**

or Email Contract to: mmelsop@iwcs.org (Tel: +1-703-917-4927)

(A copy of this contract will be returned when the final booth space is assigned.)

The undersigned (hereinafter called the Exhibitor) hereby applies for space in the Supplier Exhibition of the 2019 IWCS International Cable & Connectivity Symposium scheduled to be held at the Charlotte Convention Center, September 29 - October 2, 2019. The exhibitor understands that this becomes a valid contract when accompanied by at least the Exhibitor fee deposit of \$1,500 (10x10 Booth) or \$2,750 (10x20 Booth) and upon the receipt of IWCS acceptance. Furthermore, the exhibitor hereby acknowledges receipt of and agrees to abide by the Exhibitor Regulations and Information as printed on the back of this contract and to all other conditions for the exhibitor space at the Charlotte Convention Center.

Company Name _____

Address _____

City _____ State _____ Zip _____ Country _____

Exhibit Sales Contact _____ (this would be the person to receive the exhibitor service kit)
Personnel Registration Contact _____ (this would be the person to register booth personnel)

Tel _____ Tel _____

Email _____ Email _____

PLEASE NOTIFY IWCS IMMEDIATELY IF EITHER CONTACT or CONTACT'S EMAIL CHANGES. Otherwise, you may not receive important information. Paid exhibit contracts entitle exhibitor to one registration for the Technical Symposium (which includes all technical sessions, plenary session & exhibits) and three registrations for exhibits only.

Billing Address (if different than above)

Company Name _____

Address _____

City _____ State _____ Zip _____ Country _____

Booth Request Selection No: 1st _____ 2nd _____ 3rd _____ 4th _____

METHOD OF PAYMENT

Amount enclosed: (10x10) \$3,000 _____ (10x20) \$5,500 _____

Deposit enclosed: (10x10) \$1,500 _____ (10x20) \$2,750 _____

Credit Card Payments - \$150 fee per booth. Your Approval _____

Int'l Wire Transfers - \$35 fee per booth. Your Approval _____

☐ Check ☐ VISA Exp. Date: _____

☐ AMEX ☐ MasterCard CVV or CID # _____

ACCT #: _____

Signature: _____

Make Check Payable to: IWCS, Inc. (U.S. Dollars drawn on a U.S. Bank only – if not, check will be returned)

FOR IWCS USE ONLY

BOOTH NUMBER ASSIGNED _____

Amount Rec'd \$ _____ Date _____

Check # _____ or Charge Auth # _____

Balance Due by July 18, 2019 \$ _____

Balance Rec'd \$ _____ Date _____

Check # _____ or Charge Auth # _____

IWCS Authorized Signature _____

**IWCS 2019
EXHIBITOR REGULATIONS AND INFORMATION**

1. **IWCS:** The word "IWCS, Inc." or "IWCS" means the International Wire and Cable Symposium, Inc., acting through its Officers, Committees, Agents, or Employees acting for it in the management of the Exhibits.

2. **Registration:** Registration badges must be worn for access to the exhibit area.

3. **Exhibition Date, Hours and Location:** *The Exhibits will be open on Monday, September 30 2019 from 2:00 PM to 6:00 PM and Tuesday, October 1, 2019 from 10:00 AM to 6:00 PM in the Exhibit Hall of the Charlotte Convention Center (CCC).*

4. **Permissible Displays:** The IWCS, Inc. reserves the right to determine which forms and products are appropriate in its judgment for inclusion in the exhibition and to refuse, cancel or restrict any applicant from displaying products which the IWCS considers undesirable for any reason. All materials used by the Exhibitor including, but not limited to, music and printed materials must be properly licensed. IWCS is not responsible for any legal commitments or fees for intellectual property used by the Exhibitor. **Exhibitors are also reminded that the use of false or misleading claims in their sales literature or advertisements is prohibited by the Federal Trade Commission (FTC). The Exhibition is open only to IWCS registrants.**

5. **Assignment Of Space:** Space assignments will be made on the basis of the date the application is received. In the event the booth or booths selected have been assigned, the IWCS reserves the right to assign a booth or booths nearest to the one requested. Space is limited, therefore, to obtain a booth, the contract should be returned early.

6. **Exhibit Display Regulations:** An exhibit must not interfere with or obstruct another exhibit. Linear booths have a maximum back wall height limitation of eight feet (8'), with a maximum sidewall and display materials height of three feet (3') in the front half of the exhibit space. Exhibits are required to be in compliance with the Americans with Disabilities Act (ADA). Sound demonstrations should not disrupt the activities of neighboring exhibitors and must not exceed 85 decibels.

7. **Cancellations and Refunds:** If space is cancelled before July 18, 2019 a full refund will be allowed, less a 10% handling fee. If space is cancelled after July 18, 2019, no refunds will be given, unless the space can be sold to another company.

8. **Subletting of Space:** No Exhibitor shall without written consent of the IWCS, assign, sublet, or apportion any space assigned hereunder, or show in such space any articles other than those manufactured or sold by the exhibitor without obtaining the written consent of the IWCS and shall not promote items other than those manufactured or sold by it in the regular course of business and shall not place any name signs or courtesy cards on any equipment loaned it for demonstration purposes unless the exhibitor of such equipment is also an exhibitor at the conference.

9. **Liability/Indemnification:** Neither the IWCS, the CCC nor any of its officers, agents or employees, shall be held liable for any damage, loss, harm or injury to the person or property of the exhibitor or any of its officers, agents or employees, resulting from strike, riot, smoke, fire, theft, water, accident, acts of God or any other cause beyond their control. The exhibitor shall indemnify, defend and hold harmless the IWCS, the CCC and any of their officers, agents or employees, from any and all claims, demands, suits, liability, damages, losses (including death), costs, attorney's fees and expenses of whatever kind or nature, which might result from or arise out of any action or failure to act on part of the exhibitor, any of its officers, agents or employees.

10. **Signage:** Signs and posters must be within the assignment area and **may not be posted on columns or pillars or placed in aisles.** In addition, signs or displays must conform to height limitations of 8 ft.

11. **Services:** Each Exhibitor will be provided the following services free of additional charges: An area approximately 10' x 10', one 6' skirted table, 2 chairs, 1 wastebasket with liner, an identification sign and carpeted aisles (**BOOTH CARPETING IS NOT PROVIDED BY IWCS**). **Booth carpeting may be ordered from the Drayage company.** Should you require utilities at your booth, they will be going direct through the venue management (form included in service manual). Drayage will be handled by **SER**

Exposition Services (SER), 35B New Street, Worcester, MA; Tel +1-508- 757-3397; Fax +1-508-757-9136. An Exhibitor Service Manual listing the services and furnishings available will be provided by SER online. You will receive instructions from SER on how to access the manual. The Exhibitor shall provide only the material and equipment which he owns and is to be used in his assigned space. All other items used in the booth are to be provided through arrangements with SER. Please complete the appropriate forms in the service manual. Payment for services provided to the Exhibitor by SER is the responsibility of the Exhibitor. All services not ordered in advance must be procured through the Exhibitor's service area which will be maintained in the Exhibitor's Area. ***ALL FREIGHT MUST BE SHIPPED TO THE DRAYAGE ADDRESS, NOT TO THE VENUE.*** The freight shipping address will be included in the exhibitor kit provided by SER. Materials may be shipped up to 30 days in advance of the set-up date.

12. **Installation and Removal of Exhibits:** Installation of exhibits may commence at 6:00 AM, September 30, 2019. ***All exhibits must be fully operational by 1:30 PM, September 30, 2019. All Exhibits must remain intact until 6:00 PM, October 1, 2019.*** Exhibitors expressly agree not to begin packing or dismantling until such time. All exhibits must be completely removed from the assigned space by 10:00 PM, October 1, 2019.

13. **Care of Exhibit Space:** The Exhibitor must, at his own expense maintain and keep in good order the exhibit space. The exhibitor shall maintain and conduct the exhibit in a neat, clean, orderly, and safe manner. The exhibitor shall keep an attendant in its display during the hours of the Exhibition and must surrender the space occupied by it in the same condition as it was at the commencement of the occupation, ordinary wear accepted. Exhibitors shall be responsible for damage to property. ***Exhibitors are permitted to enter the exhibit area 30 minutes prior to the schedule time (see para 3 for times).***

14. **Exhibit Safety Regulations:** All materials used in display construction or decorating should be made of fire retardant materials and be certified as flame retardant; samples should be available for testing and a flame proofing certificate should be available for inspection. Exhibits should be designed and erected in a manner that will protect attendees and withstand normal contact or vibration caused by operating machinery, neighboring exhibitors, hall laborers or installation/dismantling equipment. Any waste products generated by the exhibitor during the conference must be disposed of in accordance with guidelines established by the U.S. Environmental Protection Agency and the CCC. Electrical wiring and equipment must conform to the codes of the City of Charlotte.

15. **Security in Exhibit Hall:** CCC locks the doors after exhibit hours and provides a building security guard who monitors and walks around the entire bldg at night. The Exhibitor is responsible for additional security services, if required within the exhibit hall, but has to hire one from the CCC staff. Exhibitor cannot bring in their own security.

16. **Force Majeure:** In the event CCC or any part of the exhibit area is made unavailable for the Exhibitor's use for any period of time as a result of fire, flood, tempest or any other such cause or as a result of governmental intervention, malicious damage, acts of war, strike, lock-out, labor dispute, riot or any other cause or agency over which the IWCS has no control, or should IWCS decide that because of any such clause it is necessary to cancel, postpone or relocate the conference, or reduce the installation time, exhibit time, or dismantle time. IWCS shall have no liability to or responsibility to reimburse the Exhibitor with respect to any damage or loss directly or indirectly arising as a result thereof.

17. **Compliance:** The Exhibitor agrees to comply with all relevant laws of the State of **North Carolina and city of Charlotte**. The Exhibitor agrees to comply with all of the rules and regulations as set forth in the contract, any subsequent amendments to this contract, and the Exhibitor Manual.

18. **Compliance with Facility Regulations:** The Exhibitor agrees to comply with all relevant regulations of CCC. The Exhibitor will not deface or cause damage to the CCC. The Exhibitor will comply with all union regulations in force in the CCC