

2022

# EXHIBITOR PROSPECTUS

NEWEA 2022 Annual Conference & Exhibit

EXHIBITOR PROSPECTUS

**Navigating the Tides:  
FOSTERING DIVERSITY  
AND LEADING CHANGE**



NEWEA ANNUAL CONFERENCE & EXHIBIT

**January 23–26, 2022**

Boston Marriott Copley Place Hotel  
Boston, Massachusetts

New England Water Environment Association  
10 Tower Office Park, Suite 601  
Woburn, MA 01801-2155  
(T) 781-939-0908 (F) 781-939-0907  
[www.newea.org](http://www.newea.org) | [mail@newea.org](mailto:mail@newea.org)



**Dear Water Quality Professional,**

The New England Water Environment Association (NEWEA) is excited to welcome you back to an in-person conference with on-line options that will allow you to reach more people than ever before. As always, safety remains top of mind and NEWEA is working closely with the Marriott Hotel to minimize risk, while providing a safe space to experience new innovations, technologies and solutions in the industry.

We invite you to join us in Boston, MA during January 23–26th for the 2022 NEWEA Annual Conference & Exhibit. This **prestigious water quality conference** brings together water quality professionals to exchange ideas, learn, and debut cutting-edge technology and innovative products.

This event will attract more than 2,200 attendees, providing your company the best opportunity to **attract new prospects, introduce new products** and give **product demonstrations to buyers** in the water industry. The conference features 30+ technical sessions and one centrally-located Exhibit Area on two interconnected floors with over 200 booths.

**Book Early to Save Money and Secure Your Exhibit Space!**

Be among those who take advantage of this opportunity and book your booth space by October 11th to receive the discounted booth fee. As an added benefit, exhibit rates have been kept at the 2020 pricing. Booths may be selected through the interactive on-line exhibit registration system.

Don't miss your opportunity to join us! If you need more information, please contact Corey Meyers, Exhibits Chair, Corey.Meyers@dntanks.com or contact the NEWEA office at 781-939-0908 or mail@newea.org.

**We look forward to seeing you in Boston!**

Corey Meyers, Exhibits Committee Chair

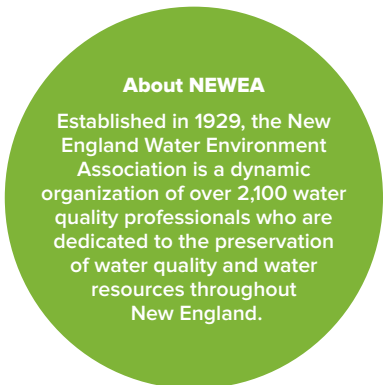
**AS AN EXHIBITOR, YOU GET FREE PROMOTION IN NEWEA'S PUBLICATIONS!**

- On-site Official Conference Program
- NEWEA Mobile App
- Online Exhibitor Directory
- NEWEA Journal Spring Issue
- Conference Announcements

*In order to have your company listing appear in the publications, space reservation must be received by the preregistration deadline and space fees must be current.*



**Gain Additional Exposure**  
Get additional valuable exposure and increase awareness for your company by becoming a conference sponsor; participating in the exhibitor directory (printed and online); or by placing ads in the NEWEA Journal.



**About NEWEA**  
Established in 1929, the New England Water Environment Association is a dynamic organization of over 2,100 water quality professionals who are dedicated to the preservation of water quality and water resources throughout New England.



**CONNECT WITH NEWEA ON SOCIAL MEDIA**



# EXHIBIT AT NEWEA'S PRESTIGIOUS WATER QUALITY SHOW

## BOOTH EQUIPMENT AND SERVICE INFORMATION

The Exhibit Area will be centrally located on the 3<sup>rd</sup> and 4<sup>th</sup> floors interconnected by an internal stairwell at the Boston Marriott Copley Place Hotel. Exhibits will be open Monday through Wednesday.

Each booth space rented will include the following:

- One 10'W x 8'D exhibit booth space, ceiling is 8' high (exhibit area is carpeted)
- 8' high back drape and 3' high side rails
- One 2' x 6' draped and skirted table
- 7" x 44" exhibitor identification sign
- Two folding chairs and wastebasket
- Four exhibit personnel admittance badges
- Free Exhibit Hall Passes - Good for Wednesday, January 26, 2022
- Online access to proceedings

**Additional exhibit hall passes and event tickets may be purchased separately on-site.**

Electricity and other utility connections are not provided with the space but can be ordered through PSAV (the Marriott Hotel's Audio Visual company). The order form is posted in the [Exhibitor Service Center](#). NEWEA assumes no responsibility or liability for any of the foregoing services performed and materials delivered.

**NEW FOR 2022** - NEWEA understands that established companies are innovators too and we want to provide you with the opportunity to get the word out about your innovations. If you are interested in having a new product, technology or idea highlighted at the conference please complete this [form](#) by January 7th. Only one submission per company.

## EXHIBIT BOOTH RATES

	"Discount" Registration*	Standard Registration
Exhibit Booth (10'W x 8'D)	\$1,325.00	\$1,550.00

*\*Rates have been kept at the 2020 rates. Exhibit space must be secured on-line on or before Monday, October 11, 2021 to qualify for the discounted registration rate.*

## RESERVE YOUR BOOTH SPACE

The on-line exhibit registration will open Monday, September 13, 2021. Booths may be selected through the on-line interactive floor plan. Exhibit spaces are immediately assigned and confirmations emailed upon receipt of successful application!

## DATES TO REMEMBER

<b>September 13, 2021</b>	Booth sales open to new exhibitors
<b>November 13, 2021</b>	Preregistration rate ends
<b>January 7, 2022</b>	Final booth payment dues
<b>January 7, 2022</b>	Exhibitor Directory and name badges are due

## EXHIBIT HALL SCHEDULE

Sunday, January 23, 2022	
12:00 Noon–6:00 PM	Exhibitor Set-up (3rd floor)
2:00 PM–6:00 PM	Exhibitor Set-up (4th floor)
Monday, January 24, 2022	
8:00 AM–10:00 AM	Exhibitor Set-up
10:30 AM–6:30 PM	Exhibit Area Open
4:30 PM–6:30 PM	Exhibit Reception (3 <sup>rd</sup> floor)
Tuesday, January 25, 2022	
8:00 AM–6:30 PM	Exhibit Area Open
4:30 PM–6:30 PM	Exhibit Reception (4 <sup>th</sup> floor)
Wednesday, January 26, 2022	
8:30 AM–1:00 PM	Exhibit Area Open (Open to public)
11:00 AM–1:00 PM	Exhibit Brunch (3 <sup>rd</sup> & 4 <sup>th</sup> floors)
1:00 PM–3:00 PM	Exhibitor Breakdown
<b>The exact times for exhibitor set-up will be finalized in the confirmation email from NEWEA.</b>	

## EXHIBITOR BENEFITS

The New England Water Environment Association’s 2022 Annual Conference and Exhibit in Boston, MA will be a gathering of water quality professionals who are committed to preserving, protecting and managing the water environment. The Exhibit Area will showcase products, services and educational opportunities for water quality professionals.

Exhibit space entitles you to many benefits and services:

- Exhibitors may list their company under a category to allow attendees to quickly locate your company.
- Dedicated exhibit time, including receptions, coffee breaks and brunch (Wed.) held in the Exhibit Area.
- Recognition as an exhibitor in the official conference program.
- Complimentary listing in the online exhibitor directory.
- One centrally-located Exhibit Area on two floors.
- Sponsorship opportunities to promote your company.
- Complimentary final registration list from previous Annual Conference.
- Four complimentary badges to attend the conference.
- Entertainment stations located around the Exhibit Area.
- Free Exhibit Hall Passes - Good for Wednesday, January 26, 2022

The NEWEA show draws engineers and professionals... throughout the wastewater treatment industry..."

-Michael Caso,  
 Technology Sales  
 Associates, Inc.

## TECHNICAL PROGRAM — HEAR THE LATEST TOPICS AND TRENDS IN THE INDUSTRY

Take advantage of 30+ technical sessions and keep your employees abreast of new trends in the industry! Sessions include: Asset Management, Collection Systems, Contaminants of Emerging Concern, CSO/Wet Weather Issues, Diversity, Equity & Inclusion, Energy, Government Affairs, Industrial Wastewater, Informational Technology and Automation, Laboratory Practices, PFAS, Plant Operations, Public Awareness, Research, Residuals Management, Safety, Small Community Outreach, Stormwater, Sustainability, Utility Management, Water Reuse, Watershed Management, Wetlands, Young Professionals and Youth Education.

## NETWORK WITH OTHER WATER QUALITY PROFESSIONALS

The Annual Conference and Exhibit is a prestigious water quality conference in New England. Its ongoing success can be attributed to its attendees and exhibitors. The conference continues to draw all types of water professionals in the industry. Whether you want to network with an educator, plant operator, engineer, or scientist, we’ve got you covered.

### Annual Conference\* Registrants’ Primary Job Functions

201	Educators and Students
325	Engineering and Design Staff
345	Engineering, Laboratory, Operations Management
971	Purchasing/Marketing/Sales
297	Operations
262	Other (Regulators, Public Officials, etc.)
134	Scientific and Research Staff

\*Data from 2020 in-person conference.

Annual Conference Attendance Figures*					
	2016	2017	2018	2019	2020
Attendees	1,251	1,278	1,289	1,414	1,706
Exhibitors	808	820	831	820	828
Total Attendance	2,059	2,098	2,120	2,234	2,535

## EXHIBIT TERMS — OFFICIAL RULES AND REGULATIONS

### 1. LOCATION OF EXHIBITS

The exposition will be held at the Marriott Copley Place Hotel, Boston, Massachusetts. All measurements and booth layouts shown on the floor plan are as accurate as possible, but the New England Water Environment Association (NEWEA) reserves the right to make such modifications and changes in booth assignments as may be necessary to adjust the floor plan at any time to meet the needs of NEWEA, its Attendees and Exhibitors.

### 2. DISPLAY SPACE

All display areas will be marked off by the official service contractor. Standard booth size is 10'W x 8'D with a maximum ceiling height of 8' high unless otherwise noted on the floorplan.

Each booth will include one 6' draped table, two chairs, wastebasket, side-rails and drape backdrop for each booth in addition to one company identification sign.

### 3. EXHIBITOR EQUIPMENT

Exhibitors shall notify the NEWEA office with any specific requests pertaining to oversized equipment or other items. NEWEA holds the right to deny exhibitors permission to show specific pieces of equipment, displays, etc., based on dimensions and/or weight.

### 4. APPLICATIONS

Applicants must secure an exhibit booth through the on-line exhibit registration. Final payments must be received by Friday, January 7, 2022 to secure exhibit booths. Credit cards are accepted. Make checks payable to NEWEA, 10 Tower Office Park, Suite 601, Woburn, MA 01801

### 5. ASSIGNMENT OF SPACE

Priority of space assignments will be based upon availability on a first-come, first-served basis with preference given based on past participation. General registration will be available September 13, 2021. Exhibitors who desire assignment next to each other should purchase booths together on-line. **A discount will be**

**offered for registrations received prior to Monday, October 11, 2021.**

### 6. INSTALLATION HOURS

Sun., Jan. 23, 12-6:00 PM (3<sup>rd</sup> floor)  
Sun., Jan. 23, 2:00–6:00 PM (4<sup>th</sup> floor)  
Mon., Jan. 24, 8:00–10:00 AM

**All exhibits must be set up by 10:00 AM on Monday, January 24, 2022.**

Only exhibitors with badges will be permitted to enter the exhibit area during hours of installation and dismantling.

### 7. DISMANTLING OF EXHIBITS

No packing or dismantling of exhibits will be allowed until the official closing of the exhibit area at 1:00 PM on Wednesday, January 26th.

**Failure to abide by this policy will result in loss in booth selection preference priority for the 2023 Annual Conference.**

All exhibits must be removed from the exhibit area by 4:00 PM on Wednesday, January 26th. Materials not removed by this time will be put in storage at the Exhibitor's expense.

There is no space available for storage of empty cartons, crates, etc. Arrangements may be made with the exhibit service contractor for storage.

### 8. UNLOADING/LOADING OF MATERIALS FOR INSTALLATION/ DISMANTLING

The unloading and loading of materials and equipment is governed by Boston Union Guidelines. **Hand Carry - Exhibitors may hand carry one item, one time, in or out of the facility without having to access the loading dock.** Hand-carried is defined as one item that can be easily carried by an individual, without the need for dollies or other mechanized equipment weighing less than 30 lbs. Unions claim jurisdiction under all other circumstances. **Privately Owned Vehicles - Exhibitors may load and unload: Automobiles, Station Wagons, Mini Vans, SUVs, Pick-Up Trucks and Vans. Exhibitors may use their own equipment limited**

**to carts, dollies, and hand trucks.**

Exhibitors can not use motorized or hydraulic devices. Any vehicle requiring dock use is under Union jurisdiction.

### 9. EXHIBIT HOURS

Morning and afternoon breaks along with two evening receptions will be served in the exhibit hall. Please refer to the final program for times.

Mon., January 24, 10:30 AM–6:30 PM  
Tues., January 25, 8:00 AM–6:30 PM  
Wed., January 26, 8:30 AM–1:00 PM



### 10. EXHIBITOR SERVICE MANUAL

The manual will be posted on-line and will contain order forms and shipping instructions from the official service contractor for your booth space. The service contractor will notify exhibitors electronically prior to the Exposition.

**Note: electricity is ordered directly through the hotel with PSAV.**

### 11. EXHIBITOR REPRESENTATIVES

Exhibits must be staffed at all times during the exhibit hours. Each exhibiting company will receive a specific number of complimentary badges based on the exhibit level, provided representatives are registered in advance.

Additional and replacement badges are available for purchase.

## EXHIBIT TERMS — OFFICIAL RULES AND REGULATIONS

### 12. FAILURE TO OCCUPY SPACE

Any space not occupied by 10:00 AM, Monday, **January 24, 2022** will be forfeited by the exhibitor. This space may be reassigned or used by NEWEA without refund, unless arrangements for delayed occupancy have received prior approval from NEWEA.

### 13. EXHIBIT FACILITY

The Exhibitor assumes responsibility and liability for losses, damages and claims arising out of injury or damage to the Exhibitors' displays, equipment and other property brought upon the premises of the Boston Marriott Copley Place Hotel and shall indemnify and hold harmless the Hotel and NEWEA and their agents, servants and employees from any and all such losses, damages and claims. There is no other agreement or warranty between the Exhibitor and NEWEA except as set forth in this document. The rights of NEWEA under this contract shall not be deemed waived except as specifically stated in writing and signed by an authorized officer of NEWEA.

### 14. SECURITY AND INSURANCE

NEWEA will provide security service from 12:00 Noon, January 24, 2022 through 3:00 PM January 26, 2022 during the hours when the exhibit area is not open to the public. However, the Exhibitor is solely and fully responsible for his/her own exhibit material and should insure his/her exhibit against loss or damage from any causes whatsoever. Security for booths outside of the Exhibit Hall will be limited as booths outside of Exhibit Hall are accessible during periods when the exhibits are not open. All property of the Exhibitor is understood to remain in its care,

custody, and control in transit to or from or within the confines of the Boston Marriott Copley Place Hotel.

### 15. CARE OF BUILDING AND EQUIPMENT

Exhibitors, or Agents, must not injure or deface the walls or floors of the building, the booths, or the equipment of the booths. When such damage appears, the Exhibitor is liable to the owner of the property so damaged. All materials used in decorations must be flameproof. Electric wiring must conform to Electric Code Safety Rules, and all applicable fire laws, electrical codes and other laws, which affect the installation, conduct and disassembly of the exhibit. Combustible material or explosives are not permitted in the exhibit hall. The Exhibitor shall also comply with all reasonable requests of officials of the Boston Marriott Copley Place Hotel with respect to installation, conduct and disassembly of its exhibit.

### 16. COVID-19

Exhibitors are responsible for keeping their space sanitized. NEWEA in conjunction with the Boston Marriott Copley Place Hotel will be responsible for sanitizing the general areas of the exhibit hall and meeting space.

NEWEA expects that in-person attendance may be lower than previous years. It is impossible to guarantee the number of attendees that will attend in person, and therefore exhibitors agree to accept the number of attendees without grievance.

Regulations set forth by NEWEA, the state of Massachusetts, city of Boston and the Boston Marriott Copley Place Hotel will be followed, including but not limited to: social distancing, the wearing of masks, and other such rules, etc. These guidelines are subject to change.

### 17. CANCELLATION OF EVENT

In the event that it is necessary to cancel a portion of or all of the NEWEA 2022 Annual Conference and/or the exhibits, due to any cause beyond the direct control of NEWEA including, but not limited to damage to or destruction of the convention and exhibit building, labor strikes, adverse weather conditions, the Exhibitor shall be reimbursed only for actual direct costs not incurred by NEWEA.

### 18. CANCELLATION OF EXHIBIT REGISTRATION

In the event that an Exhibitor desires to cancel a reservation, NEWEA must receive a request for cancellation in writing and a refund will only be granted if NEWEA is able to fill the reserved booth with a replacement Exhibitor.

### 19. CONTACT: EXHIBIT

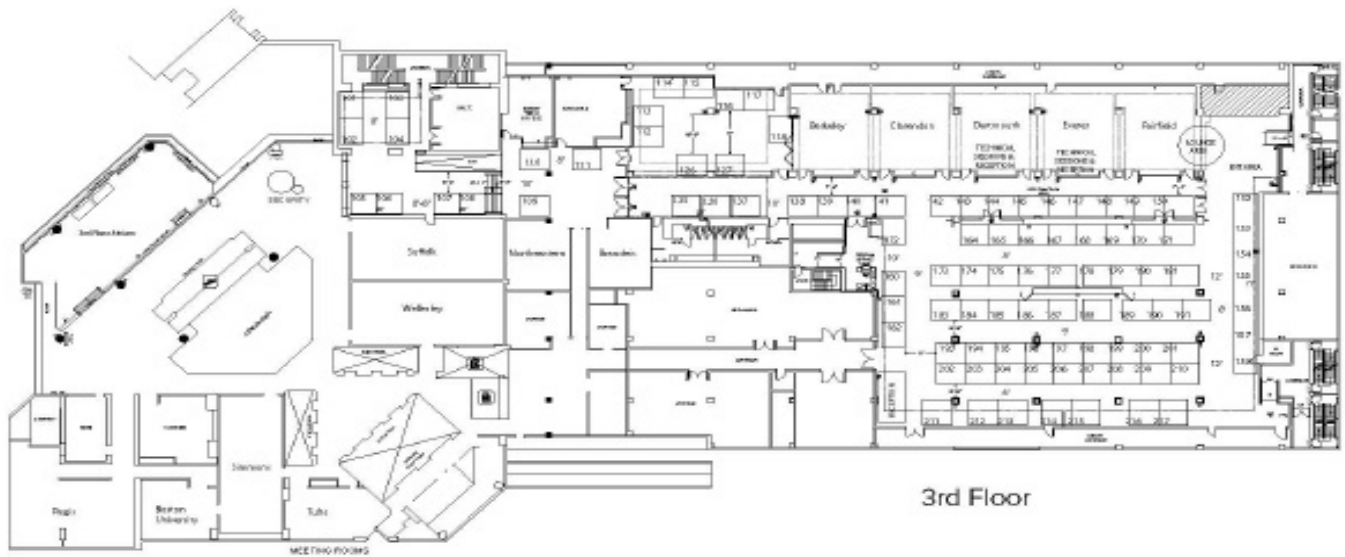
NEWEA Office, 10 Tower Office Park, Suite 601, Woburn, MA 01801  
Phone: 781-939-0908  
Email: mail@newea.org



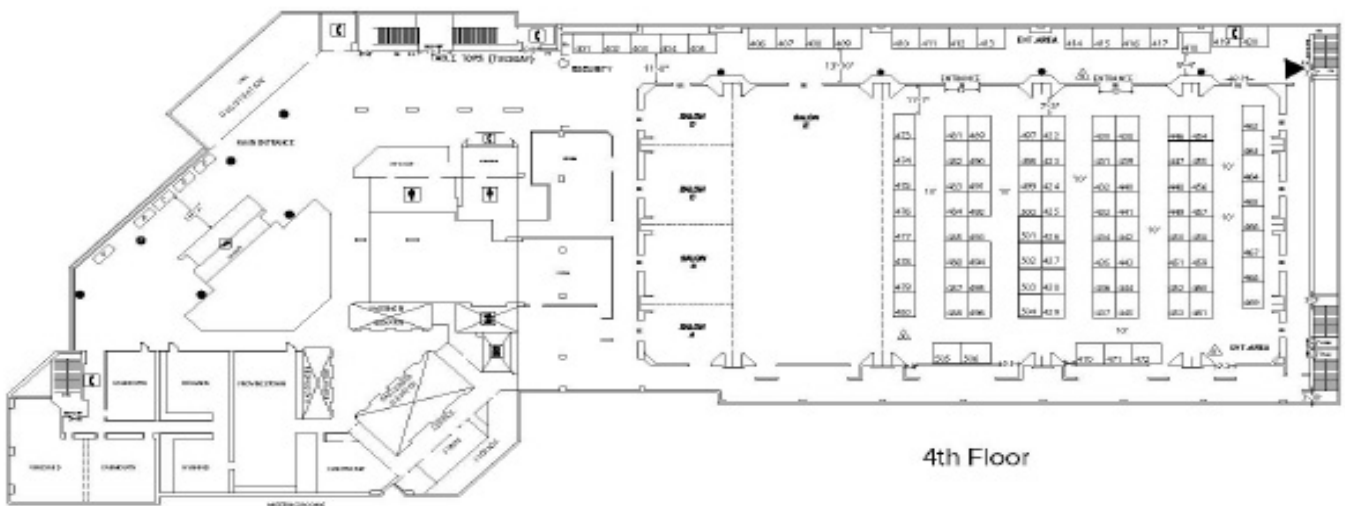
## EXHIBIT FLOORPLAN

EXHIBIT BOOTHS ARE AVAILABLE ON THE 3RD AND 4TH FLOORS OF THE BOSTON MARRIOTT COPLEY PLACE HOTEL IN BOSTON, MA. ONLINE EXHIBIT REGISTRATION WILL OPEN ON SEPTEMBER 13, 2021. AVAILABILITY SUBJECT TO CHANGE.

Marriott Copley Place Hotel—NEWEA Conference Floor Plans



3rd Floor



4th Floor

## LIST OF PAST EXHIBITORS\*

ABBA Parts	Environment One Corporation	Meltric	Environmental
ABEL Pumps	Environmental Operating Solutions	MGD Process Technology Inc.	Sulzer
Adams Equipment	EST Associates, Inc.	MIH Trident	Synagro Northeast, LLC
ADS Environmental Services	Evoqua Water Technologies	Milliken Infrastructure Solutions	Synagro Technologies
ADS LLC	F. R. Mahony & Associates, Inc.	Mission Communications	Tdieflex
Advanced Drainage Systems, Inc.	F. W. Webb, Pump Division	Moody's Municipal Marketing	Technology Sales Associates, Inc.
Aeration Industries International	Flomotion Systems	Motor Protection Electronics/MPE	Ted Berry Company
AeroMod	Flood Control International	National Filter Media	Teledyne Isco
Aerzen USA	Flottweg Separation Technology	National Water Main Cleaning Co.	TenCate Geotube
Airvac - a brand of Aqseptence Grp.	Flow Assessment Services LLC	NDS, Inc	The Gorman-Rupp Company
Alpha-Level	FLOW TECH INC	Netsch	The MAHER Corporation
Amwell	FlowWorks	New England Environmental Equip	Thermal Process Systems
An-Cor	Ford Hall Company	Nexom	TIGERFLOW
Andritz Separation	Fournier Industries	Next Turbo	Titus Industrial Group Inc
ANUA	Franklin Miller, Inc.	Nivelco, USA	Torishima North America
AP/M CentriPipe	G.A. Fleet	Novozymes	Toshiba
Aqua Solutions, Inc.	G&G Enterprises	Oakson	Trojan
Aries Industries Inc	Gabriel Novac & Associates	Ober-Read & Associates	Truax Corporation
ASA Analytics	Gardner Denver Nash	Orenco Systems Inc.	TruGrit Traction Inc.
Asahi/America, Inc.	GEA Westfalia	P&H Senesac, Inc.	Trumbull Manufacturing
Associated Electro-Mechanics	GES BIOTEK	Parkson	UGSI
Atlantic Fluid Technologies, Inc.	Glasco uv	Penn Valley Pump	Ultraflote
Atlas Copco	Grande Water Management	Pentair Pumps	Underground Inspection
Automatech	Green Mountain Pipeline Services	Performance Chemicals, LLC	Technologies
AWC Water	Grignard Company LLC	Philadelphia Mixers	Unison Solutions
Ayer Sales	Grundfos Water Utility, Inc	Pieralisi	United Concrete Products, Inc.
Bal-Last	Hach Flow Group	PillAerator	United Rentals
BAU/Hopkins	HammerHead Trenchless Equipment	PK Environmental, LLC	USABUEBOOK
BDP Industries	Hayes Pump, Inc.	POND Technical	USP Technologies
Biorem	Hayward Gordon	Precision Digital	Vapex
Blake Equipment	Hazen and Sawyer	Precision Systems	Vaughan Co., Inc
Blue Ribbon Corporation	Hiller Separation & Process	Premier Tech Aqua	Verder
BMC Corp.	HOBAS PIPE USA	PRIMEX	VersaFlex/Raven
BNC Insurance Agency	Holland Company	PRIMOZONE	Viking Chains
Boerger	Huber Technology	Pump Systems, Inc.	Vogelsang USA
Boyson and Associates, Inc.	Hydrogate	Purafil	Waco
BPS, LLC	IDEXX Laboratories, Inc.	Pure Technologies Ltd.	Walker Wellington, LLC
Brentwood	ILC Dover	PWTech	WasteCorp Pumps
C.N. Wood Co., Inc.	Infosense Inc.	QED Environmental Systems, Inc.	Watson Marlow
Carl Lueders & Company	Innovyze	R.H. White Construction Co., Inc.	Wemco
Carlsen Systems/David F. Sullivan & Associates	Inovair	RACO Manufacturing & Engineering	WESTCOR Associates, Inc.
Carter Pump Company	Ipx	Rain for Rent	WESTECH
Casella Organics	ISHIGAKI USA	RCAP Solutions, Inc.	WhiteWater, Inc.
Chemtrac	ITpipes	REA Resource Recovery Systems	Williamson Pump & Motor
Claro	J & S Valves	Red Valve Company	Wilo Pump Company
Clearas Water Recovery	J.F. McDermott Corporation	Rexa, Inc.	Wilo USA
ClearStream	J&R Sales and Service	Rezatec	Winsted, CT WPCF
CMI Environmental America, Inc.	JDV Equipment	RM Clark	Woodard & Curran
Conservation Consortium	JWB Company	Rockwell Automation	Worcester Polytechnic Institute
Continental Blower, Inc.	JWC Environmental	Russell Resources, Inc.	Xylem - Flygt Pumps
Continental Carbon Grp.	Kareivis	RW Gate Co.	Xylem - Godwin Pumps
Corrosion Products & Equipment	Kemira	Saf-T-Flo	Xylem/Sanitaire
Coyne Chemical Environmental Svcs	KROFTA	Scavin Equipment Co. LLC	ZCL I Xerxes
Cretex Specialty Products	KROHNE	Schreiber	Zoeller Company
CSI & PRIMEX	Kruger	Seepex	
CSL Services	KSB Inc	Shea Concrete Products	
CUES, Inc.	Kubota	SmartCover Systems	
Danfoss Drives	Kusters Water	Smith and Loveless	
Denali Water Solutions	Lakeside Equipment	SNF Polydyne	
DeRagger Inc	LandTech Consultants Inc.	Sonetics Corp.	
DeZurik	LG Sonic US	Spencer	
Diversified Infrastructure Services	LLumin, Inc.	Spencer Turbine Co.	
DN Tanks, Inc.	LMK Technologies	Spire Metering Technology	
Duke's Root Control	LobePro Rotary Lobe Pumps	Sprayroq, Inc.	
Duperon Corp.	Lonza	SPXFLOW, Inc.- Lightning	
Eastern Pipe Service LLC	Lutz Jesco Corp	Stacey DePasquale Engineering	
Electro Scan	Lystek International Inc	Statiflo Mixer Corp	
ElectroScan	Maltz Sales Company	StormTank	
EMS New England	McInnis Sales	StormTrap	
ENVIROCARE	McIntosh Controls	Suez	
	Mechanical Solutions Inc.	Sullivan Associates / Ritec	

\*2020 exhibitor list

**"Out of the Member Association shows that I attend, this one is by far the best...hands down!"**

**-Annual Conference Exhibitor**