

*Please join us at our annual...*



# FOCUS SUPPLIERS' EXHIBITION™

leadership and vision for over 55 years

Rhode Island  
Convention Center

1 Sabin Street  
Providence, Rhode Island,  
USA

**NOV.**  
**7<sup>th</sup> - 10<sup>th</sup>**

The 59<sup>th</sup> IWCS/IICIT Conference™, Focus Suppliers' Exhibition,

is an outstanding venue for suppliers of the wire and cable industry to present their latest products and technology...

The IWCS/IICIT Conference™ draws more than one thousand key managers and engineers from the wire and cable and connectivity industries who participate in the technical program as well as visit the exhibition. These visitors hail from all over the U.S. and from more than 30 other countries. The objectives of The IWCS/IICIT Conference™ are to promote and address the latest trends in technologies for communications, data, networking, power, aerospace/automotive and other applications, and to provide a networking opportunity for industry participants.

The IWCS/IICIT Conference™ also includes a New Products session where the latest product developments are showcased by the exhibitors. The Exhibition is positioned so that the traffic from the entire conference is encouraged to visit. Prime exhibition space is going fast. Many of the exhibitors from the 2009 event have already committed to space for 2010. The IWCS/IICIT Conference™ and Focus Suppliers' Exhibition™ is organized by the International Wire and Cable Symposium, Inc. (IWCS), headquartered in Eatontown, New Jersey.

## EXHIBITING AT THE 2010 FOCUS SUPPLIERS' EXHIBITION

**Each IWCS Exhibitor with 10' x 10" space receives the following:**

- **Pipe and drape, skirted table, chairs, wastebasket**
- **Two "Booth Passes" for personnel**
- **Two "IWCS Technical Symposium Passes"**
- **Two digital copies of the Conference Proceedings**
- **Free listing in the Suppliers Directory**
- **Free listing in Conference Brochure and at [www.iwcs.org](http://www.iwcs.org)**
- **Hospitality Reception in the Exhibit Hall**
- **Exclusive access to present new technology in the IWCS New Product Presentation Session**



Exhibitors that purchase a double booth (10' x 20') receive an extra skirted table & chair set, four Conference passes and four digital copies of the Conference Proceedings.

## EXHIBIT FEES

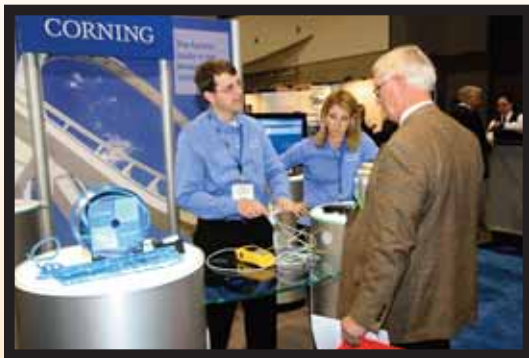
**Single or double exhibitor packages are available at\*:**

- **\$2,700 per 10' x 10' booth**
- **\$5,000 per 10' x 20' booth**

\*International Wire & Cable Symposium, Inc. is a non-profit organization. The purchase of a booth in the exhibition supports wire and cable industry research and development by helping sustain the IWCS and its annual IWCS Conference™.

# ABOUT THE IWCS, INC. AND THE IWCS/IICIT CONFERENCE™

We are The International Wire & Cable Symposium, Inc., a nonprofit organization whose mission is to provide a forum for the exchange of information among suppliers, manufacturers, and users on advancements in materials, processes and products for transmission systems of voice, data, video signal and electrical current. The IWCS/IICIT Conference™ is organized by the IWCS, in cooperation with the IICIT, and it contains five major components: The Technical Symposium, a Suppliers' Exhibition, Professional Development Courses, Executive Track, and Plenary Session. Held annually in November, IWCS continuously proves to be the world's premiere venue for the presentation of new and original wire and cable technologies and trends related to designing, manufacturing, processing and using products in the communications, data, electronics, power, industrial, automotive/aerospace and specialty wire and cable segments.



## SAVE THE DATE

The 59<sup>th</sup> IWCS Conference™ and Symposium will take place in 2010 at the Rhode Island Convention Center in Providence, Rhode Island.

Exhibit set-up will take place on November 8th from 6:00 AM until 12:00 PM with exhibit hours (tentative) as follows:

November 8<sup>th</sup> - Exhibits Open/Reception  
1:30 PM to 6:00 PM

November 9<sup>th</sup> - Exhibits Open  
10:00 AM to 6:00 PM

November 10<sup>th</sup> - Exhibits Open  
9:00 AM to 12:00 PM

## IWCS FOCUS SUPPLIERS' EXHIBITION™ SALES MGMT

In 2010, sales for the IWCS, Focus Suppliers' Exhibition™ are managed by Doug and Ray Zirkle, Billingslea & Zirkle, Inc., Phone: 1.800.688.1698; Fax: 1.203.743.4810, Email: dzirkle@bzsales.com. All invoicing and account management is handled directly by IWCS, Inc., Email: phudak@iwcs.org

Wire & Cable Technology International will publish the 2010 Official Directory of the Focus Suppliers' Exhibition™ which contains exhibitor listings, descriptions, a product directory, product showcases, company logos and advertisements. For the exhibit directory or the magazine, contact VP of Sales: Tom Hutchinson, Email: tlh@wiretech.com; Editor: Mike McNulty, Email: mcnulty@wiretech.com

# 2009 IWCS EXHIBITORS LIST

3N International, Inc.....	219	Lloyd & Bouvier, Inc.....	216
AESA Cortaillod.....	116	Longvision (Shanghai) Cable Materials Co., Ltd.....	512
AKSH Optifibre Ltd.....	402	Madem Reels USA, Inc.....	519
AlphaGary Corp.....	104	Maillefer SA.....	307
Alternative Rubber & Plastics, Inc.....	220	MGS Manufacturing Inc.....	120
Amaral Automation.....	300	Miltec UV.....	409
American & Efird, Inc.....	206	Nabaltec AG.....	207
ASI/Silica Machinery, LLC.....	205	NEPTCO.....	100
Beta LaserMike.....	319	OFS.....	105
Boockmann GmbH.....	406	OptEM Engineering, Inc.....	209
Borealis Compounds Inc.....	321	PE.fiberoptics.....	109
Boxy Group / Mossberg Associates Inc.....	320	Photon Kenetics, Inc.....	221
Breen Color Concentrates, Inc.....	504	Pittsfield Plastics Engineering, Inc.....	128
Caballe, SA.....	114	Plastomer Technologies.....	506
Cable Components Group, LLC.....	213	Plumettaz S.A.....	608
Carris Reels, Inc.....	312	PolyOne Corp.....	106
Cary Compounds, LLC.....	123	PrintSafe.....	107
Ceramo Inc.....	228	REELEX Packaging Solutions, Inc.....	500
CERSA-MCI.....	301	Rio Tinto Minerals.....	400
Chengdu Centran Industrial Co., Ltd.....	305	Rosendahl Nextron Technologies.....	407
Cincinnati Thermal Spray.....	129	S&E Specialty Polymers Toner Plastics.....	602
Coats North America.....	322	Saint-Gobain Performance Plastics Corp.....	601
COIM USA, Inc.....	620	Shanghai WangXun New Material Co Ltd.....	503
Commission Brokers, Inc.....	212	Shenzhen Delifeng Trading Company Ltd.....	507
Conneaut Industries, Inc.....	214	Shenzhen UNIGEL Telecommunication Co. Ltd.....	403
Corning Optical Fiber.....	309	Sikora International Corp.....	110
CRU North America Inc.....	117	SMEETS / LOYPOS.....	223
Daikin America, Inc.....	515	Solvay Solexis.....	401
DeWal Industires, Inc.....	204	Sonoco Products Co.....	200
Draka Comteq Optical Fibre.....	509	SSCP USA.....	304
DSM Desotech, Inc.....	101	T & T Marketing, Inc.....	122
Fiber-Line, Inc.....	119	Teijin Aramid USA, Inc.....	419
Fil-Tec, Inc.....	518	Teknor Apex Company.....	412
Fusion UV Systems, Inc.....	404	Tekstilna Tovarna Okroglica.....	405
Gauder Group, Inc.....	517	Tensor Machinery, Ltd.....	508
Geca-Tapes (Nordlys SAS).....	325	The Dow Chemical Co.....	113
Gem Gravure Company, Inc.....	607	The George Evans Corp.....	612
Guill Tool & Engineering.....	408	The Stewart Group.....	418
Indore Composite Pvt Ltd.....	422	Thermoplastics Engineering Corp.....	229
Industrial Timber, Inc.....	619	W. Gillies Technologies, LLC.....	302
Inhol bv / PTL.....	318	Weber & Scher Mfg. Co. Inc.....	501
International Wire & Cable Symposium (IWCS), Inc.....	614	Windak Inc.....	604
Intertek.....	600	Wire & Cable Tech Intl / Wire & Cable Industry Suppliers Assoc®.....	222
J.M. Huber Engineered Materials.....	520	Wire & Plastic Machinery Corp.....	306
j-fiber GmbH.....	505	Wire Association International, The.....	218
Kinrei of America, LLC.....	208	Wire World Internet.....	424
Kolon Industries, Inc.....	603	Wyrepak Industries.....	323
Lantor BV.....	513	Yangtze Optical Fibre and Cable Co Ltd (YOFC).....	502
LaserLinc, Inc.....	606	Yield Management Corporation.....	118
Lianda Corporation.....	328	Zumbach Electronics Corp.....	201

## FOCUS SUPPLIERS' EXHIBITION PRODUCT CATEGORIES

Air Wipes	Fiber & Ribbon Coatings, Matrixes, Cladding, Inks & Adhesives	Recycling: Plastic, Metal, Electronic
Associations & Nonprofit Corps.	Fiber & Ribbon Making Equipment	Rotating Equipment: Stranders, Servers, Etc.
Binders: Machines or Materials	Fillers: Materials or Compounds	Shielding Materials
Bows for Rotating Equipment	Irradiation Crosslinking	Spools, Reels, & Packaging
Cable Design Products & Services including CAE Software	Jacketing & Insulation Materials, Compounds and Additives	Strength Members
Cable Filling, Shielding, & Armoring	Optical Fiber	Tape
Equipment	Payoffs, Take-ups & Respoolers	Testing/Measuring Equipment
Conductors & Wires	Printing & Marking	Used/Rebuilt Equipment
Cross Heads & Tooling	Process Controls	Welders, Wire
Extrusion Lines	Publications	Yarn
		Other products for designing, making and processing wire and cable

**IWCS**



# Exhibitor Application & Contract for the 59th IWCS Conference™ November 8, 9 and 10, 2010

**Rhode Island Convention Center  
One Sabin Street  
Providence, Rhode Island, USA**

**IMPORTANT: Return contract by Fax or Mail (with check) to:  
IWCS, Inc.,**

**174 Main Street,  
Eatontown, NJ 07724  
FAX # +1-732-389-0991**

(A signed copy of this contract will be returned when booth space is assigned.)

The undersigned (hereinafter called the Exhibitor) hereby applies for space in the 2010 Focus Suppliers' Exhibition™ of the 59th IWCS Conference™ scheduled to be held at Rhode Island Convention Center, November 8, 9 & 10, 2010. The exhibitor understands that this becomes a valid contract when accompanied by the exhibitor's fee of \$2700 (10' x 10' booth) or \$5000 (10' x 20' booth) or a deposit of \$1350 (10' x 10' booth) or \$2500 (10' x 20' booth) and upon the receipt of IWCS' acceptance, as noted in the Exhibitor Regulations. Furthermore, the exhibitor hereby acknowledges receipt of and agrees to abide by the Exhibitor Regulations and Information as printed on the back of this contract and to all other conditions under which the exhibitor's space at Rhode Island Convention Center is assigned by IWCS.

**Note: Space assignments will be made as stated in regulation No. 5, Assignment of Space**

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

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Country \_\_\_\_\_

Exhibit Sales Contact \_\_\_\_\_ Exhibit Personnel Contact \_\_\_\_\_

Tel \_\_\_\_\_ Tel \_\_\_\_\_

Fax \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_ Email \_\_\_\_\_

**PLEASE NOTIFY IWCS IMMEDIATELY IF EITHER CONTACT or CONTACT'S EMAIL CHANGES. Otherwise, you may not receive important information. Paid exhibit contracts entitle exhibitor to two registrations for the exhibition and the Symposium, two registrations for exhibits only and a discount for the Executive Forum.**

### **Billing Address (if different than above)**

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

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Country \_\_\_\_\_

**Booth Request Selection No: 1<sup>st</sup> \_\_\_\_\_ 2<sup>nd</sup> \_\_\_\_\_ 3<sup>rd</sup> \_\_\_\_\_ 4<sup>th</sup> \_\_\_\_\_**

#### **METHOD OF PAYMENT**

Amount enclosed: (10' x 10') \$2700 \_\_\_\_\_ (10' x 20') \$5000 \_\_\_\_\_

Deposit enclosed: (10' x 10') \$1350 \_\_\_\_\_ (10' x 20') \$2500 \_\_\_\_\_

**Please Send Balance No Later Than August 1, 2010**

**Make Check Payable to: IWCS, Inc.** (U.S. Dollars drawn on a U.S. Bank only – if not, check will be returned) - OR - Charge to:

VISA       MasterCard      Exp. Date: \_\_\_\_\_

AMEX       Discover      CVV or CID # \_\_\_\_\_

ACCT #: \_\_\_\_\_

Name on Card: \_\_\_\_\_

#### **FOR IWCS USE ONLY**

BOOTH NUMBER ASSIGNED \_\_\_\_\_

Amount Rec'd \$ \_\_\_\_\_ Date \_\_\_\_\_

Paid Ck# \_\_\_\_\_ or Charge Auth # \_\_\_\_\_

**Balance Due NLT Aug 1, 2010 \$** \_\_\_\_\_

Balance Rec'd \$ \_\_\_\_\_ Date \_\_\_\_\_

Paid Ck# \_\_\_\_\_ or Charge Auth # \_\_\_\_\_

IWCS Authorized Signature \_\_\_\_\_

**IWCS, Inc Conference**  
**2010 EXHIBITOR'S REGULATIONS AND INFORMATION**

1. **IWCS:** The word "IWCS, Inc." or "IWCS" means the International Wire and Cable Symposium, Inc., acting through its Officers, Committees, Agents, or Employees acting for it in the management of the Exhibits.

2. **Registration:** Registration badges must be worn for access to the exhibit area.

3. **Exhibition Date, Hours and Location:** *The Exhibits will be open on Monday, November 8, 2010 from 2:00 PM to 7:00 PM; Tuesday, November 9, 2010 from 10:00 AM to 6:00 PM; and Wednesday, November 10, 2010 from 9:00 AM to 12:00 PM in the Exhibit Hall of the Rhode Island Convention Center (RICC).*

4. **Permissible Displays:** The IWCS, Inc. reserves the right to determine which forms and products are appropriate in its judgment for inclusion in the exhibition and to refuse, cancel or restrict any applicant from displaying products which the IWCS considers undesirable for any reason. All materials used by the Exhibitor including, but not limited to, music and printed materials must be properly licensed. IWCS is not responsible for any legal commitments or fees for intellectual property used by the Exhibitor. **Exhibitors are also reminded that the use of false or misleading claims in their sales literature or advertisements is prohibited by the Federal Trade Commission (FTC). The Exhibition is open only to IWCS registrants.**

5. **Assignment Of Space:** Space assignments will be made on the basis of the date the application is received. In the event the booth or booths selected have been assigned, the IWCS reserves the right to assign a booth or booths nearest to the one requested. Space is limited, therefore, to obtain a booth, the contract should be returned early.

6. **Exhibit Display Regulations:** An exhibit must not interfere with or obstruct another exhibit. Linear booths have a maximum back wall height limitation of eight feet (8'), with a maximum sidewall and display materials height of three feet (3') in the front half of the exhibit space. Exhibits are required to be in compliance with the Americans with Disabilities Act (ADA). Sound demonstrations should not disrupt the activities of neighboring exhibitors and must not exceed 85 decibels.

7. **Fee, Deposits and Refunds:** The fee for each area of approximately 10' x 10' will be \$2700. If space is cancelled before September 12, 2010, a full refund of monies will be paid (less a \$25.00 handling fee). If space is cancelled after September 12, 2010, no refunds will be given, unless the assigned space can be reassigned to another company.

8. **Subletting of Space:** No Exhibitor shall without written consent of the IWCS, assign, sublet, or apportion any space assigned hereunder, or show in such space any articles other than those manufactured or sold by the exhibitor without obtaining the written consent of the IWCS and shall not promote items other than those manufactured or sold by it in the regular course of business and shall not place any name signs or courtesy cards on any equipment loaned it for demonstration purposes unless the exhibitor of such equipment is also an exhibitor at the conference.

9. **Liability/Indemnification:** Neither the IWCS, the RICC nor any of its officers, agents or employees, shall be held liable for any damage, loss, harm or injury to the person or property of the exhibitor or any of its officers, agents or employees, resulting from strike, riot, smoke, fire, theft, water, accident, acts of God or any other cause beyond their control. The exhibitor shall indemnify, defend and hold harmless the IWCS, the RICC and any of their officers, agents or employees, from any and all claims, demands, suits, liability, damages, losses (including death), costs, attorney's fees and expenses of whatever kind or nature, which might result from or arise out of any action or failure to act on part of the exhibitor, any of its officers, agents or employees.

10. **Exhibit Insurance Requirements:** The Exhibitor shall carry Comprehensive General Liability Insurance, including premises, operations and contractual liability coverage with limits not less than \$2,000,000 for personal injury liability and \$2,000,000 for property damage liability. The Exhibitor shall also carry Worker's Compensation and Employer's Liability Insurance in compliance with applicable laws. An original copy of the Certificate of Insurance must be submitted to IWCS, Inc.

11. **Signage:** Signs and posters must be within the assignment area and **may not be posted on columns or pillars or placed in aisles.** In addition, signs or displays must conform to height limitations of 8 ft.

12. **Services:** Each Exhibitor will be provided the following services free of additional charges: An area approximately 10' x 10', one 6' skirted table, 2 chairs, 1 wastebasket with liner, an identification sign and

carpeted aisles (**BOOTH CARPETING IS NOT PROVIDED BY IWCS**). **Booth carpeting may be ordered from the Drayage company.** Should you require utilities at your booth, they will be going direct through the venue management (form included in service manual). Drayage will be handled by **SER Exposition Services (SER), 35B New Street, Worcester, MA; Tel +1-508- 757-3397; Fax +1-508-757-9136.** An Exhibitor Service Manual listing the services and furnishings available will be provided by SER online. You will receive instructions from the IWCS office on how to access the manual. The Exhibitor shall provide only the material and equipment which he owns and is to be used in his assigned space. All other items used in the booth are to be provided through arrangements with SER. Please complete the appropriate forms in the service manual. Payment for services provided to the Exhibitor by SER is the responsibility of the Exhibitor. All services not ordered in advance must be procured through the Exhibitor's service area which will be maintained in the Exhibitor's Area. **ALL FREIGHT MUST BE SHIPPED TO THE DRAYAGE ADDRESS, NOT TO THE VENUE. The freight shipping address will be included in the exhibitor kit provided by SER. Materials may be shipped up to 30 days in advance of the set-up date.**

13. **Installation and Removal of Exhibits:** Installation of exhibits may commence at 7:00 AM, November 8, 2010. **All exhibits must be fully operational by 2:00 PM, November 8, 2010. All Exhibits must remain intact until 12:00 PM, November 10, 2008. Exhibitors expressly agree not to begin packing or dismantling until such time. All exhibits must be completely removed from the assigned space by 5:00 PM, November 10, 2010.**

14. **Care of Exhibit Space:** The Exhibitor must, at his own expense maintain and keep in good order the exhibit space. The exhibitor shall maintain and conduct the exhibit in a neat, clean, orderly, and safe manner. The exhibitor shall keep an attendant in its display during the hours of the Exhibition and must surrender the space occupied by it in the same condition as it was at the commencement of the occupation, ordinary wear accepted. Exhibitors shall be responsible for damage to property. **Exhibitors are permitted to enter the exhibit area 30 minutes prior to the schedule time (see para 3 for times).**

15. **Exhibit Safety Regulations:** All materials used in display construction or decorating should be made of fire retardant materials and be certified as flame retardant; samples should be available for testing and a flame proofing certificate should be available for inspection. Exhibits should be designed and erected in a manner that will protect attendees and withstand normal contact or vibration caused by operating machinery, neighboring exhibitors, hall laborers or installation/dismantling equipment. Any waste products generated by the exhibitor during the conference must be disposed of in accordance with guidelines established by the U.S. Environmental Protection Agency and the RICC. Electrical wiring and equipment must conform to the codes of the City of Providence.

16. **Security in Exhibit Hall:** RICC locks the doors every night and provides a building security guard who monitors and walks around the entire bldg at night. The Exhibitor is responsible for additional security services, if required within the exhibit hall, but has to hire one from the RICC staff. Exhibitor cannot bring in their own security.

17. **Force Majeure:** In the event RICC or any part of the exhibit area is made unavailable for the Exhibitor's use for any period of time as a result of fire, flood, tempest or any other such cause or as a result of governmental intervention, malicious damage, acts of war, strike, lock-out, labor dispute, riot or any other cause or agency over which the IWCS has no control, or should IWCS decide that because of any such clause it is necessary to cancel, postpone or relocate the conference, or reduce the installation time, exhibit time, or dismantle time. IWCS shall have no liability to or responsibility to reimburse the Exhibitor with respect to any damage or loss directly or indirectly arising as a result thereof.

18. **Compliance:** The Exhibitor agrees to comply with all relevant laws of the State of Rhode Island and the City of Providence. The Exhibitor agrees to comply with all of the rules and regulations as set forth in the contract, any subsequent amendments to this contract, and the Exhibitor Manual.

19. **Compliance with Facility Regulations:** The Exhibitor agrees to comply with all relevant regulations of RICC. The Exhibitor will not deface or cause damage to the RICC. The Exhibitor will comply with all union regulations in force in the RICC.