

# ACE2024

128<sup>TH</sup> | IAOM ANNUAL CONFERENCE & EXPO

## EXHIBITOR PROSPECTUS



**APRIL 16-18, 2024 | SALT PALACE CONVENTION CENTER | SALT LAKE CITY, UTAH, USA**

**[WWW.IAOM.ORG/ANNUALMEETING](http://WWW.IAOM.ORG/ANNUALMEETING)**





## An Invitation to Exhibit and Sponsor at...**ACE** 2024

Join us for ACE2024 in Salt Lake City, Utah, at the Salt Palace Convention Center. IAOM hosts the world's largest annual gathering of grain milling professionals, bringing together millers at every career stage to discuss latest trends and technology. International leaders in milling will come to learn what innovations and technological advances can benefit them in their work.

### Why Exhibit at IAOM?

It's the world's largest trade show for milling professionals. But, if that's not enough...

It is a profitable investment. Your representatives can squeeze months of sales calls into just two productive days – gaining valuable direct exposure with the decision makers, and forming strong bonds and connections

Hundreds of industry professionals count on the IAOM Expo to stay abreast of the latest trends and technological innovations.

You will reinforce your company image in the minds and practices of industry professionals. As an IAOM exhibitor you will benefit from excellent name recognition among the top milling companies in the world.

As an exhibitor, you have the opportunity to submit a proposal to be considered as a Product Showcase presenter. These select exhibitors discuss and display their innovative product in a spotlighted format. The Product Showcase Spotlight is a high-visibility event, requiring selection by the IAOM Technical Committee at its annual winter meeting. The deadline for proposal submissions is December 1 of the year preceding the conference.

### Traffic Generating Features

Exceptional exhibit hall attractions have been scheduled to increase traffic to your booth.

#### Exhibit Hall Afternoon Reception

Attendees will join the exhibitors for a complimentary reception on Wednesday afternoon.

#### Complimentary Food and Beverages in Exhibit Hall

Lunches and Refreshment Breaks (co-sponsorships available)

#### Refreshment Breaks

By holding regular refreshment breaks on the show floor, IAOM attendees will stay in the exhibition hall, which increases opportunities for lead generation.

#### Raffles and Giveaways

Let IAOM know if you will be conducting any product raffles and/or giveaways. All exhibitors offering giveaways or raffles will be featured in a flyer distributed to all conference attendees. At the end of the show on Thursday, a representative from each participating exhibitor booth will be invited to the microphone on the exhibit floor to announce their raffle prize winner.

## 2023 Exhibitors

These companies exhibited at the Annual Conference & Expo in Minneapolis.

360 Roll Works (320)	Empire AG (706)	KG (507)
4B Components Ltd (535)	Engsko United Milling Systems (526)	NeoSpectra by Si-Ware (323)
AGI (Ag Growth International) (411)	EnviroLogix Inc. (107)	Nestlé Quality Assurance Center Dublin (NQAC) (543)
AGRI-NEO Inc. (506)	Essmueller Co. (438)	Northern Valley Machine (802)
Alapros Makina (709)	FAWEMA (321)	Norvell Company, Inc. (229)
AMVT LLC (423)	FlexSack by ABC Polymer (642)	Ocrim S.p.A. (203)
ASI Industrial (703)	Food Fortification Initiative (TBD)	Ozpolat Grain Processing Technologies (117)
ASM Engineering Consultants LLC (339)	Fortress Technology, Inc. (125)	Painters USA, Inc. (616)
BDI – Bearing Distributors, Inc (129)	FSS Inc. (Fumigation Service & Supply, Inc.) (405)	Pepper Maintenance (522)
BEHN + BATES (Haver + Boecker USA) (431)	GEAPS (TBD)	PerkinElmer (504)
Beyond (A Christianson Company) (603)	Gold Standard Diagnostics (110)	Premier Tech (414)
Blower Engineering, Inc. (303)	Great Western Mfg. Co., Inc. (215)	ProvisionGard Technology (722)
Boss Products, LLC (519)	Green Future Inc. (830)	Puritan Magnetics Inc. (622)
Bratney Companies (309)	Grip Fix America (116)	REPCO (403)
BS&B Pressure Safety Management (221)	Halogen Valve Systems, Inc. (510)	Revtech Process Systems (623)
Buchi Corporation (106)	Halverson Company (605)	Roy Manufacturing (828)
Buhler Inc. (627)	Hebei Pingle Flour Machinery Group Co., LTD (102)	RVI, Inc. (803)
Bulk Conveyors, Inc. (402)	Henry Simon (527)	Saati Americas Corp. (606)
Bunting (421)	Hogenson Construction (636)	Safe-Grain/MaxiTronic (206)
BW Flexible Systems (621)	Hood Packaging (416)	Sangati Berga S.A. (329)
C.W. Brabender (528)	Hulcher Services Inc. (425)	Satake (530)
Carter Day International, Inc. (226)	IFC (Industrial Fumigant Company) (121)	Scherer Inc. (611)
CAT Equipment Co. (729)	IMAS North America (503)	Sefar, Inc. (103)
Central Life Sciences (521)	IMECO (638)	Shuttlewagon (118)
Chantland MHS (523)	Industrial Magnetics, Inc. (614)	Sosland Publishing (607)
Charm Sciences (335)	Intermilling/Kastenmüller (817)	Specialty Industries, Inc (517)
Clear Creek & Associates, Inc. (524)	Interstates (434)	Sunbelt Rentals, Inc. (805)
Codema LLC (420)	Jackson Industrial Construction (826)	Swisca (717)
Columbia/Okura LLC (727)	Keen Project Solutions (723)	Tanis Milling Technologies (827)
Corbion (419)	Kice Industries, Inc. (428)	TMI Coatings (337)
Cordano Packaging / Technipes USA (424)	Knobelsdorff Electric, Inc. (615)	Todd & Sargent, Inc. (618)
CTEC AG (407)	Laidig Systems, Inc. (325)	Trilogy Analytical Laboratory (112)
CV Technology (720)	Lesaffre/Intralix (436)	UPL NA (705)
Degesch America, Inc. (409)	McCormick Construction (315)	VAA, LLC (634)
DEKRA (619)	Meridian Manufacturing (702)	Verbruggen Paletizing Solutions, Inc. (114)
Donaldson Co., Inc. (418)	Midwest Paint Service, Inc. (614)	vibronet-Graef GmbH & Co. KG (508)
Douglas Products (427)	Milling Journal (319)	Vomm Impianti e Processi S.p.A. (520)
Drake Inc. (130)	Molitecnica S.r.l. (111)	Vortex (515)
DT Grain Processing Systems, Inc. (626)	Mollers North America, Inc. (429)	Warrior MFG LLC (317)
EBM Manufacturing (511)	MPI (211)	Wright Group, The (100)
Ecolab Specialty Pest Services (718)	Muehlenchemie GmbH & Co.	Younglove Construction, LLC (537)
Electro-Sensors Inc. (415)		Zaccaria (122)

### What Exhibitors Say

**"As a vendor, I viewed the IAOM meeting as a well run, clean, neat image, and well-marketed event. The program had excellent content. Events like these are critical to our industry because it keeps us all current. To stay professional we must keep current and [IAOM] provided a classy platform to maintain the future success of our industry."**

**"The decisionmakers are here."**

**"This was the best conference I have attended."**

### What Attendees Say

**"The conference helps facilitate knowledge-sharing."**

**"I met new contacts and discussed problems I have with specific vendors to better my operation."**

# EXHIBITOR BENEFITS

The 2024 IAOM Conference & Expo delivers a vehicle for you to fuel your business quickly and effectively. You will benefit from:

- **Over 7 hours of unopposed exhibit time**
- **Unequaled visibility with key decision makers**
- **Invitation to participate in Exhibitor Raffle on the expo floor**
- **Customary breaks, receptions and lunch service for attendees held in the Exhibit Hall**
- **Access to educational sessions and panel presentations**
- **Entitled to exclusive discounts on advertising in IAOM publications**
- **Eligible to apply to present a new product/service during the Product Showcase**
- **Two complimentary full conference registrations for the first booth; one for each additional booth**
- **Conference exhibitor's name and 50-word profile listed on the IAOM website, official conference program, and mobile app**
- **Acknowledgement of conference exhibitors in pre-conference promotional materials**
- **Cost-effective, quality leads and widespread support and exposure**



If your products or services are used by the milling industry, you can't afford to miss this opportunity to be among over 120 exhibitors at the 128th Annual IAOM Conference & Expo! In its depth, diversity, community and vision, the IAOM Conference & Expo is unlike any other.

Hundreds of milling industry professionals are expected to gather in the spring for the IAOM Conference & Expo, allowing exhibitors two productive days to showcase their wares and conduct face-to-face meetings. The open environment allows exhibitors to present hands on demonstrations of products and services to potential customers from around the world.

As an IAOM conference exhibitor, you will be part of a tradition of excellence that is unparalleled. You will reach an international audience representing the top industry leaders from all over the world. Together this group spends millions of dollars annually on products and services. Don't miss this once-a-year opportunity.

You may review the floor plan online at [iaom.expo-genie.com/iaom24/floor-plan-viewer/](https://iaom.expo-genie.com/iaom24/floor-plan-viewer/) to see which booths are available and who could be your neighbor.



# APPLICATION PROCEDURES AND SPACE ASSIGNMENTS

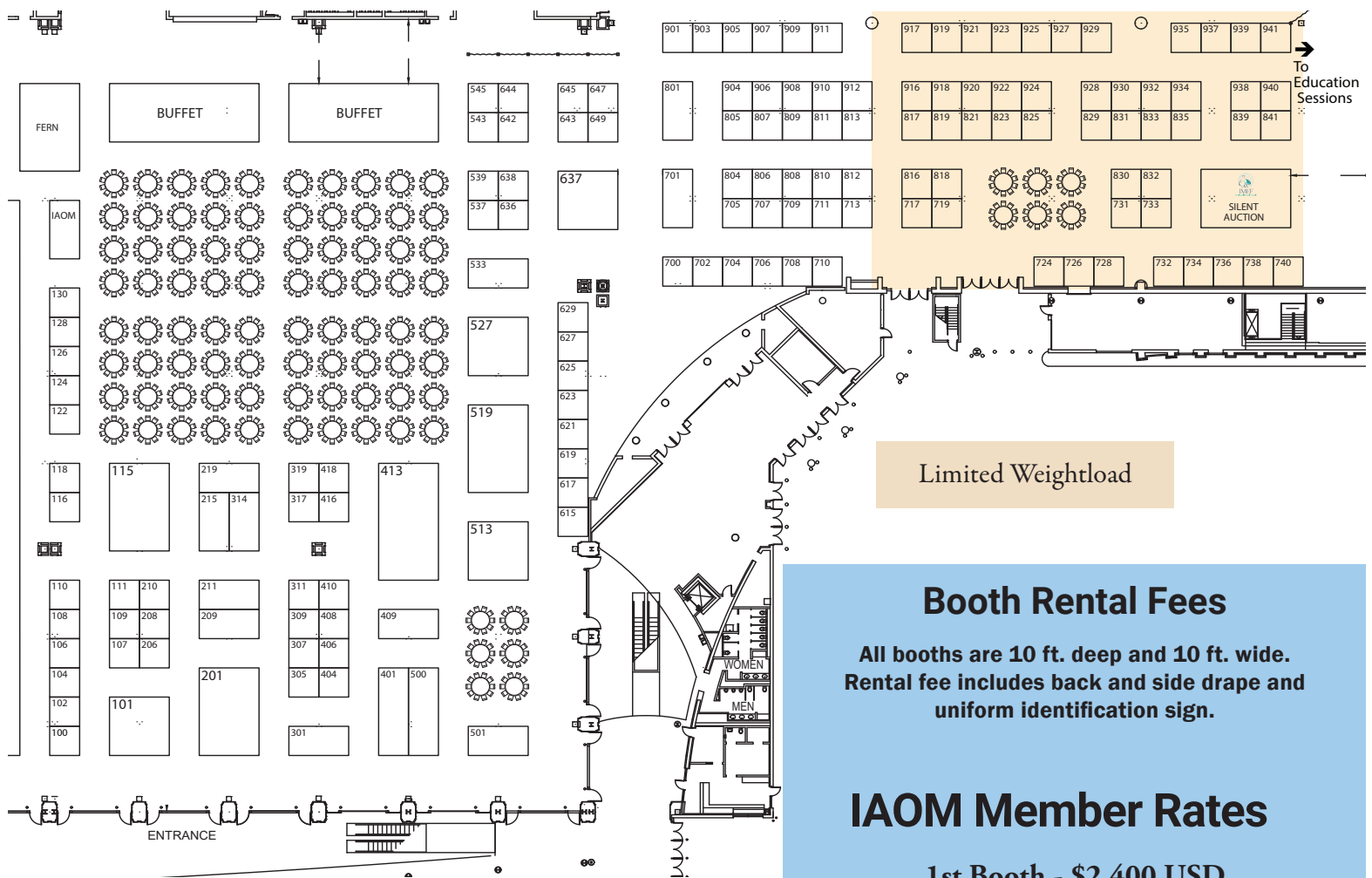
Application for exhibit space must be made in writing and include a completed booth contract. **You may review the floor plan updated in real time online at [iaom.expo-genie.com/iaom24/floor-plan-viewer/](http://iaom.expo-genie.com/iaom24/floor-plan-viewer/) to see which booths are available and who could be your neighbor.** Please indicate on the booth contract three (3) preferred locations for your exhibit.

Participation in the IAOM 2024 Expo is on an invitation-only basis. The Association reserves the right to withhold invitations or decline applications for exhibit space regardless of past participation.

The Association reserves the right to determine the location of booth assignments. Consideration will be given to applicant's participation in prior expositions and the date of receipt of the application in the IAOM office.

Companies should be aware that prime space is typically assigned to companies that have a longer exhibit history. The floor plan has been designed to maximize the amount of exhibit space in conjunction with the Association's own needs on the exhibit floor.

Selections for space may only be made from the spaces that appear on the floor plan. Exhibit space may not be reconfigured without the approval of IAOM. If none of the requested locations are available, space will be assigned based on your indicated preference of



## NonMember Rates

Those exhibitors that do not have an employee who is an IAOM member in good standing will be charged an additional \$150 per booth; or you have the option to become a member.

## Booth Rental Fees

**All booths are 10 ft. deep and 10 ft. wide.  
Rental fee includes back and side drape and  
uniform identification sign.**

## IAOM Member Rates

**1st Booth - \$2,400 USD**

**2nd Booth - \$1,900 USD**

**3rd Booth - \$1,470 USD**

**Additional booth - \$1,260 USD (each)**

**Corner Premium: \$100 per corner for islands  
(4 corners-\$400) and peninsulas (2 corners-\$200)**

# EXHIBITOR CONTRACT

## ACCEPTANCE AS BINDING CONTRACT:

The undersigned exhibitor agrees to rent and occupy \_\_\_\_\_ 10' x 10' (100 sq. ft.) booth(s) as shown on the official floor plan from the IAOM during the 2024 Exposition. The undersigned further agrees to abide by the Rules and Regulations stated on this contract and to pay a rental fee in US dollars of \$ \_\_\_\_\_; at least half as a down payment when this contract is submitted and the remainder on or before January 31, 2024; or the full amount if the contract is submitted after January 31, 2024.

Company Name \_\_\_\_\_ Primary Contact \_\_\_\_\_

Email \_\_\_\_\_ Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip \_\_\_\_\_ Country \_\_\_\_\_ Phone \_\_\_\_\_

Fax \_\_\_\_\_ Website Address \_\_\_\_\_

Signature by Authorized Representative \_\_\_\_\_

Date \_\_\_\_\_

By signature above, the individual signing this contract represents and warrants that he/she is duly authorized to execute this binding contract on behalf of named Exhibitor.

MOBILE APP CONTACT (person who will be on-site to use lead retrieval):

Name: \_\_\_\_\_ Email: \_\_\_\_\_

COMPANY PROFILE: Please attach company profile (260-character limit) as it will appear in the official conference program (if received prior to Jan. 12, 2024) to IAOM at [dme@iaom.org](mailto:dme@iaom.org). IAOM reserves the right to edit any profiles over the stated limit.

NAME OF COMPANY EMPLOYEE WHO IS AN IAOM MEMBER IN GOOD STANDING : \_\_\_\_\_

## BOOTH RENTAL FEES:

### IAOM MEMBER RATES

1st Booth - \$2,400 USD

2nd Booth - \$1,900 USD

3rd Booth - \$1,470 USD

Additional booth - \$1,260 USD (each)

Corner Premium: \$100 per corner for islands

(4 corners-\$400) and peninsulas (2 corners-\$200)

Please indicate your first three booth choices here:

1 \_\_\_\_\_ 2 \_\_\_\_\_ 3 \_\_\_\_\_

The rental fee paid includes back and side drape, and a uniform identification sign.

NONMEMBER RATES: Those exhibitors that do not have an employee who is an IAOM member in good standing will be charged an additional \$150 per booth; or you have the option to become a member.

Please list the company(s) you would NOT want to be near: \_\_\_\_\_

Billing Contact (if different from above): Name \_\_\_\_\_ Phone \_\_\_\_\_

Address: \_\_\_\_\_ City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip \_\_\_\_\_

Country: \_\_\_\_\_ Email \_\_\_\_\_

## METHOD OF PAYMENT:

☐ Check enclosed (Payable to IAOM, US funds only)

☐ Wire Transfer (Contact IAOM for bank details.)

☐ Charge to following credit card:

☐ VISA ☐ MC ☐ Discover ☐ American Express

Card No. \_\_\_\_\_

Expiration Date \_\_\_\_/\_\_\_\_/\_\_\_\_ CVV \_\_\_\_\_ Cardholder Name \_\_\_\_\_

Cardholder Signature \_\_\_\_\_ Date Signed \_\_\_\_\_ Total \$ \_\_\_\_\_

Please mail all checks and a copy of signed contract to:

IAOM

12351 W. 96th Terrace, Suite 100, Lenexa, KS 66215 USA, Fax: +1 913-338-3553

Email: [dme@iaom.org](mailto:dme@iaom.org)

# EXHIBITOR POLICIES

## EXHIBIT TERMS AND CONDITIONS

The following terms and conditions (“Terms and Conditions”) shall govern the use of exhibit space at the 2024 IAOM 128th Annual Conference & Expo to be held at the Salt Palace Convention Center, Salt Lake City, Utah, USA.

### Exhibitor Requirements

To qualify for the IAOM Member Rate, the exhibitor must have an employee who is a member in good standing of the International Association of Operative Millers. Exhibitors that don’t have an employee who is a member of IAOM will pay the nonmember rental rate.

### Exhibit and Display Space

IAOM has a priority system for booth selection based upon a formula that incorporates the number of booths purchased at the previous year’s conference & expo, and the number of continuous years a company has exhibited. Deadlines for booth selections by each group will be established, and the remaining booths will be marketed and offered to the other industry-affiliated businesses once those deadlines have passed.

An Expo floor plan of the booths is a supplement to the contract. IAOM reserves the right to relocate any Exhibitor in space other than that for which the Exhibitor contracted and paid a rental fee, if IAOM determines it is in the best interest of the exposition. However, IAOM will only make a change of location after discussion with the Exhibitor who is being moved. All booth space is sold in increments of 100 square feet (10 feet x 10 feet). Each exhibitor must not erect any display materials over four (4) feet high at the front half of the booth or over eight (8) feet high against the back wall of any in-line booth, which may block the view from the aisle of the adjoining booths, except by special arrangement with IAOM management or its agents.

No subletting or sharing of any part of an Exhibitor’s space is allowed, including subletting to or sharing with distributors or other companies affiliated with the Exhibitor. Affiliated companies may elect adjoining space as long as the selection is in accordance with IAOM’s priority point system however, each affiliated company must sign a separate rental agreement. No rights under this contract may be assigned without IAOM’s written consent. Each exhibitor space includes pipe and drape only. Exhibitor may supply its own tables or display cases provided that all items can fit completely within its designated space, as provided in these Terms and Conditions. Exhibitor is prohibited from displaying any objects or stacking any items in a manner that would present a danger to other persons. Determination of exhibit safety shall be at the sole discretion of the Show Manager.

### Authorized Signature & Deposit Required

**Pre-Sold Booths:** All registrations shall be processed upon receipt of required deposits. Booth spaces that were pre-sold during the 2023 Expo for 2024 will receive a 5% discount on the booth rental as long as a signed contract and the full booth rental fee are received by June 16, 2023. Any pre-sold space that is not contracted and paid in full by June 16, 2023 will be released back to inventory and the company will be contacted in priority point order when general booth sales begin after July 1.

**General Booth Sales:** All registrations shall be processed upon receipt of required deposits. A deposit of 50% of the total booth space is required at

the time the contract is submitted in order to reserve a booth space if the contract is submitted before January 31, 2024. On January 31, 2024 full payment is due for all booths including new booth reservations. Booth assignments shall not be made without IAOM’s receipt of the required deposits, payments and contracts.

Booth requests that have not been paid within two weeks (by either a deposit prior to January 31, 2024 or full payment after January 31, 2024) will be released without notice. IAOM reserves the right to reject any application for any reason. All monies are non-transferable. The cost of booth space is non-negotiable and Exhibitor acknowledges and agrees by signing these Terms and Conditions that it will be responsible for the payment of any balance due. Applications for exhibit space shall not be processed without being signed. Access to exhibit and display space shall be contingent upon the signing of these Terms and Conditions and their acceptance by IAOM, along with payment of all applicable fees. New contracts will not be honored until all past due invoices with IAOM have been paid.

### Rules and Regulations

The 2024 IAOM Annual Conference & Expo shall be held at the Salt Palace Convention Center (the “Convention Center”). Exhibitor agrees to comply with the rules and regulations of the Convention Center. Exhibitor shall observe and abide by the terms and conditions and such other rules and regulations that IAOM may adopt from time to time. All booths must be completely setup during designated setup times prior to the show. Setup times shall be on Tuesday from 8 a.m. to 10 a.m. for companies that have 3 or more 10’x10’ booth spaces and 10 a.m. to 4:30 p.m. for all companies. Exhibitor is expected to conduct business in the exhibit hall during the published show hours of operation. Companies who tear down their booth prior to the end of the show hours will lose all priority points for the next year’s expo. Exhibitor assumes all responsibility for compliance with all pertinent ordinances, regulations and codes of duly authorized local, state and federal governing authorities (including local electrical codes). Exhibitor further agrees to abide by and comply with rules and regulations concerning local unions or other authorized contractors. Exhibitor agrees to comply with all Americans with Disabilities Act accessibility requirements.

Exhibitor may not cause harm or defame other exhibiting manufacturers’ exhibits, persons, products or reputation during the trade show. Exhibitors who do not abide by these rules will be escorted out of the exhibit halls and will be ineligible to register for future shows with IAOM. Exhibitors escorted out of the exhibit halls due to violation of this provision shall be considered to have forfeited all monies paid to IAOM in connection with the IAOM Annual Conference & Expo.

### Good Neighbor Policy

Exhibitor and its representatives may not solicit business or perform demonstrations outside their own designated booth space, including but not limited to exhibit hall aisles, foyer or concourse areas, other exhibitors’ booth locations. All activities of Exhibitor and Exhibitor’s employees, including but not limited to, product demonstrations or presentations,

# EXHIBITOR POLICIES

## EXHIBIT TERMS AND CONDITIONS

literature distribution, and sales lead generation, shall take place only within the perimeter of their assigned Exhibit Space and shall not obstruct aisle ways, infringe upon the space or rights of other exhibitors or visitors, or be disruptive in any way.

Any Exhibitor using audio or video content for any purpose hereby represents and warrants that such content shall be appropriate for a general audience and agrees to refrain from using content that may be considered offensive. IAOM reserves the right to restrict or remove exhibits that, in IAOM's sole opinion, become objectionable or detract from the character of the Expo as a whole. IAOM is not liable for refunds, rentals or any expenses incurred in the removal of such displays. Exhibitor shall not sponsor group functions that conflict with any official part of the IAOM program and shall not display literature in any location outside the Exhibit Space, except as approved in advance by IAOM.

### Signs and Advertising

Exhibitor shall ensure that all exhibits, displays and signage are professional in appearance and appropriate in content. No signs may be displayed on persons or otherwise outside the exhibit space.

Distribution by Exhibitor of any printed matter, samples, or other articles shall be restricted to the rented booth space. Exhibitor further agrees that it shall not endorse, promote, participate in, or otherwise advertise any other trade show or venue during the IAOM Annual Conference & Expo show dates, setup dates or teardown dates without the written approval of IAOM. Violation of this policy will result in immediate loss of booth space at the 2024 show and forfeiture of all monies paid for said booth space as well as appropriate damages to IAOM and other exhibitors.

IAOM may remove any person during the show who IAOM believes is disrupting or obstructing proper operation and management of the show.

### Exhibit Requirements

Exhibitor's booth(s) may not block any aisles in the exhibit hall, unless approved in advance by both IAOM and the Fire Marshal. There are only certain areas within the exhibit hall where the blocking of aisles shall be permitted. In addition, show policies concerning the "blocking of the line of vision" to neighboring booths shall be strictly enforced. Exhibits must remain intact until the scheduled conclusion of the show, as such time is established by IAOM.

### Care of Building and Equipment

Exhibitor will not place any refuse or any material which will endanger public safety or cause inconvenience to other exhibitors on the floor during exhibit hours. Exhibitor and its agents shall not injure or deface the walls or floors of the Convention Center, the booths, or the equipment of the booths. When such damage occurs, Exhibitor is liable to the owner of the property so damaged. Exhibitor agrees to pay IAOM for any damages resulting from any act or negligence in such sum as may be necessary to restore the premises to their original condition.

### Decorum

Exhibitors will display only products or services directly applicable to the grain milling industry. IAOM reserves the right to prohibit or remove

display material, which in IAOM's judgment detracts from the expo. IAOM reserves the right to restrict any exhibit, which, due to noise or other reason, is objectionable to IAOM. IAOM also reserves the right to prevent any Exhibitor from displaying beyond the bounds of the Exhibitor's rented exhibit space, either inside or outside the exposition facility. Exhibitor must have its exhibit and display spaces ready to open ten minutes prior to the published opening of the IAOM Annual Conference & Expo each day and must coordinate staffing to ensure coverage though all published hours on a daily basis.

### Exhibitor Badges

Exhibitor and its officers, agents, employees or other representatives shall obtain badges from the IAOM Annual Conference & Expo registration desk and wear the badges while in the show at all times. Separate wristbands/badges shall be issued to setup/takedown employees being used for the express purpose of setting up and/or tearing down exhibits and these wristbands/badges shall only be valid during the designated setup and teardown hours of the show.

### Expo Regulations

Exhibitor use of motorized equipment and forklifts is not permitted. IAOM's designated General Services Contractor will control access to the loading docks in order to provide a safe and orderly move in/move out. No pets or animals, except for animals to assist handicapped people, are allowed into the IAOM Expo without prior written permission from IAOM. An IAOM Conference & Expo registration badge must be worn by all persons entering the Expo.

### Music

Exhibitor is solely responsible for compliance with all copyright laws with respect to the performance of broadcast or live or recorded music during or in connection with the show.

### Removal of Merchandise

Exhibitor is responsible for the removal of its entire display, including without limitations, walls, floors and furniture during the designated dismantling hours as shall be determined by IAOM. Exhibitor should make certain removal is completed by its employees or other authorized agents. IAOM shall not be liable for unauthorized removal of articles, merchandise, equipment, displays or other property. Merchandise left after the conclusion of the dismantling hours is subject to disposal. IAOM shall not be responsible for any damage or injury to disposed items. No merchandise may be removed during show hours except as approved by show management.

### Photography

The taking of photographs or video images of booths or equipment not belonging to same Exhibitor in the exhibit hall or meeting rooms of the Convention Center is expressly prohibited without the prior written consent of IAOM. A professional photographer is available for exhibitors' booth needs by appointment and on a firstcome first-serve basis. Confirmed Media are hereby automatically granted consent by IAOM to take photographs.



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Violation of this policy may result in immediate loss of booth space at the 2024 show and forfeiture of all monies paid for said booth space, and will be ineligible to register for future IAOM shows.

### Insurance

Exhibitor and its contractor(s) shall maintain Comprehensive General Liability Insurance and Personal Injury Coverage at their sole cost and expense for all of its activities at the show and shall have IAOM and any party designated by IAOM named as additional insured's on all such policies. Additional insureds should be listed as International Association of Operative Millers, ASM Global/SMG/Salt Palace Convention Center and Salt Lake County. General Liability insurance coverage must be at a minimum one million (\$1,000,000) dollars per occurrence, two million (\$2,000,000) dollars aggregate.

Please do not include automotive insurance unless you are planning to have an automobile as part of your booth exhibit. Exhibitor and its contractor(s) shall also maintain, at their sole cost and expense, Workers Compensation Insurance for employees participating in the show, as required by law. Evidence of insurance coverage in the form of a valid Certificate of Insurance specifying the limits of liability must be provided to the IAOM office 90 days prior to the show. Exhibitor may be prohibited from participation in the show if the certificate has not been obtained and presented to show management.

Certificate Holder should be listed as:

International Association of Operative Millers (IAOM)  
Attn: Director of Meetings & Exhibitions  
12351 W. 96th Terrace, Suite 100  
Lenexa, KS 66215

Description of Operations: International Association of Operative Millers (IAOM), ASM Global/SMG/Salt Palace Convention Center & Salt Lake County and their respective members, officers, directors, agents and employees are named as additional insureds with respect to the insured's exhibit at the IAOM Annual Conference occurring April 15 – April 19, 2024.

### Hazardous Materials

IAOM Annual Conference & Expo prohibits Exhibitor from bringing any exhibit(s), equipment, vehicle(s) or material(s) into the exhibit space if IAOM determines that such is dangerous to persons, property or any part of the exhibit space or building. IAOM shall not be responsible for termination or interruption of any program or event arising from information possessed or threat received by IAOM concerning an imminent danger to any part of the building or any of its occupants except as provided in the rules and regulations of the Convention Center.

### Cancellation Policies

Exhibit space costs must be paid in full in accordance with the specified payment deadlines. IAOM may cancel this contract without refund to Exhibitor and may re-assign any exhibit space upon failure of Exhibitor to make payments as required hereby, to abide by the Terms

and Conditions or other rules and regulations as provided, or to claim its assigned exhibit space prior to the opening of the show.

If the show or any part thereof is prevented from being held, is canceled by IAOM, or the exhibit space applied for herein becomes unavailable because of war, fire, strike, government regulations, facility construction, public catastrophe, acts of God, acts of terrorism, the public enemy or any other cause, IAOM shall determine and refund to exhibitors their proportionate share of the balance of the aggregate exhibit fee received, if any, which remains after deducting expenses incurred by IAOM, but in no case shall the amount of refund to any one exhibitor exceed the amount of the exhibit fee paid.

### Refunds

It is understood between IAOM and the exhibitor that any cancellation of this space contract must be submitted to IAOM in writing.

- If cancellation is made on or before December 1, 2023, 10% of the total exhibit fee space will be kept by IAOM.
- Between December 2, 2023 and January 1, 2024, the exhibitor will be liable for 50% of the total exhibit space reserved.
- Between January 2 and January 31, 2024, the exhibitor will be liable for 75% of the total exhibit space reserved.
- After January 31, 2024, the exhibitor will be liable for 100% of the total exhibit space reserved. A 100% cancellation fee will be charged after January 31, 2024.

### Downsizing

A fee of 50% of the difference between the cost of the original total exhibition fee and the downsized exhibition fee will be charged on any approved downsizing between January 1 and February 29, 2024. The fee increases to 100% of the difference after February 29, 2024. The above downsizing fees shall be in addition to the actual cost of the downsized exhibition fee.

### Privacy & Security

While the Convention Center and/or IAOM may provide periodic security service, IAOM does not accept responsibility for lost, damaged, or stolen articles. Exhibitor agrees that IAOM is not liable for anything the Convention Center's security service, if any, does or fails to do. This includes, but is not limited to, damage, theft or loss sustained by Exhibitor's exhibits.

Please refer any questions you may have to an on-site General Service Contractor employee.

# EXHIBITOR RAFFLE

Exhibitors should plan to take advantage of the Exhibitor Raffle at the 2024 Conference & Expo in Salt Lake City, Utah. We would like to invite all exhibitors to announce the winners of their raffles and giveaways at the end of the expo on Thursday, April 18.

We encourage all of our exhibitors to conduct a raffle. The size or amount of the raffle prize is less important than having as many exhibitors as possible participate in the process. Raffle prizes can be anything from goods or services that you provide, to sporting event tickets, gift certificates, baskets of (fruit, coffee, etc.)..., you get the idea.

The rules are relatively simple:

1. You supply the raffle prize and bring it with you to the Expo.
2. You collect the business cards or entry forms used to identify potential winners.
3. Exhibitors may not enter other exhibitors' raffles.
4. The drawing must be held at the conclusion of the Expo, in full view of the participants and the winner must be an active IAOM member registered for the Conference AND be present in order to win the prize.

As the show comes to an end on Thursday, we will begin inviting exhibitors who have raffle prizes to the microphone. Exhibitors will be identified and thanked for their participation in the Expo. The exhibitor representative will draw the winning name in full view of the participants and award the raffle prize to the winner. In the event that the winner is not present, successive names will be drawn until a winner is found.

Immediately following the Exhibitor raffles, we will draw for the Expo Grand Prize of \$500!

The Exhibitor Raffle and the Grand Prize Expo drawings are key to holding the crowd through the end of the Expo. Please participate at whatever level you can.

If you would like to participate in the 2024 Exhibitor Raffle, please send the following information to IAOM **by Feb. 1, 2024**, at IAOM: by email: [dme@iaom.org](mailto:dme@iaom.org) or fax: 913-338-3553.



Exhibitor: \_\_\_\_\_

Booth number: \_\_\_\_\_

Raffle Prize/Giveaway: \_\_\_\_\_

Contact person: \_\_\_\_\_

Contact at the show: \_\_\_\_\_



# SPONSORSHIP PROSPECTUS



The 128th Annual IAOM Conference & Expo offers a variety of lucrative and rewarding opportunities to increase your organization's exposure and introduce you to enthusiastic industry professionals.

The sponsorship and exhibit options available to you are among the most cost-effective and profitable branding programs in the industry, all created to help you get your message in front of well-qualified prospects and decision-makers.

Whether you're a first-time sponsor or an experienced exhibitor, this Prospectus will help get you started by providing tangible benefits designed to assist you in developing new contacts, generating leads and achieving your marketing and sales objectives.

Our conference is an excellent opportunity to raise the awareness for your organization. Promoting your business brand and expertise via one of our customized sponsorship solutions is a compelling way to raise your organization's profile and to help you meet and talk to the people who will ensure the success of your business.

Enhance your company's presence at IAOM's 128th Annual Conference & Expo and beyond by taking advantage of the many sponsorship opportunities available.

We are planning for approximately 800-1,000 highly qualified professionals from around the world to participate in the educational sessions and networking events over the course of the two-day conference.

## SHOWCASE YOUR PRODUCTS

The IAOM Annual Conference offers two distinct ways to showcase your products and services and help you interact with attendees. They include:

- Capitalizing on the opportunity to exhibit in the Expo Hall
- Investing in one or more of the high-profile, comprehensive sponsorship opportunities. Your level of investment will determine your qualifications in either a Platinum, Gold, Silver, Bronze or General category of the conference recognition.



# SPONSORSHIP BENEFITS

The following benefits will be granted based on cumulative totals of a company's sponsorship package(s) during the IAOM Conference & Expo.

Benefits	Platinum ≥\$20k	Gold \$10k-\$20k	Silver \$5k-\$10k	Bronze \$1k-\$5k	General \$250-\$1k
Sponsor Ribbon	◆	◆	◆	◆	◆
Recognition on prominent areas of conference website including level of sponsorship	◆	◆	◆	◆	◆
Signage during sponsored events*	◆	◆	◆	◆	◆
Recognition at sponsored events	◆	◆	◆	◆	
Recognition in pre-conference email with link to company website	◆	◆	◆		
Place market materials at sponsored event or activity	◆	◆	◆		
Complimentary registration	2	1			
Recognition in social media promotions. Twitter, Facebook and mention in IAOM Podcast -Conference edition*	◆	◆			
1 full-page ad in <i>International Miller</i> magazine	◆	◆			
1 e-mail sent to registered attendees at early bird registration deadline on behalf of company**	◆				

## FEBRUARY 1, 2024

is the deadline to submit sponsor and/or exhibitor application, payment and company logo to ensure full recognition.

For more details, visit:  
[iaom.org/annualmeeting](http://iaom.org/annualmeeting).

Note: Benefits may be subject to charge-based on availability or circumstances outside of IAOM's control.

\*size, prominence and placement will be a feature of sponsorship level.

\*\*Requires pre-approval by IAOM.

# SPONSORSHIP OPPORTUNITIES

IAOM invites you to build a total package from the following list that meets your marketing goals. Inquiries about or proposals for developing unique, customized packages are also welcome.

**Note:** Opportunities are available on a first-come, first-served basis, so please make your selection early! Fully sponsored items enjoy First Right of Refusal the following year.

## Questions?

Contact IAOM

dme@iaom.org

+1 913-338-3377



### Registrant Lanyard Sponsorship - SOLD

Be the organization to have your logo on the official IAOM conference badge lanyard! Each delegate will receive a name badge lanyard when they check in at registration. Lanyards will be highly visible as attendees must wear a badge to enter all sessions and functions.

### Hotel Room Keys - SOLD

Expand your reach beyond the show floor and into the headquarter hotel. What better way to give your company exposure to IAOM Annual Conference attendees? Your message will appear on the hotel room keys for the headquarter hotel – the official residence of IAOM conference attendees.

### IAOM Official Program Sponsorship

By placing your company's message in the Official Conference Program for the 2024 Conference & Expo, you will gain instant recognition for your company. This booklet is the roadmap for conference attendees – every activity, session, and event is listed in this informative program guide. Front and back covers are full-color, individual interior pages are black and white.

- Back cover, four-color - SOLD
- Inside front cover and Inside back cover (four-color) - \$1,000
- Individual pages (black & white) - \$750

### Conference Hat/Visor - SOLD

There's no better way to top off your golfing ensemble than with our conference cap. Your logo will be captured in a unique design on the side of the hat. It will be distributed in the conference registration packets to all registered attendees. Hat style to be determined.

### Board of Directors Meeting Luncheon - SOLD

The IAOM board of directors meets each year before the conference officially opens to review the strategic goals, vision and mission of the Association. As a sponsor, your company would have the opportunity to meet with milling industry leaders from around the world.

### Combined Committees Luncheon - SOLD

IAOM's committee members will meet to review and design the strategic goals for each of their respective committees. As a sponsor, your company would have the opportunity to meet with all of the committee leaders at once.

### Board and Committee Breaks - \$2,000

Directly support the work of the IAOM board and committees and keep your company top of mind during their breaks.

### Pre-conference Reception - SOLD

Take the opportunity to be the first to greet conference attendees on the eve of the opening day. The atmosphere will be filled with excitement as attendees catch up with their colleagues and make new contacts.

### Expo Floor Drawing - SOLD

Everyone loves to win a prize. Here's your chance to make sure your company is associated in the minds of all of the attendees with winning. A representative from your company will announce and present a cash certificate to the lucky winner who is drawn.

### Lunch in Exhibit Hall - \$1,500 co-sponsorships available

Lunch will be served in the exhibit hall and will be open to all attendees and exhibitors. This is a great opportunity to increase your company's visibility with table tents at each serving table, and your company name and logo on all signage.

### Audio-Visual Equipment - \$1,000 co-sponsorships available

The audio-visual equipment is used for all conference sessions. Make sure that your company's message is the first image attendees see on screen when they enter the room.

### On-Time Award Drawings - SOLD

Prior to the opening of all sessions, your company has the opportunity to hold award drawings for cash prizes to attendees. Your representatives will present the prizes to winners on site.

### Annual IMEF Breakfast with Keynote Speaker

\$5,000 (Exclusive) or \$1,500 (co-sponsorships)

All attendees will be at the event's general session on Wednesday morning for the keynote address, featuring an industry leader's perspective on a contemporary milling issue. An exclusive sponsor will receive a reserved table in the front of the room, have table tents on each table, company message (limit of 10 slides) on screen, and recognition at the breakfast. Co-sponsors will have reserved tables at the front of the room, with table tents at the tables and recognition at the breakfast.

# SPONSORSHIP OPPORTUNITIES

## **Annual Meeting Breakfast - \$2,500** (co-sponsor)

Every conference delegate will see your name and/or logo on each of the tables at the opening breakfast on Thursday morning.

## **Refreshment Breaks**

These 30-minute breaks provide much needed reprieves for attendees between sessions on the exhibit floor. Your company's logo and name will appear on signage at break stations.

### **Wednesday Morning Refreshment Break - \$2,500**

### **Wednesday Afternoon Refreshment Break - \$2,500**

### **Thursday Morning Refreshment Break - \$2,500**

### **Thursday Afternoon Ice Cream Break - SOLD**

## **Wednesday Afternoon Reception in the Exhibit Hall - \$10,000**

This premier networking event will be held on the first afternoon of the conference for all attendees, making it the perfect opportunity to increase your company's visibility early, so they are talking about you throughout the conference.

## **Convention Center Wi-Fi - \$7,000**

Provide IAOM participants with the convenience of wireless internet at the show! Wi-Fi login instructions with sponsor recognition in printed program and mailed to all pre-registered attendees and distributed on-site.

## **Grand Prize Raffle Drawing - SOLD**

Help make sure that there is a good reason for attendees to stay in the Expo Hall on Thursday after lunch - be the sponsor of the \$500 Grand Prize Raffle. Your company will be associated with the largest cash award and last raffle drawing of the day. Everyone will be sure to stay in order to get the chance to win this terrific prize!

## **Pre-Banquet Reception - SOLD**

Be the host of the final conference event open to all registered attendees by sponsoring the pre-banquet reception. Held immediately before the banquet, this is often the last gathering people attend before the conference concludes until the next year.

## **President's Reception Sponsor - \$5,000**

This is your chance to network with current and past IAOM leadership at an invitation-only reception for the board of directors, committee chairs, past presidents and spouses. Your company's name and logo will appear on signage for the event and in the final conference program.

## **Questions?**

### **Contact IAOM**

**dme@iaom.org**

**+1 913-338-3377**



## **Annual Banquet Dinner Music Sponsor - SOLD**

The IAOM Annual Banquet is the final official event of the 2024 IAOM Annual Conference & Expo and it is your chance to leave a lasting impression attendees will take with them until the next Annual Conference. Your company will have a reserved table at the front of the room and signage at each table.

## **Annual Awards Banquet Takeaway - SOLD**

By sponsoring the takeaway (which could be a chocolate bar with your company's logo), you will provide a sweet ending to the evening and the conference in general.

**Don't see the opportunity that's right for you?**

**Contact us for a tailor-made proposal that meets your wishes and budget.**





# SPONSORSHIP RESERVATION FORM

Available on a first-come, first-served basis. All sponsorship payments must be paid by check, credit card or wire transfer only.  
Full payment is due at time of reservation.

**Send electronic format (high-resolution) of company logo to [dme@iaom.org](mailto:dme@iaom.org) by February 1, 2024**

- |   |   |
|---|---|
| <input type="checkbox"/> Registrant Lanyard                                     | <input type="checkbox"/> Wednesday Morning Break                    |
| <input type="checkbox"/> Hotel Room Keys  | <input type="checkbox"/> Wednesday Afternoon Break                  |
| <input type="checkbox"/> Official Program                                       | <input type="checkbox"/> Thursday Morning Break                     |
| <input type="checkbox"/> Back Cover <input type="checkbox"/> Front Inside Cover | <input type="checkbox"/> Thursday Afternoon Ice Cream Break         |
| <input type="checkbox"/> Back Inside Cover (all cover ads are color)            | <input type="checkbox"/> Afternoon Reception in the Exhibit Hall    |
| <input type="checkbox"/> Interior Page (black & white)                          | <input type="checkbox"/> IMEF Annual Breakfast with Keynote Speaker |
| <input type="checkbox"/> Conference Hat/Visors                                  | <input type="checkbox"/> Pre-banquet Reception                      |
| <input type="checkbox"/> Board of Directors Meeting Luncheon                    | <input type="checkbox"/> Annual Banquet Entertainment Sponsor       |
| <input type="checkbox"/> Board and Committee Breaks                             | <input type="checkbox"/> Annual Banquet Dinner Music Sponsor        |
| <input type="checkbox"/> Combined Committees Luncheon                           | <input type="checkbox"/> Annual Awards Banquet Takeaway             |
| <input type="checkbox"/> Pre-conference Reception                               | <input type="checkbox"/> Convention Center Wi-Fi                    |
| <input type="checkbox"/> Expo Floor Drawing                                     | <input type="checkbox"/> Tailor-made option: _____                  |
| <input type="checkbox"/> Lunch in Exhibit Hall (Day 1)                          |   |
| <input type="checkbox"/> Lunch in Exhibit Hall (Day 2)                          |   |
| <input type="checkbox"/> Audio-Visual Equipment                                 |   |
| <input type="checkbox"/> Grand Prize Raffle Drawing                             |   |
| <input type="checkbox"/> On-Time Award Drawings                                 |   |
| <input type="checkbox"/> Annual Meeting Breakfast                               |   |

## ACCEPTANCE AS BINDING CONTRACT:

Company Name \_\_\_\_\_

Contact \_\_\_\_\_ Email \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip \_\_\_\_\_ Phone \_\_\_\_\_

Fax \_\_\_\_\_ Website Address \_\_\_\_\_

Signature by Authorized Representative \_\_\_\_\_ Date \_\_\_\_\_

By signature above, the individual signing this contract represents and warrants that he/she is duly authorized to execute this binding contract on behalf of named Sponsor.

On-site Company Representative \_\_\_\_\_

## METHOD OF PAYMENT:

- |  |   |
|--|---|
| <input type="checkbox"/> Check enclosed (Payable to IAOM, US funds only)   | <input type="checkbox"/> Wire Transfer - Contact IAOM for bank details. |
| <input type="checkbox"/> Charge to following credit card:  |   |
| <input type="checkbox"/> VISA <input type="checkbox"/> M/C <input type="checkbox"/> Discover <input type="checkbox"/> American Express |   |

Card No. \_\_\_\_\_ Expiration Date \_\_\_\_/\_\_\_\_/\_\_\_\_ CVV \_\_\_\_\_

Cardholder Name \_\_\_\_\_

Date \_\_\_\_\_

Cardholder Signature \_\_\_\_\_

Total \$ \_\_\_\_\_

**Payment is due with Reservation Form.**

**Please mail all checks and a copy of signed contract to:**

**IAOM**  
12351 W. 96th Terrace, Suite 100  
Lenexa, KS 66215, USA  
[dme@iaom.org](mailto:dme@iaom.org) or Fax: +1 913-338-3553