

POWDER & BULK ENGINEERING PRESENTS

# POWDER15

## THE POWDER SHOW™

OCTOBER 6-8, 2015 • COBB GALLERIA CENTRE • ATLANTA, GEORGIA

# EXHIBITOR PROSPECTUS

[PBEPOWDERSHOW.COM](http://PBEPOWDERSHOW.COM)



# General Information

# POWDER15

## THE POWDER SHOW™

### Location

Cobb Galleria Convention Centre  
2 Galleria Parkway  
Atlanta, GA

### Hotel

The Host Hotel for the PBE Powder Show:  
Sheraton Suites Galleria – Atlanta  
2844 Cobb Pkwy. SE, Atlanta, GA  
Discounted room rates available **30 days pre-show**

### Exhibit Space Rates

Standard Rate - \$33.00/sq. ft.  
PBE Advertisers - \$27.00/sq. ft.  
PBE Advertiser (6X plus frequency) - \$22.00/sq. ft.

Minimum Booth Size 10 X 10 (100 sq. ft.).  
Island Booth minimum is 400 sq. ft.  
All booths include an ID sign

### Space Assignment

Booth space will be assigned on a first come, first-served basis. **Booth space will not be assigned without deposit** – See chart below.

### Deposit Requirements

- Prior to May 1, 2015 – 20% of total booth space
- After May 1 to August 1, 2015 – 50% of total booth space
- After August 1, 2015 – 100% of total booth space

### Show Management

PBE's Powder Show is produced and sponsored by **Powder and Bulk Engineering Magazine**.

Interested in exhibiting, contact  
**Rich Cress** at [rcress@cscpub.com](mailto:rcress@cscpub.com) or your sales person.

Questions regarding the exposition, contact  
**Shannon Flaherty** at [sflaherty@cscpub.com](mailto:sflaherty@cscpub.com).

### Important Show Dates

**Move-in day** **Tuesday, October 6** 8 am – 11:59 pm\*  
\*after 5 pm access can be scheduled

**Show Days** **Wednesday – Thursday, October 7-8**

**Show Hours** **Wednesday, October 7**  
VIP Access 9 am – 10 am  
General Admission 10 am – 5 pm  
**Thursday, October 8**  
VIP Access 9 am – 10 am  
General Admission 10 am – 5 pm

**Move-out** **Thursday October 8** 3 pm to 11:59 pm

### DINING AREA

128	129	228	229	328	329	428	429
126	127	226	227	326	327	426	
124	125		225	324	325	424	425
			223		323		
120	121	220					421
118	119	218	219	318	319	418	
116	117		217	316	317	416	
			215		315		413
112	113	212					
110	111	210	211	310	311	412	411
	109		209		309		409
104	105	204	205	304	305	404	405
	103	202	203	302	303	402	
100	101		201		301		401

### ENTRANCE

**RESERVED** **AVAILABLE**

As of August 25, 2015

315	A&J Mixing Intl., Inc.	223	Hosokawa Micron Powder Systems	402	Smico
412	ABC Polymer Industries, LLC	409	IEP Technologies	328	Smoot Company
100	ACS Valves	304	Jenike & Johanson	324	Solimar Pneumatics
413	Adams Brothers	205	K.R. Komarek, Inc.	428	SonicAire® by IES
111	Albarrie Enviro. Services	116	Kuriyama of America, Inc.	316	Spraying Systems Co.
421	Applied Chemical	109	KWS Manufacturing	311	Tank Connection
121	ARVOS Group	220	Lahti Precision	411	Technipes/Cordano Packaging
302	Beckman Coulter	404	Material Flow Solutions	204	Tecweigh
202	BlueLevel Technologies Inc.	219	MECO Seal Div. of Woodex	405	Thomas & Muller Systems
203	Brabender Technologie	125	Merrick	209	Triple/S Dynamics
105	Cablevey Conveyors	228	Microtrac	124	UWT Level Controls USA
309	Camfil	118	MoistTech	215	Vac-U-Max
217	Chilworth Technology	229	The Mouat Company	323	Vortex
303	Cleveland Vibrator Co.	101	National Bulk Equipment, Inc.	326	Wm. W. Meyer & Sons, Inc.
416	Clyde Bergemann Power Group	112	Netzsch Premier Technologies, LLC	110	Wyssmont
329	Compass Wire Cloth	319	Nordfab Ducting		
418	CST Industries	212	PhilChem		
113	CV Technology, Inc.	425	Powder & Bulk Engineering		
301	DMN, Inc.	424	Prater Industries		
326	Donaldson	305	Procedyne, Corp.		
310	The Eagle Group	317	Process Control Corporation		
413	Eriez	117	Progressive Products, Inc.		
318	Fike	104	Puritan Magnetics, Inc.		
201	Flexicon Corporation	120	Rapat Corporation		
401	FLSmith, Inc.	413	Rotex		
103	G2 Materials Handling	225	Russell Finex		
119	Global-Pak, Inc.	413	Schenck Process		
210	Haver Filling Systems, Inc.	218	Schust Engineering, Inc.		

# Drayage Support

## Exhibitor Empowerment with a PLUS

PBE's Powder Show™ Drayage Support strengthens the exhibitor's control over drayage expenses through a simplified approach of pro-active exhibit planning that protects against unpleasant "final invoice" surprises at the show, or later.

- Our decorator contractor handles your first 2000 lbs. of freight at a discounted rate if you select a drayage support package. (ex. 2000 lbs. @ \$83.50 from Freeman = \$1,670, if you select the Commander drayage support package at 100 sq. ft. (10x10 booth size) you pay \$7.50 per sq. ft. = \$750)
- Based on planned freight shipment weight, the exhibitor selects their appropriate Drayage Support option shown on the booth space application.

### What's Wrong with the Old Way?

The "Cost-per-Hundred Weight" (CWT) method of calculating material & machinery handling expense has been a standard tradeshow billing practice for the better part of the last century.

However, CWT-based drayage billing is often confusing and always expensive, making show budget management difficult for the exhibitor. The number and variety of applicable pricing sheets can be overwhelming with their multiple categories of service impacting freight handling billing for the exhibitor. Charges include:

- Straight Time and/or Overtime fees for Crated/Skid-loaded Freight delivered in advance, to show site or special handling fees for courier-delivered packages.

### What's the Difference?

For every 100 sq. ft. of booth space we handle up to 2000 lbs. of material & machinery at the discounted rate of \$7.50 per sq. ft. – up to 8000 lbs. with a 400 sq. ft. booth size minimum.

### What if I exceed the weight cap for my booth size?

The overage will be billed to the next Hundred Weight (CWT) unit multiplied by \$83.50.

#### Example

2,345 pounds of freight in a 100 sq. ft. booth with a selected "Commander" Drayage Support option would generate an additional final invoice line item for freight with the subtotal of \$334.00 (4 CWT's @ \$83.50 each).

### What if I have less than 2,000 pounds of freight?

If you have chosen the Commander drayage support you will have a final freight invoice with a "\$0.00" due entry. If you have not chosen a support package you will pay and freight has been handled you will be billed the regular CWT billing rates.

### What's Included?

All freighted material and/or machinery, straight time or overtime, move-in and move-out, warehouse (aka, Advance) or show site deliveries.

### What's Extra?

- \$83.50/CWT for all freight weights exceeding the "Drayage Support" weight cap for your selected booth size.
- Charges detailed in the decorator contractor's Exhibitor Manual & On-line Order website for additional services and support items.

### What if I don't select a Drayage Support option?

- If you have no freight handled at the show, there will be no drayage billed, of course.
- If you have freight handled at the show, regular CWT billing rates will apply.



### How Drayage Support Controls Costs

- Estimate your anticipated freight weight in pounds
- Select the level of support to match that amount
- Add the fee to your booth space rental fee
- Multiply by your booth square footage

For every 100 sq. ft. of booth space handle up to 2,000 lbs. of material & machinery.

**Examples of material and machinery handling rates to be invoiced to Atlanta exhibitors NOT selecting the drayage support option. Provided for information purposes only and subject to change.**

#### **Handling Rates per CWT:**

##### **Warehouse Shipment (200 lb. minimum)**

Crated or Skidded Shipment \$69.25

Special Handling Shipment \$90.00

##### **Show Site Shipment (200 lb. minimum)**

Crated or Skidded Shipment \$67.25

Special Handling Shipment \$87.25

Uncrated/Pad Wrapped Shipment \$100.75

Drayage Support offers enhanced management control not commonly available for tradeshow drayage expenses. Selection of your support level at time of booth space application is encouraged. The qualification deadline for determining your support level is August 1, 2015.

To discuss specific concerns, email Rich Cress at [rcress@cscpub.com](mailto:rcress@cscpub.com).

# POWDER 15

## THE POWDER SHOW™

## 2015 PBE Southeast Powder Show™ Exhibit Space Application & Contract

Cobb Galleria Centre • Atlanta, Georgia

Conference dates: October 6-8 • Exhibition Dates: October 7-8

### BOOTH SPACE REGISTRATION *please print*

Company

Address

City

State

Zip

Website

E-Mail

Phone

Contact

Signature

### BOOTH SPACE RENTAL FEES

Booth Preference 1 \_\_\_\_\_ 2 \_\_\_\_\_ 3 \_\_\_\_\_ 4 \_\_\_\_\_

#### Booth Space Rental Rates\*

- ☐ Standard rate = \$33/sf  
☐ PBE Advertiser rate = \$27/sf  
☐ 6X+ Advertiser rate = \$22/sf

#### Compressed Air Service

- ☐ Optional = \$225

#### Optional Drayage Support (weight range & required booth size)\*\*

- ☐ Admiral - 6,001-8,000 lbs. = \$6.00/sf (400 sq.ft. min.)  
☐ Commodore - 4,001-6,000 lbs. = \$6.50/sf (300 sq.ft. req.)  
☐ Captain - 2,001-4,000 lbs. = \$7.00/sf (200 sq.ft. req.)  
☐ Commander - Up to 2,000 lbs. = \$7.50/sf (100 sq.ft. req.)

A. Total Booth Square Feet \_\_\_\_\_

B. Booth Space Rental Rate \$\_\_\_\_\_ / sf\*

C. Est. Freight Weight Adder \$\_\_\_\_\_ / sf\*\*

Total Booth Rental Fee ("A" x ("B"+"C")) \$\_\_\_\_\_

*\*Booth Space Rental Fees are PBE magazine advertiser sensitive. To discuss your 2015 PBE ad schedule with your PBE Sales Manager, check this box*

*\*\*Drayage Support provides square foot based material/machinery handling rates applied exclusively to drayage billing. Additional fees may apply for amounts exceeding the weight cap of the selected option. To qualify, the option must be selected no later than August 1, 2015. See adjacent panel and the "Labor & Material Handling" paragraph in the services agreement for more information.*

#### Payment

- ☐ Check ☐ Amex ☐ Visa ☐ MC ☐ Invoice

CC#

Exp.(MM/YR)

CV#

Cardholder

### ATLANTA IS A FEW STEPS AWAY

#### Step 1 - Review the floor plan

- Review the floor plan diagram for available booth spaces to fit your desired space configuration.
- Enter your top 4 preferences in the form above. **Booths are assigned on a "first-come, first-served" basis.**

#### Step 2 - Register

Fill out the rest of the registration form, left.

- Electronic signatures are acceptable.
- Calculate your total space rental fee. *If you need help in determining your advertiser frequency, contact your PBE Sales Manager, or check the contact box below the signature line.*

#### Step 3 - Booth Specifics

Describe the technology you plan to exhibit:

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- ☐ Check if you require  
**compressed air services** (\$225 per booth)

Specify required:

Line size \_\_\_\_\_ Connector \_\_\_\_\_ CFM \_\_\_\_\_

#### Step 4 - Send

Specify your method of payment and send/fax/email the completed application with deposit to:

Rich Cress  
PBE Conferences & Exhibitions  
1155 Northland Drive  
St. Paul, MN 55120  
Email: rcress@cscpub.com  
Fax: 651.287.5650

To process your application properly, a minimum deposit is requested (see "Minimum Deposit Requirements" on previous page). All funds are to be in U.S. dollars. Please make checks payable to *Powder and Bulk Engineering*.

**See you in Atlanta!**

**PLEASE REVIEW EXHIBITOR SERVICES AGREEMENT ON THE REVERSE SIDE.**

☐ Check here if you agree with these terms.



# Exhibition Rules & Regulations

PBE is an inspiring, interactive platform that showcases the latest industry products, trends and technologies in the processing and handling of dry particulates. PBE provides the opportunity to network with the top technical personnel from exhibiting companies and industry peers. In addition to the must-see products and exhibits, PBE also offers the most up-to-date and innovative education in the industry.

## Management

The Expo will be conducted under the direction of PBE and its show management staff. PBE shall have the power to make such rules and regulations for the Expo as may be deemed proper, and may amend said rules at any time which is understood and agreed to by all parties. All decisions by show management are final.

## Payment terms for Exhibit Space

A 20% deposit against contracted exhibit space is requested with the application. After May 1, 2015 a minimum initial exhibit space deposit of 50% will be required. After August 1, 2015 full payment of exhibit space rental fees is required with the application. On May 1, 2015 for exhibitors of record a second payment of at least 30% will be invoiced. Remaining balance for contracted space must be received no later than August 1, 2015. Exhibit space not fully paid after August 15, 2015 may be reassigned unless arrangements are made. Check payments in U.S. funds are to be made payable to Powder and Bulk Engineering. Credit cards and wire transfers are also accepted.

## Exhibitor Cancellation

An Exhibitor cancelling their exhibit after registration is received and processed by PBE is subject to forfeiture of the deposit fee. Exhibit cancellation prior to April 30, 2015 will forfeit 50% of the total exhibit space rental charge. Exhibit cancellation after May 1, 2015 will result in an assessment or forfeiture of 100% of the total exhibit space rental charge.

## Cancellation of Expo

In the event of cancellation of the Expo, or unavailability of the Exhibit space for the specified uses either directly or indirectly due to war, acts of terrorism, governmental action or order, acts of God, fire, strike, labor disputes, or any other causes beyond the control of PBE show management, the exhibitor agreement shall terminate and the Exhibitor shall be entitled to the return of the exhibit space rental fee, less the pro rata share applicable to the exhibit space of the expenses incurred by show management in connection with the Expo. In case of cancellation by show management for any other reason, refund of rental fees shall be the exclusive remedy of the Exhibitor against show management for all matters so stated above.

## Failure to Occupy Space

If the Exhibitor does not occupy the space contracted and paid for by 5:00 p.m. prior to the first Expo day, PBE show management will have the right and privilege to use said space as they see fit and the Exhibitor forfeits all monies paid.

## Special Rules & Considerations

Exhibits by wholly owned subsidiaries or separate operating divisions of the same parent company, or principal companies of authorized manufacturer representatives/agents: the 100 Square Foot Rule applies to those exhibiting equipment/product/service of more than one subsidiary, operating division or principal company. For each entity so exhibited 100 square feet of booth area and/or the corresponding space rental rate will be required. Minimum size for manufacturer representative booths is 400 sq. ft.

## Assignment of Exhibit Space

Show management will assign space to Exhibitors on a first come - first served basis. Also considered are a company's particular needs, requirements and competitive situations. No Exhibitor shall assign, sublet or share the space allotted without consent of show management.

## Exhibitor's Service Manual

An Exhibitor's Service Manual containing detailed information on registration, set-up and tear-down times, labor considerations, contractor services, and Expo hours, will be available to be mailed/electronically transmitted to each Exhibitor within four months prior to the show.

## Booth Construction

Exhibits shall be constructed and arranged so that they do not obstruct the general view or hide the exhibits of others. No in-line booth shall exceed 8' height. Island exhibits may not exceed 20' in height. Nothing higher than 4' may be displayed in the front 5' of the booth. Please see Exhibitor Planning Aides in the Exhibitor Service Manual. Height restrictions do not apply to equipment manufactured by the Exhibitor in the normal course of business and displayed in its normal operating position. Such equipment must remain completely within the confines of the exhibit space. Exhibitors with island booths must submit architectural plan of exhibit for show management approval. An island booth is defined as a minimum 400 square foot area or larger in 200 square foot increments with aisles on four sides. Hanging signs are permitted above island booths.

## Fire, Safety, and Health

The Exhibitor assumes all responsibility for compliance with local, city, and state ordinances and regulations covering fire, safety and health. Only fireproof materials may be used in displays and the necessary fire precautions will be taken by the Exhibitor at all times.

## Loss, Theft, or Damage

Exhibitor assumes entire responsibility and hereby agrees to protect, indemnify, defend and save PBE, the exhibit facility, associated employees and agents harmless against all claims, losses and damages to persons or property, governmental charges or fines, and attorneys' fees arising out of, or caused by, Exhibitor's installation, removal, maintenance, occupancy or use of the exhibition premises or any part thereof, excluding any such liability caused by the sole negligence of PBE, the exhibit facilities and their employees and agents.

## Labor

Exhibitor permanent employees may set up their own exhibits. Additional contractor labor is available to assist in the erection and dismantling of exhibit booths. Exhibit labor, freight labor, electricians and similar trade labor support can be arranged for at established rates, using the forms in the Exhibitor's Service Manual.

## Installation and Dismantling

Exhibitors must arrange for the installation and dismantling of their own exhibits. Installation must be completed by 11:59 p.m. of the night prior to show opening. No exhibit may be removed prior to Expo closing. During the course of the Expo, the Exhibitor assumes the responsibility for keeping their booth areas clean and in good order.

## Furnishings

Furniture, carpeting, accessories, signs, electrical outlets, etc., are the sole responsibility of the individual Exhibitor and should be ordered in advance from the official service contractor using forms/methods provided in the Exhibitors' Service Manual.

## Insurance

The Exhibitor acknowledges that PBE and the exhibit facility do not maintain insurance covering Exhibitor's property and liability, and that it is the sole responsibility of the Exhibitor to obtain business interruption and property damage and liability insurance covering such losses by the Exhibitor. In the event the Exhibitor utilizes an independent (non-official) contractor, the Exhibitor will forward to show management a Certificate of Insurance naming PBE, exhibit center/facility and the official decorator service contractor as coinsured.

## Distribution of Literature

Product and promotional literature of any nature may be distributed only by Exhibitors and only from their exhibit booths. No exhibits or demonstrations - by anyone - are permitted in hotel rooms. Due to the educational nature of the Expo, the sale of merchandise, subscriptions, or publications from exhibit booths is prohibited.

## Expo Aisles

Expo aisles are the property of all Exhibitors. Each Exhibitor has the responsibility to assure proper traffic flow through the entire Expo. Aisles must not be obstructed. Only PBE may place carpeting in Expo aisles.

## Demonstrations and Exhibit Material

All demonstrations and exhibit material must be confined within the limits of the exhibit space. The noise level from any sound system or operating equipment must be kept to a minimum so that it does not interfere with neighboring exhibits.

## Use of Copyrighted Materials

Exhibitor acknowledges responsibility to obtain the express permission of, and licensing arrangements with, the appropriate copyright agencies, including ASCAP, BMI, etc., for the use of any copyrighted materials, including music in any form, on the exhibit floor or within the confines of the booth, or any hospitality function. The Exhibitor will provide evidence of copyright licensing compliance upon request of show management.

## Governing Law

This agreement shall, in all respects, be governed by the laws of the State of Georgia.

## Agreement to Comply

The application for booth space at Powder and Bulk Engineering's Regional Conference and Exhibition is based upon the plan of exhibits; exhibit space rental rates and general information in the Exhibitors' Service Manual, all of which become a contract upon acceptance. Exhibitor agrees their employees will abide by the rules and regulations stated in these exhibition rules and regulations and any additions and/or amendments which PBE may put into effect. In any interpretation of the rules, the judgment of PBE shall be final and any matters not covered are subject to the decision of PBE. Exhibiting at Powder and Bulk Engineering's Regional Conference and Exhibition in no way implies endorsement of the Exhibitor's products by PBE.

## Attendee & Exhibitor Profiles

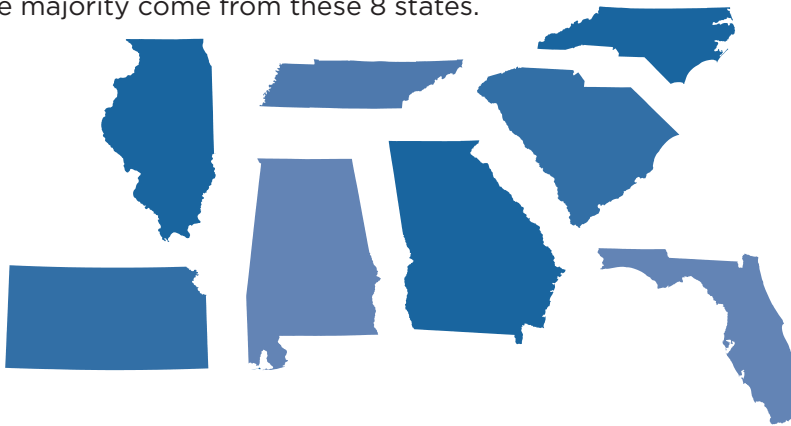
### Attendee primary reason to attend The Powder Show™



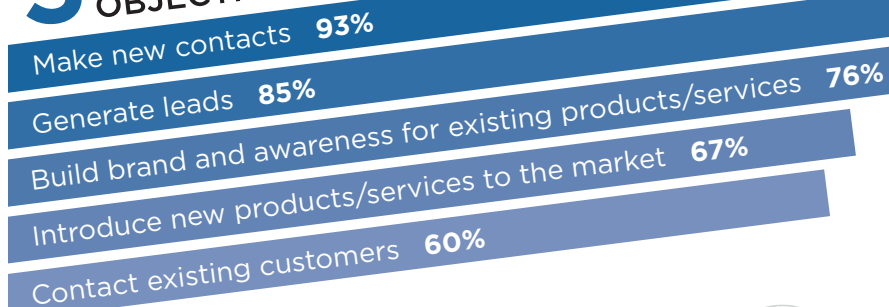
### Domestic Attendees

The Powder Show™ U.S. Atlanta Attendees have come from 37 states, but the majority come from these 8 states.

- Georgia
- North Carolina
- South Carolina
- Alabama
- Florida
- Tennessee
- Illinois
- Kansas



### TOP 5 EXHIBITOR OBJECTIVES



### Foreign Attendees

The Powder Show™ also has attendees from around the world:

- \* Canada
- Germany
- France
- \* Italy
- \* Turkey



### Attendee Product Interests

- Airlocks, Blowers & Related Components
- Bagging Equipment
- Bin Activators, Vibrators & related Material Flow Aids
- Bulk Bags
- Bulk Bag Fillers & Dischargers
- Custom Services
- Dryers
- Dust Collector Media
- Dust Collectors & related equipment
- Flow Meters
- Explosion Venting & Suppression
- Feeders
- Linings
- Material Handling
- Mechanical Conveyors
- Metal Detectors & Separators
- Mixers & Blenders
- Particle Analyzers
- Pneumatic Conveying Equipment
- Product Reclaim Equipment
- Samplers
- Sifters, Screeners & Classifiers
- Silo Cleaning Equipment & Services
- Size Reduction Equipment
- Storage Facilities
- Vacuum Cleaning Equipment
- Valves
- Weighing Equipment