

2017 SESH
Annual Symposium



Join SESH in the Valley of the Sun!

Exhibitor Prospectus

17-21 April 2017

*Embassy Suites by
Hilton Scottsdale Resort
Scottsdale, Arizona*

Exhibiting with Sesha

STATS

\$96

The cost of making an initial face-to-face visit with a potential customer through an exhibition lead - compared to \$1,039 without exhibiting.

81%

of exhibition attendees have buying influence over one or more major types of products at shows

87%

of purchasing decision-makers found that exhibitions are an "extremely useful" source of needed purchasing information.

67%

of all attendees represent a new prospect and potential customer for exhibiting companies.

Statistics are based on the Center for Exhibition Industry Research (CEIR) current reports.

What Exhibitors Said About the SESHASymposium

"The SESHASymposium is THE place where EHS professionals from the semiconductor and high technology industries come to learn, share and connect. By exhibiting at the SESHASymposium, we support SESHAS's mission and show we know the processes, chemicals, tools, and EHS challenges associated with semiconductor manufacturing. It's collegial and fun... and a bargain compared to other, less target-rich conferences. Anyone who claims to be or wants to be a "player" in the high technology industry needs to exhibit at the SESHASymposium!"

*Jeanne Yturri
Co-founder and Principal,
Zephyr Environmental*

Meet Face-to-Face

Who comes to the Symposium? Decision-makers who need to know where the industry is heading:

- *Environmental managers*
- *Safety engineers*
- *Industrial hygienists*
- *Occupational health professionals*
- *Directors of ESH*
- *Non-ESH executives*
- *Consultants*
- *Health and safety managers*
- *Facilities, operational managers*

Exhibitor Benefits

1. *Preregistration Email Blast*
SESHA will send out a promotional blast for you (upon request)
2. *Post Show Attendee List*
3. *Link to Your Company's Website*
4. *Final Program Listing*
Description of your company and contact information in the Final Program
5. *Complimentary registration*
Two free symposium registrations
6. *Traffic building events in exhibit hall*
7. *Blast emails to SESHAS members and prospects mentioning your company*

**Reserve your booth
and sponsorship by
15 January 2017
and save \$100**

SESHA Exhibit Sponsorship Opportunities

S-1 5k Fun Run and T-Shirts

(multiple sponsor) \$200

Provides t-shirts and support for 5k participants. Your organization's logo will be on the t-shirts, weblink on www.SESHAonline.org, and acknowledgement in the SESA Final Program of your participation.

S-2 Lanyards

(1 sponsor) \$1,200

Provides lanyards for attendee's badges. Your organization's logo will be screen-printed on the lanyard and distributed to all attendees, weblink on www.SESHAonline.org, and acknowledgement in the SESA Final Program of your participation.

S-3 Power Lunch

(multiple sponsors) \$1,000 per sponsor

Power Lunch Opportunity ~ individual sponsors will be afforded the opportunity to individually host a table with selected attendees for a Power Lunch. YOU can take advantage of this exciting opportunity for only \$1,000. This will give you a direct selling opportunity and one on one (actually one on nine) time with attendees. Maximize your leads and make an impression. All of the prospects at your table will be entered to win an i-Pad so they're motivated to be there!

S-4 Plenary

(1 sponsor) \$1,000

Provides opportunity for your company's logo to be on the opening PPT slide in the Plenary Session, signage, weblink on www.SESHAonline.org, and acknowledgement in the SESA Final Program of your participation.

S-5 Wednesday Lunch Sponsor

(multiple sponsors) \$1,200

Provides opportunity for your company's logo to be on the opening PPT slide in the Plenary Session, signage, weblink on www.SESHAonline.org, and acknowledgement in the SESA Final Program of your participation.

S-6 Coffee Break

(multiple sponsor) \$1,000

Provides one morning or afternoon refreshment break for attendees with coffee in the morning, and juices in the afternoon. Breaks will have signage, weblink on www.SESHAonline.org, and acknowledgement in the SESA Final Program of your participation

S-7 Opening Reception

\$2500

Provides food for Opening Reception (18 April) for attendees. Reception will have signage, weblink on www.SESHAonline.org, and acknowledgement in the SESA Final Program of your participation.

S-8 Golf Tournament

\$400 per foursome

Take your clients to play in the tournament on Monday 17 April. Cost includes a foursome at the golf tournament.

S-9 Advertising in Final Program

| | SIZE | Cost |
|----------------------|------------|----------|
| Half Page Horizontal | 8"Wx5.25"H | \$200.00 |
| Half Page Vertical | 4"Wx10.5"H | \$200.00 |
| Full Page | 8"Wx10.5"H | \$400.00 |
| Cover | 8"Wx10.5"H | \$600.00 |

All ad requests must arrive at the SESA Business Office with full payment no later than 15 March 2017. Please send to SESA, ATTN: Jennifer Rosenberg, 1313 Dolley Madison Blvd, Suite 402, McLean, VA 22101; JRosenberg@BurkInc.com. Ads should be sent electronically to Jennifer as a high resolution PDF by 15 March.

S-10 Underwriter Symposia Sponsor

(1 sponsor) \$5,000

Other Options Available

Please contact Jennifer Rosenberg at:

JRosenberg@BurkInc.com for more details.

SESHA Exhibit Hall Layout and Information

Show Schedule*

Embassy Suites by Hilton

Set-up: Monday 17 April

Noon-5:00 PM

Tuesday 18 April

8:00-10:30 AM

Exhibit Hrs: Tuesday 18 April

10:30 AM-7:00 PM

Wednesday 19 April

9:00 AM-4:00 PM

Tear-down: Wednesday 19 April

4:00-7:00 PM

*Schedule subject to change.

All booths include pipe and drape and identification sign.

The 39th SESHAA Annual Meeting will officially end Friday 21 April 2017.

SESHA expects each exhibit booth to be staffed during all show hours, Tuesday 18 April through Wednesday 19 April. Please note that exhibit area will be locked during closed hours; however, at all times each exhibiting company or organization will be responsible for its inventory and materials.

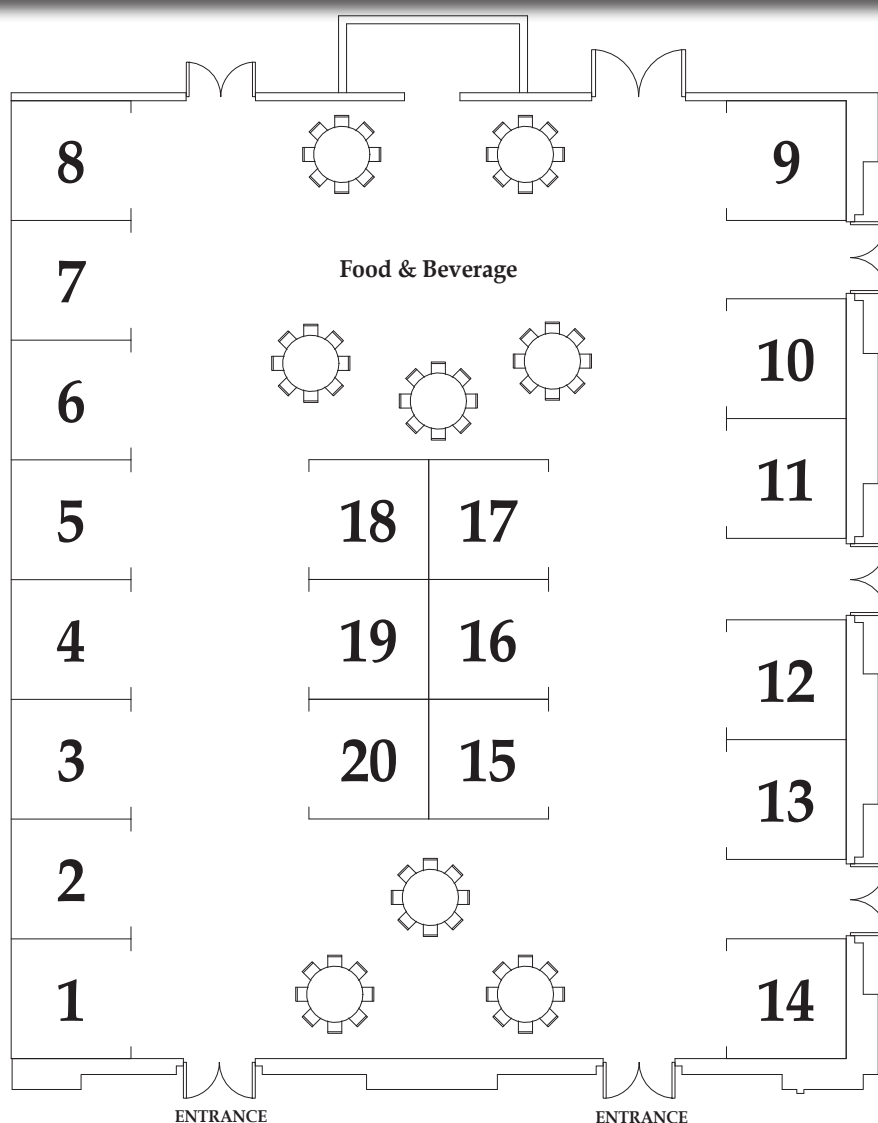


Exhibit space located adjacent to session space for great access!!

Exhibit Space Fees

- **Pre-registration Fees:** \$1,550 per booth with a discount of \$200 per additional booth for any company renting two or more booth spaces. Payment must be received by 15 January 2017. Booth fees include one conference registration and membership in SESHAA for the registrant.
- **Registration Fees:** \$1,650 per booth with a discount of \$200 per additional booth for any company renting two or more booth spaces (after 15 January 2017). Booth fees include one conference registration and membership in SESHAA for the registrant.
- **Non-Profit Organizations:** \$1,000 per booth for 501(c)(3) organizations. An IRS letter of exemption must accompany the reservation form.

Call Now to Reserve Your Space!

Jennifer Rosenberg
SESHA Meetings Director
703-790-1745 (Phone)
703-790-2672 (Fax)
JRosenberg@BurkInc.com

Complete Exhibit Space Contract and Reservation Form on the following page and send in via fax, email or mail.

SESHA Exhibit Reservation/Contract Form

Embassy Suites by Hilton Scottsdale Resort, Scottsdale, AZ

| | | |
|--------------------------|--------------------|------------------|
| Meeting Dates: | | 17-21 April 2017 |
| Exhibit Dates and Hours: | Tuesday 18 April | 10:30 AM-7:00 PM |
| | Wednesday 19 April | 9:00 AM-4:00 PM |
| Set Up: | Monday 17 April | Noon-5:00 PM |
| | Tuesday 18 April | 8:00-10:30 AM |
| Tear Down: | Wednesday 19 April | 4:00-7:00 PM |

The Following Booth Space is Requested (please choose 3!):

1. _____ 2. _____ 3. _____

Final Program Information:

Company Name: _____

Address: _____

City: _____ **State:** _____ **Zip/Postal Code:** _____

Phone: _____ **Fax:** _____ **Website:** _____

Exhibit Contact: _____ **Phone:** _____ **Email:** _____

- Exhibitor Early Registration Booth* \$1,550 \$ _____
- Exhibitor Early Registration Additional Booths* \$1,350 \$ _____
- Exhibitor Registration After 1/15/2017 Booth* \$1,650 \$ _____
- Exhibitor Registration Additional After 1/15/2017 Booths* \$1,450 \$ _____
- Non-Profit Organization Booth \$1,000 \$ _____

**Booth fees include two conference registrations*

Sponsorship:

| Item # | Name | Amount |
|-----------------|----------------|----------------|
| _____ | _____ | \$ _____ |
| _____ | _____ | \$ _____ |
| <i>Example:</i> | | |
| <u>S-4</u> | <u>Plenary</u> | <u>\$1,000</u> |

Advertising:

- Half Page Ad \$200 \$ _____
 - Full Page Ad \$400 \$ _____
 - Inside Front Cover \$600 \$ _____
 - Inside Back Cover \$600 \$ _____
 - Outside Back Cover \$600 \$ _____
- TOTAL** \$ _____

See the next page for payment information

Additional booth attendees? Include information on next page.

Final Program description should be emailed to Jennifer Rosenberg by 15 March

Questions? Call us at 703.790.1745, or email us at JRosenberg@BurkInc.com

SESHA Payment Form

Company Name: _____

Two are complimentary with each Booth, and enjoy full conference registration. If you would like additional attendees with the Exhibits Only rate, an additional \$300 per attendee, please list their name(s) below:

| 1. Included with booth: Name | Email | 2. Included with booth: Name | Email |
|-----------------------------------------|-------|-----------------------------------------|-------|
| 1. Add'l Exhibit Personnel @ \$300 each | Email | 2. Add'l Exhibit Personnel @ \$300 each | Email |
| 3. Add'l Exhibit Personnel @ \$300 each | Email | 4. Add'l Exhibit Personnel @ \$300 each | Email |

Send your company description for the Final Program as an email to: JRosenberg@BurkInc.com by 15 March 2017

Payment Information:

Full payment is due within 30 days of reservation to secure your Booth and/or Sponsorship opportunity. Payment must be received by 15 March 2017 in order to be included in the Final Program.

If paying by check, make payable and mail to: **SESHA**, 1313 Dolley Madison Blvd., Suite 402, McLean, VA 22101

VISA MasterCard American Express

Card Number _____ CVV _____ Exp. Date _____

Cardholder Name _____ Signature _____

Cardholder Address _____

Cardholder Email _____ Cardholder Phone _____

| | |
|------------------------|-----------------|
| Booth Total | \$ _____ |
| Sponsorship Total | \$ _____ |
| Additional Registrants | \$ _____ |
| Advertising | \$ _____ |
| TOTAL FEES | \$ _____ |

RULES AND REGULATIONS

1. Location, Dates, and Hours of Exhibit: The Exhibition will be held at the Embassy Suites by Hilton. The exhibit area will be open free of charge to the meeting registrants as follows:
Tuesday 18 April 10:30 AM-7:00 PM
Wednesday 19 April 9:00 AM-4:00 PM
These hours are subject to change as dictated by program requirements.
2. Installation and Dismantling: Booths will be accessible to Exhibitors for setting up displays after Noon, Monday 17 April, and Tuesday 18 April from 8:00-10:30 am, and are to be ready for display by Tuesday 18 April by 10:30 AM. Packing and removal can begin at 4:00-7:00 PM, Wednesday 19 April 2017.
3. All booth personnel must register using the exhibitor reservation form. One registrants per booth is allowed; this registrant may attend sessions. Additional registrants for staffing the booth are allowed.
4. Standard and Special Booth Equipment: Standard booth equipment consists of draperies assembled with polished aluminum attachments, backs 8' high and side rail dividers 3' high. These are included in the booth charge. A sign 7" by 44" with one line of copy for identification is furnished for the backdrop. Official decorator for the Exhibitors is Summit Expo. A complete line of furniture, display tables, and other items is available. Official Drayage Company is Summit Expo.

All independent service companies performing work at the show site will be required to submit certificates of insurance for both workers comprehensive and general liability insurance at amounts established by the state of Arizona. Deadline for receipt of these materials is 28 March 2017—three weeks prior to the start of the show. In addition, such contractor must submit his request in writing to the show management and list the names of all company representatives working in the exhibit area and must adhere to all exhibitor move-in and move-out hours and regulations.
5. Space assigned to an Exhibitor may be transferred by the Exhibit Manager to affect balance against congestion, to avoid confusion in firm names, to solve competitive conditions, or similar reasons. No such transfer will be made without notice to Exhibitor in writing. An Exhibitor may not share or sublet space to another party. One Exhibitor may not exhibit the named "end product" of another Exhibitor without permission of that Exhibitor and the Exhibit Manager in writing.
6. General Regulations: Loud speaking sound displays are prohibited. SESHASHA reserves the right to refuse any exhibit not in good taste or inconsistent with a meeting of this kind. All exhibits, back walls, and decorations will be limited to 8' in height and not extending more than 2' from the back wall except actual equipment which in normal operation exceeds this height. Permission to exhibit equipment with abnormal heights must be obtained from the Exhibit Manager. Any large items must be placed in the rear 4' of the booth.
7. Exhibitor will be responsible for sales tax owed to Arizona, on any transactions made on the show floor. Exhibitor will be responsible for any business license required by Arizona. No exhibitor will be permitted to give away premium items, nor to conduct any prize drawings, awards for signing of names and addresses, or other extreme promotions without first obtaining written permission from the Exhibit Manager.
8. Photographing booths is limited to non-exhibit hours or candid shots only. Exhibitors and photographers shall not disrupt visitor traffic by clearing booths or aisles for photography during the regular conference hours.
9. All exhibit and booth materials, particularly drapes, curtains, table covers, etc. must comply with Federal, State and City Fire Laws, Insurance Underwriter and Hotel Safety Regulations, and must be flame-proof. All packing containers, excelsior and similar materials are to be removed from the exhibition area upon completion of the booth arrangement. The Exhibitor is restricted to materials which will pass fire inspection. Decorations of paper, pine boughs, leafy decorations or tree branches are prohibited. Volatile or flammable oils, gases, unprotected picture films, other explosives or flammable matter, or any substance prohibited by the City Departments or authorities will not be permitted in the exhibition areas. Likewise, all electrical wiring must be approved and installed in accordance with State and Local Regulations. Smoking in exhibits may be prohibited. Crowding will be restricted. Aisles and fire exits cannot be blocked by exhibits.
10. In their own best interest, and for security, Exhibitors shall keep an attendant in their own booths during all exhibit hours. No exhibit may be dismantled before the specified time, nor may any part of the exhibit or equipment be removed, once it has been set up, without permission of the Exhibit Manager.
11. Due to the tremendous value of exhibits, it is impractical and impossible to insure Exhibitor's equipment against loss, theft, damage and breakage. Neither the Hotel nor any of its employees, nor representatives, nor any representatives of SESHASHA, nor Burk and Associates Inc., nor any subcontractor will be responsible for any injury, loss or damage to the Exhibitor, the Exhibitor's employees or property, however caused. In addition the Exhibitor must assume responsibility for damages to the Hotel property and indemnify and hold harmless the Hotel from liability, which might ensue from any cause, whatsoever, including accidents or injuries to Exhibitors, their agents or employees. The Exhibitor must also assume responsibility for any accident, injury or property damage to any person viewing his exhibit where such accident, injury or property damage is caused by the negligence of the Exhibitor, his agents or employees. In view of the foregoing, Exhibitors are urged to place "extraterritorial" and other coverage on equipment and exhibits, and arrange for extended public liability insurance with their regular insurance carrier, particularly if they are conducting experiments or demonstrations using heat or high voltage.
12. SESHASHA and the Exhibit Manager for the meeting will cooperate fully, but cannot assume responsibility for damage to Exhibitor's property, lost shipments either coming in or going out of the premises or for moving costs. Any damage due to inadequately packed property is Exhibitor's own responsibility. If exhibit fails to arrive, Exhibitor will be, nevertheless, responsible for booth rent and no refund will be made. Exhibitors should carry insurance against such risks.
13. Exhibitors wishing to have Hospitality Suites must reserve them through the Exhibit Manager. Such Suites cannot be open during any Meeting or Exhibit Hours and can be open after midnight only with Exhibit Manager's permission.
14. The Exhibit Management will attempt to assist and generally protect Exhibitors, keep them informed and will assume responsibility for its own misconduct and negligence all in good faith.
15. Rejected Displays: Unethical conduct or infraction of rules on the part of the Exhibitor or his representatives or both will subject the Exhibitor or his representatives to dismissal from the exhibit area, in which event it is agreed that no refund shall be made and further that no demand for redress will be made by the Exhibitor or his representatives. Alcoholic beverages may not be distributed from any booth, its attendees or company representative.
16. Care of Building and Equipment and Safety Precautions: Exhibitors, or their agents, must not injure or deface the walls or floors of the building, the booths, or the equipment in the booths, when such damage appears, the Exhibitor is liable to the owner of the property so damaged.
17. The Exhibitor will engage at its expense, and through the Hotel where the Hotel so requires, all necessary labor and trade performing functions directly related to the exhibit. The Exhibitor agrees that any person employed to perform such functions on a temporary basis at the Hotel shall be represented by the appropriate bona fide Union.
18. SESHASHA will process refunds equal to 75% of the paid exhibitor fee if space is cancelled by 1 January 2017. Refunds equal to 45% of the paid exhibitor fee will be made if space is cancelled by 1 February 2017. After 1 March, refunds of 25% will be made if SESHASHA is able to resell the booth space to another exhibitor. No refunds will be made if booth space is not resold. If booth space is not occupied by Noon Tuesday 18 April 2017, SESHASHA will have right to use such space as it sees fit to eliminate blank spaces in the exhibit area.
19. Amendment to Rules: Any and all matters or questions not specifically covered by the preceding Rules and Regulations shall be subject solely to the discretion of SESHASHA.

The foregoing regulations have been formulated for the best interests of all Exhibitors; the cooperation of all Exhibitors is requested.

Pre-Meeting Contact Telephone Number: Summit Expo, (412) 882-1420 or email: info@summitexpo.com

Please Note: Upon receipt of your contract and payment, the official decorator and drayage company will forward a service kit complete with information regarding furniture rental, freight and storage, installation, dismantling, labor and signage requirements. The service kit will be forwarded to you approximately 30 days prior to the show date.