Bring your sales team face to face with today’s most active energy decision makers in business, industry, and government...

WestCoast

EMC 34th

Energy Management Congress

MAY 25-26, 2016
SEATTLE, WASHINGTON
Washington State Convention Center

PRESENTED BY
Association of Energy Engineers

HOSTED BY
PSE Sound Energy
The Association of Energy Engineers, together with host utility Puget Sound Energy (PSE), is pleased to celebrate the 34th West Coast Energy Management Congress in Seattle for 2016. Taking place May 25-26 at the Washington State Convention Center, this important, widely-attended industry event will bring you face to face with professionals who make the buying decisions for your products and services. You’ll meet buyers who are actively involved in projects to improve energy efficiency, effectively utilize the latest renewable energy technologies, and secure an affordable, reliable energy supply both now and in the future. Representing all segments of the commercial, industrial, institutional, municipal and governmental markets, those who attend the West Coast Energy Management Congress have a specific interest in:

- Energy-efficient technologies
- Renewable and alternative energy
- Combined heat and power, cogeneration, and distributed generation
- Efficient lighting products and controls
- Smart metering technologies
- High-performance HVAC systems and controls
- Boilers and combustion controls
- Integrated building automation and energy management
- Thermal storage and load management
- Geoexchange technologies
- Solar, wind, and fuel cell technologies
- Applications specific to federal energy management programs
- Energy services and project financing

For Questions about Exhibiting:
Call Ashley Clark, Exhibit Manager, at (770) 279-4392, or email Ashley at ashley@aeecenter.org or visit: www.aeecenter.org/emc

About the Show Host...
Puget Sound Energy (PSE) is Washington state’s oldest local energy company. PSE serves 1.1 million electric customers and more than 770,000 natural gas customers in 10 counties. PSE meets the energy needs of its customers through energy efficiency programs, procurement of sustainable energy resources, and far-sighted investment in the energy-delivery infrastructure. PSE employees are dedicated to providing great customer service and delivering energy that is safe, reliable, reasonably priced, and environmentally responsible. For more information, visit: www.PSE.com

About the Show Presenter...
The Association of Energy Engineers (AEE), a professional society of over 17,000 members, presents the West Coast EMC. Members include energy engineering and management professionals from throughout the U.S. and over 90 nations abroad. AEE is dedicated to providing industry-specific information resources, training, and widely recognized professional certification programs in the dynamic fields of energy engineering and energy management, renewable and alternative energy, power generation, energy services, sustainability, and all related areas. For more details, please visit our website: www.aeecenter.org
EMC 2016 highlights and special features for exhibitors...

**EXHIBIT HALL WORKSHOPS:**
A full lineup of special exhibitor-conducted workshops in the exhibit hall, with free admission to all show attendees, including exhibits-only, conference, and seminar attendees.

**EXHIBIT HALL LUNCHEONS:**
Exhibitors benefit from two luncheons that bring EMC attendees into the exhibit hall.

**CONFERENCE BOOSTS SHOW ATTENDANCE:**
Scheduling assures EMC conference attendees ample exclusive time for visiting exhibits. Full EMC conference and seminar agenda features more than 100 speakers, including recognized experts from business industry, government, and academia.

**FREE CONFERENCE PASSES:**
Each exhibiting company receives two free conference passes ($895 value each) for distribution to their key customers.

**20 REDUCED-FEE CONFERENCE PASSES:**
Each exhibiting company will also receive 20 reduced-fee conference passes to distribute to selected current or future customers, offering them significant savings on conference registration.

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**Place your exhibit in the West Coast EMC's Pacific Northwest Green Showcase!**

- Expanded expo area
- Green-specific conference sessions and workshops
- Networking with green-motivated buyers

The U.S. Environmental Protection Agency ENERGY STAR® and the Association of Energy Engineers (AEE) invite you to exhibit and participate in Pacific Northwest Showcase, prominently located within the West Coast Energy Management Congress 2016 exhibit hall. The companies located along the “green carpet” of EMC’s Pacific Northwest Green Showcase will have an unparalleled opportunity to highlight their roles as the leading providers of environmentally friendly, green energy efficiency related products and services. The West Coast Energy Management Congress conference program will also include a special series of presentations to educate and guide attendees as they seek the best and most promising green/sustainable solutions for improving building performance.

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**The West Coast EMC show reaches a cross section of key industry decision-makers...**

- Energy Engineers & Managers
- Facility Managers
- Energy & Sustainability Planning Managers
- Managers of Industrial Plants
- Directors of Facilities
- Directors of Energy Planning
- Project Managers
- Managers of Energy Services
- Building Administrators
- Energy Coordinators
- Directors of Finance
- Managers of Electric Utilities
- Presidents & Vice Presidents
- Vice Presidents of Operations
- Mechanical Engineers
- Directors of Corporate Accounting
- Directors of Property Management
- Energy Consultants for Commercial, Institutional, & Industrial Customers
- Managers of Proposals
- Directors of Engineering
- Directors of Operations
- Certified Energy Managers
- Plant Engineers & Managers
- Physical Plant Administrators
- Building Owners
- Property Managers
- Government Facility Managers
- Industrial Vice Presidents of Operations
- Electrical Engineers
- Process Engineers
- Consultants, HVAC Contractors, & Energy Service Professionals
- Industrial & Commercial End Users
- Institutional Facility Managers
- Healthcare Facilities Administrators

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**Assure your product and sales team a prominent location. Act now, reserve your space early for the unique marketing event that is EMC 2016!**
You’ll meet buyers in search of a cross section of products and services...

Based on the results of past expositions, AEE trade show attendees are looking for integrated solutions which assure both a secure and affordable power supply and effective management of energy-related costs. If you market any of the products or services listed below, you should make your plans now to participate in one of the industry’s leading deal-making events.

ENERGY MANAGEMENT CONTROLS
- Energy management systems
- Building automation systems
- System integrators
- Energy conservation products and services
- Industrial process controls
- Efficient motors & motor controls
- Combustion controls
- Steam traps
- Insulation products
- Energy storage
- Software systems
- Consulting/contracting services
- Internet-based energy management
- Data management services
- Multi-site-energy management
- RFP/RFQ services

LIGHTING
- LED (solid state lighting)
- LED lamps
- LED fixtures
- Lamps & fixtures
- Ballasts & reflectors
- Lighting controls
- Photovoltaic controls
- Audio controls
- Motion detectors/infrared sensors
- Dimmers & switching systems
- Lighting retrofit services
- Lamp & ballast disposal services
- Lighting maintenance

HVAC & BUILDING SYSTEMS
- Energy efficient cooling & heating
- Energy efficient chillers
- Absorption & engine-driven chillers
- Desicmant cooling systems
- Gas cooling systems

ENERGY SERVICES
- Energy service companies
- Utility affiliates
- Performance contractors
- Energy auditing & feasibility analysis
- Multi-site energy management
- Facility management outsourcing
- Asset management
- Project financing services
- Metering services
- Power marketers/brokers
- Natural gas marketers/brokers
- Contract attorneys & consultants

BOILERS & CONTROLS
- Packaged high and low pressure boilers
- Power generating boilers
- High-efficiency firetube & watertube boilers
- High-efficiency gas-fired boilers
- High-efficiency electric boilers
- Waste heat boilers
- Mass burn boilers
- Combustion controls
- Burners & steam traps
- Steam distribution systems
- Heat recovery systems

DISTRIBUTED GENERATION/COMBINED HEAT & POWER
- Turbines & microturbines
- Boilers & combustion systems
- Combined cooling, heating & power packages
- Fuel cell power plants
- Natural gas-fired cogeneration systems
- Biomass cogeneration systems
- Package/modular cogeneration systems
- Standby power systems
- Reciprocating engines
- Generator sets
- Engine components
- Instrumentation & controls
- Industrial switchgear
- T&D protection equipment

SOLAR/PHOTOVOLTAIC PRODUCTS
- Stand-alone photovoltaic systems
- Grid-connected photovoltaic systems
- Building-integrated photovoltaics
- Solar/photovoltaic engineering & design services
- Green building consultants/contractors
- Solar roofing systems
- Solar lighting
- Passive solar technologies
- Solar thermal process heat systems

FUEL CELL TECHNOLOGIES
- PEM fuel cell systems
- Phosphoric acid fuel cell systems
- Solid oxide fuel cell systems
- Molten carbonate fuel cell systems
- Fuel cell cogeneration systems

Secure a prominent location at the 34th West Coast Energy Management Congress by reserving your space early.

FACETS AT-A-GLANCE

44th West Coast EMC
May 25-26, 2016 | Seattle, WA
Exhibit Halls 4D, 4E, 4F,
Washington State Convention Center

Conference Attendee Luncheon Area

Concession Area

Exhibitor Workshop Presentation Area 1

Exhibitor Workshop Presentation Area 2

EXPOSITION HOURS:

10:00 am — 2:00 pm

Thursday, May 26, 2016

10:00 am — 4:00 pm

Wednesday, May 25, 2016

SHOW DATES & LOCATION:

May 25-26, 2016
Exhibit Halls 4D, 4E, 4F
Washington State Convention Center, Seattle, WA

EXHIBITION HOURS:

Wednesday, May 25, 2016
10:00 am — 4:00 pm

Thursday, May 26, 2016
10:00 am — 2:00 pm

BOOTH COSTS:

$2700 per 10’x10’ booth space, which includes two complimentary conference registrations.

MAXIMUM BOOTH HEIGHT: In-line standard booth height may not exceed 8’. Island displays may exceed 8’.

YOUR EXHIBIT INCLUDES:

- Two complimentary conference registrations and 20 at reduced fee.
- Exhibit hall identity badges for all booth personnel.
- 8’ curtained backdrop and standard draped side railings.
- 70”x48” standard ID sign for your company. (Booth carpeting not provided.)
- Company listing in pre-show newspaper (Deadline: January 8, 2016.)
- Exhibitor Service Kit for planning all your onsite display setup needs.

FREE VIP EXPO TICKETS:

Valued at $95 each, expo tickets are available for your organization’s use to target your own leads and invite them to visit your booth at the show. Tickets are custom-printed with your company name, and are available in both printed and digital formats.

F.A.C.T.S.

- Two complimentary conference registrations and 20 at reduced fee.
- Exhibit hall identity badges for all booth personnel.
- 8’ curtained backdrop and standard draped side railings.
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ADDITIONAL INFORMATION OR SPACE RESERVATIONS:

Call Ashley Clark, West Coast EMC Exhibit Manager, at (770) 279-4392, email ashley@aeecenter.org, or visit the show website: www.aeecenter.org/emc

SHOW ENTRANCE

Registration Area

Registration Area

SHOW ENTRANCE
The EMC Expo: a proven forum to conduct business!

**Added exposure for your product!**

**West Coast EMC Exhibitor Workshop Presentations**

A limited number of companies exhibiting at the 2016 West Coast Energy Management Congress will be given the opportunity to make presentations about their technical applications and success stories in a specially designated area of the exhibit hall. Both conference and “exhibits only” attendees will be invited to attend these special workshop presentations free of charge. For more information, call Jenn Geho at (770) 279-4391, or email her at jenn@aeecenter.org

**WEST COAST EMC SPONSORSHIP OPTIONS:**

**Platinum, Gold, Silver, Bronze, and Event Sponsorships available now!**

We offer various levels of sponsorships, including Platinum, Gold, Silver, and Bronze show packages. Each sponsorship includes not only your booth presence, but also expanded pre-show and onsite visibility to influential decision-makers. Exhibitors may also benefit by sponsoring an attendee function or give-aways such as the Opening Session coffee, the Opening Night Reception, an Exhibit Hall luncheon, badge-holder neck cords, or attendee bags. For information on costs and options available, please contact Lauren Lake at (770) 447-5083, Extension 211, or email her at lauren@aeecenter.org

**Here’s a partial listing of recent West Coast EMC exhibitors. To exhibit, call (770) 279-4392.**

1 Source LED
38 Zeros
ACCO Engineered Systems
ACR Systems, Inc.
Action Duct Cleaning Co., Inc.
Acuity Brands
Advanced Cooling Technologies, Inc.
AECOM
Adircom, LLC
Aledra LED Lighting
AlumenSE
Ameresco
American Bright Lighting
Applied Power Technologies
Aqua Bio Technologies
ATG Electronics
Aura Light, Inc.
Badger Meter, Inc.
Belimo Americas
Benjamin Electric Company
Bes-Tec, Inc.
Beverly Power Administration
Borrego Solar Systems, Inc.
BOSCH
Branom Instrument Company
Bright Light Systems
Brilliant Lighting & Specialty Products
Budderly, LLC
Building Operator Certification
BuildingIQ
Business Energy Magazine
California Boiler
CALMAC
Campbell
Campbell Window Film
Cascade Energy, Inc.
Cascade Engineering Services, Inc.
cbright Lighting
CCI Automated Technologies
Celtic and Company
CentMark
CHC Columbia Hydronics Company
Cirene
CLEAResult
Colmac WaterHeat
Compressor IQ
Consolidated Electrical Distributors CED
Continental Control Systems, LLC
Copper Development Association
CREE
CSR Edmonds
CyberLock, Inc.
D Square Energy, LLC
DAE USA
DaGR Industrial Lighting
Danfoss Turbocor Compressors, Inc.
Deco Lighting
DENT Instruments
Diesel 2 Gas Solutions
Differential Energy Global, Ltd.
Digital Lumens
DKE, Inc.
DMG Corporation
DN Tanks
Doosan Fuel Cell America, Inc.
Dranetz
Duthie Power Service
E2 Lighting International, Inc.
Eastman Chemical Company
Eaton’s Crouse-Hinds Business
Echoflex Solutions, Inc.
ECO Lighting Group
Ecogreen Solutions, Inc.
cGauge Systems
ELD Electronics, Inc.
Electric League of the Pacific Northwest
Electric Zone, Inc.
Electro Industries/Gauge Tech
EMAT /Efficient Mobile Auditing Technology
EMCOR Services Mesa Energy Systems
Energetic Lighting
Energy Management Collaborative
Enertics
Entertif
Eso Supplies, Inc.
eight Energy, Inc.
Espen Technology, Inc.
Evaporcool
EverLast Lighting, Inc.
Evulma LED Lighting
ezE System, Inc.
Felt Bicycles
FLEXIM Americas Corporation
Flextronics Lighting Solutions (Luxin)
Flow Control Industries, Inc.
Fluid Conservation Systems
Fluke Corporation
Functional Devices
GE Lighting
Generac
Global Tech LED
Graybar Electric
Greater Seattle Chapter of IFMA
Green Box America, Inc.
Hermanson Company
Holiday-Parks, Inc./SMART
Mechanical Solutions
HOTSTART
Hudson Technologies
Ionies
Ilios Dynamics
Imitumix, Inc.
Inovus Solar
Integrated Energy
Interior Technology, Inc.
Intermatic, Inc.
Invisco
IR-TEC America, Inc.
I-Star Energy Solutions
J&D Electronics Co. Ltd.
Johansen Mechanical, Inc.
Johnson Barrow-FluidTEK
Johnson Matthey/Western EPG
Johnson Window Films
Keri LED Lighting
Knoer Systems, Inc.
L.A. Lighting Mfg Co.
LED Power, Inc.
LEDXpert Lighting, Inc.
Light Corporation
Light Efficient Design
Lighting Resources, LLC
Lighting Technology Services, Inc.
Littronics
Lockheed Martin
Los Angeles Dept. of Water & Power/LADWP
Lumenal Lighting
Lumera Lighting
Lutron Electronics
MacDonald-Miller Facility Solutions
MACH Energy
Magelanab, Inc.
MAMAC Systems
Marathon Power
Martin Energy Group
MaxLite
McKinstry
MCS Measurement Control Systems
Measurlogic, Inc.
MedcoSystems
Melink Corporation
MelRok, LLC
MHT Lighting
MICONTRLS, Inc.
Mitsubishi Electric Cooling & Heating
Mizu Electric Co., Ltd.
Mohr Power Solar, Inc.
National Fenestration Rating Council/NFRC
Nora Lighting
North Coast Electric
Northwest Edison
Northwest Energy Efficiency Council
Northwest Motor Sales & Service
Northwest Public Power Association
Northwest Trade Ally Network
Northwest Water & Energy Education Institute
NRG Energy
NSI Industries
Olivis
OneSource Distributors ONICON Incorporated
Orion Energy
OSRAM SYLVANIA, Inc.
Osterbauer Compresor Service
P2S Engineering, Inc.
Pacific Lamp & Supply Company
Pacific Power Products
Pacific Lights
Performance Mechanical
Petersen Power Systems, Inc.
Phase Change Energy Solutions
Philips Lighting
PLANLED INC.
PLC-Multipoint, Inc.
Power Sensors Ltd.
Power TakeOff
Precision-Paragon [P2]
Preferred Utilities Manufacturing Corp.
Premier Lighting, Ltd.
PSF Mechanical, Inc.
Puget Sound Energy/PSE
Q Power America, Inc.
QuikWater, Inc.
R.F. MacDonald Co.
Regatta Solutions
ReGreen, Inc.
Reliable Controls
Relx Energy Solutions
Rexel Mountain Institute
Romac
SAGE Electrochromics, Inc.
Sage Metering, Inc.
Saeco Products, Inc.
Seattle City Light
SemaConnect, Inc.
Semaphore Solutions, Inc.
Sentry Switch
SGS North America, Inc.
Shanahan-INSULTECH
Siemens Industry, Inc.
Sigma Six Solutions, Inc.
simuwatt by concept3D
Slim Jim/Geo Lake Plate, distributed by AWEB Supply
Smlandt Chiller Group, Inc.
Snoshomish County PUD
SolarWorld Americas, Inc.
Solatube
Southern California Edison/SCE/
Southland Energy
Standard Solar, Inc.
Steam, Inc.
Steril-Aire
Stronghold Engineering, Inc.
Submeter Solutions, Inc.
Sun & Stars Lighting
Suntec Rentals
Sundance Energy Services
Sunpark Electronics Corp.
Sustainability Matters
Sybis LLC
Tacoma Power
TCE Energy
Tecogen, Inc.
Tekkle Automatic Filters, Inc.
Thermal Science Technologies, LLC
ThermaXX Insulation Jackets
Total Reclaim/EcoLights
Transformative Wave
U.S. EPA ENRGY STAR Program
Ultraviolet Devices, Inc.
University Mechanical Contractors, Inc.
University of Maryland/Engineering
USDA Rural Development
Vaisala, Inc.
Valley Power Systems, Inc.
Verbatim Lighting
Veris Industries
Vintage Hardware & Lighting
VirlBright Lighting, Inc.
Washington State
WattStopper
WCR Incorporated
Western Energy Control Solutions
Western Energy Systems/GE Jenbacher
Western Switches & Controls, Inc.
ZOO Fans

Above is a partial listing of recent West Coast EMC exhibitors and is intended to serve as a sample.
Advertising & promotional options for exhibitors.

Reach attendees before, during, and after the event!

Free Company Listing
 Reserve your booth space by January 8, 2016, and you can have a 50 to 60 word descriptive company listing in the pre-show printed attendee promotion. Your listing will also appear online on the show website, www.energyevent.com. For additional details, please contact Katrinka Maddox at (770) 279-4388, or email kat@aeecenter.org.

Add Your Logo and Company Link
 **Basic:** For just $150, augment your free online listing by adding your company’s logo and link to the show website. **Enhanced:** For $325, include your company’s link and logo online, as well as on the official show mobile app available to show attendees. For additional details, contact Katrinka Maddox at (770) 279-4388, or email her at kat@aeecenter.org.

Add Social Media Links Online
 For $95, include up to three links under your online company listing to promote your social media pages, including LinkedIn, Facebook, and Twitter. For additional details, contact Katrinka Maddox at (770) 279-4388, or email kat@aeecenter.org.

Advertise in the Onsite EMC Exhibit Hall Directory
 The West Coast EMC Exhibit Hall Directory is given out onsite to key prospects you want to reach, including conference attendees, expo visitors, and seminar delegates. This official show directory contains the exhibitor list, floorplan, special events, exhibit hall workshop schedule, and more show details. Ads are available in the following sizes: *Business Card* ($395), *Quarter Page* ($850), *Half Page* ($1350), and *Full Page* ($2,600). For more information, please contact Jacqueline Fraga at (770) 270-4390, or email jacqueline@aeecenter.org.

E-Newsletter Option
 *Energy, Power, Facilities Newsletter (EPFN)* is a monthly e-newsletter that reaches AEE members, AEE certified professionals such as CEMs, CEAs, and BEPs, as well as pre-registered show attendees. There are also bonus show editions right before the event. Various newsletter packages are available. For more information on the e-newsletter options available to your company, contact Jacqueline Fraga at (770) 270-4390, or email jacqueline@aeecenter.org.

**Buyer’s Guide Listing**
 You can have your company’s listing appear in the online *Buyer’s Guide* database before the event, and in the PDF *Buyer’s Guide* listing featured in the EMC Conference Proceedings CD. View sample listings, at www.energyvortex.com (select *Buyer’s Guide*). The reduced fee for exhibitors for a basic listing is $195 (regular fee is $495). Or you may upgrade to an enhanced listing which includes one product photo for $295 (regular fee is $595). For information, contact Jacqueline Fraga by phone at (770) 270-4390 or email her at jacqueline@aeecenter.org.

Free Custom Mailing Program
 As an exhibitor, you can provide us with up to 100 names and addresses of key customers and contacts before the show. We will mail a dynamic show attendance package to these VIPs on your behalf, including a conference registration discount, free expo pass, and program details. We also offer free customer faxing opportunities. For more information, call (770) 279-4388.

Promotional Tips for Exhibitors
1. Add the EMC event to your website or calendar of events to let customers know where they can see you and visit your booth.
2. Leverage social media outlets to generate buzz for your company’s product or service. Offer a free expo pass to visit your booth.
3. Be sure to mention the event in e-newsletters, company blogs, product bulletins, direct mail or other customer/prospect outreach programs.
4. Give free expo passes to sales reps to hand out electronically or at face-to-face meetings (both electronic and hard copies provided).
5. Hand out free expo passes at other customer meetings, training programs, and live events.

**SHOW MARKETING YOU CAN COUNT ON!**
 EMC is promoted with over 700,000 client invitations presented in diverse ways:
- 16,000 AEE Membership and Chapter Outreach
- 16,000 Announce the Show Postcards
- 16,000 Exhibitor Prospectus Mailings
- 16,000 Preshow Conference Brochures
- 75,000 Final Conference Show Newspapers
- 30,000 AEE Journal Advertisements
- 160,000 Subscribers in Trade Publications
- 200,000 Dedicated Attendance Email Campaign
- 5,000 Mass Fax Show Passes
- 15,000 Banner Ad Impressions
- PLUS Press Releases via Newswire and Social Media

Make your plans now to be in Seattle on May 25-26, 2016, to be part of this crucial face-to-face selling and marketing opportunity to showcase your product or service.
2016 WEST COAST EMC EXHIBIT SPACE RESERVATION FORM

**Reserve early to assure the best location!**

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<table>
<thead>
<tr>
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<tbody>
<tr>
<td><strong>YES</strong>, please reserve exhibit space for our use at the 2016 West Coast EMC, May 25-26, 2016, to be held at the Washington State Convention Center, Seattle, WA. We understand booth space is available in multiples of 10’ x 10’ at a cost of $2700. No. of 10’ x 10’ spaces desired: _____ @ $2700 each = amt. due: $_____.</td>
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<td><strong>YES</strong>, also please reserve our:</td>
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<td>List link &amp; logo on the show website @ $150 = amount due: $_____.</td>
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<td>Your web address: www.</td>
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<td>Note: logo should be sent in Adobe Illustrator eps format.</td>
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<td>Link &amp; logo on website on mobile app @ $325 = amount due: $_____.</td>
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<td>Social media links on show website @ $95 = amount due: $_____.</td>
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<td>Buyer’s Guide listing @ discounted rate of $195 = amount due: $_____.</td>
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<td>Enhanced Buyer’s Guide listing (includes product photo) @ discounted rate of $295 = amount due: $_____.</td>
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<td>Exhibit Hall Directory ad (check ad size below) = amount due: $_____.</td>
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<tr>
<td></td>
<td>$395 Business Card Ad</td>
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<td></td>
<td>$850 Quarter Page Ad</td>
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<td>$1350 Half Page Ad</td>
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<td>$2600 Full Page Ad</td>
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<td><strong>TOTAL AMOUNT DUE:</strong> $_____.</td>
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<thead>
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<tr>
<td>Booth space(s) preferred:</td>
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</tr>
<tr>
<td>1st Choice</td>
<td>2nd Choice</td>
<td>3rd Choice</td>
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<tr>
<td>We will display these products or services:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Indicate up to 3 competitors whose booths you prefer not to be adjacent to your exhibit:*</td>
<td></td>
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<tr>
<td><em>WE WILL TRY BUT CANNOT GUARANTEE TO MEET YOUR REQUEST</em></td>
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</table>

**Authorized Signature of Applicant (required) Date**

- [ ] Full payment enclosed: $_____.
- [ ] 50% payment enclosed: $_____.
- Make check payable in U.S. funds to AEE EXHIBITS.

**PAYMENT:**

- [ ] Check enclosed
- [ ] Bill company (P.O. must be attached)
- [ ] Bill credit card in the amount of $_____.
- [ ] VISA
- [ ] MasterCard
- [ ] American Express
- [ ] Discover

**Authorized Signature of Cardholder (required) Expiration Date**

- Name on Card (print)
- Street Address
- City/State/Zip

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**2016 WEST COAST EMC CONTRACT TERMS**

As an Exhibitor in the show, we hereby agree to conduct business in a professional manner, to observe the regular hours of the exposition, and to the following terms and conditions:

1. Exhibitors will indemnify, defend, and hold the Association of Energy Engineers (AEE), Show Management and its contractors, show hosts, sponsors, and cosponsors, and the Washington State Convention Center harmless from any claims, losses, expenses, (including attorneys’ fees) and liability arising in connection with the “Association”s meeting being held at the Washington State Convention Center, Seattle, WA, May 23-27, 2016. Exhibitor agrees to make no claims whatsoever for loss, theft, damage, destruction of goods; nor for any injury to himself or employees while in the exposition quarters; nor for any damage of any nature, including damage to his business, nor for any loss resulting from labor disputes, acts of God or nature, or any action of any nature of AEE and Show Management. Force Majeure: In the event the Exhibit Hall or any part of the exhibit area thereof is unavailable whether for the entire event, or a portion of the event as a result of wind, fire, flood, tempest, act of God or nature, or any other such cause as or as a result of governmental inter- vention, malicious damage, acts of war, acts of terrorism, strike, lockout, labor dispute, riot or any other cause or action over which Show Management has no control, or should Management decide that because of any such cause it is necessary to cancel, postpone, or reschedule this show, AEE, Show Management, Host, and Sponsors shall not be liable to indemnify or reimburse the Exhibitor in any respect of any damage or loss, or booth fees, direct or indirect, arising as a result thereof.

2. Upon submitting booth contract we understand booth spaces are non-cancelable and we agree to adhere to the cancellation policy terms (No. 8). If we cancel, we will be charged a minimum 50% of the published booth fee for the number of spaces we have contracted.

3. Exhibitors are advised to carry floaters insurance to cover their exhibit material against damage and loss and public liability insurance to cover against injury to the Exhibitor, its staff, and to injury to others. All property of Exhibitor is understood to remain under its custody and control in transit to and from and within the confines of the exhibit area and Exhibitor must maintain insurance covering Exhibitor’s property. Exhibitor shall also carry comprehensive general liability and property damage liability and statutory Workmen’s Compensation with employers’ liability. Appropriate Certificates of Insurance shall be furnished by Exhibitor upon request by Show Management or its contractors. Obtaining insurance and amount of insurance remains solely the responsibility of the Exhibitor.

4. In island spaces with aisles on all four sides, overhead panels or “bridge type” construction may be permitted. No exhibit shall be permitted to interfere with a neighboring exhibit. Island exhibits must not include a back wall that blocks visibility of neighboring booths. In-line booth side-dividers of a height in excess of 360 must not extend further than three (3) feet out from the back wall. Booth walls or equipment displayed must not exceed eight (8) feet in height. Any exceptions first must be approved by Exhibition Management. Exposed/unsightly portions of booth may be ordered “marked” by Show Management — the expense for which is the sole responsibility of the Exhibitor. Carpeting of exhibitor’s booth space is required at exhibitor’s expense. AEE retains the right to change the expo floorplan and Exhibitor’s booth location without prior notice.

5. Internet advertising is available to current Exhibitors who have submitted at least a 50% booth deposit. Special exhibit/package rate reflects a significant discount off of regular Internet advertising rates and may not be combined with any other offers. AEE reserves the right to reject advertising for any reason whatsoever.

6. All exhibits must be set up by 5:00 pm the evening prior to the opening of the show. Booth space not set up and claimed by the evening prior to the show opening will be forfeited and may be reassigned by Show Management at its discretion. AEE reserves the right to force set an exhibitor’s exhibit if freight has been delivered or remove freight from the floor prior to show opening. All charges will be applied to the exhibitor’s account.

7. Regulations and Compliance: No explosives, fuel, combustibles, or hazardous materials, decorative materials not fireproofed or flameproofed, or any materials or substances deemed hazardous under applicable fire regulations may be brought into the Exhibit Hall. Exhibitor must observe all union regulations in force in the Exhibit Hall and use qualified personnel for services. All Exhibitor’s electrical, pneumatic, and hydraulic equipment must meet requirements of all applicable electrical and safety codes.

8. Cancellation, change of space, change of Exhibitor information, and refund policy:

   (a) Exhibitor agrees to notify Show Management in writing if it needs to change its booth size, change its company listing and/or contact information, as well as if it needs to cancel out of the show.

   (b) Written cancellation received by Exhibit Manager more than 120 days prior to the opening date of the show, cancellation fee of 50% of total booth cost (Internet and directory ads are non-refundable) will be assessed.

   (c) Written cancellation received within 60 to 120 days prior to the opening date of the show, cancellation/penalty fee of full amount of booth cost (Internet and directory ads are non-refundable) will be assessed regardless of cancellation notification, and no refund will be made.

   (d) Written cancellation received less than 60 days prior to the opening date of the show, total payment for the booth space (Internet and directory ads are non-refundable) is due regardless of cancellation notification, and no refunds will be made.

   (e) If an Exhibitor decreases its booth size from the original contract, it will be deemed a cancellation for the booths decreased, and the show’s cancellation schedule will apply. Exhibitor agrees to immediately notify AEE Show Management in writing prior to the show of any changes in company profile. Upon submitting the reservation/contract form, exhibiting company is liable for payment for applicable booth space fee. No refunds or transfers of Exhibitor funds are permitted. In case of a dispute, the governing laws of Georgia will apply.

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Visit the WEST COAST EMC website at www.aeecenter.org/emc