WORLD OF MODULAR

NETWORK

EXCHANGE IDEAS

20
MARCH 21-24
14

ANNUAL CONVENTION & TRADESHOW | SAN ANTONIO, TEXAS, USA
Determined by the MBI executive

KEYNOTE SPEAKERS

– all while having the adventure of his life.

“What should I do with my life?” To find the answer, he continued to ask himself seven-day stints, Sean discovered many others struggling to answer the question. The entrepreneurial genius, who has founded and nurtured 10 businesses over two decades, has been a few days from bankruptcy, has turned around businesses that were making enormous losses and has consulted to countless successful companies.

After graduating from college, Sean Aiken struggled with the question “What should I do with my life?” So he created The One-Week Job Project. His goal: to work 52 jobs in 52 weeks in search of his passion. He traveled across Canada and the United States reinventing himself as a firefighter, a stock trader, a radio DJ, a martial arts instructor, an NHL mascot, a snowshoe guide and more. During the course of his life, he discovered many others struggling to answer the question “What should I do with my life?” To find the answer, he continued to ask himself and his employers about the nature of success and the real meaning of happiness – all while having the adventure of his life.

TROY HAZARD

Author of “Future-Proofing Your Business”, “The Naked Entrepreneur: A Millionaire’s Journey from Fear to True Wealth”, and “How to Get the Edge in Marketing Your Small Business”

There are theory specialists and then there are those who have been there. Troy Hazard, once Global President of the elite Entrepreneur’s Organization, has survived moments of sheer desperation in business. Drawing from a lifetime of innovative, real-life leadership experience, Hazard now shares with businesses his powerful Lessons from the Edge. How do you make the right decision when you’re faced with a situation you’ve never experienced before? How do you recognize trouble and change your strategy accordingly? There are few situations in the business world that Troy Hazard has not experienced and survived – from massive financial loss to stunning success. The entrepreneurial genius, who has founded and nurtured 10 businesses over two decades, has been a few days from bankruptcy, has turned around businesses that were making enormous losses and has consulted to countless successful companies.

SEAN AIKEN

Author of “The One-Week Job Project” and corresponding documentary film directed by Ian Mackenzie

In this informative and entertaining keynote session, Anirban Basu returns to World of Modular for the third year in a row to offer an economic forecast for the construction marketplace. Basu is chairman and CEO of Sage Policy Group, a consulting firm in Baltimore, and is one of the most recognized economists in Washington, DC and the Mid-Atlantic. He provides policy and economic consulting for numerous clients, including prominent developers, bankers, brokerage houses, energy suppliers and law firms. In behalf of government agencies and nonprofits, Basu has written several high-profile reports on construction, including MBI’s “Economic & Financial Performance of Relocatable Buildings in the US Modular Building Industry.”

ANIRBAN BASU

Construction Drivers and Trends in 2014

Sponsored By: 

SITI

GOLF TOURNAMENT

Situated inside the 2,800 rolling acres of the Cibolo Canyons development at the base of the beautiful Texas Hill Country, TPC San Antonio is proud to be the newest addition to the PGA TOUR’s TPC Network of premier clubs. TPC San Antonio offers 36 holes of golf designed by two of golf’s most respected and innovative architects and World Golf Hall of Fame members, Pete Dye and Greg Norman. TPC San Antonio’s magnificent pair of championship golf courses offers epic golf in a pristine natural setting.

Golf tournament is designed for all playing abilities yet challenging, the MBI golf tournament is a great way to test your skill, network with peers, and win great prizes. Once registered, we optimize your time on the course by pairing you with players from modular building company types different from your own. Each team usually has at least one manufacturer, dealer, and supplier of materials or services. Comparable overall team handicaps are also considered for this scramble format tournament. Prizes are awarded for first, second and third places as well as for several challenges.

INDUSTRY AWARDS

Awards of Distinction: This contest is the commercial modular industry’s premier awards program offering competition for best of show, first place, and honorable mention in over 30 categories. Entries are permanent, temporary, and renovated buildings and marketing pieces.

Volunteer of the Year Award: Determined by the MBI executive director, this award recognizes an individual who has significantly aided in the function of MBI.

Outstanding Achievement Award: This award is given to an individual in honor of his or her exemplary contribution and service to MBI and the industry. An award of gratitude and appreciation, it is one of the industry’s most prestigious honors.

Hall of Fame: This award recognizes the contributions of those whose careers are or were dedicated to our industry or whose acts have had a significant impact on the careers of all others involved.

AWARDS OF DISTINCTION EXHIBITION

Over 100 modular building entries to the MBI Awards of Distinction contest will be on display at the World of Modular and will include interior and exterior photos, floorplans, and project information like market, location, size, and construction materials. Marketing piece entries will also be displayed, including websites, videos, and brochures.
Networks Events

River Walk Cruise
A fundraiser for the Modular Construction Foundations

Whether or not it's your first time to San Antonio, be sure to hop on the MBI bus and head to the world-famous San Antonio River Walk. Stroll at your leisure, or join MBI for a chartered river cruise down the Paseo Del Rio. Your donation to the Modular Construction Foundations gets you a cruise ticket, cocktails, hors d’oeuvres and a knowledgeable tour guide as you navigate San Antonio history, towering cypresses and willows, and the hustle and bustle of river businesses.

Clay Shooting at the National Sporting Clays Association

If you are looking for an alternative to the MBI golf tournament, join us for short drive out to the National Shooting Complex, headquarters to the National Sporting Clays and Skeet Shooting Associations. Whether you are a beginner or expert, you’ll have fun sharpening your aim at this Texas shooting range. The MBI price includes guns, 50 shells, 50 clays, certified instructors, eye and ear protection, lunch and drinks.

Wild-West Opening Party

Don’t miss this year’s Opening Party! After you arrive, check into your hotel room, pick up your MBI badge, play in our annual golf tournament, or attend one of the breakout sessions, get ready to unwind with a who’s who of commercial modular construction—all in a relaxed, casual and fun atmosphere. Grab your cowboy hat and your best pair of boots for our Saturday night reception that will set the stage for a great convention with music, food, drinks, and networking. Meet indoors and out with old and new friends alike. It’s a great opportunity to mix and mingle with the industry’s finest.

30 Keynotes & Breakouts

Why “Greener, Faster, Smarter” Isn’t Just a Slogan

Mohamed Al-Hussein

Mohamed Al-Hussein is a professor and chair of the Industrialization of Building Construction Department at the University of Alberta’s Civil & Environmental Engineering Hole School of Construction. Dr. Al-Hussein will share how his research towards revolutionizing traditional construction processes by using industrialized methods is well underway and producing results like more energy-efficient buildings, healthier environments for workers and occupants, higher quality products, reductions in construction costs and time, and better design.

Net-Zero-Energy Modular Construction

Tim McDonald, RA, LEED AP, Onion Flats

A “passive” or “net-zero” building is one that has the potential to create as much energy as it uses, leaving occupants with little or no electric bill, for example. For the same cost as building traditional buildings, architect Tim McDonald says, “We can deliver not just net-zero, but really beautiful and inspiring buildings.” McDonald is also president of Onion Flats LLC, a unique development/design/build collective centered in Philadelphia. He is also an associate professor of architecture at Temple University and has been practicing and teaching simultaneously for 20 years.

More breakouts ↓
Delivering High-Performance Buildings in an Evolving Industry

Henry Green, Hon. AIA, National Institute of Building Sciences
NIBS is a nonprofit, non-governmental organization that brings together representatives of government, industry, consumers and regulatory agencies to focus on the identification and resolution of problems that hamper construction of safe, affordable structures. President and CEO Henry Green will talk about the decision of the NIBS board of directors to form a new council designed to meet the growing need for development and use of modular and offsite construction and how to impact this evolving industry, especially its high-performing and sustainable buildings.

Opportunities and Challenges of Globalized Manufacturing

Jim Dunn and Evan Gould, Stack Modular

Modular construction has long been a solution for workforce accommodations in oil fields and other remote locations. While the industry has adapted to meeting some demands of occupants, little in terms of structure and composition has truly fluctuated until now. Utilizing a global supply chain, economies of scale can allow construction of certified steel-framed stackable modules to be delivered anywhere in the world. This presentation will focus on the challenges and opportunities that align with globalized manufacturing. As has been the case with the automotive, machinery, and technology industries, overseas manufacturing coupled with technological advances can allow modular construction to satisfy worldwide demands.

Research Findings: Global Best Practices in Permanent Modular Construction

Ryan Smith, College of Architecture and Planning, University of Utah

With the support of Oxford Brookes University and Edinburgh Napier University, professor Ryan Smith is conducting global research into the performance metrics, environmental, organizational and technological factors that contribute to successful permanent modular construction projects. Smith is director of the Integrated Technology in Architecture Center at the University of Utah and serves as the educational liaison for the American Institute of Architects Center for Integrated Practice Leadership. He is also author of Prefab Architecture: A Guide to Modular Design and Construction.

Transportable Concrete Floors

Graeme Stubbing, Speedfloor Ltd.

Speedfloor’s transportable concrete floors are a combination of suspended posts, reformed perimeter channels, and reinforced concrete and can be manufactured to dimensions of any size. Graeme Stubbing will talk about how this innovative and unique system is being used by modular builders in 15 countries to save time and money.

Market-Rate Passivhaus Construction: Myth or Reality?

Adam Cohen, LEED AP, Passive Science

Adam Cohen’s firm Passive Science has consistently delivered market rate ultra-low-energy construction projects. As the leading commercial Passivhaus design builder in North America, he has compiled an impressive set of firsts, including the largest modular commercial Passivhaus project, public school, university student center, dentist office, church, commercial kitchen and college dormitory. His presentation will give details and reasons behind the successful combination of large-scale modular projects and Passivhaus design. In addition to providing examples of actual passivhaus projects, Mr. Cohen will discuss the opportunities and challenges for modular builders and end-users alike.

Content Marketing for Business: Tips, Tricks and Trends

Melissa Harrison, Allee Creative

By 2014, Garten predicts engaging with customer inquiries via social channels will be as important as phone and email. Your customers are online— are you? Learn how combining traditional marketing and communication tactics with social media can make for good business. The content you produce online is no longer about fitting in, it’s all about the customer. In your businesses like yours to survive, you must adopt to what customers want, which includes using social media and creative online content to provide relevant, consistent and creative information. Learn best practices and tips for keeping it manageable, relevant and great for business. Named a “Mover & Shaker” by the Star Tribune, Melissa Harrison has more than a decade of experience in content management and strategy, branding and design, and working with SMBs to build strategic social media and online content strategies.

New and Innovative Products in Modular Construction

This breakout will feature an opportunity for new and innovative products in modular construction to be presented. Manufacturers and providers of modular buildings will want to attend this interactive session, which offers the opportunity to gain valuable insight on growing technologies and solutions being advanced for the industry (Four-10 minute presentations with 5 minutes of response and questions from the audience). Presenters from Interline Brands, Spraysulate, KABA ADS Americas, and SFA Saniflo Inc. USA.

Feasibility Study: LEED Certification for Mining Camps

Pablo Corea Labarca, Corea3

The LEED for New Construction and Major Renovations rating system has seven total categories, each with its own prerequisites and credits. While meeting all of the prerequisites and credits, a construction project needs at least 40 points from about 50 available credit areas to get the lowest level of LEED certification. Paulo Corea Labarca will review the results of a LEED feasibility study and sustainability assessment that his company, Corea3, did for a mining camp in Cerro Casale, one of the world’s largest undeveloped areas of gold and copper deposits in northern Chile.

Case Study: 7-Stories in Manhattan

John Erb, Deluxe Building Systems

Deluxe Building Systems recently completed a $13 million mixed-use project called Broadway Stack in Manhattan. The seven-story Broadway stack consists of 56 modular built in Pennsylvania and shipped to New York. The developer explained in an interview the choice to use modular: “There is time savings, improved quality and cost control. It is more sustainable, more efficient, cleaner, and has less waste.” Join John Erb for a look at the design of this highly customized building.

Automation in Modular Construction

Robert LaCosta, PCL Constructors

How has modular construction adopted the use of automation in its building process? Robert LaCosta of PCL, the largest contracting organization in Canada, will provide a lessons-learned overview of automated equipment, cost vs. benefit of various levels of automation, flexibility of automation for multiple uses, efficiencies gained, advanced tooling vendors, as well as successful and not-so-successful implementations of technology in modular construction.

Harvesting Manufacturing Productivity into Design & Construction

Chris Giattina, BLOX

A General Motors team could make a 1965 Suburban in a day. Today, the same team makes it in an hour. Surprisingly, the team that completed a four-story hospital in 1965 would run out of time and money before finishing the third floor today. Why has productivity doubled in manufacturing while declining in construction? It is a critical time for architects and contractors to improve their process. By understanding how to develop and use standards to create prefabricated subassemblies, architects and contractors can begin to make better buildings faster. See how a team of architects and contractors led by Chris Giattina at BLOX is doing just this for a national healthcare provider improving speed, cost, and quality of facilities.
REGISTRATION

Registration fees include: all program events, materials, speaker handouts, social functions, and meals as outlined in the schedule. An MBI badge is required for admittance to all convention and trade show events. Payment for single or multiple registrations must accompany registrations, which will not be processed without payment. Onsite registrations are discouraged and have an additional $99 fee.

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<tr>
<th>Before December 31, 2013</th>
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<td>Member Attendee Single</td>
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Anytime

| Non-Member Attendee Single | US$1495              |
| Non-Member Attendee Multiple | US$1445            |
| Non-Member One Day Pass   | US$995                  |
| Spouse/Guest             | US$495.50 Full US$595 Saturday Exhibits US$195 Awards Banquet |
| Golf Tournament         | US$209*                |

*To participate in the golf tournament, you must purchase an attendee, exhibitor, or spouse/guest registration.

Discounts

Multiple registrations from the same company will receive a discount as indicated above and on the registration form. Contact MBI to inquire about discounts for especially large groups.

Spouses & Guests

Spouse/guest registrations are full registrations, but are limited to non-industry participants accompanying a regular registered attendee.

Confirmsions, Cancellations & Refunds

Once payment for your registration has been received by MBI, a confirmation will be mailed, faxed, or emailed to you. If you do not receive a confirmation within two weeks of registering, contact us immediately. Full refunds, less a US$100 processing fee per registrant, will be granted for requests made in writing to MBI by February 21, 2014. No refunds will be given after this date. Registrants who fail to attend the convention without notifying MBI prior to February 21, 2014 will be responsible for the full registration fee. Substitutions are encouraged. Sharing of registrations is not permitted.

Register Online at www.worldofmodular.org

ATTENDEE REGISTRATION

2014 WORLD OF MODULAR
March 21-24 | JW Marriott Hill Country Resort | San Antonio, Texas

Please use a separate form for each registrant or register online at www.worldofmodular.org

Attendee Information:

Full Name (as it should appear on badge): ___________________________ Suffix: ___________________________
First or Nickname (as it should appear on badge): ___________________________ Job Title: ___________________________

Company Name: ___________________________

Company Type: ☐ Manufacturer/Wholesale of Buildings ☐ Manufacturer/Direct of Buildings ☐ Dealer of Buildings
☐ Materials Supplier ☐ Services Supplier ☐ Financing Supplier ☐ Developer/Contractor ☐ Other

Address: ___________________________
City: ___________________________ State/Province: ___________________________
Postal Code: ___________________________ Country: ___________________________
Phone: ___________________________ Fax: __________________________________________________________________
Email: ___________________________________________________ Website: ________________________________________________________________

In Case of Emergency Onsite: Name of Person to Contact: ___________________________ Phone: ___________________________

Special Needs:

Do you have special needs we should address? ___________________________

Registration Fees: (Check all that apply)

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Anytime:

| Non-Member Attendee Single | US$1495              |
| Non-Member Attendee Multiple | US$1445            |
| Non-Member One Day Pass   | US$995                  |
| Spouse/Guest Options      | US$495 (Full Registration) US$495 (Saturday Exhibits Only) US$195 (Awards Banquet Only) |
| Golf Tournament           | US$209 (Handicap) |
| Clay Shooting             | US$150                |

(Note: Golf or clay shooting participation requires purchase of an attendee, exhibitor, or spouse/guest registration.)

☐ I will attend opening party March 21 ☐ I will ride bus to River Walk March 23 ☐ Contact me about river cruise fundraiser for Foundations ☐ I will attend awards dinner March 24

Payment:

☐ I accept to agree, abide by, and acknowledge reading MBI’s registration and cancellation policy.

Total Payment: US$______________ Payment Method: ☐ Visa ☐ MasterCard ☐ American Express ☐ This is a corporate card.
☐ Check (in US-dollars and made payable to Modular Building Institute)

Want to help the Foundations? Please add $25 or $50 or $100 to mytotal payment as a donation to the MBI Educational Foundation or the MBI Canadian Foundation

Credit Card Number: ___________________________ Expiration Date: ___________________________ Card Security Code: ___________________________
Cardholder’s Name: ___________________________ Cardholder’s Signature: ___________________________
Cardholder’s Billing Address (if different from above): __________________________________________________________________

Please Send To:

Modular Building Institute • 944 Glenwood Station Lane, Suite 204, Charlottesville, Virginia 22901 USA
888-811-3288 toll-free • 434-296-3288 phone • 434-296-3361 fax • www.modular.org • info@modular.org

MBI Canadian Foundation
2014 EXHIBITOR REGISTRATION & CONTRACT

MBI Educational Foundation or the MBI Canadian Foundation

Please use a separate form for each registrant or register online at www.worldofmodular.org

Exhibitor Information:

Full Name (as it should appear on badge): __________________________ Suffix: ______________________
First or Nickname (as it should appear on badge): __________________________ Job Title: ______________________
Company Name: ____________________________________________________________
Company Type: ☐ Manufacturer/Wholesale of Buildings ☐ Manufacturer/Direct of Buildings ☐ Dealer of Buildings
☐ Materials Supplier ☐ Services Supplier ☐ Financing Supplier ☐ Developer/Contractor ☐ Other: __________________________
Address: ____________________________________________________________
City: __________________________ State/Province: __________________________
Postal Code: __________________________ Country: __________________________
Phone: __________________________ Fax: __________________________
Email: __________________________ Website: __________________________

In Case of Emergency Onsite: Name of Person to Contact: __________________________ Phone: __________________________

Special Needs: __________________________

Do you have special needs we should address? __________________________

Exhibit Space:


What products or services will you exhibit? ____________________________________________________________

Please identify competitors you prefer not to be near: __________________________

Please indicate special circumstances with your exhibit display: __________________________

Registration Fees: (Check all that apply)

☐ Single Booth, 1st Person __________________________ ☐ Double Booth, 1st Person __________________________
☐ Single Booth, 2nd Person __________________________ ☐ Double Booth, 2nd, 3rd, or 4th Person __________________________
☐ Single Booth, 3rd Person __________________________ ☐ Double Booth, 3rd or 4th Person __________________________
☐ Single Booth, 4th Person __________________________ ☐ No Charge

Spouse/Guest Options* ☐ US$1875 Member ☐ US$2875 Non-Member
☐ US$495 ☐ US$3750 Member ☐ US$4750 Non-Member
☐ US$995 (Full Registration) ☐ US$95 (Saturday Exhibits Only)
☐ US$995 (Awards Banquet Only) ☐ US$209 (Handicap: ___________)

Golf Tournament** ☐ US$200 (Handicap: ___________)
Clay Shooting** ☐ US$150

*Spouse/Guest options are limited to non-industry participants like spouses, family members, and “significant others.”

**Golf or clay shooting participation requires purchase of an attendee, exhibitor, or spouse/guest registration.

☐ Will attend opening party March 21 ☐ Will ride bus to River Walk March 23 ☐ Contact me about river cruise fundraiser for Foundation ☐ Will attend awards dinner March 24

Payment:

☐ I agree to accept, abide by, and acknowledge reading MBIs registration and cancellation policy.

Total Payment: US$______________ Payment Method: ☐ Visa ☐ MasterCard ☐ American Express ☐ This is a corporate card.
☐ Check (in US dollars and made payable to Modular Building Institute)

Want to help the Foundations? Please add $25, $50 or $100 to my total payment as a donation to the MBI Educational Foundation or the MBI Canadian Foundation

Credit Card Number: __________________________ Expiration Date: __________________________ Card Security Code: __________________________
Cardholder’s Name: __________________________ Cardholder’s Signature: __________________________
Cardholder’s Billing Address (if different from above): __________________________

* As of March 14, 2014 – please visit www.worldofmodular.org for an updated floorplan.
11. RESTRICTIONS ON USE OF SPACE: No exhibitor shall sublet, assign, or share any part of the exhibit space without the written consent of MBI. Any exhibitor to occupy the space due to causes beyond its control, MBI has the right to cancel the convention and trade show by reason of any cause beyond its control such as, but not limited to, build- ing, riots, labor disputes, acts of government, terrorism, or acts of God or if it cannot permit an exhibitor to occupy the space due to causes beyond its control, MBI has the right to cancel the convention and trade show by reason of any cause beyond its control such as, but not limited to, building, riots, labor disputes, acts of government, terrorism, or acts of God or if it cannot permit an exhibitor to occupy the space due to causes beyond its control, MBI has the right to cancel the convention and trade show by reason of any cause beyond its control such as, but not limited to, building, riots, labor disputes, acts of government, terrorism, or acts of God.

10. CANCELLATION OF CONVENTION AND TRADE SHOW: All dimensions and locations shown on the exhibit hall floor plan are believed to be official on-site program. Additional booth representatives may participate when paying the appropriate fee. Only the official contractors designated by exhibit management will be permitted in exhibit areas, unless authorized by exhibit management.

9. INSURANCE AND CONTRACTS: Exhibitors agree to abide by the rules and regulations concerning local, state, federal, and local unions having agreements with the exposition facility or with authorized service contractors employed by exhibit management. Only the official contractors designated by exhibit management will be permitted in exhibit areas, unless authorized by exhibit management.

8. EXHIBIT RULES: Single and double booth registration fees are described on the Exhibitor Registration & Contract. And include two full registrations for company employees, one ten foot wide by eight foot high exhibit space for single booth and two ten foot wide by eight foot high exhibit spaces for double booth. Additional booth representatives may participate when paying the appropriate registration fees described in the Exhibitor Registration & Contract.

7. FAULING TO OCCUPY SPACE: Space not occupied by the close of the exhibit installation period will be forfeited by the exhibitor. This space may be used, re-modelled, or used by exhibit management. If the exhibitor has not vacated, exhibit management reserves the right to assign a full or partial exhibit space to another exhibitor an exhibit management.

6. CANCELLATION: Notification of exhibit space is believed to be official on-site program. Additional booth representatives may participate when paying the appropriate registration fee. The exhibitor is responsible for all such materials and expenses. The exhibitor will be billed for all charges incurred.

5. PAYMENT: Full payment is required with the Exhibitor Registration & Contract. If payment does not accompany the Exhibitor Registration & Contract, booth space may be forfeited or re-assigned without notice to the exhibitor. No exhibit space will be given by MBI if the exhibitor has not paid for its exhibit space. Exhibit space without a written confirmation of payment will be cancelled.

4. CANCELLATION OF CONVENTION AND TRADE SHOW: If MBI should be prevented from holding the convention and trade show because of causes beyond its control, MBI reserves the right to require the immediate withdrawal of any exhibit which is believed to be inappropriate to the purpose of the association. In the event of such restrictions or eviction, MBI is not liable for any refund of exhibit fees or any other revenues.

3. APPLICATION FOR SPACE: Application for space shall be made in writing on this official application form. Application shall be submitted to the convention and trade show management office. The Exhibitor Registration & Contract and payment reserves the exhibitor to modify the exhibit if necessary.

2. ACCEPTABILITY OF EXHIBITS: All exhibitors are subject to the rules and regulations of the Modular Building Institute (MBI) and shall vacate in a way that will not detract from other exhibits or from the exhibition. Exhibit management determines acceptability of persons, things, conduct, and comply with these rules and regulations, including any amendments that exhibit management may make. Any exhibitor must be prepared to show proof of insurance.

1. CEASE OF EXHIBITS: Nothing shall be posted on, nailed, screwed, or otherwise attached to columns, walls, roofs, floors, or other parts of the buildings. The use of any glass, mirrors, jambs, or glazed store signs or labels is strictly prohibited. Any property damaged or stolen by an exhibitor must be replaced or restored to its original condition by the exhibitor or the exhibitor’s representative.

14. FIRE REGULATIONS: All fabrics and other materials used for decorative purposes must be fireproof and approved by the authorities having jurisdiction. Exhibits, signs, and displays are also prohibited without the written consent of MBI. Solicitations or demonstrations by exhibitors must be confined to the space assigned to exhibiting by MBI. The exhibitor is responsible for all such materials and expenses. The exhibitor will be billed for all charges incurred.

13. INSURANCE: All exhibitors agree that the owner, agent, or employees of any exhibitor not assigned exhibit space will be prohibited in any of the public areas or elsewhere on the premises of the meeting facilities or in the guestrooms or materials. Exhibits, signs, solicitation, or distribution of promotional materials. Exhibits, signs, and displays are also prohibited without the written consent of MBI. Solicitations or demonstrations by exhibitors must be confined to the space assigned to exhibiting by MBI. The exhibitor is responsible for all such materials and expenses. The exhibitor will be billed for all charges incurred.
About MBI
The Modular Building Institute is the only international, non-profit trade association serving commercial modular construction. We serve two distinct segments of the industry – permanent modular construction (PMC) and relocatable buildings (RB). Our regular members are wholesale manufacturers, direct manufacturers, and dealers of commercial modular buildings, while associate members are companies supplying building products, services, and financing to the industry. It is our mission to expand the use of offsite construction through innovative construction practices, outreach and education to the construction community and customers, and recognition of high quality modular designs and facilities. Through MBI’s enforceable Code of Business Conduct, MBI promotes integrity and quality in the modular industry by having their member subscribe to the MBI Code of Business Ethics & Conduct. To learn more visit www.modular.org.

Stay Connected
Free World of Modular Smartphone App
Everyone participating in World of Modular should download the free MBI smartphone app featuring the convention schedule, exhibit hall floorplan, participant list, facility maps, and more. The app will be available at modular.org about 30 days before the convention in the iTunes, Android, Blackberry, and Windows Mobile app stores. Easy-to-use, the app gives you the latest schedule, attendee-to-attendee connectivity, and real-time updates.

Sponsored By:
Visit modular.org for a complete schedule including late additions and changes.

Friday, March 21, 2014
8am-10am . . . MBI Board Meeting
10am-12pm . . . Foundation Trustees Meeting
10am-1pm . . . Registration Desk Open
12:30pm . . . . . Golf Tournament w/Lunch
1pm-2pm . . . . Breakout Sessions
2pm-5pm . . . . Exhibit Hall Setup
2:30pm-3:30pm . Breakout Sessions
4pm-5pm . . . . Breakout Sessions
4pm-6pm . . . . Registration Desk Open
5pm-6pm . . . . New Member Registration
6pm-8pm . . . . Opening Party

Saturday, March 22, 2014
8am-11am . . . Registration Desk Open
8:30am . . . . . Breakfast
8:45am . . . . . Opening Remarks
9am-10am . . . Keynote Speaker
10am-10:30am . Speaker
11am-12pm . . Breakout Sessions
11am-2pm . . Exhibit Hall Setup
1pm-3pm . . . . Registration Desk Open
1:30pm-2:30pm . Breakout Sessions
3pm-4pm . . . . Breakout Sessions
4:45pm . . . . . Buses Depart for River Walk
5pm . . . . . Buses Depart for Foundation River Walk Cruise Fundraiser
9pm . . . . . . Buses Return to Hotel

Sunday, March 23, 2014
8am-10am . . . Registration Desk Open
8:30am-10am . Exhibit Hall w/Breakfast
9am . . . . . . Golf & Clay Shooting Awards
10am-11am . . Keynote Speaker
10am-1pm . . Exhibit Hall Teardown
11am-12pm . MBI Business Meeting
1pm-3pm . . . . Registration Desk Open
1:30pm-2:30pm . Breakout Sessions
3pm-4pm . . . . Breakout Sessions
4:45pm . . . . . Buses Depart for River Walk
5pm . . . . . Buses Depart for Foundation River Walk Cruise Fundraiser
9pm . . . . . . Buses Return to Hotel

Monday, March 24, 2014
8am-11am . . . Registration Desk Open
8:30am . . . . . Breakfast
8am-10am . . . . New Member Registration
8:45am . . . . . Opening Remarks
9am-10am . . . Keynote Speaker
11am-12pm . . Breakout Sessions
1pm-2pm . . . . Registration Desk Open
1:30pm-2:30pm . Breakout Sessions
5pm-6pm . . . . Reception
6pm-8pm . . . . Awards Dinner Banquet

Grand Prize
Go anywhere you want in a new ATV!
One lucky person at WOM will win a new all terrain vehicle! Leave the payment behind and discover the adventures that come with off-road. Designed to handle a wide variety of terrain, this ATV offers a full range of cutting edge technology that is great for new riders, experienced riders, back wood trails, or hot desert sands. All registrants including attendees, exhibitors, and spouses are eligible to win this prize, sponsored by Bard Manufacturing Company.

Sponsored By:

Attendees are manufacturers and dealers of modular buildings as well as suppliers of building products:

Your Conference Planner

Of all the trade shows we attend, MBI’s is the most productive. We are always meeting new customers.

For over 30 years, MBI has provided professionals in the commercial modular building industry a place to network, exchange ideas, learn from experts, discuss issues, display new products, and get well-deserved recognition. World of Modular—the official name of our annual convention & tradeshow—is in fact the industry’s largest event. Over 500 people will meet in 2014 at the JW Marriott, for high-profile speakers, top-notch educational sessions, exhibits, the latest trends in commercial modular, entertainment, and prizes.

MBI is the only international, non-profit trade association serving the commercial modular industry. Most attendees are wholesale manufacturers, direct manufacturers, and dealers of commercial modular buildings, while suppliers of building products, services, and financing attend and exhibit.

World of Modular includes over 50 sponsorship opportunities starting at only US$500, designed for any budget, suited to any level of exposure, and completely customizable. Repeat sponsors agree: MBI sponsorships are an effective use of marketing dollars. If you are new to the World of Modular, establish yourself as key player by sponsoring this must-attend event. MBI is committed to help sponsors maximize marketing dollars.

### SPONSORSHIP OPPORTUNITIES

#### Why Sponsor World of Modular?

We appreciate the generous support of our 2014 Corporate Partners

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**Diamond Level**

- MUL-E-HIDE PRODUCTS
- WILLIAMS SCOTSMAN

**Gold Level**

- THE FIRST IN SPACE
- BLACK DIAMOND GROUP
- britco

**Silver Level**

- ACTON MOBILE
- 100 YEARS
- mobile modular

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**Hotel Key Cards** | Exclusive Sponsorship | US$5000

Key cards to hotel guestrooms are often the first sponsored item convention attendees see, and better yet, touch. Approximately 1000 keys will feature your company’s logo displayed prominently and will be distributed to anyone staying in the MBI room block.

**Lanyards** | Exclusive Sponsorship | US$5000

Lanyards hold badges for all participants and are an excellent way to be seen throughout the convention, at the tradeshow, in breakout sessions, and during networking events. Your company logo will be printed multiple times on each lanyard.

**Writing Pads & Pens** | Exclusive Sponsorship | US$2500 each

High-quality bags/padfolios, pads, and pens are distributed to attendees, exhibitors, speakers, and VIP guests and are used throughout the convention. Sponsor logos appear on these items.

**Bag/Padfolio Inserts** | US$1500 each

Including your company insert in bags/padfolios distributed at onsite registration is a great way to ensure direct access to all participants. Your piece can include a special offer, invitation, advertising message.

**USB Drives** | Exclusive Sponsorship | US$2500

Including a USB drive printed with your logo and distributed at onsite registration is a great way to ensure direct access to all participants. Your piece can include a special offer, invitation, advertising message.

**Water Bottles** | Exclusive Sponsorship | US$2500

Refresh all attendees with bottled water featuring your logo. Natural spring water is a popular and unique branding opportunity and is distributed at the start of the convention until it runs out.

**Keynote Speakers** | US$2500 each

Sponsoring keynote speakers is an excellent way to help MBI deliver quality sessions. Previous speakers have included celebrities, business officials, high-ranking government officials, and top industry executives. Signage features sponsor logos.

**Breakout Sessions** | Exclusive Sponsorship | US$5000

While keynote speakers may start each day, the real education and training takes place in breakout sessions where important issues to our industry are presented and discussed. With multiple tracks of sessions daily, your company can have remarkable exposure with signs displayed outside each breakout room.

**Convention Partner** | US$500 each

If you want to sponsor the MBI convention, but have a limited budget, consider becoming a convention partner. This general sponsorship is only US$500 and will get your company listed in the onsite program distributed to all convention attendees and on the MBI website.

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### Opening Party

Get the MBI convention off to a great start by sponsoring the Opening Party, where a who’s who of modular construction will gather for great music, food, drinks, and networking—all in a relaxed and fun atmosphere. Your logo will appear on a party item.

### Reception in Exhibit Hall

Your logo along with MBI’s will be prominently displayed on carpets strategically placed during World of Modular.

### Awards Banquet

This reception precedes the industry awards banquet and is open to all convention participants. VIPs in attendance include MBI Hall of Fame inductees, Outstanding Achievement recipients, and past presidents.

### Awards Banquet

The awards banquet is the crown jewel of World of Modular, closing the convention and including over 50 awards for MBI Hall of Fame inductees, Outstanding Achievement, Volunteer-of-the-Year, and the Awards of Distinction.

### Breakout Sessions

Demonstrate your company’s hospitality by sponsoring a daily refreshment break featuring coffee, tea, sodas, and bottled water. Signage will feature sponsor logos.

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These opportunities won’t last long, so contact Dave Sikora today! dave@modular.org
Who You Will Reach

MBI member manufacturers and dealers operate worldwide from locations in 19 countries including Argentina, Australia, Canada, Chile, China, Hong Kong, India, Italy, Mexico, Mongolia, Peru, Poland, Puerto Rico, Russian Federation, South Africa, Taiwan, Province of China, Turkey, United Kingdom and the United States. Members serve markets including general office, education, retail, hospitality, student and military housing, multifamily housing, healthcare, construction sites, industrial, security and detention, and equipment and storage.

One hundred percent of attendees rate the convention “good” or “excellent” with 72% rating it “excellent” • 98% of exhibitors rate the convention “good” or “excellent” with 74% rating it “excellent” • 97% of exhibitors find the tradeshow to be a useful part of the convention with 86% saying they will purchase products or services from exhibiting companies • 68% rate World of Modular as the best or among the best trade shows • 90% of attendees attend specifically to network with industry peers, 65% attend for education, 60% attend for the tradeshow, and 49% attend for awards and recognition.

Attendee Job Titles

District Manager
Engineer
Equipment Sourcing Manager
Executive Vice President
Field Inspector
Founder
General Counsel
General Manager
General Sales Manager
Major Projects Manager
Manager
Managing Director
Managing Member
Marketing Manager
National Sales Manager
Operations Director
Operations Manager
Owner
Partner
President
Principal
Product Development Manager
Project Manager
Quality Control Manager
Regional Manager
Sales Director
Sales Manager
Sales Representative
Senior Marketing Analyst
Senior Project Manager
Senior Research Analyst / Director
Senior Sales Manager
Senior Vice President
Special Projects Coordinator
State Building Official
Technical Manager
Vice President
Vice President of Business Development
Vice President of Construction
Vice President of Engineering
Vice President of Major Projects
Vice President of Marketing
Vice President of Operations
Vice President of Sales

Previous Exhibitors

360 Digital Business Solutions
360MobileOffice
A Box 4 U
ABC Supply - South Bend
Academic Building Technologies
Access One, a div of HCP
Acoustic Ceiling Products
Acoustical Skylights
Air Quality Sciences
Allen Insurance Group, Inc.
Allied Building Products
Allied Modular Building Systems
American Bedding Mfg., Inc.
American Pacific
American Ramp Systems
Amen-Fab, LLC
Architectural Metals of SW FL, Inc.
Arts & Way Scientific, Inc.
Autodesk
Baird Manufacturing Co.
Benjamin Case
Bennett Truck Transport
Best Right
BMVP Office Consulting Services, Ltd
Cal-Royal Products
Canam Supply Link Inc.
Camy Access
Casco Industries
CEP Panels, Inc.
Cherry Hill Fabrication, Inc.
Chronomet Labs
Clandge Products and Equipment
Comark Building Systems, Inc.
Complete Access
CORT
Crate Composites, Inc.
Decorative Panels International
Diversified Woodcrafts
Dominion Building Products
Duro-Last Roofing
Edwards Products, Inc.
Esimax, Inc.
Firestone Specialty Products
Framar
Friedrich Air Conditioning Co.
Guardian Fiberglass
Hi-Tech Housing
Hoven Treat/Wood Products, Inc.
Hydro-Shop, Inc.
Innova Pads
Interface Studio Architects
Interline Brands
In-Pos Corp.
International Step Inc.
Jhin Tiencheng Company Ltd.
Job Box, Inc.
K-Bags, Inc.
Kmicraft Security Doors
KMC Controls
Lampre USA
Langworthy Company
Leesburg Concrete Co., Inc.
LG Building Products
LG Electronics, USA, Air Cond. & Energy
Land Corporation
Lockard Companies
LP Building Products
Made Rite, Inc.
Madison Industries
Marsh Industries
Minute Man Products, Inc.
Modular Structures Int’l, Inc.
Modular Elevator Manufacturing
Mohawk Industries
MVR Services
Mule-Hide Products Co., Inc.
National Coil Company (Gabanks)
National Ramp Corp.
Nichita USA
NITA, Inc.
NRG Equipment, Inc.
Nubo Products, Inc.
Odyssey Group, Inc.
Okay Industries Ltd.
One-Way Lease, Inc.
Oliver Technologies
Pendex, Inc.
Phoenix Modular Elevator
Presto-Co-Wrap Company
Portionals, Ltd.
PPI Group, Inc.
PureChoice
Quantum Energy Products
R & S Taxans Associates
RCL Associates Incoroporated
Ready Access
RECO Team Mfg.
Reliant Asset Management
Robert W. Baird & Co.
Sandberg Furniture
S. Parker Hardware Mfg. Corp.
Sea Box, Inc.
Skyline Building Systems, Inc.
Solitare Building Systems
Southern Logistics
Sogo International 5A
Syntheon, Inc.
T & L Shield & Associates, Inc.
Talis
Tell Manufacturing, Inc.
Tink, Inc./Translift
TMS Services, Inc.
Triangle Microsystems, Inc.
Tri-Air
Upnor
Upside Innovations, LLC
U.S. Architectural Products
USG Structural Technologies
Vesco Distribution, Inc.
WinTech

Fees & Policy

There is simply no greater opportunity to reach manufacturers and dealers of commercial modular buildings than at the MBI World of Modular.

Single Booth
US$1875 Member
US$2875 Nonmember

Double Booth
US$3750 Member
US$4750 Nonmember


Included in Your Booth

(2) full registrations, 8’ high draped booth, 3’ high draped sides, (1) 6” x 44” single line logo sign, (1) 6’ draped table*, (2) contour chairs*, (1) wastebasket*, listing in the onsite program, pre-show listing on the MBI website, list of attendees in electronic format. *Double booths include (4) full registrations, (2) 6’ draped tables, (4) contour chairs, (2) wastebaskets.

Payment, Booth Assignments & Staffing

Full payment is required with the exhibitor registration form. Every attempt will be made to assign requested booths. If the requested space is already assigned, MBI will assign space based on proximity to competitors, the number of booths purchased, and date of receipt of the registration form and payment. MBI reserves the right to modify the exhibit floorplan. Each booth includes two full registrations for employees of the company that is purchasing booth space. If more than two people will be staffing the booth, additional registrations must be purchased. Sharing of registrations is prohibited. Violators may be asked to leave the show and may forfeit the right to exhibit at future shows. Exhibits must be staffed at all times during posted exhibit hours.

Payment:

<table>
<thead>
<tr>
<th>Booth Size</th>
<th>Member Fee</th>
<th>Nonmember Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single</td>
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<td>US$2875</td>
</tr>
<tr>
<td>Double</td>
<td>US$3750</td>
<td>US$4750</td>
</tr>
</tbody>
</table>
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