

# GLOBALCON™

*Energy, Power, & Facility Management Strategies & Technologies*

# 2013

*Showcase your products to leading energy  
decision makers in business, industry, and government...*

**March 6-7, 2013 ■ Philadelphia, PA  
Pennsylvania Convention Center**



*Featuring*



*Presented by*



*Hosted by*



## The GLOBALCON show reaches a cross section of key industry decision makers...

- Energy Engineers and Managers
- Facility Managers
- Managers of Industrial Plants
- Directors of Facilities
- Directors of Energy Planning
- Project Managers
- Managers of Energy Services
- Building Administrators
- Energy Coordinators
- Directors of Finance
- Managers of Electric Utilities
- Vice Presidents of Operations
- Mechanical Engineers
- Directors of Corporate Accounting
- Directors of Property Management
- Energy Consultants for Commercial, Institutional, and Industrial Customers
- Managers of Proposals
- Directors of Engineering
- Directors of Operations
- Certified Energy Managers
- Plant Engineers and Managers
- Physical Plant Administrators
- Building Owners
- Property Managers
- Government Facility Managers
- Electrical Engineers
- Process Engineers
- Consultants, HVAC Contractors, and Energy Service Professionals
- Industrial and Commercial End Users
- Institutional Facility Managers
- Healthcare Facilities Administrators

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**MARCH 6-7, 2013  
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End-user professionals from business, industry, and government come to GLOBALCON each year to get up to speed on the latest marketplace developments, explore promising new technologies, compare energy supply options, and learn about innovative green strategies and project implementation practices. For 2013 the Association of Energy Engineers, along with host utility Philadelphia Gas Works (PGW), are pleased to bring GLOBALCON to the Pennsylvania Convention Center in the heart of Philadelphia.

The show connects buyers and sellers of energy-related products and services, enabling the exchange of ideas, customer face-to-face interaction, training, industry networking, and sales lead development. As an exhibitor at GLOBALCON, you will be an integral part of a major energy trade event where you can showcase your products and services, discuss projects with key commercial, industrial, institutional, and governmental decision makers, and reach both new and existing customers in an exciting and motivating environment.

The GLOBALCON expo is a proven robust and active selling venue for those marketing energy efficiency, smart building systems, renewable/alternative energy technologies, onsite generation, and all related products and services for improving facility performance. Your presence on the GLOBALCON show floor provides you with a powerful opportunity to meet the well-informed decision makers you most need to reach.

### FOR QUESTIONS ABOUT EXHIBITING:

Contact Ashley Clark, Exhibit Manager, at (770) 279-4392, or email [ashley@aeecenter.org](mailto:ashley@aeecenter.org), or visit [www.aeeprogams.com/globalcon](http://www.aeeprogams.com/globalcon)

### GLOBALCON targets the technologies and services of greatest importance to show attendees...

- Energy efficient technologies
- Renewable and alternative energy
- Combined heat and power/cogeneration/ distributed generation
- Efficient lighting products/lighting controls
- High-performance HVAC systems/controls
- Boilers and combustion controls
- Integrated building automation/energy management
- Thermal storage and load management
- Geoexchange technologies
- Solar, wind, and fuel cell technologies
- Applications specific to FEM programs
- Energy services and project financing



### ABOUT THE SHOW HOST...

For more than 175 years, the Philadelphia Gas Works (PGW) has proudly served the City of Philadelphia. As the largest municipally owned natural gas utility in the country, PGW provides clean energy solutions to approximately 500,000 residential, commercial, industrial, and municipal customers. It has a distribution system of approximately 6,000 miles of gas mains and service pipes, and is managed by the Philadelphia Facilities Management Corporation PFMC, a non-profit corporation.



YEARS OF ACHIEVEMENT

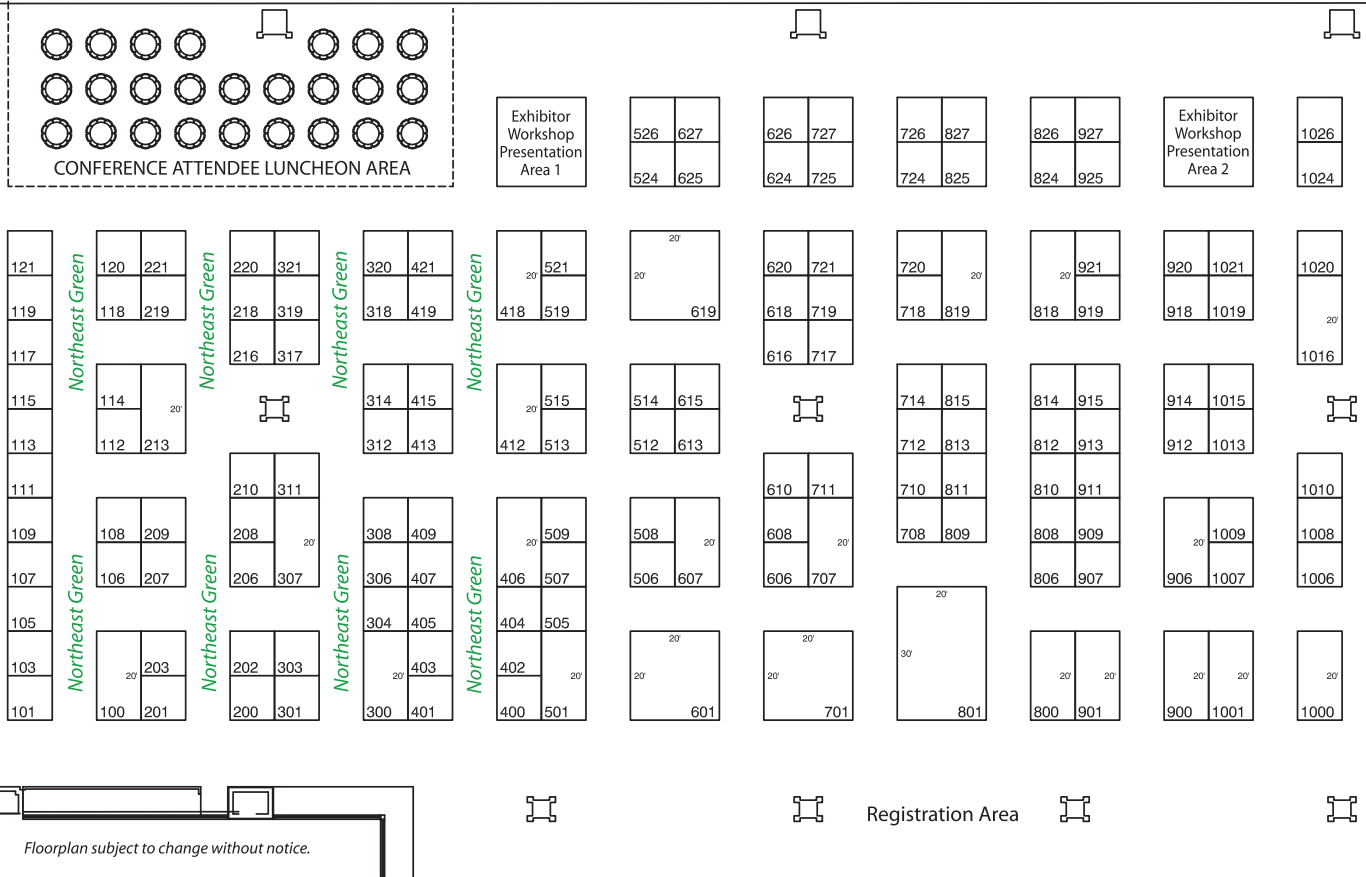


### ABOUT THE SHOW PRESENTER...

The Association of Energy Engineers (AEE), a professional society of over 15,000 members, presents GLOBALCON. Members include energy engineering and management professionals from throughout the U.S. and over 80 nations abroad. AEE is dedicated to providing industry-specific information resources, training, and widely recognized professional certification programs in the dynamic fields of energy engineering and energy management, renewable and alternative energy, power generation, energy services, sustainability, and all related areas. For more details, visit [www.aeecenter.org](http://www.aeecenter.org).

# Reserve your prime show location early!

## GLOBALCON 2013 FLOORPLAN PENNSYLVANIA CONVENTION CENTER — HALL E



### Place your exhibit in GLOBALCON's Northeast Green Showcase!

- Expanded expo area
- Green-specific conferences and workshops
- Networking with green-motivated buyers



LEARN MORE AT [energy.gov](http://energy.gov)

The U.S. Environmental Protection Agency ENERGY STAR® and the Association of Energy Engineers (AEE) invite you to exhibit and participate in the GLOBALCON Northeast Green® showcase, to be prominently located within the GLOBALCON 2013 exhibit hall. By placing your exhibit along Northeast Green's "green carpet," you'll have a superb opportunity to highlight your role as a leading provider of environmentally friendly, green energy efficiency-related products and services. The GLOBALCON conference will also include a special series of presentations to educate and guide attendees as they seek the best and most promising green/sustainable solutions for improving their building's performance.



Again for 2013!!!

### GLOBALCON Exhibitor Workshop Presentations

*A limited number of companies exhibiting at GLOBALCON 2013 will be given the opportunity to make presentations about their technical applications and success stories in a specially designated area of the exhibit hall. Both conference and "exhibits only" attendees will be invited to attend these special workshop presentations free of charge. For more information, call (770) 279-4390.*

### GLOBALCON 2013 FACTS-AT-A-GLANCE

#### GLOBALCON SHOW

#### DATES AND LOCATION:

March 6-7, 2013  
Pennsylvania Convention Center  
Hall E  
Philadelphia, Pennsylvania

#### GLOBALCON 2013 EXPOSITION HOURS:

Wednesday, March 6, 2013  
10:00 am – 4:00 pm  
Thursday, March 7, 2013  
10:00 am – 2:00 pm

#### BOOTH COSTS:

\$2600 per 10'×10' booth space, which includes two complimentary conference registrations per 10'×10' unit reserved.

#### MAXIMUM BOOTH HEIGHT:

In-line standard booth height may not exceed 8'. Island displays may exceed 8'.

#### EQUIPMENT PROVIDED IN THE EXPO HALL AT THE CONVENTION CENTER:

- 8' curtained backdrop
- 3' curtained side railings
- Standard booth sign (Carpeting not provided)

#### FREE VIP EXPO TICKETS:

Valued at \$40 each, expo tickets are available for your organization's use and distribution to target your own leads by extending a special invitation to them to visit your booth at the show. Tickets are custom-printed with your company name.

#### ADDITIONAL INFORMATION OR SPACE RESERVATIONS:

Contact Ashley Clark, GLOBALCON Exhibit Manager at (770) 279-4392 or email [ashley@aeecenter.org](mailto:ashley@aeecenter.org). For more information visit the show website:

[www.aeeprograms.com/globalcon](http://www.aeeprograms.com/globalcon)

Make your plans now to reserve a great location!

## HVAC & SMART BUILDING SYSTEMS SHOWCASE



GLOBALCON provides a cutting edge forum for HVAC and building efficiency improvement technologies, energy services, and related energy management products. The expo and concurrent conference will highlight advances in high-performance HVAC systems and controls, energy management, building automation systems, and instrumentation, as well as energy services, and a growing array of smart building technologies which facilitate energy cost control. Products and services in these areas typically sought by attendees include:

### ENERGY MANAGEMENT

- Energy Management Systems
- Building Automation Systems
- Industrial Process Controls
- Steam Traps
- Combustion Controls
- Standby & Backup Power Systems
- Power Quality Systems/Services
- Consulting & Contracting Services
- Performance Contractors
- Window Film
- Internet Energy Management
- Monitoring & Metering
- Internet Facility Management

### HIGH-PERFORMANCE HVAC AND BUILDING SYSTEMS

- Energy-Efficient Cooling & Heating
- Energy-Efficient Chillers
- Absorption & Engine-Driven Chillers
- Desiccant Cooling Systems
- Gas Cooling Systems
- Solar Thermal Process Heat Systems
- Radiant Heating
- Thermal Storage Systems
- Heat Exchangers
- Heat Pumps
- Heat Recovery Equipment
- Geothermal Technologies
- Compressed Air Equipment
- Compressed Air System Management
- Variable Speed Drive Fans & Pumps
- Variable Air Volume Controls
- Refrigeration Controls
- Flow Control Devices
- Temperature Controls

### BOILERS & COMBUSTION CONTROLS

- Packaged High- and Low-

### Pressure Boilers

- High-Efficiency Firetube & Watertube Boilers
- High-Efficiency Gas-Fired Boilers
- High-Efficiency Electric Boilers
- Waste Heat Boilers
- Mass Burn Boilers
- Combustion Controls
- Burners & Steam Traps
- Steam Distribution Systems
- Heat Recovery Systems
- Emission Monitoring & Control Equipment

### ENERGY SERVICES

- Performance Contractors
- Financing Companies
- ESCOs
- Energy Marketers
- Power Quality
- Energy Auditing

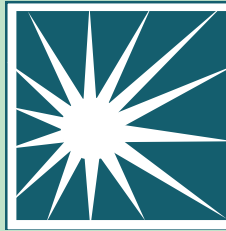
### ENERGY MANAGEMENT SOFTWARE

- Energy Usage & Billing Analysis
- Building Energy Simulation Software
- Project Management Software
- Life Cycle Costing Software
- Demand Forecasting Software

### HIGH-PERFORMANCE ROOFING & BUILDING MATERIALS

- High-Efficiency Roofing Systems
- Green Roof Technologies
- Solar Roofing Systems
- Energy-Efficient Doors & Windows
- Window Coatings
- Engineered Wood Products
- Recycled & Composite Building Materials
- Reduced VOC Paints, Adhesives, & Sealants
- Reduced VOC Carpeting
- High-Performance Insulation
- Recycled Insulation Products

## RENEWABLE & DISTRIBUTED ENERGY TECHNOLOGY SHOWCASE



The benefits of a growing range of on-site generation and distributed generation technologies, including combined heat and power systems, are now becoming more widely recognized by governments, policy-makers, and end users. Recent technology developments have contributed much to the widespread feasibility of smaller-scale generation systems to the marketplace—technologies based on state-of-the-art engines, turbines, microturbines, and fuel cells, plus significantly improved wind-driven and photovoltaic systems. If you're marketing the following products or services, this expo is an ideal marketing venue:

### ON-SITE GENERATION

- Microturbines
- Distributed Generation
- Combined Heat & Power Systems
- Power Generating Boilers
- Fuel Cell Power Plants
- Natural Gas-Fired Cogeneration Systems
- Biomass Cogeneration Systems
- Photovoltaic & Wind-Powered Technologies
- Standby Power Systems
- Reciprocating Engines
- Energy Service Companies
- Instrumentation & Controls
- Peak Shaving Gensets
- Industrial Switchgear
- T&D Protection Equipment

### POWER MANAGEMENT

- Flywheel Energy Storage
- Backup Power Systems

### SOLAR/PHOTOVOLTAIC PRODUCTS

- Stand-alone Photovoltaic Systems
- Grid-connected Photovoltaic Systems
- Building Integrated Photovoltaics
- Solar/Photovoltaic Engineering & Design Services
- Green Building Consultants/Contractors
- Solar Roofing Systems
- Passive Solar Technologies
- Solar Thermal Process Heat Systems

### FUEL CELL TECHNOLOGIES

- PEM Fuel Cell Systems
- Phosphoric Acid Fuel Cell Systems
- Solid Oxide Fuel Cell Systems
- Molten Carbonate Fuel Cell

### Systems

- Fuel Cell Cogeneration Systems
- Fuel Cell Power Plants

### GEOEXCHANGE TECHNOLOGIES

- Geothermal Heat Pumps
- Closed-Loop Geothermal Systems
- Open-Loop Geothermal Systems
- Self-Contained & Split Systems
- Geothermal Consultants & Contractors

### WIND POWER SYSTEMS

- Wind Turbine Systems
- Wind Power Accessories & Equipment
- Wind Power Plant Developers
- Wind Power Feasibility/ Financing Consultants
- Wind Power Engineering & Design Services

### BIOMASS/WASTE-TO-ENERGY

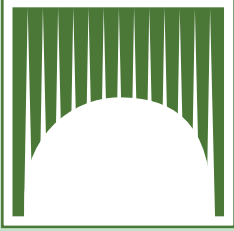
- Biomass Direct Combustion Systems
- Biomass Fueled Cogeneration Systems
- Biomass Gasification Systems
- Landfill Gas-Based Technologies
- Waste-to-Energy Systems

### OTHER RENEWABLE ENERGY PRODUCTS & SERVICES

- Alternative/Renewable Fuel Vehicles & Transportation Fuels
- Waste Heat Recovery Systems
- Renewable Energy Engineering & Design Services, Consulting, & Contracting Services

# Four Key Energy Market Sectors...

## LIGHTING EFFICIENCY SHOWCASE



Lighting efficiency continues to be a dynamic growth market, and GLOBALCON attendees fully recognize the potential cost savings achievable via upgrading to efficient lighting products and practices. A recent AEE survey of its members found that more than 41% listed new lighting technologies as the highest priority for application at their facility in the near future. High user satisfaction with lighting efficiency products may account for this statistic. Lighting efficiency products were rated good to excellent by 94% of respondents in another survey. Show visitors will benefit from exposure to a broad cross-section of lighting technologies, including:

### LAMPS

- Metal Halide
- Low Wattage Metal Halide
- Color Improved High-Pressure Sodium
- Compact Fluorescent
- Twin Tube Fluorescent
- Quad Tube Fluorescent
- Cathode Cutout Fluorescent
- Fluorescent Reflector Lamps
- Halogen Incandescent
- Selective Coated Incandescent
- Low Wattage H.I.D. Lamps
- Instant Restrike H.I.D. Lamps
- Krypton-Filled Lamps

### FIXTURES & OPTICS

- Reflectors
- Daylighting
- Skylights
- Light Pipes
- Indirect Lighting Fixtures

### LIGHTING CONTROLS

- Lighting Control Systems
- Photoelectric Controllers
- Motion Sensors
- Sound Detectors
- Ultrasonic Sensors
- Automatic Dimmers
- Electronic Switches

### BALLASTS

- Dimmable Ballasts
- Electronic Instant-Start Ballasts
- Heater Cutout
- HPF Ballasts
- Power Quality Products

### LIGHTING SERVICES

- Software Products
- Preventive Maintenance Management Services
- Lamp & Ballast Disposal Services

## PLANT ENGINEERING & FACILITIES MANAGEMENT SHOWCASE



Plant engineers and facility managers spend billions of dollars a year on projects involving operational improvements, plant upgrades, maintenance, and facilities renovation and construction. GLOBALCON will bring you face to face with those who make critical buying decisions for such projects, and who must, in the process, find strategies to minimize downtime and maximize cost-effective operation. This is an exceptional marketing venue for:

### FACILITIES MANAGEMENT, MAINTENANCE, PRODUCTION

- Power Quality
- Insulation
- Lighting Maintenance
- Machine Tools & Accessories
- Maintenance & Repair Services
- Lubricants & Polymer Compounds
- Roof Repair & Replacement
- Storage Tanks
- Testing & Inspection Systems
- Protective Coatings & Corrosion Control
- Labels, Tapes, & Signs
- Roll-up Doors
- Plant Engineering & Testing Services

### ONLINE & SOFTWARE-BASED FACILITY MANAGEMENT

- Computerized Maintenance & Management Software (CMMS)
- Maintenance, Repair & Operations (MRO) Software
- Facilities Management Software
- Project Management Software
- Life Cycle Costing Software
- Building Energy Simulation Software
- Demand Forecasting Software
- Process Control Software
- Automation Software
- Web-Based Facilities Management Services
- Web-Based Maintenance Management
- Web-Based Building Automation
- Web-Based Load Management

### HIGH-PERFORMANCE FACILITY DESIGN & RETROFIT

- Green Building Contractors
- Performance Contracting Services
- Project Financing & Management Services
- Federal & State High-Performance & Green Building Resources

### INDOOR ENVIRONMENTAL QUALITY

- Air Filtration & VOC Control Systems
- Air Monitoring & Sampling Systems
- Toxic Mold Detection & Removal
- Odor Control Systems
- Remediation Services
- Environmental Laboratories & Testing Services
- Dehumidifiers
- Consulting/Contracting Services

### WATER CONSERVATION

- Flow Controls
- Water Conserving Boilers & Steam Systems
- Cooling Equipment Retrofits
- Multipass & Closed Loop Cooling Towers
- Water Conserving Fixtures
- Waterless Urinals
- Leak Detection & Repair

### FIRE PROTECTION & SECURITY

- Emergency Lighting/Exit Signs
- Fire Detection Systems
- Security Systems & Services

### INSTRUMENTS, CONTROLS, AND TELECOMMUNICATIONS

- Data Collection Devices
- Measuring/Metering Instruments
- Flow Measurement
- Sensors and Transducers
- Silencing Equipment
- Testing Equipment

### INDUSTRIAL ELECTRICAL SYSTEMS

- Batteries, Chargers, & Controls
- Distribution Systems
- Protective Devices & Enclosures
- Generators
- Metering & Timing Devices
- Wire & Wiring Devices
- Motors & Drives



# Professionals look to GLOBALCON exhibitors as the leaders and prime resources in the industry.

## Here's a partial listing of recent GLOBALCON exhibitors...

21st Century Solar  
2G—CENERGY Power Systems Technologies, Inc.  
A&K Energy Conservation, Inc.  
AAF International  
Accessmount  
ACR Systems  
Acuity Brands  
Advanced Control Technologies  
Advanced Cooling Technologies, Inc.  
Advanced Green Technologies  
Advanced Power Control  
Advantix Systems  
Aegis Energy Services, Inc.  
AIC Heat Exchangers  
Air Pear  
Airus, LLC  
Alliance to Save Energy  
Alstrom Energy Group  
AmbiRad, Ltd.  
AMEC  
Amerex Energy  
American Air Filter  
American Capital Energy  
American Energy Partners  
American Plant Maintenance  
archSCAN, LLC  
Arista Power  
ARMM Associates, Inc.  
Armstrong Filtration  
Association for Facilities Engineering  
ATAS International  
Atlantic County Utilities Authority  
Atlantic Energy Concepts  
Atlas Copco Compressors  
Auburn Manufacturing  
Autani Corporation  
Avanceon  
AwarenessIDEAS, Division of FLEXi Display  
B&R Construction Services  
B.J. Terroni Company, Inc.  
Badger Meter  
Bain Associates  
Baltimore Aircoil Company  
Benjamin Electric Company  
Benjamin Enterprises  
BidURenergy  
Birdsall Services Group (BSG)  
BlueStar Energy Solutions  
Bluestone Energy Services  
BritePointe, Inc.  
Bti Energy Management  
Burns Engineering, Inc.

Burns Mechanical  
Bvisionary, Inc.  
Byram Labs  
Calmac Manufacturing  
Carlo Gavazzi, Inc.  
Carrier Commercial Service  
Carrier Rental Systems  
Center for Building Knowledge/NJIT  
CenterPoint Energy Services, Inc.  
Centimark Corporation  
Central Penn Business Journal  
Champion Energy Services  
Chevron Energy Solutions  
Cright Systems  
Clayton Industries  
Clean Technology Partners  
ClimateMaster  
Coastal Applied Systems, LLC  
Co-Exprise  
Colonial Electric Supply  
Commissioning Agents, Inc.  
Commonwealth Energy Group, LLC  
Converge Technologies, Inc.  
Con Edison Commercial & Industrial  
Concord Engineering Group  
ConEdison Solutions  
Constellation Energy  
Continental Control Systems, LLC  
Cooper Electric Supply Company  
Cooper Lighting  
Copper Development Association  
Coward Environmental Systems, Inc.  
CP Rankin Inc.  
CrunchEnergy  
Customized Energy Solutions  
Cypress EnviroSystems  
Dantherm Filtration  
Davidge Controls  
Defense Holdings, Inc.  
Defense Supply Center Philadelphia  
Dekra Certification  
Delaware Valley Green Building Council  
Delta Cooling Towers, Inc.  
Delval Equipment  
Dent Instruments  
DGLogik, Inc.  
Dialight  
Diesel & Gas Turbine Worldwide  
Digital Lumens  
Direct Energy Business

DLA Troop Support  
Dome-Tech, Inc.  
Dwyer Instruments, Inc.  
Dynamic Air Quality Solutions  
e2s  
Eastern Energy Services  
Eaton Corporation  
ecoInsight, Inc.  
EffTec  
E-Finity Distributed Generation/Capstone  
Turbine Authorized Distributor  
EFT Energy, Inc.  
ElectraLED, Inc.  
Electro Industries/Gauge Tech  
Elliott-Lewis  
Elodrive USA, Inc.  
EMCOR Services  
EMO Energy Solutions, LLC  
E-Mon  
Endurance Wind Power  
Energenic  
Energent Incorporated  
Energy Choice Solutions  
Energy Curtailment Specialists  
Energy Lighting Group, a division of Simkar  
Energy Management Products  
Energy Products Co.  
Energy Smart Industry  
EnerNOC, Inc.  
Enervex  
Engineers Club of Philadelphia  
Enlink Geoenergy Services, Inc.  
Entek Systems  
eSight Energy, Inc.  
Exelon Energy  
Facility Solutions Group  
Fellon-McCord  
FIBOX  
Field Diagnostics  
FieldOne  
FirstEnergy Solutions  
Flexera  
Flexim Americas Corporation  
FLIR Systems  
FloScan  
Flow Safe, Inc.  
Fluke Thermography  
FlyBack Energy  
Fullham Company  
Fulton Companies  
Functional Devices  
GAF Materials Corporation  
GDF Suez Energy Resources N.A.  
GE Industrial—Lighting

General Aire Systems, Inc.  
Genserve, Inc.  
Geofinity Manufacturing  
GeoGenix, LLC  
GeoPeak Energy LLC  
Glacial Energy  
Global Energy Services  
Greater Philadelphia Innovation Cluster for Energy Efficient Buildings  
Green Boiler Technologies, Inc.  
Green Box America, Inc.  
Green Leaf Lighting  
Greentech Energy Services  
Gutter Magician, Inc.  
H.T. Lyons  
HanitaTEK Window Films  
Heat-Timer Corporation  
Heliodyne  
HelioSage  
Hess Corporation  
Hilton Grand Vacations Company  
Hitech LED Lights, LLC  
Honeywell  
Howard Industries  
Howard Lighting Products  
Hubbell Building Automation, Inc.  
Hudson Energy  
Hughes Environmental Engineering  
Huper Optik USA  
Hutchinson Mechanical Services  
Hydrate Insulators, Inc.  
I Need Solar  
Ice Kube Systems  
iEnergyIQ Corporation  
IFMA—Greater Philadelphia Chapter  
IGSHPA  
Illuminating Engineering Society of Philadelphia  
Industrial Lighting Products (ILP)  
Integrated Metering Systems  
Integrays Energy Services, Inc.  
Intellidyne LLC  
Ives Equipment Company  
JLG Industries, Inc.  
Johnson Controls  
Kaeser Compressors, Inc.  
Kawasaki Gas Turbines—Americas  
Kay & Sons  
Keystone Energy Solutions, LLC  
KeyTex Energy Solutions  
KIC Government Services  
Kinsley Energy Systems  
Kohler Power Systems  
Kraft Power Corporation  
KTR Associates  
Kumho Electric USA, Inc.  
kWhOURS, Inc.  
Lamar Lighting  
Lamp Safe  
Langan Engineering & Environmental Services  
LED Saving Solutions  
LED Solutions, Inc.  
LED Waves, LLC  
Legends Energy Group, Inc.  
LEM USA  
Leviton Manufacturing Co.  
Liberty Power  
Lighting Alternatives  
Limbach Company, LLC  
Lime Energy  
Limpsfield Engineering  
Lumetric, Inc.  
Lutron/Synergy Electrical Sales  
Lutron Electronics  
M&E Engineers, Inc.  
MAMAC Systems  
Manna Supply  
McClure Co.  
Measurlogic, Inc.

Mercury Solar Systems, Inc.  
MetroTek Electrical Service  
Millennial Net, Inc.  
Miller & Chitty Co.  
Miria Systems  
Mitsubishi Electric HVAC  
Miura North America, Inc.  
MSI, Solid State Lighting  
NALMCO  
Natgun—A Division of DN Tanks  
National Air Filter  
National Assn. of Power Engineers  
NextEnergy USA  
NexTraQ  
Nexxus Lighting, Inc.  
NJ Board of Public Utilities  
NJ CleanEnergy  
NJ Higher Education Partnership for Sustainability  
NJ SmartStart Buildings  
NJ Solar Power  
Noren Products, Inc.  
NORESO  
North America Power Partners  
Northeast Energy Systems  
Noveda Technologies  
NTIS  
Obvius  
Onicon Incorporated  
Opto 22  
Orion Energy Systems, Inc.  
Orion International  
Osram Sylvania, Inc.  
PECO  
Pepco/Delmarva Power  
Pflister Energy, Inc.  
Philadelphia Gas Works  
PoolPak International  
Power Monitors, Inc.  
Power Standards Lab  
Powerhouse Equipment and Engineering Company  
Powerit Solutions  
PPL Energy Services/H.T. Lyons  
PPL EnergyPlus, LLC  
Precision Energy Group  
Precision-Paragon (P2)  
Premier Energy Group  
PTM Manufacturing, LLC  
Pulse Energy  
PVR Technical Services, LLC  
QAS  
Quality Attributes Software  
Quest Controls, Inc.  
R World Energy Solutions  
Racine Flow Meter Group  
Ransome Engine/Caterpillar  
Ray Angelini, Inc.  
Regency Lighting  
REHAU Construction, LLC  
Reliable Controls Corporation  
Reliant Energy, an NRG Energy Company  
Retro-Tech Systems, Inc.  
RF System Lab  
Rocky Research  
Rovanco Piping Systems  
Rowan University  
RTS Water Solutions  
Russell Solar  
Satco Products, Inc.  
Satec, Inc.  
Schletter  
Schneider Electric  
Schwank USA, Inc.  
SealRite Spray Foam  
Seesmart, Inc.  
Sentry Switch  
Shannon/Insultech  
Siemens Industry, Inc.  
Siemens Instrument & Analytical  
SmartChiller Group, Inc.  
SMC LED  
Sodexo  
Solar Turbines Incorporated

Solis Partners, Inc.  
Spectrum Lighting, Inc.  
Spire Solar Systems  
Sprague Energy  
Stand Energy Corporation  
Standard Solar, Inc.  
Starline  
Sterling Planet  
Stouch Lighting  
Summit Energy Services  
Summit Technology  
Sun Farm Network  
SunOptics Skylights  
Sunrise Technologies  
Superior Radiant Products  
Sustainable Energy Fund  
Sustainable Real Estate Solutions, Inc.  
Synergy Electrical Sales  
Synfone by FS Comm  
Tasseron Sensors, Inc.  
TCP, Inc.  
TE Connectivity  
Tecogen, Inc.  
Tekworx  
Telkonet, Inc.  
Tequipment.net  
TerraGlo Lighting  
TEVA Energy Thermal Solutions  
The Crom Corporation  
Thermax, Inc.  
Thermaxx Insulation Jackets  
ThinkEco, Inc.  
Tozour Energy Systems, Inc.  
Transformative Wave Technologies  
Triacta Power Technologies  
Trimble  
Tri-State Light and Energy, Inc.  
Tustin Energy Solutions  
Tyco Electronics/Energy Division  
U.S. Department of Energy/EERE  
U.S. Department of Energy/Industrial Technologies Program  
U.S. EPA ENERGY STAR Program  
U.S. Green Building Council/NJ Chapter  
UE Systems, Inc.  
UGI Energy Services, Inc.  
UGI Performance Solutions  
United Energy Products, Inc.  
Universal Electric Service  
Universal Lighting Technologies  
Utility Metals  
Value Energy Solutions, LLC  
Vanguard Energy Partners  
Vennex, Inc.  
Venture Lighting Int'l, Inc.  
Veolia Environmental Services  
Veris Industries, Inc.  
Viridity Energy  
Warren Controls  
Washington Gas Energy Services, Inc.  
Watson McDaniel Company/H.O. Trerice  
WattStopper  
Waukesha Engine  
WDG Silicones  
Weishaupt Corporation  
Wesco Distribution  
WESCO Distribution, Inc.  
Winsol Group, LLC  
Woodcock Washburn, LLP  
World Energy Solutions, Inc.  
Zoo Fans

*Above list is a partial listing of recent GLOBALCON exhibitors and is intended to serve as a sample.*

## SPONSORSHIP OPTIONS

Platinum, Gold, Silver, Bronze, & Event Sponsorships available now!

We offer various levels of sponsorships including, Platinum, Gold, Silver, and Bronze show packages. Each sponsorship includes not only your booth presence, but also expanded pre-show and onsite visibility to influential decision-makers. Exhibitors may also benefit by sponsoring an attendee function or giveaways such as the Opening Session coffee, the Opening Night Reception, an Exhibit Hall luncheon, badge-holder neck cords, or attendee bags.

For information on costs and options available, contact Lauren Lake at (770) 447-5083, Extension 211, or email her at [lauren@aeecenter.org](mailto:lauren@aeecenter.org)



# Show marketing you can count on...

The GLOBALCON Exposition is promoted with over 500,000 client invitations presented in a number of diverse ways:

- 15,000 AEE Membership and Chapter Outreach
- 10,000 Announce-the-Show Postcards
- 40,000 Exhibitor Prospectus Mailings
- 50,000 Preshow Conference Brochures
- 60,000 Final Conference Show Newspapers
- 30,000 AEE Journal Advertisements
- 160,000 Subscribers to Trade Publications
- 150,000 Dedicated Attendance Email Campaign
- 60,000 Expo Passes
- 1,000 Speaker Promotions
- 5,000 Mass Fax Show Passes
- 15,000 Banner Ad Impressions
- PLUS Press Releases via Newswire and Social Media

*Exhibitors also promote the event and their exhibits via their websites, customer representatives, direct mail, and company newsletters.*

**VISIT SHOW WEBSITE: [www.aeeprograms.com/globalcon](http://www.aeeprograms.com/globalcon)**

## As a show exhibitor, you can also take advantage of a number of added marketing opportunities.

### FREE DESCRIPTIVE PRODUCT LISTING.

Reserve space by September 5, 2012, and you can have a description of your product or service included in the show newspaper, which is distributed to thousands of prospective show attendees prior to the event.

### ADD YOUR LOGO AND ONLINE LINK.

You can enhance your complimentary product listing by adding your company logo. For just \$125, your logo will appear above your text product or service listing, both in the show newspaper and on the official show website, and your online listing will be linked to your website. For details, call (770) 279-4386.

### FREE CUSTOM MAILING PROGRAM.

As an exhibitor, you can provide us with up to 100 names and addresses of key customers and contacts before the show. We will mail a dynamic show attendance package to these VIPs on your behalf, including a conference registration discount and program details. We also offer free customer faxing opportunities. For more information, please call (770) 279-4388.



### ONLINE BUYER'S GUIDE LISTING: AT A SPECIAL REDUCED RATE.

Increase your exposure before, during, and after the show by being listed in the powerful energy, power, and facilities *Buyer's Guide*. Available online before the show in a searchable database, your *Guide* listing will include your organization's profile as well as a product page.

The *Buyer's Guide* is also distributed in PDF format onsite to every conference attendee as part of the *Proceedings* CD, and links to the *Buyer's Guide* are included in AEE's monthly e-newsletters, distributed to 60,000 industry professionals. View some sample listings at:

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

(select *Buyer's Guide*).

Exhibitors may be listed in the *Buyer's Guide* for a discounted cost of \$195 (regular fee \$495) or for \$295 for an enhanced listing with product PDF (regular fee \$595). For additional information, please contact Jacqueline Fraga at (770) 279-4390 or email her at:

[jacqueline@aeecenter.org](mailto:jacqueline@aeecenter.org).

### ADVERTISE IN THE GLOBALCON EXHIBIT HALL DIRECTORY

The GLOBALCON *Exhibit Hall Directory* is the onsite guide containing up-to-date show information. It is distributed during registration to conference attendees and expo-only visitors. The directory includes the show floorplan, exhibitor directory, daily GLOBALCON exhibit hall events, and more. Ad sizes available are *full page*, *half page*, *quarter page*, and *business card* configurations.

See reservation form for pricing. Advertising space is available on a first-come, first-served basis. For further information, please contact Jacqueline Fraga at (770) 279-4390 or email her at:

[jacqueline@aeecenter.org](mailto:jacqueline@aeecenter.org).

A cross section of high-profile sponsors help promote the show...

*This listing represents typical sponsors who help to promote the event and is subject to change. Refer to website [www.aeeprograms.com/globalcon](http://www.aeeprograms.com/globalcon) as the program is regularly updated & new sponsors added.*

*Use the form on the back page of this brochure to reserve your exhibit space in GLOBALCON 2013 today!*

# GLOBALCON 2013 EXHIBIT SPACE RESERVATION FORM

## Reserve early to assure the best location!

**YES**, please reserve exhibit space for our use at GLOBALCON 2013, March 6-7, 2013, to be held at the Pennsylvania Convention Center in Philadelphia, PA. We understand booth space is available in multiples of 10' x 10' at a cost of \$2600.

Number of 10' x 10' spaces desired: \_\_\_\_\_ @ \$2600 each  
= amount due: \$ \_\_\_\_\_

**YES**, also please reserve our:

List link and logo on the show website @ \$125 = amount due: \$ \_\_\_\_\_

Your web address: www. \_\_\_\_\_

*Note: logo should be sent in Adobe Illustrator .eps format.*

Buyer's Guide listing @ discounted rate of \$195 = amount due: \$ \_\_\_\_\_

Enhanced Buyer's Guide listing  
@ discounted rate of \$295 = amount due: \$ \_\_\_\_\_

Exhibit Hall Directory Ad (check ad size below) = amount due: \$ \_\_\_\_\_

\$395 Business Card Ad       \$850 Quarter Page Ad

\$1350 Half Page Ad       \$2600 Full Page Ad

**TOTAL AMOUNT DUE: \$ \_\_\_\_\_**

Booth space(s) preferred:

1st Choice \_\_\_\_\_ 2nd Choice \_\_\_\_\_ 3rd Choice \_\_\_\_\_

We will display these products or services: \_\_\_\_\_

Indicate up to 3 competitors whose booths you prefer not to be adjacent to your exhibit.\*

1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

\*WE WILL TRY BUT CANNOT GUARANTEE TO MEET YOUR REQUEST

Name \_\_\_\_\_

Title \_\_\_\_\_

Organization \_\_\_\_\_

Street Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

We have read, understand, and agree to the contract terms and conditions.

**X**

Authorized Signature of Applicant (required) \_\_\_\_\_ Date \_\_\_\_\_

Full payment enclosed: \$ \_\_\_\_\_

50% payment enclosed: \$ \_\_\_\_\_

**Make check payable in U.S. funds to AEE EXHIBITS.**

PAYMENT:  Check enclosed       Bill company (P.O.-if used-must be attached)

Bill credit card in the amount of \$ \_\_\_\_\_

VISA       MasterCard       American Express       Discover

Credit card number \_\_\_\_\_

**X**

Authorized Signature of Cardholder (required) \_\_\_\_\_ Expiration Date \_\_\_\_\_

Credit Card Billing Address (where credit card bill is sent)

Name on Card (print) \_\_\_\_\_

Street Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

**RETURN TO: GLOBALCON 2013**  
P.O. Box 1026, Lilburn, GA 30048  
Phone Ashley Clark, Exhibit Manager:  
(770) 279-4392 or Fax (770) 381-9865

## GLOBALCON 2013 CONTRACT TERMS

As an Exhibitor in the show, we hereby agree to conduct business in a professional manner, to observe the regular hours of the exposition, and to the following terms and conditions:

1. Exhibitors will indemnify, defend, and hold the Association of Energy Engineers (AEE), Show Management and its contractors, show hosts, sponsors, and cosponsors, and the Pennsylvania Convention Center harmless from any claims, losses, expenses, (including attorneys' fees) and liability arising in connection with the "Association's" meeting being held at the Pennsylvania Convention Center, Philadelphia, PA, March 4-8, 2013. Exhibitor agrees to make no claims whatsoever for loss, theft, damage, destruction of goods; nor for any injury to himself or employees while in the exposition quarters; nor for any damage of any nature, including damage to his business, nor for any loss resulting from labor disputes, acts of God or nature, or any action of any nature of AEE and Show Management. Force Majeure: In the event the Exhibit Hall or any part of the exhibit area thereof is unavailable whether for the entire event, or a portion of the event as a result of wind, fire, flood, tempest, act of God or nature, or any other such cause or as a result of governmental intervention, malicious damage, acts of war, acts of terrorism, strike, lockout, labor dispute, riot or any other cause or action over which Show Management has no control, or should Management decide that because of any such cause it is necessary to cancel, postpone, or resite this show, AEE, Show Management, Host, and Sponsors shall not be liable to indemnify or reimburse the Exhibitor in any respect of any damage or loss, or booth fees, direct or indirect, arising as a result thereof.

2. Upon submitting booth contract we understand booth spaces are non-cancelable and we agree to adhere to the cancellation policy terms (No. 8). If we cancel, we will be charged a minimum 50% of the published booth fee for the number of spaces we have contracted.

3. Exhibitors are advised to carry floater insurance to cover their exhibit material against damage and loss and public liability insurance to cover against injury to the Exhibitor, its staff, and to injury to others. All property of Exhibitor is understood to remain under its custody and control in transit to and from and within the confines of the exhibit area and Exhibitor shall maintain insurance covering Exhibitor's property. Exhibitor shall also carry comprehensive general liability and property damage liability and statutory Workmen's Compensation with employers' liability. Appropriate Certificates of Insurance shall be furnished by Exhibitor upon request by Show Management or its contractors. Obtaining insurance and amount of insurance remains solely the responsibility of the Exhibitor.

4. In island spaces with aisles on all four sides, overhead panels or "bridge type" construction may be permitted. No exhibit shall be permitted to interfere with a neighboring exhibit. Island exhibits must not include a back wall that blocks visibility of neighboring booths. In-line booth side-dividers of a height in excess of 36" must not extend further than three (3) feet out from the back wall. Booth walls or equipment displayed must not exceed eight (8) feet in height. Any exceptions must first be approved by Exhibition Management. Exposed/unsightly portions of booth may be ordered "masked" by Show Management - the expense for which is the sole responsibility of the Exhibitor. Carpeting of exhibitor's booth space is required at exhibitor's expense. AEE retains the right to change the expo floorplan and Exhibitor's booth location without prior notice.

5. Internet advertising is available to current Exhibitors who have submitted at least a 50% booth deposit. Special exhibit/package rate reflects a significant discount off of regular Internet advertising rates and may not be combined with any other offers. AEE reserves the right to reject advertising for any reason whatsoever.

6. All exhibits must be set up by 5:00 pm the evening prior to the opening of the show. Booth space not set up and claimed by the evening prior to the show opening will be forfeited and may be re-assigned by Show Management at its discretion. AEE reserves the right to force set an exhibitor's booth if freight has been delivered or remove freight from the floor prior to show opening. All charges will be applied to the exhibitor's account.

7. Regulations and Compliance: No explosives, fuel, combustibles, or hazardous materials, decorative materials not fireproof nor flameproof, or any materials or substances deemed hazardous under applicable fire regulations may be brought into the Exhibit Hall. Exhibitor must observe all union regulations in force in the Exhibit Hall and use qualified personnel for services. All Exhibitor's electrical, pneumatic, and hydraulic equipment must meet requirements of all applicable electrical and safety codes.

8. Cancellation, change of space, change of Exhibitor information, and refund policy:

(a) Exhibitor agrees to notify Show Management in writing if it needs to change its booth size, change its company listing and/or contact information, as well as if it needs to cancel out of the show.

(b) Written cancellation received by Exhibit Manager more than 120 days prior to the opening date of the show, cancellation fee of 50% of total booth cost (Internet and directory ads are non-refundable) will be assessed.

(c) Written cancellation received within 60 to 120 days prior to the opening date of the show, cancellation/penalty fee of full amount of booth cost (Internet and directory ads are non-refundable) will be assessed regardless of cancellation notification, and no refund will be made.

(d) Written cancellation received less than 60 days prior to the opening date of the show, total payment for the booth space (Internet and directory ads are non-refundable) is due regardless of cancellation notification, and no refunds will be made.

(e) If an Exhibitor decreases its booth size from the original contract, it will be deemed a cancellation for the booths decreased, and the show's cancellation schedule will apply. Exhibitor agrees to immediately notify AEE Show Management in writing prior to the show of any changes in company profile. Upon submitting the reservation/contract form, exhibiting company is liable for payment for applicable booth space fee. No refunds or transfers of Exhibitor funds are permitted. In case of a dispute, the governing laws of Georgia will apply.