An exhibitor who cancels its booth space reservation must pay a cancellation fee, as noted above, is appreciated. IAEM will make all effort to physically separate competitors, and exhibitor cooperation in this regard is appreciated.

Booths will be assigned on a first-come, first-reserved basis upon IAEM’s receipt of the booth deposit.

The exhibitor accepts full responsibility for payment of all space by submitting the contract at www.EMEX.org to fully view all terms and conditions.

Make sure to register your booth staff before this date. We will contact printed show Guide. Login and update your online contract or for more information.

Due ASAP

Hotel Cut Off

Company logo in electronic format (high-resolution TIF, pdf or EPS, vector or at least 300 dpi) at an additional charge of $100.

Payment Deadline

50% of full booth price is due upon booth reservation. Balance is due no later than June 1, 2020 or space may be released. Thereafter, all booths reserved will require full payment at the time of signing.

June 1, 2020 | Cancellation Deadline

Cancellation Policy: All cancellations MUST be received in writing. Space/Exhibits cancelled or reduced before February 1, 2020 will incur a 25% service charge on the net cost of the original space. Space cancelled or reduced between February 1, 2020 and June 1, 2020 will incur a 75% service charge on the net cost of the original space. The full contract price is due and payable and non-refundable for any space canceled or reduced on or after June 1, 2020.

July 2020 | Exhibitor service kits will be distributed

October 12, 2020 | Exhibitor Guide Deadline

Last day to provide your company description and logo for the Exhibitor service kits will be distributed.

October 26, 2020 | Exhibitor Personnel Deadline

Make sure to register your booth staff before this date. We will mail badges to attendees before the show.

Exhibit Manager: Rebecca Campbell, rcampbell@iaem.net
Tel: 703-318-1795, ext. 1706
Fax: 703-241-5603

Exhibit Director: Clay D. Tyeryar, CAE, ctyeryar@iaem.com

INTERNATIONAL ASSOCIATION OF EMERGENCY MANAGERS
120 PARK WASHINGTON COURT
FALLS CHURCH, VA 22046-4527

Alternative Accommodation for the Sighted: Contact Clay Tyeryar by phone at 703-241-5603.

Terms & Conditions

Note: All exhibitor space must be assigned by IAEM. IAEM reserves the right to refuse space to any exhibitor for any reason. Exhibits not meeting the IAEM specifications may not be allowed to display or exhibit by the IAEM. Pre-registered exhibitors are encouraged to review IAEM’s Exhibitor Contract. Exhibitors who do not meet these requirements may not be allowed to display their materials and will be subject to immediate replacement. Exhibitors must agree that IAEM’s rules and regulations will be strictly enforced throughout the fair. Exhibitors who do not comply with the rules and regulations will be subject to immediate replacement. Exhibitors who do not comply with the rules and regulations will be subject to immediate replacement.

Exhibitors who cancel due to booth space reservation must pay a cancellation fee as noted above, which above $100/BOOTH to secure the space reservation and $1,000 if the exhibitor cancels before or equal to March 1, 2020.

The exhibitor accepts full responsibility for payment of all space by submitting the contract at www.EMEX.org to fully view all terms and conditions.

Please see why your company needs to be part of EMEX 2020!
68th Annual Conference and EMEX
Exhibitor Prospectus

Conference Attendee Profile
Attendees include:
- Emergency managers (city, county, state, federal, other)
- Disaster planners
- Homeland security professionals
- Communications system specialists
- Crisis and risk managers
- Contingency planners
- Environmental response professionals
- Executive officers/commanders
- Federal Coordinating Officers and other federal officials from DHS, HHS, EPA, DOT and others
- Fire chiefs
- Police chiefs
- Healthcare disaster professionals
- Meteorologists
- EM/terrorism educators

As many as 2,000 emergency management professionals are expected.

98% of attendees surveyed were highly satisfied with the quality of products and services offered at EMEX*

85% of EMEX attendees considered purchasing a product/service and contracting with an EMEX exhibitor.*

What is IAEM?
The International Association of Emergency Managers (IAEM) is an international organization dedicated to promoting the goals of saving lives and protecting property prior to and during emergencies and disasters. IAEM is a non-profit, educational organization established in 1952 with more than 6,000 current members. Members are local, state and federal government emergency management/homeland security professionals, private industry/security executives, military, non-profit, healthcare, volunteer disaster planners, and others. Membership is open to anyone practicing or interested in the field.

Join IAEM as an Affiliate Member
Affiliate Members receive a 10% discount on the cost of the booth as well as a complete list of attendees. Visit www.iaem.org/Members/Membership-Application to see the additional benefits and sign up.

Book Your Exhibit Space Now!
Showcase Your Products and Services!
EMEX brings together the latest technological advances in homeland security and disaster preparedness suppliers under one roof, under the auspices of the International Association of Emergency Managers 68th Annual Conference.

Exhibitor Costs
Booth Fees: Price per square foot at EMEX 2020
IAEM Affiliate Members receive 10% discount off total price

For preferred space, add 5% to the costs listed below for 10' x 10' and 10' x 20' End Caps.
Option 1: 10 x 10 - $127.00 per square foot
Option 2: 10 x 20 - $256.00 per square foot
Option 3: 20 x 20 - $512.00 per square foot
Option 4: 20 x 30 - $2.44 per square foot
For booths over 500 square feet, please contact Rebecca Campbell at 703-538-1795, ext. 1706 or rcampbell@iaem.net for more details.

Exhibitor Entitlements
The cost to exhibit includes a booth with standard back drape and side rails, one table, two chairs, wastebasket, aisle cleaning, general security, and listings in VIRTUAL EMEX and the printed show publication. Each 10’ x 10’ booth entitles the exhibiting company/organization to two booth personnel. Exhibitors are encouraged to attend the general sessions and break-out sessions and participate in meal/social functions included as part of their registration. Exhibition Registration includes a complimentary Sunday night Welcome Reception ticket. Wednesday night Banquet tickets will be available for approximately $90–$100 each and must be purchased in advance.

Vendor Demonstrations
Looking for a speaking opportunity? Your organization can purchase podium time in the EMEX exhibit hall to present your products and services to conference attendees. Twenty-minute presentations are $375. Limited availability, presentations take place during dedicated show hours. Contact Kate McClimans for further information, kmcclimans@iaem.com.

IAEM Scholarship
Increase your visibility during the EMEX Exhibit. At the same time, you will be helping promote the future of emergency management. Any exhibitor that donates $500 or more to the IAEM Scholarship Program will have their booth marked with a bright yellow flag. The flag will bear the IAEM logo and the words ‘Scholarship Donor.’ To learn more and donate, see www.iaem.org/Resources/Scholarships. Contact Dawn Shiley at dshiley@iaem.com for details.

Your Company Needs to be Here!
EMEX 2020 will bring an audience of government and private sector purchasers together with homeland security and disaster preparedness suppliers including:
- Communication Systems
- Damage Restoration Firms
- Detection Devices
- Drones
- Electric Bikes
- Emergency Management Consulting
- Emergency Management Software
- Emergency Vehicles
- EMS Medical Equipment
- Exercise and Training Products
- Geographic Information Systems
- Hazmat Gear Accessories
- Information Services
- Mobile Operations
- Notification Systems
- Preparedness Equipment
- Protective Clothing
- Risk Management
- Satellite Technologies
- Shelter Supplies
- Warning Systems
- Weather Meteorological Services
- Colleges and Universities
- ... and much more!

Maximize Your Organization’s Exposure
Become a Sponsor
Your logo will be listed everywhere from the website to show signage, and even in the IAEMExGo App. Select from a menu of features that will allow you to customize a package that matches your desired level of interaction.

Opportunities include:
- Event Sponsorship, includes welcome remarks
- Have your logo on registration bags
- Sponsoring a Board Meeting
- Sending an eblast
- Including an advertisement in our program guide
- Be highlighted as a product of the week in our weekly enewletter, the Dispatch

Last year’s event featured more than 1,750 attendees and over 200 booths!

*Based on EMEX Attendee Survey
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68th Annual Conference and EMEX

Exhibitor Prospectus

2020

Nov. 13-18, 2020

Long Beach, CA

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Option 3: 20’ x 20’ – $525.00 per square foot
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EMEX 2020

Important Dates and Deadlines

- Due ASAP | Virtual EMEX Description & Logo
- 75-Word or less description of your company’s products and services.
- Will be included in both the online Virtual EMEX as well as the printed show guide.
- Free of charge to exhibitors.

Company logo in electronic format (high-resolution TIF, pdf or EPS; vector or at least 300 dpi) at an additional charge of $400.

- Payment Deadline
- 50% of full booth price is due upon booth reservation. Balance due and payable and non-refundable for any space canceled or reduced after June 1, 2020.

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- November 13-18, 2020
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For more information, visit www.EMEX.org

EMEX 2020 Contact Information

Exhibit Manager: Rebecca Campbell
rcampbell@asmii.net
Tel: 703-418-1765, ext. 1106
Fax: 703-241-5603

Exhibit Director:
Gail D. Tyeryar, CAE
ctyeryar@iaem.com

EMEX 2020: Visioning the Future of Emergency Management

Turn the page to see why your company needs to be part of EMEX 2020!