

Exhibitor Prospectus



EXPO

THE BUSINESS OF INTERMODAL IS HERE.

**IANA INTERMODAL
EXPO**

September 15 - 18, 2019
Long Beach, California

INTERMODAL EXPO

THE BUSINESS OF INTERMODAL IS HERE.

Railroads, motor carriers, ocean carriers, ports, technology suppliers, equipment manufacturers, leasing companies, 3PLs, shippers and many other decision-makers in the intermodal industry connect at EXPO.

Don't miss out on your opportunity to meet them all in one place.



Sign up here to view the EXPO 2018 Company Attendee list.

77% of attendees are buyers or influencers of intermodal product and service purchases

90% of attendees accomplished their business objectives on the tradeshow floor

92% of attendees visited the tradeshow floor

Being an exhibitor down on the floor has given us a great opportunity to promote our brand, to gain national exposure for the IMC Companies' brand, and it's been very beneficial to us to get that recognition.

– Mark George
Chairman, IMC Companies

Make exhibiting at EXPO more cost-effective — Join IANA!

Members receive a discounted exhibitor rate. Not a member? Contact Jim Morrow at jim.morrow@intermodal.org to learn how new IANA members can save an additional 5% off the member pricing!



See what attendees are looking for and how your company fits in!

Go to intermodalexpo.com for the most up-to-date information, or contact Edgar Martinez at exhibit@intermodalexpo.com or 301-982-3400, ext. 312.

Preliminary Program Schedule Over Eight Exclusive Show Hours!

Exhibitors are invited to attend the educational sessions during EXPO. Network with your customers while learning about the topics and issues that are important to the industry.

Saturday, September 14

8:00 a.m. – 5:00 p.m. Exhibitor Move-in

Sunday, September 15

8:00 a.m. – 5:00 p.m. Exhibitor Move-in

5:30 p.m. – 6:30 p.m. Welcome Reception

Monday, September 16

7:00 a.m. – 10:00 a.m. Breakfast/Awards/
Opening Session

10:00 a.m. – 1:15 p.m. Exhibit Hall Open

- Dialogue Box Sessions
- Lunch in Exhibit Hall

1:30 p.m. – 4:00 p.m. Concurrent Sessions

4:00 p.m. – 6:00 p.m. Exhibit Hall Open

- Dialogue Box Sessions
- Happy Hour

6:00 p.m. – 8:00 p.m. Monday Night Party

Tuesday, September 17

8:00 a.m. – 11:00 a.m. Breakfast/Education

11:00 a.m. – 2:30 p.m. Exhibit Hall Open

- Dialogue Box Sessions
- Lunch in Exhibit Hall

2:30 p.m. – 4:00 p.m. Closing General Session

2:30 p.m. – 6:30 p.m. Exhibitor Move-out

4:00 p.m. – 5:00 p.m. Closing Reception

Wednesday, September 18

8:00 a.m. – 12:00 p.m. Exhibitor Move-out

8:00 a.m. – 3:30 p.m. Committee Meetings

Invite your customers to the show floor for free!

Exhibitors are entitled to complimentary tradeshow only passes for their customers on Monday AND Tuesday.

Dialogue Box:

Interested in educating attendees on how your product/service is solving a problem and benefiting the intermodal industry? Contact us today to learn more about this unique opportunity!

The part that I love about EXPO is that you're talking to people about new ideas, new partnership opportunities, and it's all focused on growth and driving the business forward.

– Phil Yeager
Chief Commercial Officer, Hub Group

Need to Know

EXPO exhibitors are required to carpet their booths and obtain Certificates of Insurance that meet the Convention Center coverage requirements. The Long Beach Convention Center is subject to Union Labor – please read this important information regarding labor jurisdictions. Material handling charges apply if shipping materials directly to the Convention Center or the Freeman warehouse.

About IANA

IANA's roster of more than 1,000 corporate members includes railroads, ocean carriers, ports, intermodal truckers and over-the-road highway carriers, intermodal marketing and logistic companies, and suppliers to the industry. This roster gives IANA a unique position within the intermodal community, one which is authoritative, holistic and able to affect change that benefits everyone. IANA consistently supports the shared needs, interests, and goals of its diverse members – regardless of mode or function – with business solutions, education, and networking opportunities.

1000 Affiliate Organizations

- 1005 Transportation Association
- 1010 Academic
- 1015 Government
- 1020 Trade Publication
- 1025 Other Organization

2000 Regulatory Compliance Services

- 2005 CS&A Safety
- 2010 DOT Compliance and Regulatory
- 2015 Inspection Services
- 2020 TSA Compliance

3000 Equipment Related

- 3005 Chassis Leasing & Manufacturer
- 3010 Manufacturers (OEMs and Remacks)
- 3015 Component Manufacturers
- 3020 Container Manufacturing & Handling Equipment
- 3025 Heavy Equipment Parts & Manufacturing
- 3030 Equipment Leasing & Manufacturing
- 3035 Equipment Loading/Off Loading
- 3040 Material Handling
- 3045 Monitoring Devices
- 3050 Lighting Systems
- 3060 Safety Equipment
- 3065 Tread Rubber & Retreading Equipment
- 3070 Transport Refrigeration & Air Conditioning Systems
- 3075 Truck/Trailer Leasing & Manufacturing

4000 Fleet Management Software and Services

- 4005 Freight Matching
- 4010 Rail Fleet Management
- 4015 Truck Fleet Operations

5000 Operations Management Software and Services

- 5005 Asset Management/Tracking
- 5010 Container Security & Tracking Systems
- 5015 Costing Software
- 5020 Customs Interface
- 5025 Data Collection Software
- 5030 Document Imaging & Retrieval
- 5035 DOT Compliance Software
- 5040 e-Commerce
- 5045 Fleet Management Software
- 5050 Gate Control/Processing Systems
- 5055 Load Matching
- 5060 Loss/Damage Software & Services
- 5065 Maintenance Software Solutions

- 5070 RFID Solutions
- 5075 Repair, Maintenance & Diagnostics Solutions
- 5080 Routing Software
- 5085 Satellite Communications
- 5090 Terminal Automation
- 5095 Warehouse & Distribution Solutions
- 5100 Electronic Logging Devices

6000 Maintenance & Repair Services

- 6005 Chassis/Containers/Trailer Repair Services
- 6010 Emergency Road Service & Repair
- 6015 Flooring Repair
- 6020 Mobile Repair Services
- 6025 Tires and Retreading

7000 Manufacturer, Components

- 7010 Anti-Theft Devices & Security
- 7015 Automated Tire Inflation Systems
- 7020 Brakes
- 7025 Cargo Restraint Systems
- 7030 Container & Trailer Liner Products
- 7035 Decal & Fleet Graphics
- 7040 Laminated & Wood Flooring
- 7045 Tires
- 7050 Truck & Trailer Parts & Components

8000 Transportation Related Services

- 8005 3PL, IMC and Other Brokerage Services
- 8010 Biometric Identity Applications
- 8015 Bulk Packaging
- 8020 Cargo Security
- 8025 Consulting Services
- 8030 Damage Prevention
- 8035 Education & Training
- 8040 Equipment Financing
- 8045 Factoring
- 8050 Financial Services
- 8055 Import/Export Services
- 8060 Insurance Services
- 8065 Inventory Handling
- 8070 Legal Services
- 8075 Logistics Services
- 8080 Motor Carrier/Drayage Services
- 8085 Ocean Carrier Services
- 8090 Port Facilities & Intermodal Terminal Services
- 8095 Rail Carrier Services
- 8100 Repositioning Services
- 8105 Terminal Operators & Services