Your invitation to exhibit

EXHIBITOR PROSPECTUS

2019 SMACNA Annual Convention

2019 SMACNA PRODUCT SHOW

Annual Convention: October 20-23, 2019
Product Show: October 22, 2019

AUSTIN, TEXAS
OCTOBER 2019
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 October, 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 Austin. Make sure your company is there!

EXHIBITING RATES PER 100 SQ. FT.
- Members* 100 sf of exhibit space included with membership! Additional booths purchased at $4,000
- Non-Members $4,500

Visit the 2019 Live Floorplan for exhibitor information and the most up-to-date floorplan.

Contact your SMACNA Show Management Team
スマックナ@ネイラー.com | (703) 259-6123

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

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

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 CEO/President, 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.

TENTATIVE 2019 SMACNA PRODUCT SHOW SCHEDULE

WHEN:
Tuesday, October 22, 2019

EXHIBITOR MOVE-IN:
Monday, October 21, 2019 .......... 11:00am - 5:00pm

SHOW HOURS:
Exhibitor Breakfast ...................... 6:30am - 7:00am
Product Show ............................. 7:00am - 11:30am
Product Show Exhibitor Meeting .. 11:30am - 12:00pm

EXHIBITOR MOVE-OUT:
Tuesday, October 22, 2019 .......... 11:30am - 3:00pm

WHERE:
JW Marriott Austin
110 E 2nd Street
Austin, TX 78701

RESERVE YOUR EXHIBIT SPACE TODAY!

Contact your SMACNA Show Management Team
smacna@naylor.com  (703) 259-6123

* 2018 Exhibitor Survey Results