

EXHIBITOR & SPONSOR PROSPECTUS



IPIA 105TH CONVENTION & TRADE SHOW

NOVEMBER 8-11, 2022

JW Marriott Las Vegas Resort & Spa



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OVERVIEW



The International Packaged Ice Association (IPIA), founded in 1917 as the National Association of Ice Industries, is the oldest and largest ice industry association in the world. We proudly represent manufacturers and distributors of packaged ice, as well as manufacturers of ice making equipment, supplies and services.

Our members currently represent:

- 275 ice manufacturing plants
- 60 manufacturing locations outside the U.S.
- Over 50% of the packaged ice purchased worldwide

The IPIA is pleased to celebrate our 105th Annual Convention and Trade Show this year, being held at the JW Marriott Las Vegas from November 8-11, 2022. As the Trade Show is always the shining star of our convention, we eagerly anticipate bringing another stellar Exhibit Hall to our attendees, and look forward to your participation this year!

We anticipate over 300 attendees, with ample opportunities for networking and business development. With 10 hours of Exhibit Hall time built into the convention schedule, including multiple attendee giveaways in the hall, 2 breakfasts, 1 lunch, and a grand opening Exhibit Hall reception, we ensure that you get endless opportunities to interact and build meaningful relationships with our ice industry members.

Suncoast Meetings & Events is our meeting and event company. They are happy to assist with any questions. Please contact ipia@suncoastmeetings.com or (813) 852-1977.

EXHIBITING AT THE IPIA ANNUAL CONVENTION & TRADE SHOW

The IPIA Annual Convention & Trade Show is the industry's premier gathering for ice producers worldwide. With hundreds in attendance each year, the trade show, education and focus sessions, and networking opportunities provide invaluable opportunities to attendees.

Networking is a primary component and benefit of attending the IPIA Annual Convention & Trade Show. Year after year, our attendees return largely for the purpose of attending our Exhibit Hall. We strive to have our convention schedule reflect this, with many opportunities for interacting between our attendees and exhibitors.

As an exhibitor, you will have exclusive opportunities to:

1. Connect with over 300 ice industry leaders and professionals from around the world, ranging from large corporate entities to smaller family-owned businesses, and benefit from the opportunity to showcase your products and services.
2. Take advantage of 10 hours of dedicated networking time in the Exhibit Hall, to include a grand opening Exhibit Hall reception, 2 breakfasts, and a lunch. We announce giveaways every hour when the Exhibit Hall is open and do not schedule any concurrent sessions or activities during this time to ensure face time is maximized between our exhibitors and attendees.
3. Learn about the needs and challenges facing the ice industry.
4. Participate in convention sponsorships and benefit from additional promotion opportunities.
5. Receive on-site and post-convention attendee lists, allowing you to follow up with attendees afterward.



SUPPLIER MEMBER/EXHIBITOR INFORMATION



KEY DATES:

Friday, May 6, 2022 - 1pm ET/12pm CT/11am MT/10am PT

Zoom Conference Call for Exhibitors & Sponsors

Optional call to review the online registration process as well as discuss specifics about the hotel, load in, exhibit hall, and layout. A Zoom link will be emailed a few days prior.

Monday, May 9, 2022 - 12pm ET/11am CT/10am MT/9am PT

Gold Sponsor Advance Booth Registration (open to 2021 Gold Sponsors only)

This option is available only to 2021 Gold Sponsors that sign up as Gold Sponsors for 2022. Forms will be accepted on a first-come, first-serve basis through the online registration link. All forms will need to be submitted through this link after 12pm ET. Any forms submitted before 12pm ET will need to be resubmitted (after 12pm), which could delay the process.

Thursday, May 12, 2022 - 12pm ET/11am CT/10am MT/9am PT

All-Access Booth Registration Opens

Forms will be accepted on a first-come, first-serve basis through the online registration link. All forms will need to be submitted through this link after 12pm ET. Any forms submitted before 12pm ET will need to be resubmitted (after 12pm), which could delay the process.

Friday, July 1, 2022

Invoices Sent

All booth & sponsor invoices will be emailed out by this date.

Wednesday, July 6, 2022

IPIA Convention Attendee Registration Opens

IPIA convention registration opens at www.packagedice.com. Exhibitors will receive an email with the registration link when it is live. It is important to remember that booth registration is SEPARATE than the attendee registration (and is a separate fee).

Monday, August 1, 2022

Payments Due

All invoices for exhibit booths and sponsorships need to be paid in full by August 1, 2022. Any companies that do not pay their invoice on a timely basis run the risk of late fees or reassignment in the Exhibit Hall.

See Agenda on page 7 for Exhibit Setup and Breakdown Dates and Times.

SUPPLIER MEMBER/EXHIBITOR INFORMATION (CONTINUED)

ZOOM CALL

We will host a Zoom conference call for Exhibitors on **Friday, May 6, 2022** at 1:00 pm ET/12:00 pm CT/11:00 am MT/ 10:00 am PT to address any questions you may have before registration opens. We will review our new exhibitor online registration process as well as discuss specifics about the hotel, load in, exhibit hall, and layout. Please keep in mind that this call is optional - you are not required to participate. A Zoom link will be emailed out for the call at least a few days prior.

BOOTH PRICES

First Booth: \$695

Additional Booths: \$425 each

Outside Exhibit Space: Available on request. Contact us at ipia@suncoastmeetings.com for more information.

*IPIA Booth registration is separate from attendee convention registration.

DOOR PRIZE CONTRIBUTION

All Supplier companies are asked to contribute \$125 for Exhibit Hall door prizes throughout the convention. This helps us keep Industry members in the hall and interacting with our Exhibitors.

BOOTH REGISTRATION

- Booth registration for Gold Sponsors of the IPIA Convention will open **Monday, May 9, 2022** at 12:00 pm ET/ 11:00 am CT/10:00 am MT/9:00 am PT.
- All-access booth registration will open **Thursday, May 12, 2022** at 12:00 pm ET/11:00 am CT/10:00 am MT/9:00 am PT.

Forms will be accepted on a first-come, first-serve basis through the online registration link. All forms will need to be submitted through this online registration link after 12:00 pm ET. Any forms submitted before 12:00 pm ET will need to be resubmitted (after 12:00 pm), which could delay the process.

SPONSOR & BOOTH PAYMENTS

We will invoice all companies by Friday, July 1, 2022. You have the option to pay by credit card or check for the booth registration and sponsorships. Invoices will have a due date of Monday, August 1, 2022. Any invoices received after this date will need to be paid by credit card. **IMPORTANT - Please note that there is a 4% processing fee added to your invoice for those choosing to pay by credit card.**

[CLICK HERE FOR THE ONLINE BOOTH REGISTRATION LINK](#)



EXHIBITOR POLICIES & PROCEDURES

IPIA MEMBERSHIP

Companies must be an IPIA Associate Member to exhibit at the Convention & Trade Show. All member suppliers must have a booth and at least (1) full registration for the Convention to attend the Convention.

ATTENDANCE AND EXHIBIT HALL

Attendance at the Convention by a supplier to the industry will be only on a registered supplier basis, not as a guest pass, ice company registration, or other non-supplier basis. Registered supplier companies must be members of the IPIA and participate in trade show activities by purchasing a booth or table-top display as outlined in the Supplier Prospectus. Only bona fide employees of registered companies are allowed in the registered companies' booths.

Exceptions must be approved by the Executive Director. Possible exceptions are:

- Subcontractors providing technical expertise and who will be selling through the registered supplier, and
- A registered supplier's representative that does not sell directly to the industry other than through that registered supplier.

During exhibit hours, selling and soliciting of attendees will be limited to the booth or the common areas, not aisles or in other Exhibitors' booths. Booth must be staffed the entire time of the official exhibit hall hours. Exhibitors are prohibited from assigning or subletting a booth or any part of a space allotted to them. Selling at the Convention in any form will be performed only by registered participants. Only registered participants will be allowed to be in the Exhibit Hall. The booth shall contain and advertise only products or services manufactured, sold, or distributed by the Exhibitor.

PHOTOGRAPHS AND VIDEOS

An Exhibitor may not photograph or videotape the exhibits or products of other Exhibitors without their permission. Attendees or Exhibitors violating this policy will be asked to leave the Exhibit Hall and will not be readmitted.

ADMISSION TO THE EXHIBIT HALL

Admission to the Exhibit Hall will be with a badge which is received after registration and payment of fees. Attendees agree to comply with the Exhibit Hall rules. Adequate precautions by the Convention security team will be taken to ensure that only authorized persons are admitted to the exhibit area.

- **Exhibit Hall Setup** - The Exhibit Hall will be limited to Exhibitors only during setup hours. There will be an individual from the meeting management/security team monitoring the entrance to strictly enforce admission as well as making periodic checks through the Hall.
- **Daytime Hours** - During the daytime Exhibit Hall "official" hours (as listed in the Convention agenda), anyone can be in the Hall that has an appropriate badge.
- **After Hours** - The Exhibit Hall will be locked down during the overnight hours by hotel security 30 minutes after the official closing of the Hall at night. Please keep in mind that IPIA and the hotel are not responsible for anything left in the Hall, although we will make every effort to ensure the Hall is appropriately locked down.

All attendees will need to leave the Hall within 30 minutes of the posted close time of the Hall. A member of the security team will be present when the Hall is closed during daytime hours.

EXHIBITOR POLICIES & PROCEDURES (CONTINUED)

CONDUCT OF EXHIBITORS

Exhibitors shall conduct themselves in an ethical manner and in conformance with these policies and procedures. Meeting Management reserves the right to deny the privileges to the Hall to any Exhibitor(s) who do not comply with the policies and procedures. Exhibitor's badges are personal, not transferable, and must be worn at all times.

INSURANCE AND LIABILITY

The Exhibitor assumes all responsibility for any and all loss, theft, or damage to Exhibitor displays, equipment, and/or property while on site at the host property and waives any claim or demand that it may have against the IPIA, the host property, or Meeting Management arising from such loss, theft, damage or injuries to its agents, employees, or other persons, no matter if sustained from fire, theft, accident, or other causes. All claims for such hereby are expressly waived by the Exhibitor.

ENTERTAINMENT

Exhibitors are prohibited from sponsoring or scheduling private events such as cocktail parties, tours, seminars, etc. during Convention functions. This does not preclude sponsorship of official IPIA-sponsored events as outlined in the Convention prospectus. IPIA sponsorships must be paid in full prior to the Convention, according to the payment terms listed in the Supplier Prospectus.

IMPORTANT INFORMATION REGARDING FOOD & BEVERAGE

Per our contract agreement and for liability reasons, the JW Marriott Las Vegas is the exclusive provider for all food and beverage in conjunction with the IPIA 105th Annual Trade Show & Convention. Absolutely NO outside beverages may be served from your booth unless they are ordered from the hotel. If you want to serve these items, you must request permission and approval from Meeting Planner or Executive Director via email in advance.

CARE OF PREMISES

Exhibitor shall not injure, mar, or in any manner deface the floors, walls, fixtures, or any part of the building. If the Exhibitor, its agents, or guests shall cause anything to be done whereby the premises shall in any manner be injured, marred, or defaced, the Exhibitor shall pay to the Building Management such sum as may be necessary to restore the premises to their previous condition.

EXHIBIT GUIDELINES

All Exhibitors must adhere to booth display guidelines provided by IPIA in the Supplier Prospectus. All dimensions and locations shown on the official floor plan are believed, but not warranted to be accurate. IPIA reserves the right to make such modifications to the official floor plan as may be necessary to meet the needs of Exhibitors.

UNDERSTANDING OF IPIA EXHIBITOR POLICIES & PROCEDURES

Please be aware that by completing the Exhibitor Booth Registration Form, you are confirming that you have reviewed these policies and procedures and agree to follow them as an IPIA Exhibitor at the Annual Convention & Trade Show.

CONVENTION AGENDA

JW MARRIOTT LAS VEGAS RESORT & SPA

IPIA 105TH CONVENTION AGENDA *Agenda Subject to Change*

MONDAY, NOVEMBER 7, 2022 (Early Arrival Day)

9:00 am – 1:00 pm	Executive Committee Meeting
11:30 am – 5:00 pm	Registration/Hospitality Desk
12:00 pm – 9:00 pm	Supplier Optional Exhibit Setup (<i>Restricted to Suppliers only</i>)
2:00 pm – 5:00 pm	Board of Directors/Committee Meeting
6:30 pm – 9:00 pm	Board of Directors/Committee Dinner (<i>meet in lobby</i>) or Dinner on your own

TUESDAY, NOVEMBER 8, 2022

7:00 am – 1:30 pm	17th Annual Mel Eads Memorial Golf Tournament** – <i>Meet in lobby for transportation; 8:00am shotgun</i>
7:30 am – 4:30 pm	Supplier Exhibit Setup (<i>Restricted to Suppliers only</i>)
7:30 am – 8:00 pm	Registration/Hospitality Desk
8:00 am – 2:00 pm	Pre-Convention Training: PIQCS Refresher**
10:00 am – 2:00 pm	Optional Activity – Shopping/Sightseeing Las Vegas Strip**
2:15 pm – 3:00 pm	First Timers/Applicants Welcome & Meetup
3:15 pm – 4:45 pm	Welcome Opening Session - Award Presentations, Gold Sponsor Presentations & Featured Speaker
5:00 pm – 8:00 pm	Exhibit Hall Grand Opening & Reception
8:15 pm – 9:45 pm	Party Buses to the Las Vegas Strip/Fremont Street
10:15 pm – 12:30 am	IPIA Party Buses back to the JW Marriott Las Vegas

WEDNESDAY, NOVEMBER 9, 2022

7:00 am – 7:45 am	Roger Breisch Memorial Fun Run/Walk
8:00 am – 5:00 pm	Registration/Hospitality Desk
8:30 am – 9:45 am	Breakfast in the Exhibit Hall
8:30 am – 11:00 am	Exhibit Hall Open
8:30 am – 9:45 am	Canadian Association of Ice Industries Breakfast Meeting
9:45 am – 10:15 am	Coffee Break inside Exhibit Hall
10:00 am – 2:00 pm	Ladies/Spouse Activity – Shopping in Downtown Summerlin
11:00 am – 11:15 am	Coffee Break/Refreshments for Annual Business Meeting
11:15 am – 12:45 pm	Annual Business Meeting & Award Presentation
1:00 pm – 3:30 pm	Exhibit Hall Lunch (1:00pm - 2:00pm) Exhibit Hall Open (1:00pm - 3:30pm)
3:30 pm – 3:45 pm	Refreshment Break
3:45 pm – 5:30 pm	Education/Focus Sessions
7:00 pm – 10:00 pm	Chairman's Party – <i>The Roaring 20s: A Night at the Speakeasy</i>

THURSDAY, NOVEMBER 10, 2022

7:00 am – 7:45 am	Roger Breisch Memorial Fun Run/Walk
8:00 am – 12:15 pm	Registration/Hospitality Desk
8:00 am – 10:00 am	Exhibit Hall Open
8:00 am – 9:30 am	Breakfast served in Exhibit Hall
8:30 am – 9:45 am	Past Chairman's Breakfast
9:45 am – 10:00 am	Coffee Break for Focus Sessions
10:00 am – 5:00 pm	Exhibit Hall Teardown
10:00 am – 12:15 pm	Focus Sessions
12:45 pm	Buses depart for Ice Plant Tour & Lunch
3:00 pm – 4:00 pm	Buses return back to hotel after Ice Plant Tour
5:30 pm – 7:15 pm	Final Cocktail Reception - <i>Passing of the Gavel and Hall of Fame Presentation</i>

FRIDAY, NOVEMBER 11, 2022

Safe Travels Home!

****Additional Fees apply**

BOOTH & EXHIBIT HALL INFORMATION

BOOTHS

- All booths are 8' x 10'. Aisle size varies – see diagram.
- Booth cost includes 8' high back drape and 3' high side drape and company sign.
- All other furniture and electrical needs (tables, chairs, plants, wastebasket, etc.) must be ordered through Las Vegas Expo/Eddy Exhibitions when service kits are sent out.
- Exhibitor service kits will be emailed out by July 15, 2022.
- The Exhibit Hall is in a ballroom that is already carpeted. You do not need to order carpet unless you would like carpet customized for your booth.
- Booth limit – Maximum of (6) booths and minimum of (1) booth per exhibiting company.

PLEASE NOTE: Gold, Silver & Bronze Sponsors receive first consideration with booth location requests. We also consider the sponsorship level that companies have participated in at the IPIA Convention & Trade Show over the past (5) years.

HOTEL/EXHIBIT HALL INFORMATION

The Exhibit Hall is located in the Marquis Ballroom at the JW Marriott Las Vegas Resort & Spa.

- Ceiling height is 24' high throughout the Ballroom.
- Defining measurements for this ballroom/property are 7'9" high x 7'9" wide.
- Load in for this property will be at street level – there is not a loading dock in this area. Our Exhibit company (Las Vegas Expo/Eddy Exhibitions) will have forklifts available.

Outdoor Exhibit Space – Please contact us at ipia@suncoastmeetings.com or call our office if your equipment cannot fit in the ballroom based on these measurements and you want to discuss outside Exhibit options.

SUNCOAST MEETINGS & EVENTS, INC.

will be handling all exhibit requests and assignments with the IPIA Executive Director.

Karen Farrington, CMP

Phone: (813) 852-1977

ipia@suncoastmeetings.com

LAS VEGAS EXPO/

EDDY EXHIBITION SERVICES

is our Official Show Decorator.

Phone: (702) 248-6200

exhibitorservices@lvexpo.com

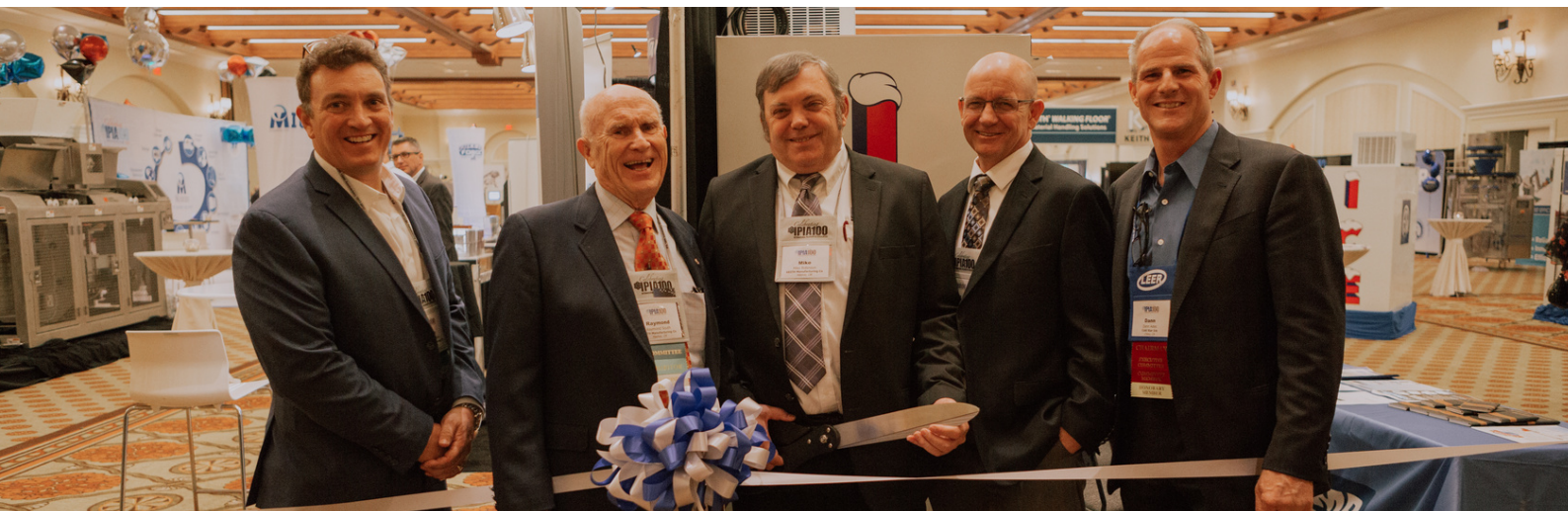
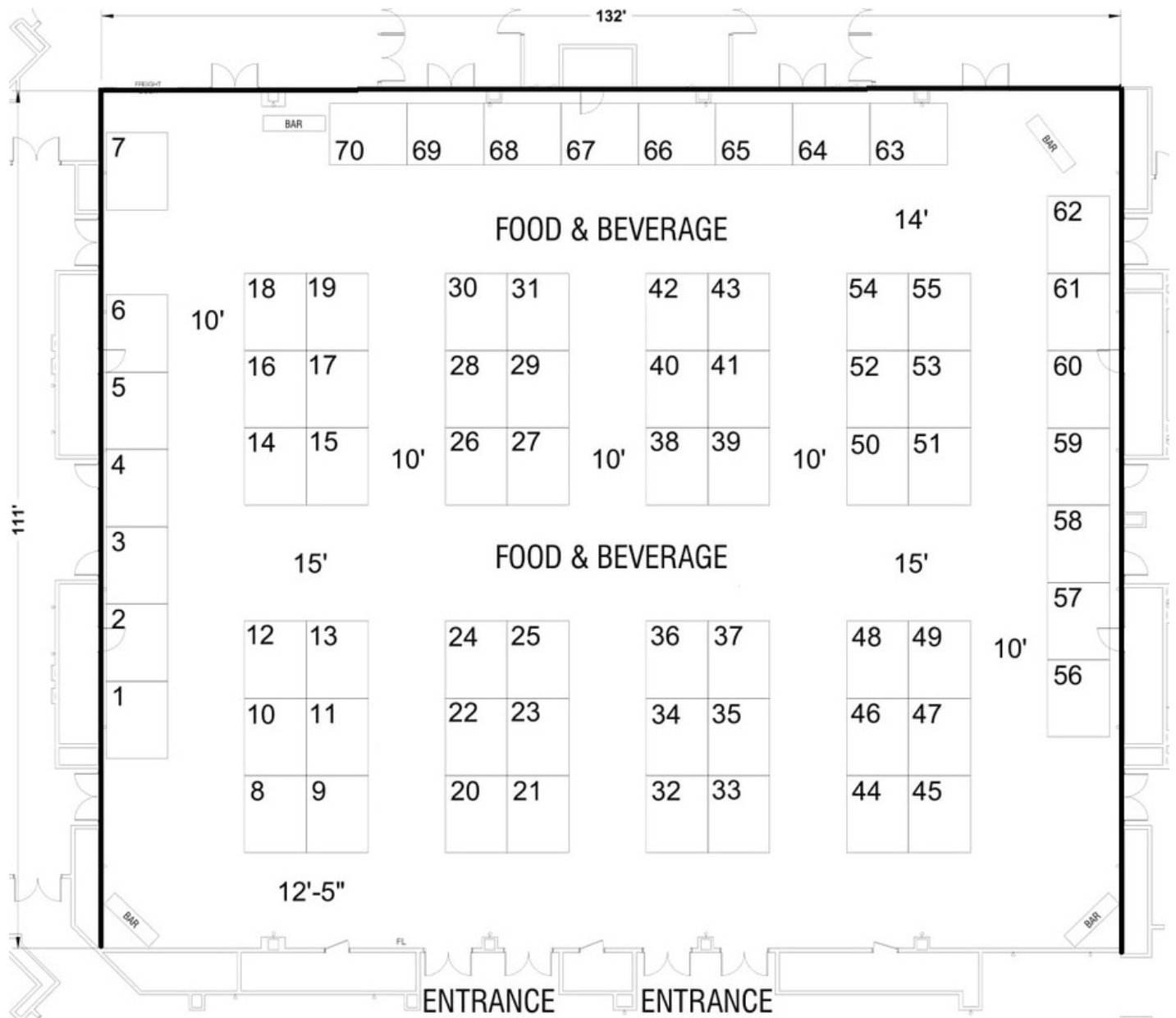


EXHIBIT HALL DIAGRAM



[CLICK HERE FOR THE ONLINE BOOTH REGISTRATION LINK](#)



SPONSORSHIP OPPORTUNITIES

Sponsorship opportunities create a unique way to highlight your company and set it apart from your competitors. We recommend setting yourself apart by participating in what is a proven marketing tool. The IPIA greatly appreciates the support of our sponsors.

GOLD SPONSORSHIPS (\$3,750 each)

Opening Reception, Exhibit Hall	Tuesday, 11/8
Las Vegas Party Bus Transportation (<i>following Opening Reception</i>) (2 Gold sponsorships available for this event)	Tuesday, 11/8
Chairman's Party (2 Gold sponsorships available for this event)	Wednesday, 11/9
Final Cocktail Reception	Thursday, 11/10

SILVER SPONSORSHIPS (\$2,450 each)

Opening Session Refreshments & Snacks	Tuesday, 11/8
Breakfast in Exhibit Hall (Wed.)	Wednesday, 11/9
Lunch in Exhibit Hall (Wed.)	Wednesday, 11/9
Entertainment, Chairman's Party	Wednesday, 11/9
Breakfast in Exhibit Hall (Thurs.)	Thursday, 11/10
Ice Plant Tour Transportation	Thursday, 11/10
Ice Plant Tour Lunch at Reddy Ice	Thursday, 11/10

BRONZE SPONSORSHIPS (\$1,450 each)

Fun Run/Walk	2 days
Cell Phone Charging Station in Exhibit Hall Foyer	3 days
Convention Attendee Social Media Feed	3 days
Focus Education Session (<i>multiple sponsorships available</i>)	See schedule
Golf Tournament Breakfast	Tuesday, 11/8
Ice Sculpture with Convention Logo (<i>opening night</i>)	Tuesday, 11/8
AM Coffee Break in Exhibit Hall (Wed.)	Wednesday, 11/9
PM Refreshment Break - Sessions (Wed.)	Wednesday, 11/9
AM Coffee Break - Sessions (Thurs.)	Thursday, 11/10
Entertainment, Final Reception	Thursday, 11/10
Table Centerpieces, Final Reception	Thursday, 11/10

The following items are available for company personalization at item cost and are available only to event sponsors:

- Name Badge Holders for Industry Members
- Attendee Bags
- Registration Packets
- Pads/Pens in Sessions
- Golf Towels/Balls
- Personalized Room Key Cards

Please review the sponsorship options and indicate if you would like to be a sponsor on your Booth Registration Form. Contact Karen at Suncoast Meetings for any questions on exhibits or sponsorships at karen@suncoastmeetings.com or (813) 852-1977.



SPONSORSHIP BENEFITS

GOLD SPONSORSHIP - \$3,750

- Opportunity to do a 3-5 minute introduction (AV presentation optional) in the Opening Session.
- Featured as Gold Sponsor in each IPIA E-news starting in August.
- Use of branded Gold Sponsor logo in email and print materials.
- Meet and Greet - Sponsor Team members can meet and greet attendees at their sponsored event and are given opportunity to provide a welcome.
- Priority access for booth registration and booth choice.
- Gold Sponsor ribbon on name badge.
- Logo on sponsor list displayed at the registration counter.
- (2) Sponsor signs with logo at the sponsored event.
- Gold Sponsor recognition in booth.

SILVER SPONSORSHIP - \$2,450

- Special recognition at the General Session.
- Use of branded Silver Sponsor logo in email and print materials.
- Sign at the sponsored event with logo
- Priority booth choice (after Gold Sponsors)
- Silver Sponsor ribbon on name badge.
- Logo on sponsor list displayed at the registration counter.
- Silver Sponsor recognition in booth.



BRONZE SPONSORSHIP - \$1,450

- Special Recognition at the General Session.
- Use of branded Bronze Sponsor logo in email and print materials.
- Sign at the sponsored event with logo.
- Priority booth choice (after Gold and Silver Sponsors)
- Bronze Sponsor ribbon on name badge.
- Logo on sponsor list displayed at the registration counter.
- Bronze Sponsor recognition in booth

BOOTH GUIDELINES

These guidelines for IPIA display regulations have been created to promote continuity and consistency in the exhibit hall and are based on generally recognized North American Guidelines for Displays. The IPIA Trade Show is fairly small in size as compared to most trade shows; thus, we have kept the regulations as simple as possible.

Due to the nature of our large equipment exhibits, exceptions can be made with approval from the IPIA and exhibiting facility. If you have any questions regarding booth design, please contact Suncoast Meetings & Events, Inc. at ipia@suncoastmeetings.com.

- **DISPLAY VISION** – All exhibitors are equal regardless of size and should be given an equal opportunity, within reason, to present their product in the most effective manner to the audience.
- **EXHIBITOR'S RESPONSIBILITY** – “Be a good neighbor” – IPIA Exhibit booths are 8' x 10' in size, unless multiple booths are purchased.
- **LINEAR BOOTH** – Has only one side exposed to an aisle and is generally arranged in a series along a straight line.
- **PERIMETER BOOTH** – Is a linear booth that backs up to a wall of the exhibit facility rather than to another exhibit.
- **ENDCAP BOOTH** – Is a booth exposed to aisles on three sides and composed of a minimum of two booths which backs up to linear booths.
- **SPLIT ISLAND BOOTH** – Is a peninsula booth that backs up to another peninsula booth.
- **ISLAND BOOTH** – Is a booth(s) exposed to aisles on all four sides.

ARRANGING DISPLAY MATERIAL REGULATIONS

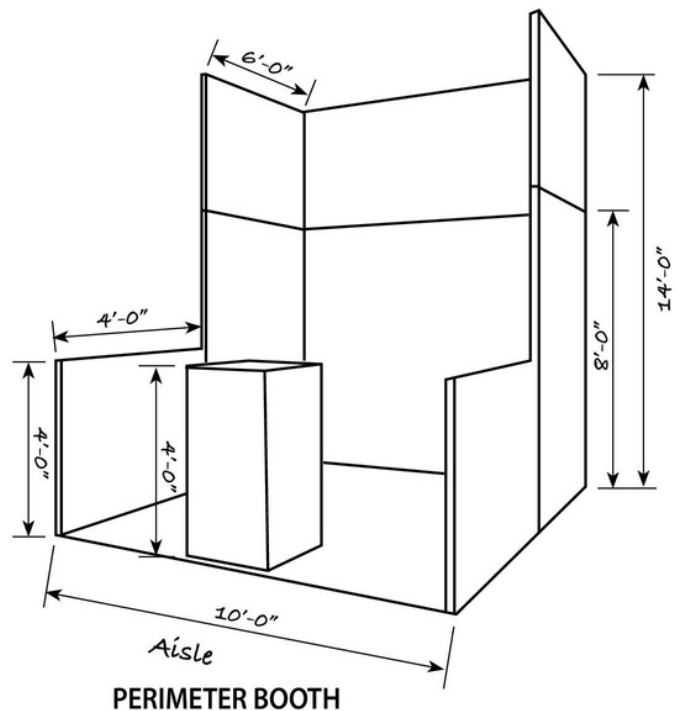
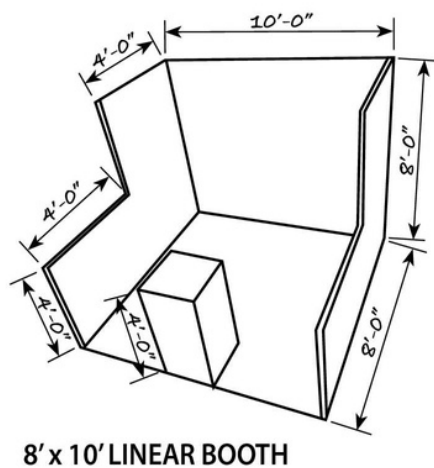
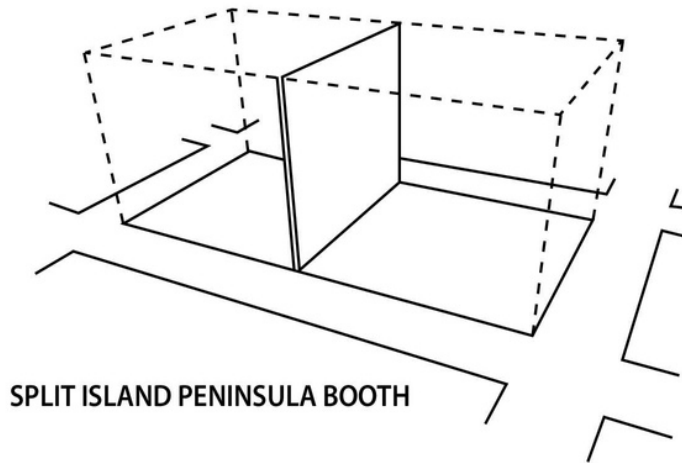
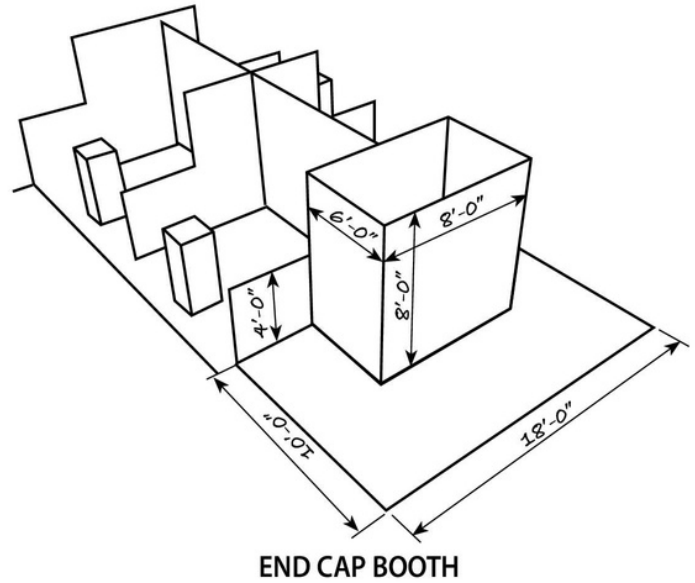
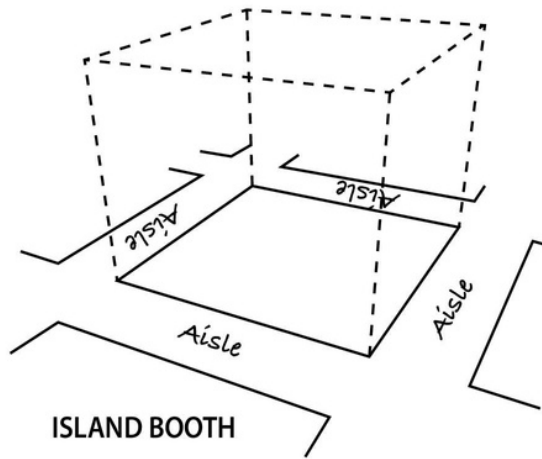
- **Display Materials** – Should be arranged in such a manner so as not to obstruct sight lines of neighboring exhibitors.
- **Split Island Booths and Island Booths** – May use the entire cubic content of the booth up to a maximum height of 18'.
- **Perimeter Booths** – All linear booth rules defined below apply except the back wall height restriction is 14' including signage.
- **Endcap Booths** – The backwall is restricted to 4' high within 4' of the aisle. 8' height restriction for the remainder (or center section not within 4' of the aisle).
- **Linear Booths** – The rear half of the booth(s) is restricted to a maximum height allowance of eight feet (8') with a four foot (4') height limitation in the remaining space forward to the aisle. If more than one linear booth is used as a single exhibit space, the 4' height limitation is applied only to that portion of exhibit space which is within 10' of an adjoining booth.

OTHER BOOTH ISSUES

- All exhibit displays should be designed and erected in a manner that will withstand normal contact, vibration and moderate wind effects.
- All materials used in display, construction, or decorating should be made of fire retardant materials.
- No lighting is allowed or should be projected outside the boundaries of the exhibit space. Specialized lighting (i.e., spins, rotates) should be in good taste and not interfere with neighboring exhibits. Potentially harmful lighting such as lasers is prohibited.

Some of the attached layouts reflect a 10' x 10' booth. Adjust depth dimensions accordingly for 8' x 10' booth as shown in the Linear Booth drawing.

BOOTH LAYOUTS



International Packaged Ice Association

1519 Dale Mabry Highway, Suite 202

Lutz, FL 33548

(800) 742-0627

info@packagedice.com