



# WJTA-IMCA 2017

conference  
expo

## EXHIBITOR PROSPECTUS

October 25–27

Morial Convention Center New Orleans



[www.WJTAIMCAExpo.com](http://www.WJTAIMCAExpo.com)

Presented By:

**WJTA-IMCA**<sup>TM</sup>

WATERJET TECHNOLOGY ASSOCIATION AND  
INDUSTRIAL & MUNICIPAL CLEANING ASSOCIATION



## About WJTA-IMCA

The WaterJet Technology Association (WJTA) was formed in 1983 at the Second U.S. Waterjet Conference in Rolla, Missouri, when the WJTA founders saw a need for an association to serve the rapidly evolving technology of high and ultra high pressure waterjetting in its many applications.

The WJTA founders set a number of goals: to promote safety, to provide a means of industry communications, to foster trade, and to keep members up-to-date on the ever evolving art and science of high pressure waterjet technology. For thirty years WJTA has provided a forum for the leaders and innovators in the industry to pursue these goals and has grown into a world-class trade association.

The Industrial & Municipal Cleaning Association was added in 2009 to provide a forum for WJTA members with an active interest in high pressure cleaning and industrial vacuuming technology. The addition of the IMCA expanded the scope of the WJTA to include technologies used in conjunction with waterjets in industrial and municipal applications.

After hosting biennial WJTA Conferences since its formation, WJTA-IMCA hosted the first Expo in 2010 drawing parties from the US and abroad to Houston for the only dedicated high pressure waterjet tradeshow in the world.

Throughout its history, WJTA-IMCA has continued to push for safe working practices in the industry. Recommended Practices manuals have been published for operating waterjetting equipment (since 1985) and industrial vacuum equipment (since 2007) and are constantly being updated with new information and guidelines.

The WJTA-IMCA Board recently approved a major update to the Waterjetting Recommended Practices, culminating in months of work by the WJTA-IMCA Safety Committee for High Pressure, including contractors, manufacturers, educators, researchers, consultants and plant/asset owners. Renamed the *Industry Best Practices for the Use of High Pressure Waterjetting Equipment*, the new book reflects significant updates to the fifth edition. Revisions have been made throughout the manual to reflect the current state of safe operational practices for waterjet contractors and facilities.

The *Industry Best Practices* includes information about responsibility, accidents, pre-service and operational checklists and procedures, PPE, training requirements, waterjet team responsibilities, care and maintenance of equipment, automated equipment, permanent cleaning areas, design criteria, and a glossary of definitions and guidelines.

Visit the WJTA-IMCA website for more information at: [www.wjta.org](http://www.wjta.org).

## About the Conference & Expo

The Conference & Expo is the annual tradeshow and biennial technical/educational conference of the WJTA-IMCA. The Conference & Expo serves the global hydroblasting, vacuum truck, waterjet, and industrial/municipal cleaning markets.

Major themes of WJTA-IMCA 2017 are the application and development of mechanized/automated hydroblasting systems, safety in manual and robotic industrial cleaning and technical innovation in fluid jet applications.

The preliminary 2017 program includes educational sessions, live outdoor demonstrations, technical research paper sessions, a daylong pre-conference educational course and an extensive exhibit hall with large equipment displays.

2017 will mark WJTA-IMCA's fourth show in New Orleans with sustained growth and enthusiasm from vendors and attendees.

**World-class** exhibits, live demos, education and networking



# Why are top companies participating in WJTA-IMCA?

WJTA-IMCA is a globally recognized not-for-profit trade association with a reputation for fostering cutting edge technology and safety.

WJTA-IMCA's focus on its industries saves you time and resources by drawing high quality, relevant participants.

WJTA-IMCA draws a high-level audience of attendees with industry leaders from the US Gulf Coast to around the world.

Exhibitors get results – reach new customers and suppliers and develop new business opportunities.

New Orleans is a world-class business, convention and tourism destination – the WJTA-IMCA Expo's move to NOLA in 2014 catalyzed significant and sustained growth in exhibits and attendance.

## Grow - Connect - Invigorate Your Brand at WJTA-IMCA 2017



### Primary **Products/Industries** Served

**Contractors, Service Providers, Vendors, Rental,  
Facility/Asset Owners, Researchers, Academics,  
Consultants**

Industrial Cleaning  
Environmental Services  
Hydroblasting  
Vacuum Truck/Air Mover  
Waterjet/cold cutting  
Vacuum/Hydro Excavation  
Hydrodemolition  
Sewer Cleaning and Inspection  
Robotics, Automation and Controls  
Safety/PPE  
Staffing and Finance  
Mechanical Cleaning  
Bundle Pulling  
Tank Cleaning  
Waterjet/Blast Abrasives  
Nozzles, Tools, Parts and Components

and more...



## More than...

32,000 square feet of exhibit space

90 exhibiting companies

1,000 participants from 30 countries

## Growing Exhibition

Did you know... the Expo footprint has doubled since 2013?

## Global Participation

80% | United States of America

20% | All other countries

## Expo Quick Facts

1983 | First WJTA Conference

1989 | First WJTA short course on waterjet cleaning and cutting

1991 | First live demonstrations at the WJTA Conference

2010 | First WJTA-IMCA Expo held in convention center

2014 | Moved from Houston to New Orleans

# Exhibitor Benefits

## Included with your exhibit space:

### Pre-Show

- Listing and hyperlink on Expo website and floorplan
- Customer invites
- Flyers, eblasts and promotional materials to spread the word about your booth
- Listing in August and October *Jet News* and pre-show Expo Guide

### On-site

- Access to 1,000+ high-level industry professionals from around the world
- Five registrations for your company personnel per 100 sq. ft. of exhibit space – valid for all Expo activities and educational sessions excluding the pre-conference Basics & Beyond short course
- Company listing and services description in the printed Expo Program Guide
- One standard electrical outlet
- Complimentary open-access wifi

### Post-show

- List of all verified attendees with contact information

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## NOT included with your exhibit space:

- Carpet and furnishings
- Additional utilities (e.g., compressed air)
- Freight and shipments



# Exhibit Pricing\*

## Booths

\$2,000 per draped 10'x10' booth

### Island space

0–499 sq.ft.	After Feb. 1 \$15.50/sq.ft.
1,000–1,999 sq.ft.	\$14.50/sq.ft.
2,000–2,999 sq.ft.	\$13.50/sq.ft.
Over 3,000 sq.ft.	\$12.50/sq.ft.



\*Corporate Member pricing. Non-corporate members of WJTA-IMCA pay an additional \$600 flat fee for any sized exhibit space

# Sponsorships

## Levels

Platinum – \$10,000 or more

Two full-page, four-color advertisements in the Expo Program, full-page, four-color advertisement in the August 2017 *Jet News*, 20 free Expo passes for your customers

Gold – \$5,000

One full-page, four-color advertisement in the Expo Program, 10 free Expo passes for your customers

Silver – \$2,500

One half-page, four-color advertisement in the Expo Program, 5 free Expo passes for your customers

Bronze – \$1,000

One quarter-page, four-color advertisement in the Expo Program

All sponsors are listed and recognized on the WJTA-IMCA website, in Conference/Expo materials, *Jet News*, email broadcasts, and on-site signage and materials.



**Extend the value of your exhibit  
and support the WJTA-IMCA**

# Thank you to our 2016 Exhibitors

24 Hr Safety  
Advanced Pressure Systems  
Amazing Machinery LLC  
Apex Waterjetting Technologies, Inc.  
Aqua-Dyne & Flow International  
BIC Alliance (*Silver Sponsor*)  
Bingham Industries  
CESCO/Aquamiser  
CRP Industrial  
Cat Pumps  
Cold Jet  
Comet USA, Inc.  
Conco Services Group  
Critical 2 Way Communications LLC  
D&S Professional Services  
DNP Americas  
DeBusk Services Group, LLC (*Platinum Sponsor*)  
Delco (FNA Group)  
Dirt Works Environmental, LLC  
Dragon Products, Ltd.  
Dynablast  
ENZ USA, Inc.  
Easy-Kleen Pressure Systems  
Environmental Rental Services (*Gold Sponsor*)  
FS Solutions  
Fast Flow Pumps  
Fruitland Manufacturing  
GHX Industrial  
GMA Garnet (USA) Corporation  
GapVax, Inc.  
Gardner Denver Waterjetting Systems (*Bronze Sponsor*)

General Pump  
Giant Industries  
Global Vacuum Systems  
Glove Guard, LP (*Bronze Sponsor*)  
Guzzler Manufacturing  
Hammelmann Corporation  
Heintzmann Corp.  
High Pressure Equipment Co. (*Silver Sponsor*)  
Houston Area Safety Council  
Hufco  
Hydra-Flex, Inc.  
HydroChem  
IMS Robotics GmbH  
Idrojet S.R.L.  
JGB Enterprises, Inc.  
JPCL/Paintsquare  
Jack Doheny Companies Inc. (*Gold Sponsor*)  
Jetstream of Houston, LLP (*Silver Sponsor*)  
Keith Huber Corporation  
LaPlace Equipment Co.  
Ledwell & Son Enterprises, INC.  
Logan Clutch Corporation  
Matrix Service  
NLB Corp. (*Silver Sponsor*)  
National Vacuum Equipment  
Newson Gale, Inc.  
Northern Safety & Industrial (*Platinum Sponsor*)  
Orbijet Technologies, Inc.  
PSC Industrial Outsourcing, LP  
PSI Pressure Systems Corp.

Parker Hannifin - Parflex (*Bronze Sponsor*)  
Peinemann Equipment B.V.  
Piranha Hose Products  
Presvac  
Ramvac Vacuum Excavators  
Reliable Pumps Consultants  
Reliant Industrial Staffing  
Resato International B.V.  
Robellaz & Cie SA (*Bronze Sponsor*)  
Ryco Hydraulics  
Safety Lamp of Houston  
SafetyPlusWeb  
SPIR STAR (*Silver Sponsor*)  
Stewart R. Browne Mfg. Co.  
StoneAge, Inc. (*Platinum Sponsor*)  
Super Products, LLC  
TST Sweden (*Silver Sponsor*)  
Terydon, Inc.  
The Blast Bag Company, Inc.  
Trans Lease, Inc.  
TurtleSkin WaterArmor  
Under Pressure Systems  
Vacall  
Vac-Con, Inc.  
VacSol Robotics  
Vac-Tron Equipment LLC  
Vactor Manufacturing  
Vacuum Truck Rentals (*Gold Sponsor*)  
Vecta Environmental Services  
Veolia North America (*Gold Sponsor*)  
Waterblasting Technologies  
Wilco Supply LLC  
WOMA Kärcher Group

**82.5%** of participants would recommend the Expo to a colleague



# Show Rules

## Space Assignment

Space assignment will be based on the order in which your application and deposit is received.

## Provisions

The booth/exhibit space rental includes an 8' high draped backwall, 3' high draped sidewalls, a 7"x44" identification sign showing company name and booth number, and one (1) standard 500 watt electrical outlet. Additional electrical outlets and utilities will be available through the convention center, and additional furnishings will be available from Freeman, the official Expo services contractor.

## Exhibitor Registration and Badges

Exhibitors must have an official WJTA-IMCA badge to enter the exhibit area during regular exhibit hours. This badge will be available at registration. The registration area will be open during installation of exhibits starting at 7 a.m. Tuesday, November 1, through closing on Thursday, November 3.

## Exhibit Design

No exhibit will be permitted to interfere with a neighboring exhibit. This includes display material, loud noises, boisterous behavior or taped messages being played too loudly. Display fixtures, including equipment, should not block the sightline from the aisle to the adjoining booth.

## Losses

Security is provided. However, WJTA-IMCA is not responsible for loss or damage to exhibitor's property or lost shipments, either coming in, during or going out of the Expo hall.

## Space Cancellation

Any company canceling after July 20, 2016, will forfeit the deposit on their exhibit space.

## Promotional Events

Companies are encouraged to hold promotional events in conjunction with the WJTA-ICMA Expo outside of show hours. No promotional events may be scheduled during show hours that could be in competition with official Expo activities without the prior approval of the WJTA-IMCA Board of Directors. Types of promotional events may include, but are not limited to, receptions, sponsored networking activities, or product launches held away from the Expo facilities. Companies planning to hold events in conjunction with the Expo should contact the WJTA-IMCA office to ensure they are not in conflict.

## Shipping

Final shipping instructions and a schedule of charges will be available through Freeman's online portal. A link will be emailed to you when it is available and will be available through the WJTA-IMCA Expo website. Exhibit materials may be shipped to arrive at Freeman's warehouse for storage prior to the show and delivery to the exhibit floor on the first day of show setup.

## Installation of Exhibits

Companies may begin installing booths on Sunday, October 31, from 9:00 a.m.–5:00 p.m. and on Monday, November 1, from 8:00 a.m.–5:00 p.m. All booths must be completely installed no later than 5:00 p.m. on Monday, November 1. Exhibits must be staffed at all times during exhibit hours. Opening and closing hours will be strictly adhered to.



**Contact**

**wjta-imca@wjta.org**

**314-241-1445**

**www.WJTAIMCAExpo.com**