

EMEX 2018

## Important Dates and Deadlines

- **Due ASAP | Virtual EMEX Description & Logo**  
75-WORD OR LESS DESCRIPTION of your company's products and services. This will be included in both the online Virtual EMEX as well as the printed show guide at no additional 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 is due no later than June 1, 2018 or space may be released. Thereafter, all booths reserved will require full payment at the time of signing.
- **June 1, 2018 | Cancellation Deadline**  
CANCELLATION POLICY: All cancellations MUST be received in writing. Space/Exhibits cancelled or reduced before February 1, 2018 will be charged a 25% service charge on the net cost of the original space. Space cancelled or reduced between February 1, 2018 and June 1, 2018 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, 2018.
- **July 2018 | Exhibitor service kits will be distributed**
- **September 7, 2018 | Exhibitor Guide Deadline**  
Last day to provide your company description and logo for the printed show Guide. Login and update your online contract or contact [mstambouli@iaem.com](mailto:mstambouli@iaem.com)
- **Hotel Cut Off**  
Visit [iaem.com](http://iaem.com) for more information.
- **September 28, 2018 | Exhibitor Personnel Deadline**  
Make sure to register your booth staff before this date. We will mail badges to attendees before the show.

### Tentative Exhibit Schedule

- Monday, October 22, 2018**  
Exhibitor Move-In: 8:00am – 4:00pm  
Opening EMEX Reception: 6:00pm – 8:00pm
- Tuesday, October 23, 2018**  
Exhibit Hall Open: 9:30am – 6:30pm
- Wednesday, October 24, 2018**  
Exhibit Hall Open: 9:00am – 1:45pm  
Exhibitor Move-Out: 2:00pm – 5:00pm

Reserve Your Booth Today at [www.EMEX.org](http://www.EMEX.org)

### Terms & Conditions

- Please visit [www.EMEX.org](http://www.EMEX.org) to fully view all terms and conditions.
- The exhibitor accepts full responsibility for payment of all space by submitting the contract at [www.EMEX.org](http://www.EMEX.org). Once the contract is signed, and exhibit space is allocated, you are contracted to exhibit.
- Booths will be assigned on a first-come, first-served basis upon IAEM's receipt of the booth deposit. IAEM will make all effort to physically separate competitors, and exhibitor cooperation in this regard is appreciated.
- An exhibitor who cancels its booth space reservation must pay a cancellation fee, as noted above, which allows IAEM/EMEX to recover the administration expenses incurred in preparing for the participation of the canceling exhibitor and costs incurred in attempting to resell the booth.

## Previous EMEX Exhibitors Join These Prestigious Companies at EMEX 2018

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| <ul style="list-style-type: none"> <li>• 50 Year Blue Can Water</li> <li>• Advanced Shelter Systems</li> <li>• Airspace Monitoring Systems</li> <li>• AlertMedia</li> <li>• AlertSense</li> <li>• Alertus Technologies</li> <li>• Amec Foster Wheeler</li> <li>• American College of Endocrinology</li> <li>• American Military University</li> <li>• American Signal Company</li> <li>• American Signal Corporation</li> <li>• Amtrak</li> <li>• Aqua Dam</li> <li>• Architects Design Group</li> <li>• Ascentra</li> <li>• Association of State Dam Safety Officials</li> <li>• AtHoc: A Division of BlackBerry</li> <li>• Back Watch</li> <li>• Baron, Critical Weather Intelligence</li> <li>• Base Camp Connect</li> <li>• Black Swan Solutions</li> <li>• BOLDplanning, Inc.</li> <li>• Bright White Paper Co.</li> <li>• Buffalo Computer Graphics</li> <li>• California State University - Long Beach</li> <li>• CDC Radiation Studies Branch</li> <li>• Chef Minute Meals, Inc.</li> <li>• CLS America</li> <li>• COBRA/Dynamis Inc.</li> <li>• Commercial Vehicle Safety Alliance</li> <li>• Constant &amp; Associates</li> <li>• CRC Press/Taylor &amp; Francis Group</li> <li>• Crisis Technology Center</li> <li>• Crisis Track</li> </ul> | <ul style="list-style-type: none"> <li>• Cyalume</li> <li>• Deaf Link Inc.</li> <li>• DHS Office for Bombing Prevention</li> <li>• DHS Office of Emergency Communications</li> <li>• Disaster Medical Technologies, LLC</li> <li>• Disaster Resource GUIDE / Emergency Lifeline Corp.</li> <li>• DoD, DLA/ Domestic Preparedness Support Initiative</li> <li>• Domestic Preparedness.com</li> <li>• ELLCAS</li> <li>• Embry-Riddle Aeronautical University</li> <li>• Emergency Communications Network</li> <li>• Emergency Management Accreditation Program (EMAP)</li> <li>• AtHoc: A Division of BlackBerry</li> <li>• Emergency Management Association of Georgia</li> <li>• Emergency Management Institute</li> <li>• Evacu B</li> <li>• Everbridge</li> <li>• Federal Resources</li> <li>• FEMA Hazus</li> <li>• FEMA IPAWS</li> <li>• FirstNet</li> <li>• FLIR Systems</li> <li>• Flood Avert</li> <li>• Forts USA</li> <li>• FoxFury Lighting Solutions</li> <li>• GlobaFone</li> <li>• Globalstar</li> <li>• goTenna</li> <li>• Governor's Hurricane Conference</li> <li>• GP Strategies</li> <li>• Hagerty Consulting</li> <li>• HEPACO, LLC</li> <li>• Hesco Group</li> </ul> | <ul style="list-style-type: none"> <li>• Honeycomb Networks, Inc.</li> <li>• IAEM Book Signing/Store</li> <li>• IBM</li> <li>• IEM, Inc.</li> <li>• IMAAC</li> <li>• ImagIT Recovery Services</li> <li>• Incident Management Training Consortium (IMTC)</li> <li>• Information Technology Disaster Resource Center</li> <li>• Integrated Solutions Consulting</li> <li>• Intermedix</li> <li>• iREV (Resiliency in Energy through Vehicles)</li> <li>• John Jay College of Criminal Justice-Online</li> <li>• Journal of Emergency Management</li> <li>• Knowledge Center Enterprises, LLC</li> <li>• LARRCo</li> <li>• Legal Shield</li> <li>• Leidos</li> <li>• Logical Billing Solutions Inc.</li> <li>• LRAD Corporation</li> <li>• Luxfer HeaterMeals</li> <li>• Mackay Communications, Satellite Solutions</li> <li>• MDI Traffic Control Products</li> <li>• Midland Radio Corporation</li> <li>• Millersville University</li> <li>• National Counterterrorism Center (NCTC)</li> <li>• National Disaster Preparedness Training Center</li> <li>• National Homeland Security Association</li> <li>• National Weather Service</li> <li>• New Light Technologies</li> <li>• Noggin</li> </ul> | <ul style="list-style-type: none"> <li>• Nova Southeastern University</li> <li>• Nusura, Inc./ SimulationDeck LLC</li> <li>• Penn State World Campus</li> <li>• Philadelphia University</li> <li>• Pictometry, an EagleView company</li> <li>• PODS</li> <li>• PrepareSmart, LLC</li> <li>• Previstar</li> <li>• ProPac</li> <li>• Quake Kare/ Emergency Ready</li> <li>• QuickSeries Publishing</li> <li>• Range Global Services</li> <li>• Rave Mobile Safety</li> <li>• Ready America Inc.</li> <li>• Realistic Exercise Developers (RED)</li> <li>• Recovery Planner</li> <li>• Salamander Technologies, LLC</li> <li>• SOS Survival Products</li> <li>• Southern Disaster Recovery</li> <li>• Stephenson Custom Case Company</li> <li>• Sydion, LLC</li> <li>• Texas A&amp;M Engineering Extension Service (TEEX)</li> <li>• The Eagles' Wings Foundation</li> <li>• The George Washington University</li> <li>• The Response Group</li> <li>• The Schneider Corporation (qPublic.net)</li> <li>• Tidal Basin</li> <li>• U.S. Geological Survey</li> <li>• University of Florida</li> <li>• VariPost</li> <li>• Veoci</li> <li>• Verizon</li> <li>• WEL-FAB INC.</li> <li>• Whelen Engineering Co. Inc.</li> <li>• Willand Associates LLC</li> <li>• Willdan Homeland Solutions</li> </ul> |
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## EMEX 2018 Contact Information

**EMEX**  
EMERGENCY MANAGEMENT & HOMELAND SECURITY EXPO  
[www.emex.org](http://www.emex.org)

**EXHIBIT MANAGER:**  
MEHDI STAMBOULI, MSTAMBOULI@ASMII.NET  
TEL: 703-538-1795, EXT. 1708  
FAX: 703-241-5603

**EXHIBIT DIRECTOR:**  
CLAY D. TYERYAR, CAE, CTYERYAR@IAEM.COM

**IAEM**  
International Association of Emergency Managers

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

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**IAEM**  
International Association of Emergency Managers

**66th Annual Conference**  
October 19-24, 2018  
Grand Rapids, Michigan

**2018 Exhibitor Prospectus**

# 66th Annual Conference and EMEX



October 19–24, 2018  
Grand Rapids, Michigan



More than 2,000  
emergency management  
professionals are expected.

## 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

98%

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

85%

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

\*Based on EMEX Attendee Survey

## 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.com/](http://www.iaem.com/) become-affiliate-member to see the additional benefits and sign up.

## Your Company Needs to be Here!

EMEX 2018 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!

## 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 66th Annual Conference.

Book Your Exhibit Space Now!

### Exhibitor Costs

BOOTH FEES: Price per square foot at EMEX 2018

For preferred space, add 5% to the costs listed below for 10' x 10' and 10' x 20' End Caps.

#### STANDARD 10' X 10' BOOTH

100 sq. ft.	=	\$23.00 psf
101–500 sq. ft.	=	\$22.00 psf
501–1000 sq. ft.	=	\$21.00 psf
1001+ sq. ft.	=	\$20.00 psf

### 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. Exhibitor 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.

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

## Maximize Your Organization's Exposure

### Become a Sponsor

Your logo will be listed everywhere from the website to show signage, and even in the IAEM2Go 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 newsletter, the Dispatch

### 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 \$750. Limited availability, presentations take place during dedicated show hours. Contact Kate McClimans for further information, [kmclimans@iaem.com](mailto:kmclimans@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.com/scholarships](http://www.iaem.com/scholarships), Contact Dawn Shiley at [shiley@iaem.com](mailto:shiley@iaem.com) for details.

