IHACI’S 40th Annual HVAC/R/SM –
Performance Contracting Product and Equipment Trade Show

Celebrating HVAC
SUPERHEROES

WEDNESDAY,
November 20, 2019
11:00 a.m. - 7:00 p.m.

Pasadena Convention Center
300 E. Green St., Pasadena, CA 91101

Produced by: Institute of Heating and Air Conditioning Industries, Inc.
454 W. Broadway | Glendale, CA 91204 | (818) 551-1555 | www.IHACI.org
EXHIBITION INFORMATION:

<table>
<thead>
<tr>
<th>MOVE-IN</th>
<th>SHOW HOURS</th>
<th>MOVE-OUT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tuesday, November 19, 2019</td>
<td>Heavy Equipment 10:30 a.m. to 12:30 p.m.</td>
<td>Wednesday November 20, 2019 7:00 p.m. to 10:00 p.m. HIGHLY RECOMMENDED</td>
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<tr>
<td>No Move-In on Show Date</td>
<td>All Others 12:30 p.m. to 5:00 p.m.</td>
<td>Thursday November 21, 2019 7:00 a.m. to 10:00 a.m. MANDATORY (PENALTIES APPLY)</td>
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<td></td>
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<td>Due to security regulations, no move-out prior to conclusion of show—Wednesday, November 20, 7:00 p.m.</td>
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<thead>
<tr>
<th>ELECTRICAL SERVICE:</th>
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<tr>
<td>500 Watts (115 volts) provided complimentary to all exhibitors. If additional electrical service is required, it is recommended arranging this no later than Wednesday, October 23, 2019, with the electrical contractor. Additional services will be charged and billed directly to exhibitor by electrical contractor.</td>
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<thead>
<tr>
<th>MATERIAL HANDLING:</th>
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<tbody>
<tr>
<td>Items received and/or delivered at loading dock require handling by drayage contractor. Forklift or four wheel truck must be moved by drayage contractor. These show services will be billed directly to exhibitor at $57.00 per 100 lb. (200 lb. minimum).</td>
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<thead>
<tr>
<th>BOOTH SPACE:</th>
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<tbody>
<tr>
<td>Majority of booths are 10’ X 10’ and have 3’ sidewalls finished with drapes and an identification sign. Back drape is 8’ high. Booth decorations, chairs, tables and carpeting are available through the show decorator along with shipping and drayage services. All additional services will be billed directly to the exhibitor by the show decorator (see contract).</td>
</tr>
</tbody>
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<table>
<thead>
<tr>
<th>THEME:</th>
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<tbody>
<tr>
<td>Superheroes</td>
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</tbody>
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<table>
<thead>
<tr>
<th>SHOW COLORS:</th>
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<tbody>
<tr>
<td>Red and Blue</td>
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<table>
<thead>
<tr>
<th>EXHIBIT SPACE RATES:</th>
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</thead>
<tbody>
<tr>
<td>Pasadena Convention Center IHACI Members Non-Members</td>
</tr>
<tr>
<td>10’ X 10’ booth $1,525.00 $2,385.00</td>
</tr>
<tr>
<td>10’ X 20’ end booth $3,355.00 $3,992.00</td>
</tr>
<tr>
<td>10’ X 20’ front booth (available to IHACI members only) $3,745.00</td>
</tr>
<tr>
<td>#’s 101, 201, 301, 401, 501, 601, 701</td>
</tr>
</tbody>
</table>

Exhibit Fee Includes: Exhibit Space • Draping • Signage • 500W Electrical Outlet

No refunds or cancellations after Friday, August 23, 2019 • No space reserved without signed contract and full payment (check, Visa or MasterCard)

For show information, call (818) 551-1555 • Fax: (818) 551-1115 • Website: www.ihaci.org • E-mail: ihaci@ihaci.org
Driving Directions to Pasadena Convention Center
300 E. Green Street • Pasadena, CA 91101

From the 210 westbound
Take the 210 freeway west to the Fair Oaks/Marengo exit. Turn left on Marengo and proceed 4 blocks to Green Street. From the 210 southbound
Take the 210 freeway south to the Colorado Blvd exit on to St John Ave. Continue south on St John past Colorado Blvd and turn left onto Green Street. Travel five blocks east on Green Street.

From the 134 eastbound
Take the 134 east to the 210 east and exit at Fair Oaks/Marengo. Turn right on Marengo and proceed 4 blocks to Green Street. Turn left onto Green Street.

From the 110 northbound
Take the 110 freeway north to the end of the freeway. Proceed north on Arroyo Parkway. Turn right onto Green Street.
MAKE CHECK PAYABLE TO:

IHACI
454 W. Broadway
Glendale, CA 91204
(818) 551-1555 • Fax: (818) 551-1115
Website: www.ihaci.org • E-mail: ihaci@ihaci.org

Note: IHACI Members Non-Members
10’ X 10’ booth $1,525.00 $2,385.00
10’ X 20’ end booth $3,355.00 $3,992.00
#’s 113, 117, 129, 213, 217, 229, 313, 317, 329, 413, 417, 429,
513, 517, 529, 613, 617, 629, 713, 717, 729
10’ X 20’ front booth $3,745.00
(available to IHACI members only) #’s 101, 201, 301, 401, 501, 601, 701

DEADLINE FOR BOOTH SPACE RESERVATIONS
Friday, August 23, 2019—Extended, pending availability

OFFICIAL SHOW DECORATOR
(Exhibitor Kit Online Only—ihaci.sundecorating.com)
Sunrise Decorating Co. (SDC)
Joseph Sheppard
P.O. Box 4195
Ph (818) 352-8282
Sunland, CA 91041
Fax (818) 450-0326

OFFICIAL SHOW ELECTRICAL CONTRACTOR
EDLEN
Customer Service
715 Hundley Way
Ph (714) 985-1480
Placentia, CA 92870
Fax (714) 985-1481

TRADE SHOW MANAGEMENT
IHACI
454 W. Broadway
Glendale, CA 91204
Fax (818) 551-1115
Website: www.ihaci.org
E-mail: ihaci@ihaci.org

CANCELLATION POLICY:
No Refunds or Cancellations after Friday, August 23, 2019

For Office Use Only

Have you filled out the entire contract?
Is your payment enclosed?

Signed
Dated

Show management reserves the right to
assign booths based on availability

Date Received__________________________________Booth #_________________________________________
PAYMENT FOR EXHIBIT SPACE

The rate for each 10’ x 10’ booth space is $1,525.00 ($2,385.00 for non-members). Applications for space must be accompanied by the full cost of the space reserved (check, Visa or MasterCard). Checks should be made payable to IHACI. No refunds or cancellations after Friday, August 23, 2019.

EXHIBIT HALL INFORMATION & HOURS

Hours and times are noted in the brochure. All booths must be assembled and ready for display by Tuesday, Nov. 19, 2019, 5:30 p.m. (move-in). All booths must be disassembled and removed by Thursday, Nov. 21, 2019, 10:00 a.m. Additional fees will apply if booths are not removed by 10:00 a.m. If at all possible, it is strongly recommended that exhibitors move out Wednesday, Nov. 20, 2019 (7:00 p.m. - 10:00 p.m.).

SECURITY

IHACI will arrange security for the exhibit area during the entire show. While every precaution will be taken, IHACI does not assume any responsibility for damaged, missing, or stolen property.

GENERAL INSTRUCTIONS & RESTRICTIONS

Exhibits shall be installed so they will not project beyond the space allocated. Booth equipment, signs and displays (signs and decorations) shall not exceed 10’ in height, nor extend out farther than one-half the distance from the back wall of the exhibit booth to the front of the booth to permit a clear view from booth to booth.

Exhibitors must, at their own expense, maintain and keep in order the exhibit space contracted for. Audio and video equipment and other apparatus must not operate at a sound level that will interfere with other exhibits.

No part of any exhibit or any signs relating thereto shall be posted, nailed, or otherwise attached to walls, doors, or posts in any way to deface exhibit hall property. Damages arising by failure to observe these rules shall be paid by the exhibitor.

All decorations must be of non-flammable or flameproof materials. No combustible decorations, such as crepe paper, tissue paper, cardboard, or corrugated paper shall be used at any time. All packing containers, excelsior, and wrapping paper are to be removed from the exhibit floor and must not be stored under tables or behind displays. Volatile, explosive, or other flammable matter or any substances prohibited by law, or the insurance carriers, are not permitted on the premises. Exhibits must comply with the regulations of the Pasadena Convention Center. No open flame without fire department approval.

FOOD

All food arrangements such as popcorn machines, etc., must be made through the Pasadena Convention Center.
WHY INDOOR COMFORT NEWS?

ICN’s Trade Show issue is the most widely read and circulated issue of the year!

More than 28,000 contractors, distributors, manufacturers and associates receive ICN; let them know your company’s products will be featured at this year’s IHACI Trade Show in Pasadena.

Advertising in this heavily circulated issue of ICN maximizes your Trade Show presence and ensures that your products and services will be continually referred to.

COMPLIMENTARY LISTING IN INDOOR COMFORT NEWS

As an added bonus, Trade Show exhibitors will now be featured in the October (pre-show edition) and November (Trade Show directory) issues of Indoor Comfort News.

Complimentary editorial copy is limited to 50 words per 10’x10’ booth and should include a brief description of your products and services on display, as well as corporate contact information. Please e-mail your information to ihaci@ihaci.org.

The closing dates for submissions are as follows:

Friday, August 30, 2019 – October issue
Thursday, September 19, 2019 – November issue

SPECIAL ADVERTISING RATE DISCOUNTS FOR TRADE SHOW EXHIBITORS

Bank your ads around the most important HVAC/R/SM event in Southern California, the 40TH Annual IHACI Product and Equipment Trade Show. Exhibitors can add to their visibility by advertising in ICN at special Trade Show rates. Attendees at the show will be looking for solutions to problems. They’ll want to narrow their list of suppliers, meet with industry experts, and see what’s new. Increase traffic to your booth by letting them know in advance about your products, services, and Trade Show promotions. Space reservations for advertising in the November ICN Trade Show issue closes on Thursday, September 19, 2019, and materials are due by Thursday, September 26, 2019.

IHACI TRADE SHOW PROMOTION

Full-page, four-color advertisements, with a three-time commitment, for $3,500 net per insertion. No agency discount.

These ads will appear before, during and after the IHACI Trade Show (October, November and December issues).

Indoor Comfort News reaches more than 28,000 of the key decision makers in the Western states, including most C-20 and C-38 contractors in California. The November issue, which serves as a guide to the show, has increased circulation.

Take advantage of everything Indoor Comfort News has to offer. For more information or to place your ad, please contact our advertising department at (818) 551-1555, fax (818) 551-1115, or email advertising@ihaci.org.