



**14th Annual EHS Management Forum**  
The Westin Savannah Harbor Resort  
Savannah International Trade & Convention Center  
Savannah, Georgia  
October 25-27, 2006



Managing EHS in a Competitive Global Environment

**NAEM Forum 2006**  
Invitation to Exhibit

# NAEM Invites You To Expand Your Business Portfolio...

Gain access to leading EHS managers at a decision-making level

**Welcome to NAEM 2006!** The Forum's focus on the EHS professional is the perfect strategic venue for you to market your products and services, and the best opportunity to exchange ideas with decision-makers in the profession.

You'll build success for your business and have access to other suppliers and service providers serving the field – providing a unique opportunity to build strategic alliances for business development.

As the leading association dedicated to the advancement of EHS management, NAEM offers you exclusive access to corporate business unit and operational EHS managers.

Attendance at the NAEM EHS Management Forum has increased every year for the past four years. Participate, and you'll be part of a dynamic and growing EHS professional community. You will:

- Be surrounded by buyers – 75% of conference participants are decision-makers
- Influence the buying decisions of leaders in global EHS compliance
- Reach a captive audience to demonstrate and showcase your products & services
- You'll have a captive audience to demonstrate and showcase your products & services
- Establish new, quality leads with executive leadership

Forum attendance is guaranteed to connect you with key EHS decision-makers.

**Take advantage of this exclusive Exhibitor/Sponsor program. Send in your sponsor application today!**

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## Networking Opportunities

The Forum provides you with almost 10 hours of focused time to meet with these high-level in-house EHS managers, including the following exclusive events in the exhibit hall—

- Opening Reception (Wednesday)
- Luncheon in the Exhibit Hall (Wednesday)
- Business-to-Business Luncheon (Thursday)
- Refreshment Breaks (Wednesday & Thursday)

## MarketPlace Learning

In addition to the exclusive events in the exhibit hall, there are other opportunities to interact with Forum participants.

- The Forum's educational sessions provide you with the chance to find out what's on the minds of corporation, business unit, and operational EHS managers and gain competitive insight into emerging trends in EHS management

## Business-to-Business Luncheon

Thursday, October 26

12:00-2:00pm

Exhibitors will have the opportunity to invite conference participants to join them during this luncheon for roundtable discussions about their products and services. Gold and Platinum sponsors will have one table, Green sponsors will share a table with another exhibitor.

## Closing Banquet onboard the Savannah Riverboat Cruise Line

Thursday, October 26

7:00-10:00pm

Join in the fun of this special evening and relax with other conference participants. This is the perfect opportunity to wrap up your participation in the conference.

\$85 per person

## The marketing opportunity of the year awaits you...

## NAEM 2006 sponsorships offer you strategic, cost-effective marketing possibilities.

### Exhibit Schedule:

#### Tuesday, October 24, 2006

Exhibitor Move-in.....10:00 am – 6:00 pm

#### Wednesday, October 25, 2006

Exhibit Hours.....10:00 am – 3:45 am

Morning Break.....10:00 am – 10:30 am

Luncheon.....Noon – 1:30 pm

Afternoon Break.....3:00 pm – 3:45 pm

Exhibit Hall Reception.....5:30 pm – 7:00 pm

#### Thursday, October 26, 2006

Exhibit Hours.....10:0am – 12:30pm

Morning Break.....10:00 am – 11:00 am

Exhibitor's Business-to-

Business Luncheon.....12:30 pm – 2:00 pm

Exhibitor Move-out.....2:00 pm – 8:00 pm

## Take a Look at 2005's Sponsors & Exhibitors!

- 3E Company
- Analytical Products Group, Inc.
- Arcadis
- BMS Solutions USA, Inc.
- BNA
- Business and Legal Reports
- CHWMEG, INC.
- Citation Publishing, Inc.
- Dakota Software
- Data Systems & Solutions
- Delta Environmental Consultants, Inc.
- DNV Certification
- Duratek, Inc.
- Earth Tech, Inc.
- ENHESA S.A.
- ENSR, Inc.
- Entropy International
- Enviance
- EORM, Inc. (Environmental & Occupational Risk Management)
- ERM
- ESP - Environmental Software Providers
- ESS
- First Environment, Inc.
- Heritage Environmental Services, LLC
- HSE Systems, Inc.
- KMI
- Millennium Science & Engineering, Inc.
- ProcessMAP Corporation
- RegScan, Inc.
- RETEC
- Safety Management Systems, Inc.
- SAP Labs, LLC
- Shaw Environmental & Infrastructure, Inc.
- Trinity Consultants/T3, Inc.
- The Wercs, Ltd.
- U.S. EPA Green Suppliers Network
- U.S. EPA National Environmental Performance Track
- U.S. EPA SmartWay Transport Partnership
- United Recycling Industries, Inc.
- Westech Recyclers, Inc.

## To reserve exhibit space, or for additional sponsorships opportunities, contact:

Christine Donnell  
Preferred Expositions, LLC  
4916B Barbour Dr.  
Alexandria, VA 22304-7706  
Phone: 703/567-3476  
Fax: 302/340-4339  
E-mail: cdonnell@comcast.net

Visit [www.NAEM.org](http://www.NAEM.org) for  
NAEM Forum 2006 Details

## Sponsorships

### Platinum Level Sponsorship

Five Platinum Level Sponsorships are available.

The exclusive Platinum Sponsorship includes:

- One 10' x 10' booth space...with special placement in the Sponsors Area of the exhibit hall
- Three (3) full registrations (*valued at \$4875*)
- Three (3) tickets to the Thursday evening closing dinner
- 7" x 44" identification sign (company name, city & state)
- Up to 5MB of company promotional collateral on the NAEM 2006 Forum CD
- Company logo in the final Forum program
- Company listing in the Forum notebook
- Company material included in on-site registration materials
- A one-time mailing to NAEM members
- Full-page advertisement in the final Forum program
- 750-word article in the NAEM electronic newsletter
- A time-slot in the program for a speaker presentation in a concurrent session
- A Platinum Sponsor ribbon for all company representatives
- Signage listing your company as a sponsor of the following events – *Opening Night Reception; Exhibit Hall Luncheon; Breaks in Exhibit Hall*
- Pre- & Post-Forum attendees registration lists for one-time use only

**Estimated Value: \$23,000**

**Actual Cost: \$8,700**

### Gold Level Sponsorship

Five Gold Sponsorships available.

The exclusive Gold Level Sponsorship includes:

- One 8x10 booth space...with special placement in the Sponsors Area of the exhibit hall
- Two (2) full registrations (*valued at \$3250*)
- 7" x 44" identification sign (company name, city & state)
- Half-page advertisement in the final Forum program
- 750-word article in the NAEM electronic newsletter
- Company listing in the Forum notebook
- Company logo on the NAEM 2005 Forum CD
- Company logo in the final Forum program
- Signage listing your company as a sponsor of the following events – *Exhibit Hall Luncheon & Continental Breakfast*
- A Gold Sponsor ribbon for all company representatives
- Pre- & Post-Forum attendees registration lists for one-time use only

**Estimated Value: \$16,000**

**Actual Cost: \$5,100**

### Green Level Sponsorship

The Green Level Sponsorship includes:

- One 8x10 booth
- Two (2) full conference registrations (*valued at \$3250*);
- 7" x 44" identification sign (company name, city & state)
- Company listing in the Forum notebook
- Company listing in the final Forum program
- A Green Sponsor ribbon for all company representatives
- Pre- or Post-conference attendee list for one-time use only

**Estimated Value: \$7,000**

**Actual Cost: \$3,300 (NAEM Affiliates Members; \$3450 (Non-Affiliate Members))**

### **Sponsor Personnel:**

Platinum sponsorship includes 3 full Forum registrations. Gold and Green sponsorships include two full Forum registrations. All sponsors may register up to 1 additional personnel for \$550 (NAEM Affiliates) or \$950 (non-Affiliates).

We limit the number of exhibitor personnel in order to maintain the consistently high ratio of buyers to exhibitors. The intimate nature of the Forum provides exhibitors with full and easy access to attendees. We will monitor exhibitor registrations to ensure compliance. Thank you for your cooperation.

Personnel registration and housing materials will be provided to all exhibitors in July.

### **Exhibit Location:**

The exhibits are located in Hall B of the Savannah International Trade and Convention Center, connected to The Westin.

### **Free Exhibit Passes for Clients!**

Each exhibiting company receives a supply of complimentary "Exhibits Only" passes to invite local clients during official exhibit hours. Passes are for clients or business development purposes only.

# **NAEM Forum 2006**

## **14th Annual EHS Management Forum**

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**October 25-27, 2006**

**To reserve your space or for additional  
information, contact NAEM's Exhibit Manager**

Christine Donnell  
Preferred Expositions, LLC  
4916B Barbour Dr. • Alexandria, VA 22304-7706  
Phone: 703/567-3476 • Fax: 302/340-4339 • E-mail: [cdonnell@comcast.net](mailto:cdonnell@comcast.net)



1612 K Street NW, Suite 1102  
Washington, D.C. 20006  
800/391-NAEM (6236)

Visit [www.NAEM.org](http://www.NAEM.org) for Forum Details and  
to find out more about NAEM Affiliate Council.

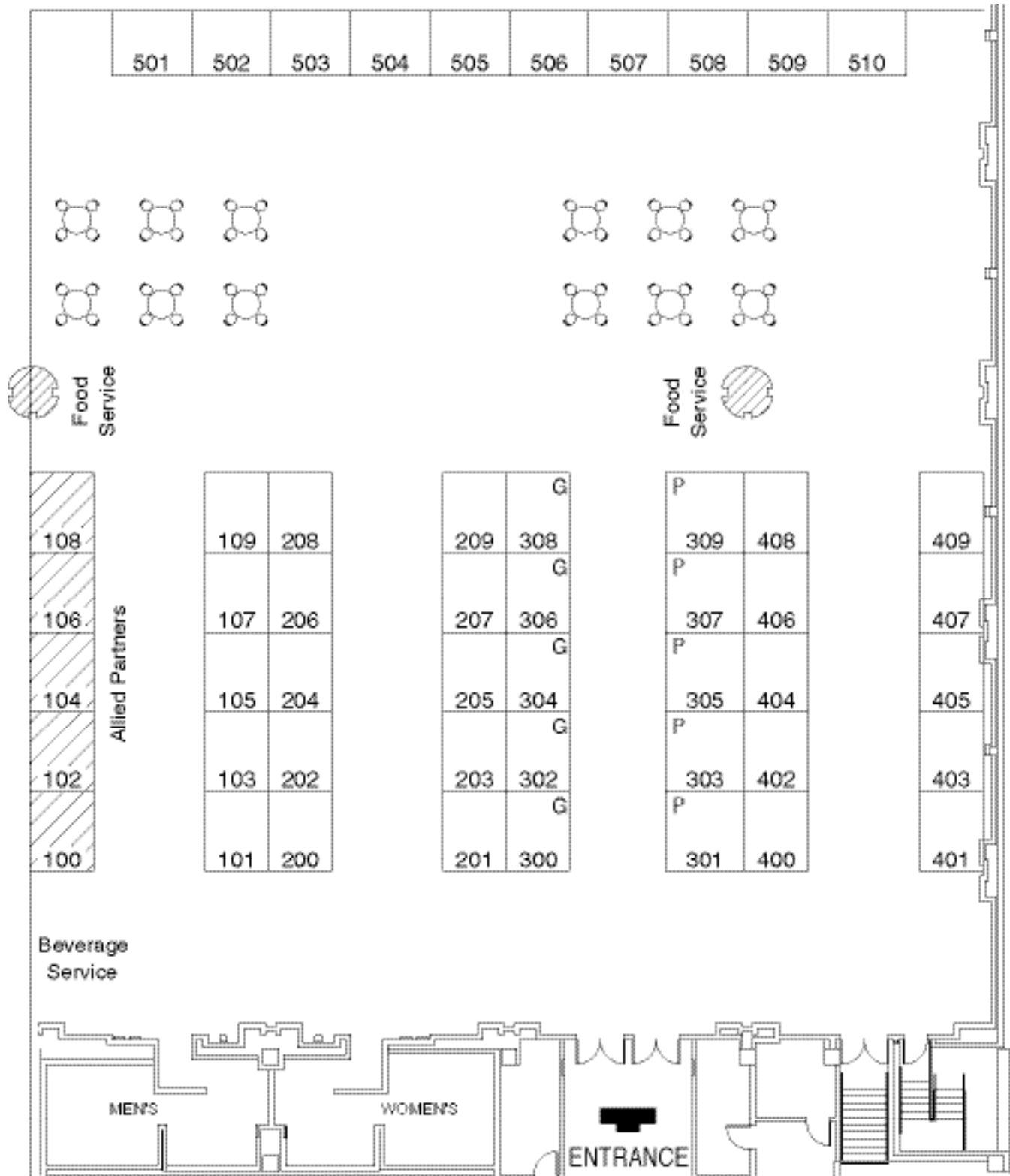
# NAEM 2006

## 14th Annual EHS Management Forum

Savannah International Trade & Convention Center • Savannah, Georgia • October 25-27, 2006



### Floor Plan For Exhibit Space (as of March 6, 2006)



# NAEM 2006

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# Sponsorship and Exhibit Space Application & Contract



(Please print or type)

Company or Organization Name

Address

City/State/Zip

Published Phone Number

Published Fax Number

Booth Coordinator (contact for logistics only)

Contact Telephone

E-mail

Company Web Site:

Name (printed)

Title

Signature

**Note:** This form reserves your booth space only. We will send you exhibitor booth personnel registration forms in July.

### Contract Validation

- We enclose our deposit for 50 percent of sponsorship cost made payable to NAEM. The remaining 50 percent payment is due 90 days prior to the exposition (July 24, 2006).
- Included in the sponsorship price are 3 conference registrations for Platinum Sponsors and 2 conference registrations for Gold and Green Sponsors.
- The terms and conditions on the reverse side of this agreement are hereby incorporated by reference and Sponsor/Exhibitor agrees to be bound thereby.
- We agree the space assigned to us shall be accepted by us unless we reject it within ten (10) days of your notice.
- I/We request, and hereby authorize NAEM & Preferred Expositions to reserve and assign space by the booth numbers listed below.

### Sponsorship Requested:

- Platinum - \$8,700
- Gold - \$5,100
- Green - \$3,300 (NAEM Affiliate Members); \$3450 (Non-Affiliate Members)

### Number of booths requested

1<sup>st</sup> Choice \_\_\_\_\_ 2<sup>nd</sup> Choice \_\_\_\_\_  
3<sup>rd</sup> Choice \_\_\_\_\_ 4<sup>th</sup> Choice \_\_\_\_\_

Please separate us from these competitors: \_\_\_\_\_

### Company Description for on-site program

(up to 150 words, attached a separate sheet or e-mail to [cdonnell@comcast.net](mailto:cdonnell@comcast.net))

### To reserve your space:

Mail, fax or e-mail form to:

NAEM c/o  
Christine Donnell  
Preferred Expositions, LLC  
4916B Barbour Dr.  
Alexandria, VA 22304-7706  
[cdonnell@comcast.net](mailto:cdonnell@comcast.net)  
Phone: 202-320-4150  
Fax: 302-340-4339

**Reserving exhibit space is not complete until a deposit is received.**

### Type of Payment

Please check one:

- VISA
- MasterCard
- American Express
- Check  
(payable to NAEM in US funds)

Total

Amount

Enclosed: \$ \_\_\_\_\_

Card Number: \_\_\_\_\_

Expiration Date: \_\_\_\_\_

Cardholder Name: \_\_\_\_\_

Signature: \_\_\_\_\_

### For office use only

Booth(s) assigned \_\_\_\_\_

Sponsorship assigned \_\_\_\_\_

Cost \$ \_\_\_\_\_

Cost \$ \_\_\_\_\_ Paid \_\_\_\_\_

Date \_\_\_\_\_ Check # \_\_\_\_\_

2nd payment \$ \_\_\_\_\_

Date \_\_\_\_\_ Check # \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

# NAEM2006 Exhibit Hall Rules & Regulations

Sponsor/exhibitor hereby agrees to be bound by all exposition rules and regulations. Sponsor/exhibitor further agrees to adhere to and be bound by (i) all applicable fire, utility, and building codes and regulations; (ii) any rule or regulations of the facility where the exposition is held (iii) the terms of all leases and agreements between NAEM, Preferred Expositions, and the managers or owners of said facility; (iv) the terms of any and all leases and agreements between NAEM, Preferred Expositions and any other party relating to the exposition. Sponsor/exhibitor shall not, nor shall sponsor/exhibitor permit others to do anything to the booth or do anything in the facility which would cause a difference in conditions from those previously approved by the insurance carrier of NAEM, Preferred Expositions or the owners or managers of said facility, which will in any way increase premiums payable by any of said parties, any such increase resulting from violations of this section.

**Space Assignment** — Preferred Expositions shall use its best efforts to locate the booth in one of the locations designated by Sponsor/Exhibitor on the front side hereof, and to provide physical separation of the booth from the booths of those competitors from whom Sponsor/Exhibitor has requested such separations on the front hereof. Notwithstanding the above, Preferred Expositions reserves the right to change location assignments at any time, as it may in its sole discretion deem necessary.

**Hospitality Suites & Private Parties** — Only exhibitors and sponsors shall be authorized to use hospitality suites in the Official Hotel. Hospitality suites and private parties shall not be open during regularly scheduled hours of meetings, exhibits or other NAEM functions. Sponsors/exhibitors who schedule private functions in conflict with official NAEM events will not be eligible to exhibit or sponsor anything at NAEM for two (2) years. This policy will be strictly enforced.

**Equipment** — Booth equipment provided by NAEM shall be returned to NAEM at the end of the term hereon, complete and in good condition, normal wear and tear excepted. Sponsors/exhibitors shall have no right, title or interest in such equipment, but only the right to use it under this lease. Sponsors/exhibitors shall provide all other equipment at their own expense. All booth equipment shall be flameproof. All booth equipment shall be in keeping with and consistent with all rules, codes, and regulations referred to under Codes & Agreements above.

**Exclusions** — NAEM and Preferred Expositions shall have the right to exclude or to require modification of any display or demonstration which, in its sole discretion, it considers unsuitable to or not in keeping with the character of the exposition and conference. NAEM and Preferred Expositions shall have the right to prohibit the use of amplifying equipment or music which, in its sole discretion, it considers objectionable. NAEM and Preferred Expositions shall have the right to demand modification of the appearance of dress of persons or mannequins used in connection with displays or demonstrations.

**Assignment and Sublease** — Sponsors/exhibitors shall not sublet the booth or any equipment provided by NAEM, nor shall Sponsor/exhibitor assign this lease in whole or part without written notice to and approval from NAEM or Preferred Expositions.

**Cancellation of Lease** — Sponsor/exhibitor shall have the right to cancel this agreement at any time by written notice to NAEM. In the event of such cancellation, received up to 120 days prior to the Exposition, NAEM shall refund in full (less a \$200 administrative fee) any

rental payments already made by sponsor/exhibitor. NAEM shall refund 50% of booth space cost on cancellations received between 120-60 days prior to the Exposition. No refund will be made on cancellations received within 60 days of the Exposition and Conference. Under all circumstances, NAEM retains the right to resell any booth space cancelled by sponsor/exhibitor.

**Americans with Disabilities Act (ADA)** — Exhibitors shall be responsible for making their exhibit accessible to persons with disabilities as required by the Americans with Disabilities Act, and shall hold NAEM harmless from any consequences of exhibiting companies' failure in this regard.

**The Exhibitor Shall Be Responsible For** — Securing any and all necessary licenses or consents for a) any performances, displays, or other uses of copyrighted works or patented inventions, and b) any use of any name, likeness, signature, voice or other impression and other intellectual property owned by any third party which may be used, directly or indirectly, by the exhibitor. This includes the photographing or videotaping of any portion of the NAEM Twelfth Annual EHS Management Forum and Exhibit Hall floor. The exhibitor agrees hereby to indemnify, defend and hold NAEM harmless from and against any claim of liability and any incident or resulting loss, cost, or damage (including costs of lawsuit and attorney's fees) for failure to obtain these licenses or consents and/or for infringements or other violations of the property rights or the rights of privacy or publicity of any third party.

**Liability** — This agreement shall not constitute or be considered a partnership, employer-employee relationship, joint venture or agency between NAEM, Preferred Expositions and exhibitor. Sponsor/exhibitor hereby agrees to and does indemnify, hold harmless and defend NAEM and Preferred Expositions from and against any and all liability, responsibility, loss, damage, cost, or expense of any kind whatsoever (including but not limited to cost, interest and attorney's fees) which NAEM and Preferred Expositions may incur, suffer, be put to, pay or be required to pay, incident to or arising directly from any intentional or negligent act or omission by Sponsor/exhibitor or any of its employees, servants, or agents. Sponsor/exhibitor further agrees that NAEM and their respective agents and employees shall not be responsible in any way for (i) damage, loss or destruction of any property of Exhibitor or (ii) injury to Exhibitor or its representatives, agency, employees, licensees or invites.

**Cancellation or Postponement of Exposition** — In the event that the Exposition and Conference are postponed due to any occurrence not occasioned by the conduct of NAEM, Preferred Expositions or Sponsor/exhibitor, whether such occurrence be an act of God or the common enemy or the result of war, not civil commotion, sovereign conduct, or the act or conduct of any person or persons not party of privity to this lease, then the performance of the parties under this agreement shall be excused for such period of time as is reasonably necessary after such occurrence to remedy the effects thereof and in any event for the duration of such postponement. In the event that such occurrence results in cancellation of the Exposition, the obligations of the parties under this agreement shall be automatically terminated and all rental payments made under this lease shall be refunded to Sponsor/exhibitor, less a pro rate share of expenses actually incurred by NAEM and Preferred Expositions in connection with the Exposition.

**Handling and Storage** — NAEM, Preferred Expositions and the owners or managers of the facility where the Exposition is to be held shall not accept or store display materials or empty crates. Sponsor/exhibitor shall make

its own arrangements for shipment, delivery, receipt and storage of such materials and empty crates. Such arrangements may be made through the official drayer, and Sponsor/exhibitor shall in any event provide the drayer with copies of all bills of lading. All shipments and deliveries to the Exposition shall be prepaid. Sponsor/exhibitor shall not incur any obligation to the official drayer merely by reason of providing copies of any bills of lading here under.

**Security** — NAEM shall provide guard service throughout the hours of installation, show and dismantling, and exercise reasonable care for the protection of the sponsor/exhibitor's materials and display. Beyond this, NAEM, Preferred Expositions, the show facility and any officer or staff member thereof will not be responsible for the safety of the property or the Exhibitor, his agents, or employees, from theft, damage by fire, accident or any other cause. Sponsor/exhibitor is required to provide all insurance and/or policy writers to cover all booth contents.

**Arrangements of Exhibits** — All booths are 8x10 feet in size (except for the Platinum booths which are 10x10 with a height limit of 10 feet). Standard booth backgrounds and side rails, decorated with bengaline curtains and uniform one-line signs are provided without charge. Booth backgrounds are 8' in height and divider rails are 3' in height. In the area 4' forward from the rear background of each booth, display materials may be placed up to a height not exceeding 8' from the building floor. In any portion of the booth beyond 4' from the rear background of the booth, all parts of the Exhibits shall be placed not to exceed 4' from the building floor. Exhibits not conforming to these specifications, or which in design, operation, or otherwise, are objectionable in the opinion of the management, will be prohibited. All other equipment and utilities must be rented from the official contractors. All demonstrations and displays shall be contained to the booth space rented.

**Give-aways** — Exhibitors must advise Preferred Expositions of any give-aways they plan to distribute from their booth. If there is any question about the appropriateness of the item(s), Preferred Expositions may request a sample for final approval. Each Gold and Platinum sponsor will have the opportunity to provide the NAEM registration desk with one (1) item for distribution to all Forum registrants. Preferred Expositions will coordinate with the sponsor to see that all registration give-aways are received and distributed appropriately.

**Sponsor Registrations** — With the purchase of a Platinum sponsorship, the exhibitor shall receive three (3) complimentary full conference registrations. Gold and Green sponsorships include two (2) complimentary full conference registrations.. All sponsors may register up to 2 additional personnel for \$400 (NAEM affiliates) or \$600 (non-affiliates). (This does not affect company personnel registered as speakers. These are handled separately through NAEM.)

**NAEM Forum Attendance Lists** — Green sponsors may select either a pre-or post-Forum list of all participants. Only Gold and Platinum sponsors will receive both the pre- and post-Forum lists. The Platinum sponsors have the opportunity to do one mailing to the entire NAEM membership. All lists are provided with authority for one (1) mailing only. Any exhibitor in violation of this will not be allowed to exhibit at the next two (2) NAEM Forums. (Note: NAEM will only provide e-mail addresses for those individuals who give us permission to distribute do so.)