

2012 | 61st

FOCUS SUPPLIERS' EXHIBITION™

PARTICIPATE IN THE WORLD'S
MOST PRESTIGIOUS VENUE FOR
TECHNICAL PAPERS AND PRESENTATIONS ON
TECHNOLOGIES AND TRENDS IN WIRE,
CABLE AND CONNECTIVITY FOR THE COMMUNICATIONS,
DATA, ELECTRONICS, POWER, INDUSTRIAL, AUTOMOTIVE
AND AEROSPACE INDUSTRIES

IWCS



THE
**International
Cable • Connectivity
Symposium**

FOCUS SUPPLIERS' EXHIBITION™

November 12-14, 2012

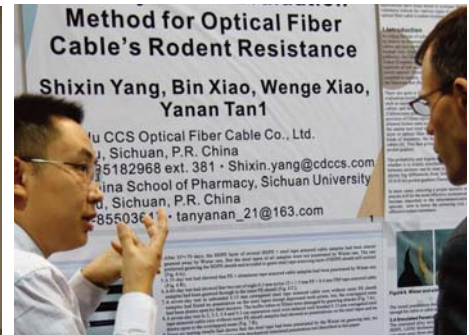
RHODE ISLAND CONVENTION CENTER
Providence, Rhode Island, USA

VISIT WWW.IWCS.ORG PHONE +1-732-389-0990

WHO WE ARE

About the IWCS International Cable • Connectivity Symposium and 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 International Cable • Connectivity Symposium and Conference is organized by the IWCS, and contains five major components: The Technical Symposium, a Suppliers' Exhibition, Professional Development Courses, an Executive Track, and a Plenary Session. Held annually in November, IWCS continuously proves to be the world's premier venue for the presentation of new and original wire and cable, and connectivity, technologies and trends related to designing, manufacturing, processing and using products in communications, data, electronics, power, industrial, automotive/aerospace, and specialty wire and cable applications.



For complete connectivity solutions, _____
the International Cable • Connectivity Symposium has no rivals.

The IWCS International Cable • Connectivity Symposium and Conference draws more than 1,000 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 come from all over the U.S. and from more than 30 other countries. The objectives of The IWCS International Cable • Connectivity Symposium and Conference are to present the latest trends in technology for wire and cable, and connectivity products in communications, data, networking, power, aerospace/automotive and other applications; and to provide a networking opportunity for industry participants. The Conference also includes a New Products session where latest product developments are showcased by the exhibitors. The Exhibition is positioned so that the traffic from the entire conference is encouraged to visit. Conference attendees wishing to visit only the exhibition are admitted free of charge, provided that they have registered in advance. Prime exhibition space is going fast. Many of the exhibitors from the 2011 event have already committed to space for 2012. The International Cable • Connectivity Symposium and Conference is organized by the International Wire and Cable Symposium, Inc. (IWCS), headquartered in Pennsylvania.



Exhibiting at the 2012 Focus Suppliers' Exhibition™ is easy!

Our all-inclusive packages begin at just \$2,700 per 10' x 10' booth and \$5,000 per 10' x 20' booth*:

- ✓ **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**
- ✓ **Exclusive access to present new technology in the IWCS New Product Presentation Session**
- ✓ **Networking opportunities with today's top business & technology leaders**

*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.

Dates to Remember

Exhibit set-up will take place on Monday, November 12th from 6:00 AM until 1:30 PM with exhibit hours (tentative) as follows:

November 12th- Exhibits Open 2:00 PM to 6:00 PM

November 13th- Exhibits Open 10:00 AM to 6:00 PM

November 14th- Exhibits Open 9:00 AM to 12:00 NOON

2011 EXHIBITORS ALPHA ORDER

EXHIBITOR	BOOTH	EXHIBITOR	BOOTH
AGC Chemicals Americas, Inc.	116	Maillefer Extrusion	220
AKSH Technologies Ltd	514	MGS Manufacturing Inc.	208
AlphaGary Corp.	213	Miltec Corporation	408
Amaral Automation	114	Monson Companies Inc.	515
American & Efird, Inc.	206	Nabaltec AG	202
Arkema Inc.	500	NEPTCO	100
ASI/Silica Machinery, LLC	204	Nye Lubricants	503
Aurum Chemicals Corporation	106	OFS	104
AW Machinery LLC	117	OptEM Engineering, Inc.	207
BASF - Elastollan TPU	225	Optogear	519
Beta LaserMike	300	OTECH Corporation	124
Borealis Compounds Inc.	305	PE.fiberoptics Ltd.	609
Cable Components Group, LLC	413	Photon Kinetics, Inc.	507
Cable Consultants Corp.	404	Pittsfield Plastics Engineering, Inc.	224
Carris Reels	312	Plumettaz Inc.	606
Cary Compounds, LLC	221	PrintSafe	304
CERSA-MCI	201	Prysmian Group	419
Changzhou Hengfeng Copper Co., Ltd.	123	R.E. Carroll Inc.	321
Chengdu Centran Industrial Co.,Ltd.	203	REELEX Packaging Solutions, Inc.	504
Chromatics Inc.	120	Rio Tinto Minerals	518
Coats North America	505	ROBLON A/S	209
Conductix Wampfler - Delachaux Group	223	Rosendahl Nextron Technologies	406
Conneaut Industries, Inc.	214	S&E Specialty Polymers	420
Daikin America, Inc.	506	Saco Polymers	614
DeWal Industires, Inc.	200	Saint-Gobain Performance Plastics Corp.	219
Dow Electrical & Telecommunications	107	Shanghai Wangxun New Material Co Ltd	520
DSM Desotech, Inc.	101	Shenzhen Delifeng Trading Company Ltd	402
Durr Marketing Associates	618	Sikora International Corp.	318
Electrolock	605	Solvay Specialty Polymers	608
EuroWire Magazine	604	Stewart Group Ltd., The	319
Fiber-Line, Inc.	119	T & T Marketing, Inc.	301
Fil-Tec, Inc.	612	Technical Marketing Services	509
Fusion UV Systems, Inc.	105	Teijin Aramid USA, Inc.	407
Gauder Group, Inc.	621	Teknor Apex Company	412
Gem Gravure Company, Inc.	110	Tekstilna Tovarna Okroglica	112
George Evans Corp, The	600	Tensor Machinery, Ltd.	309
Gotex S.A.	222	Thermoplastics Engineering Corp	512
Guill Tool & Engineering Co Inc	302	UNC Charlotte - Lee College of Engineering	616
Hoowaki LLC	607	Unigel Inc.	403
Huber Engineered Materials	125	Unitape LLC	401
Inhol B.V.	517	Web Industries	502
Integer Research Ltd.	118	Weber & Scher Mfg. Co.	501
International Wire & Cable Symposium (IWCS), Inc.	601	Windak Inc.	508
j-fiber GmbH	405	Wire & Cable Asia Magazine	604
Keir Manufacturing, Inc.	216	Wire & Cable Tech Intl & WCISA®	619
Kolon Industries, Inc.	418	Wire & Plastic Machinery Corp.	306
Kuraray America, Inc.	122	Wire Association International, The	218
Lantor BV	513	Wire World Internet	421
LaserLinc, Inc.	307	WiredIn USA Magazine	604
Lubrizol Estane® Engineered Polymers	620	Yangtze Optical Fibre and Cable Co Ltd (YOFC)	521
		Zumbach Electronics Corp.	113

IWCS**THE International Cable · Connectivity Symposium**

Industry Leadership, Innovation and Professional Development

Exhibitor Application & Contract for the 61st Symposium & Focus Suppliers' Exhibition

November 12, 13, & 14, 2012
Rhode Island Convention Center
One Sabin Street
Providence, RI, USA

IMPORTANT: Return contract by Email or Mail (with check) to:

IWCS, Inc.
644 Shrewsbury Commons Ave, PMB #250
Shrewsbury, PA 17361
Email: phudak@iwcs.org; Tel: +1-717-993-9500
 (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 2012 Focus Suppliers' Exhibition of the 61st IWCS International Cable · Connectivity Symposium scheduled to be held at the Rhode Island Convention Center, November 12, 13 & 14, 2012. 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 the 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 Technical Symposium (which includes all technical sessions, plenary session & exhibits) and two registrations for exhibits only .

Billing Address (if different than above)

Company Name _____

Address _____

City _____ State _____ Zip _____ Country _____

Booth Request Selection No: 1st _____ 2nd _____ 3rd _____ 4th _____**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, 2012**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 CVV or CID # _____

ACCT #: _____

Signature: _____

FOR IWCS USE ONLY

BOOTH NUMBER ASSIGNED _____

Amount Rec'd \$ _____ Date _____

Paid Ck# _____ or Charge Auth # _____

Balance Due NLT Aug 1, 2012 \$ _____

Balance Rec'd \$ _____ Date _____

Paid Ck# _____ or Charge Auth # _____

IWCS Authorized Signature _____

IWCS, Inc Conference
2012 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 12, 2012 from 2:00 PM to 6:00 PM; Tuesday, November 13, 2012 from 10:00 AM to 6:00 PM; and Wednesday, November 14, 2012 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 7, 2012, a full refund of monies will be paid (less a \$25.00 handling fee). If space is cancelled after September 7, 2012, 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 12, 2012. **All exhibits must be fully operational by 1:00 PM, November 12, 2012. All Exhibits must remain intact until 12:00 PM, November 14, 2012. 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 14, 2012.**

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 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.