Your invitation to exhibit

SMACNA
77th Annual Convention

SEPT. 27-30, 2020 | THE BROADMOOR
COLORADO SPRINGS, CO

EXHIBITOR PROSPECTUS

<table>
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<th>2020 SMACNA PRODUCT SHOW</th>
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<td>Annual Convention:</td>
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<td>September 27-30, 2020</td>
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<td>Product Show:</td>
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<td>September 29, 2020</td>
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THE SHEET METAL AND AIR CONDITIONING CONTRACTORS’ NATIONAL ASSOCIATION (SMACNA) is an international trade association representing approximately 1,800 member firms in 101 chapters throughout the United States, Canada, Australia, and Brazil. SMACNA is a leader in promoting quality and excellence in the sheet metal and air conditioning industry.

This September, nearly 1,000 industry professionals will be at the SMACNA Annual Convention and Product Show seeking solutions to help improve their businesses.

Great business will certainly be accomplished in Colorado Springs. Make sure your company is there!

SMACNA members perform work in industrial, commercial, institutional, and residential markets.

They specialize in:

- Heating, ventilation, and air conditioning
- Architectural sheet metal
- Industrial sheet metal
- Kitchen equipment
- Specialty stainless steel work
- Manufacturing
- Siding and decking
- Testing and balancing
- Service and retrofit
- Energy management and maintenance

52% of all SMACNA contractors have revenues of more than $10 million per year.

Visit the 2020 Live Floorplan for exhibitor information and the most up-to-date floorplan.

For more information on member benefits, view the SMACNA Associate Member Brochure.

Contact your SMACNA Show Management Team  smacna@naylor.com  (703) 259-6118
RESERVE YOUR EXHIBIT SPACE TODAY!

Contact your SMACNA Show Management Team
email smacna@naylor.com
phone (703) 259-6118

SMACNA CONVENTION & PRODUCT SHOW ATTENDEES ARE TOP-LEVEL DECISION-MAKERS WITH MASSIVE PURCHASING POWER.

96.4% of attendees are purchasing decision-makers for their company.

90% of attendees are CEOs/Presidents, Key Executives, Project Managers and/or Supervisors for their company.

100% of exhibitors were satisfied with the performance of their exhibit space at the Product Show.

* 2019 Exhibitor Survey Results

ATTENDEES WANT THESE PRODUCTS AND SERVICES AT THE SMACNA PRODUCT SHOW

- Air Conditioning Equipment
- Air Filters
- Architectural Metal Supplies
- CADD, CAM, BIM
- Communication Equipment
- Computer Hardware & Software
- Controls
- Cutting Machines
- Dampers, Fire & Smoke
- Duct Manufacturing Lines
- Dust Collecting Equipment
- Energy Management Systems
- HVAC Equipment
- Indoor Air Quality (IAQ)
- Insulation Equipment
- Material Handling Equipment
- Office Equipment
- Press Brakes
- Roll & Flat Steel Stock
- Safety & Health Equipment
- Solar / PV
- Spiral Duct & Fittings
- Tapes & Adhesives
- Testing & Balancing Equipment
- Tools & Hand Tools
- Tracking GPS
- Vehicles & Vehicle Equipment
- Ventilation Equipment
- Welding Equipment

TENTATIVE 2020 SMACNA PRODUCT SHOW SCHEDULE

EXHIBITOR MOVE-IN:
Monday, September 28, 2020 .......... 11:00am - 5:00pm

SHOW HOURS:
TUESDAY, SEPTEMBER 29, 2020
Exhibitor Breakfast ....................... 6:30am - 7:00am
Product Show ............................... 7:00am - 11:30am
Product Show Exhibitor Meeting ...... 11:30am - 12:00pm

EXHIBITOR MOVE-OUT:
Tuesday, September 29, 2020 .......... 11:30am - 3:00pm

WHERE:
The Broadmoor
1 Lake Avenue
Colorado Springs, CO 80906

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SMACNA Show Management | 1430 Spring Hill Road | 6th Floor | McLean, VA 22102
Phone: 703-259-6118 | Fax: 703-934-4899 | smacna@naylor.com | www.smacna.org