

MAY 6-8

Houston, Texas

MARRIOTT MARQUIS HOUSTON
GEORGE R. BROWN CONVENTION CENTER

ILTA

INTERNATIONAL
OPERATING
CONFERENCE &
TRADE SHOW

2024

Celebrating 44 years of bringing the terminal industry together, ILTA 2024 is **THE ULTIMATE VENUE** to meet the largest gathering of industry buyers, influencers and specifiers in North America!



EXHIBITOR PROSPECTUS

WWW.ILTA.ORG

ILTA 2024 is strategically located in Houston, Texas — the energy capital of the world.

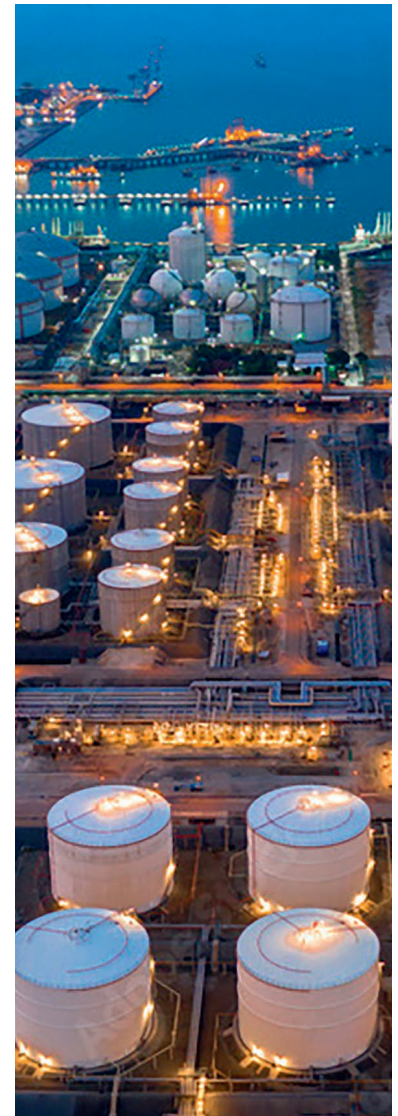
Home to more than 4,600 energy-related firms, Houston is the headquarters for nearly all segments of the U.S. energy industry including storage, exploration, production, transmission, marketing, supply and technology.

Exhibiting at ILTA 2024 offers you not only an excellent opportunity to meet new prospects but also a chance to visit with your existing clients — strengthening current relationships while offering unparalleled access to a targeted audience of terminal industry buyers and prospective clients.

With more than 220,000 square feet of exhibit hall space, the George R. Brown Convention Center affords ample opportunities for both large and small-scale equipment demos as well as infrastructure suitable to showcase new technology. ILTA 2024 will introduce additional networking and meeting space on the trade show floor to help you make the most of your exhibiting experience.

91%

of ILTA 2023 exhibitors said they **would likely exhibit again**



Unveil your newest products and services, enjoy golf with colleagues and network during the many other event opportunities ILTA 2024 has to offer!

Contact sales@ilta.org or 352-900-2710

A booth at ILTA 2024 is just the beginning!

Every ILTA 2024 booth comes with a full suite of digital marketing tools, premier networking opportunities, exclusive sponsorship opportunities and so much more!

Your booth space fee includes:

- FREE exhibit-only badges for booth personnel
- PROMINENT advertising and sponsorship opportunities
- FREE company and product listing in the Show Guide
- FREE company listing on the event mobile app
- Each 10x10 booth space includes 8-foot back drape, 3-foot side drape, company identification sign, aisle carpeting and exhibit hall security
- **Static space opportunity* – dedicated space for companies to bring equipment to display – \$12 per 200 square feet**

* Must already have a standard booth on the exhibit floor

EXHIBIT SPACE OPTIONS

Member Rate
\$36.25/sq. ft.

Non-member Rate
\$55.00/sq. ft.

Here's what our 2023 exhibitors had to say about the show:

Carlos Lebrac Gonzalez | Petro-Calibrations

"We come to ILTA because we find it's a great opportunity to meet clients and [build] great relationships."

Kevin Calelly | Specialty Equipment

"ILTA is actually new for us! This one was in our front yard, and a lot of our customer suppliers and other vendors are here, so we thought it'd be a great networking opportunity. And so far it's been very busy!"

Sheila Kirk | WeCan Safety & Environmental Supply

"This is our third year at ILTA and we've learned that we get quite a bit of exposure. We have a lot more traffic here than we do at a lot of other shows. This is more geared towards our industry, so we walk away with [several] contacts...really good exposure."

"We've [made] a lot of long-term contacts."

Rohan Awasthi | Emerson

"We get exposure and we get to meet different people who are using the same platform...we can expose our software and learn from them—like exactly what the needs of the customer are."

Scott Beasler | InServ Tank Services

"We're here to get our name out, to tell more people about us, who our brand is and what we do. We're not the biggest company...so anything we can do to help. We're here to spread the word!"

Keith Brooks | Industrial Fabrics

"We have a lot of customers that participate in this show as both exhibitors and [attendees]. We manufacture a product that helps with ground stabilization and we find that a lot of these tank farms have issues with rotting on their roads and access points."

Bill Fitzgerald | Lexicon

"We want to maintain our presence with our customers, it's good visibility, we're having good traffic at the booth, lots of good contacts made and [we're] delighted to be here."

Matt Anderson | AURA Engineering

"[We're] trying to stay in front of existing clients and make sure they understand we're still around. Also looking for new clients, hopefully we reach out to enough folks and shake enough hands!"

Jason Hanson | Dooley Tackaberry

"It's just a great networking event. We get to meet with many of our customers and manufacturers, just do some socializing and help collaborate on potential solutions for the industry."

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ILTA 2024 delivers real ROI by letting you directly reach new and existing customers, close sales and expand your business.

Demo, sell and showcase your solutions to...

Owners and operators of bulk liquid storage facilities

Chief executives and managing directors of petroleum and chemical companies

Terminal managers

Senior executives of the customers and suppliers of liquid terminals

Business development managers

Environmental managers and engineers

Safety professionals

Security specialists

Regulatory affairs directors

Human resources managers

Maintenance supervisors

ATTENDEE PROFILE:

51 States and U.S. Territories

36 Countries

ILTA Conference & Trade Show Attendees Agree:

“Great for networking and **seeing new products in person**, not just on a website.”

“A must-attend event not only for the conference content and **diverse vendors and equipment**, but also for the opportunity to network and interact with colleagues from small to large companies.”

“It is a great opportunity to **build relationships with existing suppliers and also to identify new vendors.**”

“A good way to **get ideas for products that can help solve your operating issues.**”

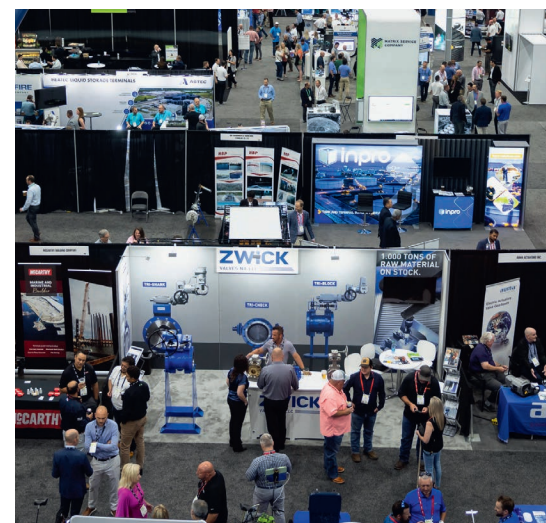
Reserve your booth today at ILTA 2024 and meet decision makers you won't see at any other terminal industry event!

84%

of attendees **find new technology, products and services**

81%

of attendees **specify, recommend or purchase** at their company



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Premium Level

SPONSORSHIP OPPORTUNITIES

ILTA's annual International Operating Conference & Trade Show is considered the "must attend" event of the liquid terminal industry.

ILTA 2024 is the largest event of its kind in the world. Each year it focuses specifically on products, services and technology that are important to owners and operators of liquid terminals, above-ground storage tanks and pipeline facilities.

ILTA 2024 represents an ideal opportunity to announce your company's presence as a leader in the industry while making the most of networking opportunities with even more key decision-makers. As a sponsor, your company can enhance its marketing position and leadership role within the industry.

PLATINUM sponsor

\$25,000 - 1 available

- Introduction of opening keynote speaker by your company representative with three minutes of welcoming remarks
- Company logo displayed within registration backdrop
- Three complimentary full conference registrations
- One reserved table for ten during keynote luncheon, Monday breakfast and Tuesday luncheon
- Opportunity to insert one item in conference bag
- Company logo on note pads placed in conference bags
- Company logo in mobile app exhibitor listing
- Company logo on on-site event signage
- Company logo projected on screen in Plenary/Keynote sessions at the event
- Company logo in event Show Guide
- Company logo on ILTA event website
- Company logo on event marketing emails
- Electronic copy of the pre-registered attendee mailing list
- First choice for tabletop display of promotional materials in breakout room of your choosing

GOLD sponsor

\$10,000 - 3 available

- Two complimentary full conference registrations
- Opportunity to insert one item in conference bag
- Company logo on note pads placed in conference bags
- Company logo in mobile app exhibitor listing
- Company logo on on-site event signage
- Company logo projected on screen in Plenary/Keynote sessions at the event
- Company logo in event Show Guide
- Company logo on ILTA event website
- Company logo on event marketing emails
- Electronic copy of the pre-registered attendee mailing list
- Tabletop display of promotional materials in breakout room of your choosing

SILVER sponsor

\$6,000 - 6 available

- One complimentary full conference registration
- Opportunity to insert one item in conference bag
- Company logo on note pads placed in conference bags
- Company logo in mobile app exhibitor listing
- Company logo on on-site event signage
- Company logo projected on screen in Plenary/Keynote sessions at the event
- Company logo in event Show Guide
- Company logo on ILTA event website
- Company logo on event marketing emails
- Electronic copy of the pre-registered attendee mailing list

All sponsorship and brand opportunities listed herein are available exclusively to ILTA 2024 exhibitors.

Contact sales@ilta.org or 352-900-2710

Conference & Trade Show

SPONSORSHIP OPPORTUNITIES

All Conference & Trade Show Sponsors receive the following sponsor benefits:

- Company logo in event Show Guide
- Company logo in mobile app exhibitor listing
- Company logo on ILTA event website
- Company logo on on-site event signage

EXCLUSIVE OPPORTUNITIES

Conference Registration Sponsor

\$7,000

- Company logo on check-in kiosk screen and signage

WiFi Sponsor

\$7,000

- Company logo projected on screen in Plenary/Keynote sessions at event and company name as password for login

Wellness Sponsor

\$6,000 + cost of services

- Give conference attendees a healthy break in the day (ideas include massage chairs, blood pressure kiosks and a juice bar)
- Company logo and booth number displayed at the trade show wellness station

Hotel Room Key Sponsor

\$6,000 + cost of keys

- Company logo to appear on room keys at the Marriott Marquis Houston

Attendee Badge Lanyard Sponsor

\$4,000 + cost of lanyards

- Company name or logo displayed on lanyard

Conference Attendee Bag Sponsor

\$3,500 + cost of bag

- Company name or logo displayed with ILTA logo on bag
- Opportunity to insert one item in conference bag

ILTA Café Sponsor

\$3,500 + cost of cups

- Company logo and booth number displayed at the trade show floor coffee station
- Company logo on coffee cup sleeves
- Notification in event app

Women in Terminals Networking Event Sponsor

\$3,000

- Company logo in schedule and event signage
- Sponsor is encouraged to distribute a giveaway to attendees

Trade Show Popcorn Cart Sponsor

(2 available)

\$4,750

- Company logo and booth number displayed on signage near popcorn cart on trade show floor
- Notification in event app

Trade Show Reception Sponsor

(3 available)

\$3,500 each

- Company logo on cocktail napkins used during reception
- Notification in event app

Conference Reception Sponsor

(2 available)

\$5,000

- Logo recognition in signage, cups and napkins at the event
- Includes 3 complimentary passes to attend the reception
- Notification in event app

Trade Show Aisle Sign and Floor Decal Sponsor

(12 available)

\$2,000

- Company logo and booth number on overhead aisle signs on trade show floor. Plus company logo on the floor decal placed in front of the row

PLEASE NOTE: **One company logo per sponsorship.**

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GRB Signage

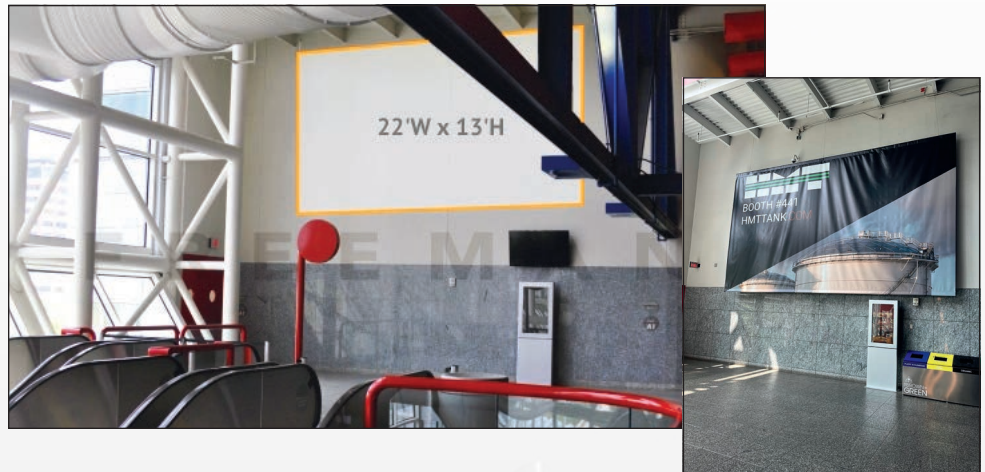
BRAND OPPORTUNITIES

These special advertising opportunities at the George R. Brown Convention Center (GRB) are large format, highly impactful graphics.

Escalator Banner

\$11,500

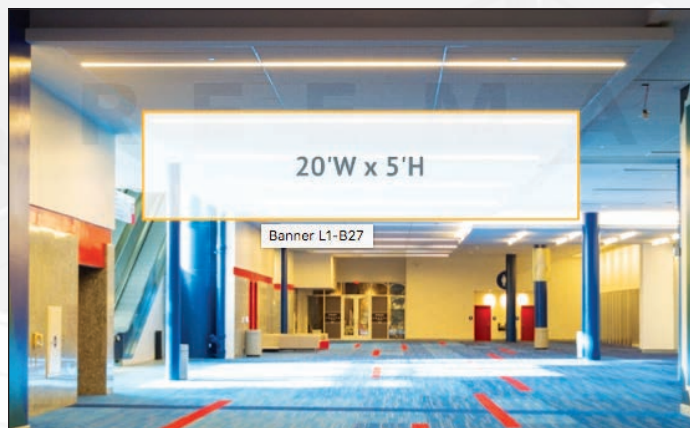
- Artwork assistance is available for an additional fee, if needed
- Vector format (.AI / .EPS / .PDF) logo is required



Hanging Banner

\$9,500

- Artwork assistance is available for an additional fee, if needed
- Vector format (.AI / .EPS / .PDF) logo is required



Directional Meter Board Signage on the Pathway to the Exhibit Hall

12 available

\$1,000

- Include company logo and booth # on guide posts along the journey that all attendees will take
- 38"x 87", double-sided
- Ideas include "300 steps away from Booth #"

Contact us for more branding opportunities at the Marriott Marquis Houston and George R. Brown Convention Center. We will work with you to promote your brand throughout the event!

Contact sales@ilta.org

to learn about additional branding opportunities at the convention center and hotel.

Golf Tournament - 2 courses

SPONSORSHIP OPPORTUNITIES

All Golf Tournament Sponsors receive the following sponsor benefits:

- Company logo in event Show Guide
- Company logo in mobile app exhibitor listing
- Company logo on ILTA event website
- Company logo on on-site event signage

Golf Tournament Title Sponsor

\$5,000

- Two complimentary foursomes
- Table next to the registration area to share promotional items
- Signage
- Recognition post on social media

F&B Club House Sponsor

\$2,500 - only 2 available

- Choose your course and make it your own by serving your own food and beverage
- Tent to be located outside next to clubhouse
- Recognition post on social media

Golf Tournament Photograph Sponsor

\$3,500

- Digital photographer provided on each course
- Provide a memento for golf foursomes to share on social media with company logo in the frame
- Your logo on signage at the hole

Safety Shuttle Sponsor

\$3,500

- Ensure that attendees travel safely after the tournament with company logo prominently displayed on the bus
- Company logo on shuttle seat covers

Golf Course Tent Sponsor

\$1,500

- Tents will be placed throughout the course to hand out swag
- Provide your own banner and signs

Golf Tournament Water Bottle Sponsor

\$1,250

- Company logo printed on water bottles distributed to golfers

Morning Bar Sponsor

\$1,000 + cost of beverages

- Start the tournament off for golfers with a Mimosa or Bloody Mary

Golf Ball Sponsor

\$1,000

- Company logo on tournament golf balls

Golf Tournament Closest to the Pin Sponsor

\$750

- Company logo exclusively displayed at the Closest to the Pin tee
- Sponsor is encouraged to have a company representative assist with hosting the competition

Golf Tournament Longest Drive Sponsor

\$750

- Company logo exclusively displayed at the Longest Drive tee
- Sponsor is encouraged to have a company representative assist with hosting the competition

Golf Tournament Putting Contest Sponsor

\$750

- Company logo exclusively displayed near the putting green
- Sponsor is encouraged to have a company representative assist with hosting the competition

Golf Hole Sponsor

\$250 - only 12 available per course

- Company logo on tee sign
- Company may not distribute or place any items on hole

PLEASE NOTE: **One company logo per sponsorship.**

**All alcohol must be purchased through Wildcat and distributed by a Wildcat employee.*

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