

Cornell University
Environmental
Health and Safety

Jerry Gordon

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April 16, 2007

Dear Prospective Sponsors and Exhibitors,

It is with great pleasure that I invite you to participate in the 25th anniversary of the Annual College and University Hazardous Waste Conference (CUHWC) in coordination with the SEHSA Environmental Health & Safety Association of NY, Inc (SEHSA)! Conference events begin on Saturday, August 11th through August 14th, 2007 at the Statler Hotel located on the Cornell University campus in beautiful Ithaca, NY!

This year's conference will prove to be an exceptional opportunity for you to interact with the estimated 400-500 environmental health and safety professionals from over 300 colleges and universities from across the country! Because of the conference location, venue, programs, events, and because this is the silver anniversary of the CUHWC, we are expecting significant attendance and participation. I encourage you to look through this exhibitor/sponsor packet in more detail and register as a sponsor early to take full advantage of what this year's CUHWC has to offer!

We look forward to seeing you in beautiful Ithaca, NY in August!

Sincerely,

Jerry P. Gordon Jr.

Jerry Gordon
CUHWC 2007 Vendor Committee Chair
Cornell University
Environmental Health & Safety
125 Humphreys Service Building
Ithaca, NY 14853-3701
(607) 255-3314
jpg29@cornell.edu

Who are the College and University Hazardous Waste Conference attendees?

Go to the exhibitor/sponsor webpage for a market profile at:
www.cuhwc.net/exhibitor.htm

CUHWC attendees are EH&S professionals from colleges and universities from around the country (see past list of participants at www.cuhwc.net/exhibitor.htm) who are decision makers for the following products and services:

Disposal Services

- Hazardous waste
- Mixed waste
- Radioactive waste
- Universal waste
- Regulated Medical Waste
- E-waste
- Cylinders
- Explosives/reactives

Supplies

- DOT Containers, labels, and etc.
- Spill Response
- Laboratory Safety
- PPE
- Waste containers
- Waste storage
- IH monitoring equipment

Training

- DOT Hazmat employee
- OSHA HAZWOPER
- EPA RCRA
- Chemical Safety
- Radiation Safety
- Laboratory Safety
- Biosafety
- OSHA compliance

Environmental Services

- Emergency Response
- Remediation
- Testing & Monitoring
- Engineering
- Analytical
- Pollution Prevention
- Reactive destabilization

Software

- Hazardous waste management
- MSDS
- Training
- Safety
- Chemical inventory
- Environmental management

References

- Chemical safety
- PPE selection
- Regulations
- Compliance
- Laboratory safety

EXHIBITOR/ SPONSOR BENEFITS

- Interact directly with the expected 400-500 conference attendees.
- Gain prominent exposure of your business in the conference brochure, website, and exhibitor areas.
- Promote your company image, meet new prospects, and generate leads
- Receive complimentary registration(s) that allow you to attend all conference events (general sessions, opening reception, meals, breaks, tours, and events).
- Receive the opportunity to become a sponsor for an event/activity and receive maximum exposure for your business! Please see the sponsorship level document for a description of the various sponsorship levels.

ADDITIONAL SPONSORSHIP INFORMATION

Events for sponsorship currently being considered (subject to change) include:

- Bus trip to Finger Lakes wineries
- Golf outings
- Guided fishing trip and fishing derby
- State park tour to four parks
- State park tour picnic
- Bus trip to the Baseball Hall of Fame
- Bus trip to the Corning Glass Museum
- Bus trip to the casino
- Lab of Ornithology picnic
- Beer tasting at the Ithaca Brewing Company
- The night trolley to transport conference attendees around Ithaca during evening hours
- Conference meals, breaks, sessions and more!!!

Sponsors will be given choice of the event/opportunity they would like to sponsor on a first paid/first choice and sponsorship level system in the order of Platinum, Gold, and Silver. Sponsors will be recognized in various ways throughout the conference - conference brochure, webpage, tent card/sign for exhibitor table, acknowledgement at the sponsored event, etc.

Due to the expected turnout for this conference and the events that are planned, potential sponsors are encouraged to register early in order to get their choice of sponsorship opportunity and to maximize the amount of exposure for their company. Paid exhibitors/sponsors will be listed on the www.cuhwc.net/sponsors.htm webpage.

CUHWC CONTRIBUTOR

Vendors who do not wish to have any exhibit space but would like to contribute products and merchandise should contact Jerry Gordon at (607) 255-3314 or jpg29@cornell.edu. Contributions can be included as part of the conference packet or conference door prizes. Examples of donations include items with your company name/logo on pens, tablets, shirts, mugs, coolies, etc. If you would like your item(s) to be included in the conference packet given to all attendees, please plan on a count of 500 items.

CONFERENCE DOOR PRIZES

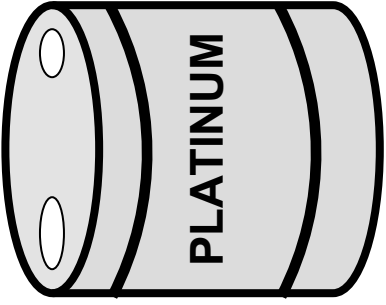
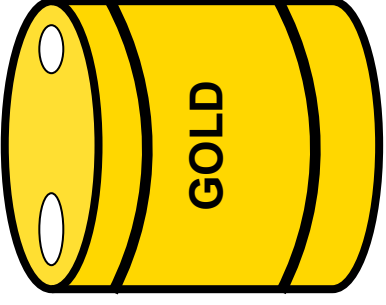
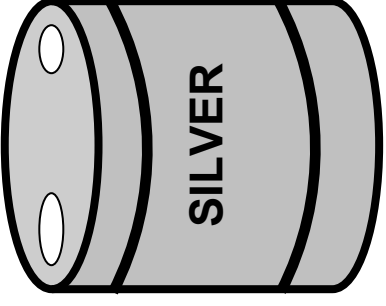
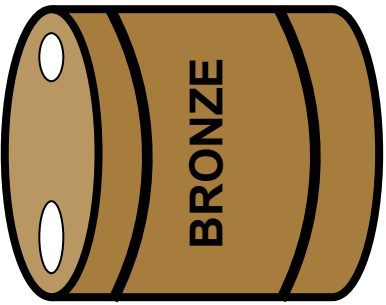
In an effort to encourage conference attendees to visit our exhibitors/sponsors, each conference packet will include a "Visit our Sponsors" card. Conference attendees will need to visit all sponsor tables to receive a stamp from each sponsor in order to be eligible to win conference door prizes during the closing session on Tuesday, August 14th. Exhibitors/Sponsors are encouraged to donate door prizes for this event. Contributors of door prizes will be recognized as prizes are handed out to conference attendees.

FURTHER INFORMATION

Exhibitors/Sponsors can register for the conference online at www.cuhwc.net/exhibitors.htm or by completing the attached registration form and submitting by mail or fax. Exhibitors/Sponsors will receive acknowledgement of their registration and will be contacted by July 1, 2007 with booth assignments, sponsored event information, and other information.

Thank you in advance for your interest in and participation in the 25th Annual College and University Hazardous Waste Conference!

2007 COLLEGE AND UNIVERSITY HAZARDOUS WASTE CONFERENCE SPONSORSHIP LEVELS

SPONSORSHIP LEVEL				
Conference Contribution	\$6000	\$4000	\$2500	\$1000
Conference registrations (includes sponsored activities and meals)	4 paid registrations	3 paid registrations	2 paid registrations	1 paid registration
Booth Space (6' tables)	Two table booth in prime location	Two table booth in prime location	One table booth in prime location	One table booth in main vendor area
Sponsorship opportunity (includes recognition of sponsorship)	Sponsor of an activity or meal (first choice over Gold sponsors)	Sponsor of an activity or meal (first choice over Silver sponsors)	Sponsor of a meal, break, or session(s)	N/A
Conference brochure listing	Full page add in conference brochure	Half page ad in conference brochure	Quarter page ad in conference brochure	Listing of name in conference brochure
Listing on conference webpage for at least one year	Listed in Platinum section, includes logo, weblink and 125 word description	Listed in Gold section, includes logo, weblink and 50 word description	List in Silver section, includes logo and weblink	Listed in Bronze section, includes weblink

**25th Annual College and University Hazardous Waste Conference
August 12-14, 2007**

Exhibitor Rules and Regulations

1. The completed Sponsor/Exhibitor Registration Form must be accompanied by check or credit card information. Confirmation of receipt of registration form will be sent. Full payment must be made before booth assignment will be issued. Exhibitors choosing "Platinum", "Gold", and "Silver" sponsorship levels will be assigned prime booth space. Other sponsorship levels will be assigned according to registration date. All exhibitors will receive booth assignments by mail approximately July 1, 2007. Space assignments will be made by CUHWC 2007 Steering Committee. The Steering Committee reserves the right to make final determination of space assignments in the best interests of the Conference. Registrations will not be processed or booth space assigned without the required payment.
2. Refer to Exhibitor/Sponsor Information at <http://www.cuhwc.net/exhibitors.htm> for covered benefits at each level.
3. Exhibitor withdrawal policy:

Written notification must be sent to:

Mail:	Jerry Gordon	(607) 255-3314
	Environmental Health and Safety	(607) 255-8267 (fax)
	Cornell University	
	125 Humphreys Service Building	Email:
	Ithaca, NY 14853-3701	jpg29@cornell.edu

A full refund, less \$100 administrative fee per booth, will be granted if cancellation is made by midnight, May 31, 2007; if cancellation occurs between June 1 and June 30, 2007, 50% refund will be given; thereafter, no refund will be given. If an exhibitor fails to occupy the contracted space without prior notice, no refund will be given.

3. Exhibitor eligibility: Products and services must be related to the practice of hazardous waste, environmental health and safety or similar activities.
4. Exhibitors may start setting up displays in the Statler Hotel and School of Hotel Administration (see map of conference layout on <http://www.cuhwc.net/exhibitors.htm>) on Sunday, August 12, 2007 from 2 p.m. to 8 p.m. The Statler will open at 6 a.m. on Monday, August 13. CUHWC 2007 activities in the Statler Hotel will start at 8 a.m. on Monday, August 13. Tear down must be completed by 12 noon on Tuesday, August 14th in the main vendor area (Bronze level) and 4:00 p.m. on Tuesday, August 14, 2007 in the prime vendor area (Platinum, Gold, and Silver level).
5. Exhibit space will consist of a 30"x72" table with linen and skirting in an area measuring approximately 8'x8', an I.D. sign, 2 armless chairs, and a waste basket.
6. Exhibitors cannot share exhibit space. Each company must contract for its own space.
7. No one shall distribute printed material, samples, souvenirs, and the like except from within rented space.
8. Use discretion and care with the use of audio/visual equipment. Sound levels must be maintained at a conversational level and not interfere with neighboring exhibits. Special effects and any equipment usage must be reviewed by the CUHWC Steering Committee before their use.
9. Exhibitors must carry insurance to cover exhibit material against damage and loss, and public liability insurance against injury to the person and property to others. The Statler or School of Hotel Administration is not locked at night, but a room will be available to lock up some exhibit valuables. However exhibitors are ultimately responsible for securing any valuable material/equipment. Cornell University, the Statler Hotel, the School of Hotel Administration, and CUHWC 2007 are not liable for lost or damaged items.
10. Cost of repairing any damages to the exhibit hall will be billed to the responsible exhibitor. Nothing can be posted on, tacked to, nailed to or attached to the columns, walls, floors, ceiling, furniture, or other properties of the Statler Hotel or the School of Hotel Administration facilities.
11. Exhibitors are responsible for delivery, setup and removal of all exhibit materials. Conference organizers will not provide staff or equipment. Further details regarding set up and shipping will be sent with confirmation of registration.
12. If an act of God or government terminates the Conference, the contract for exhibit space will be terminated without prejudice. Cornell University, the Statler Hotel, the School of Hotel Administration, and CUHWC 2007 will not incur liability for damages sustained by exhibitors as a result of such termination.
13. Exhibitors wishing to provide door prize drawings should display the prizes at their booths. Time will be allocated during the Tuesday, August 14, lunch period for exhibitors to award prizes.
14. Specifications, rules, regulations, concerns, disagreements and decisions not addressed herein are completely at the discretion of CUHWC 2007, represented by the CUHWC 2007 Vendor Coordinator and Steering Committee.
15. For further information, contact Jerry Gordon, Environmental Health and Safety, Cornell University, 125 Humphreys Service Building, Ithaca, NY 14853-3701, (607) 255-3314 or jpg29@cornell.edu.