



# WasteExpo 2020— it's all about YOU.

WasteExpo attendees have spoken. They want more education, more innovation and more opportunities for meaningful networking...and that's where YOU come in!

Get ready to show customers and prospects how you can help them tackle their biggest challenges....

**Learn more at [wasteexpo.com](http://wasteexpo.com).**

**Conference & Special Events: May 4-7, 2020 • Exhibits: May 5-7, 2020**  
**Ernest N. Morial Convention Center • New Orleans, LA, USA**



an event by  
**Waste360™**

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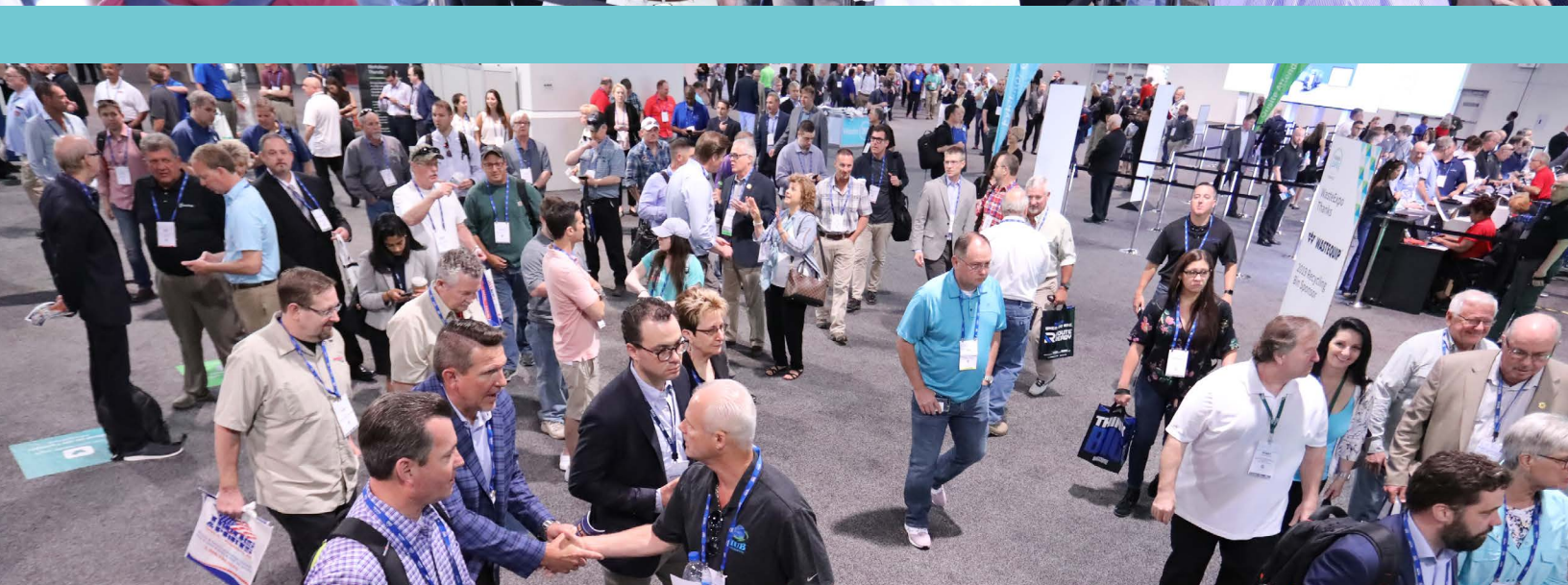




“WasteExpo is the place to meet face to face with vendors. I can accomplish my goals and discuss future needs in one venue. Thank you!”

– **Tim Burns**

Waste Solutions Division Manager  
Maryland Industrial Trucks, Inc



## Ready to meet your current and future customers— all in one place?

WasteExpo is the only event you need to be at in 2020.

WasteExpo is the only place you can connect meaningfully with so many motivated buyers and industry experts over a few short days. The event attracts new buyers every single year, and you'll walk away with new connections, fresh insights, and lucrative business deals.

It's all about YOU!

# WasteExpo 2019 Snapshot



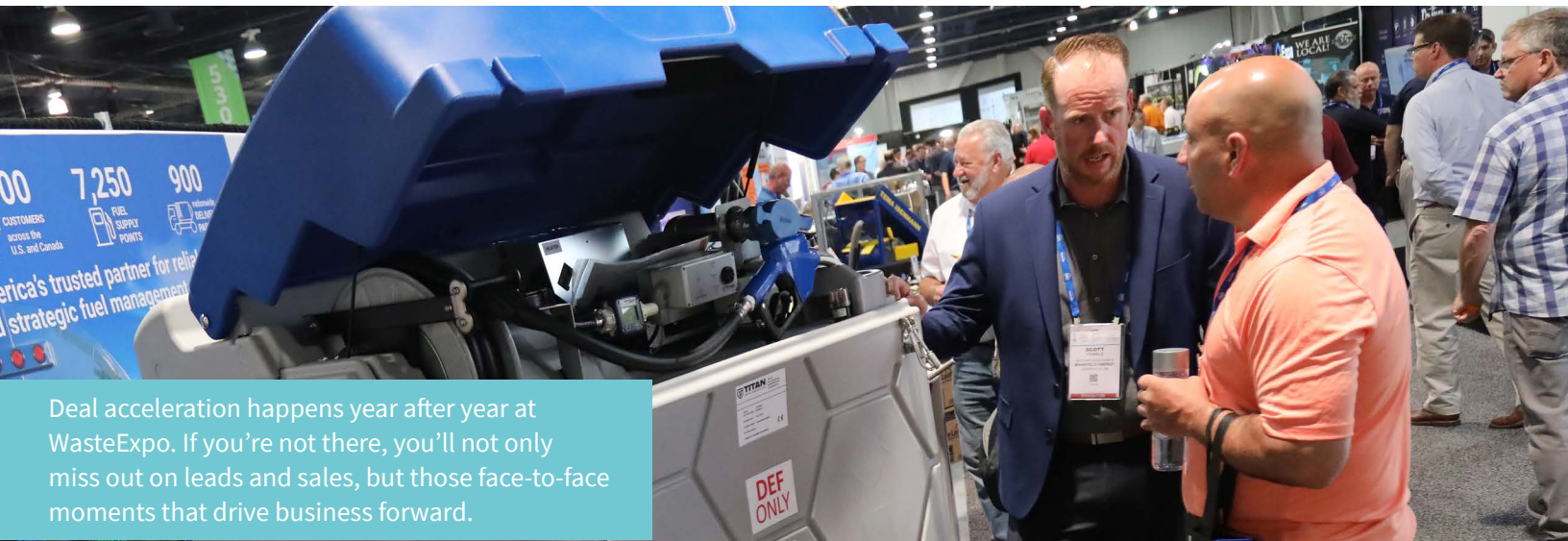
**14,500** total participants and  
600+ exhibitors



**9,300+** motivated buyers

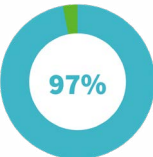
“If you’re not attending WasteExpo, you are missing out on tons of valuable products and services in the industry.”

- Mike Raftery  
VP of Operations GEL Recycling  
WasteExpo 2019 attendee



Deal acceleration happens year after year at WasteExpo. If you’re not there, you’ll not only miss out on leads and sales, but those face-to-face moments that drive business forward.

## Attendees are eager and motivated.



**97%** would recommend WasteExpo to colleagues



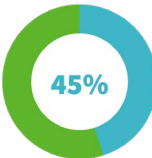
**80%** researched new products, suppliers/vendors



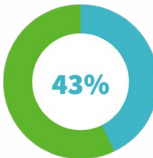
**74%** viewed products up close



**55%** met with current suppliers



**45%** did/will purchase a product/service as a result of WasteExpo



**43%** attend NO other trade show

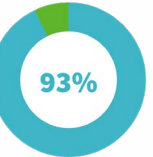
“One of WasteExpo’s greatest strengths is that all the big players in the industry attend this show since it’s THE place to meet everybody and to see the new products.”

- Exhibitor  
WasteExpo 2019

## Exhibitors get meaningful contacts and contracts.



**93%** would recommend WasteExpo to colleagues

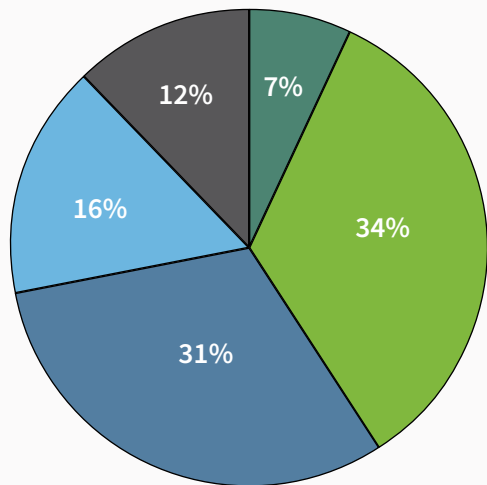


**93%** indicated that they would return for WasteExpo 2020



**84%** will send proposals to customers based on WasteExpo meetings

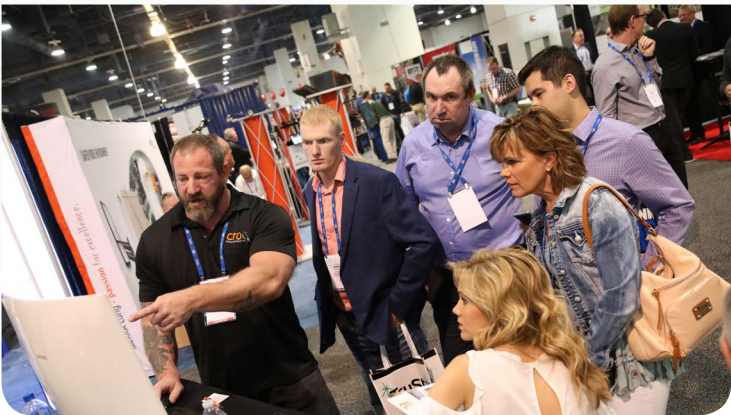
# WasteExpo attendees are decision-makers—and they are ready to meet YOU!



...And they come from across the industry: waste services and recycling companies, governmental offices, equipment manufacturers, waste generators, and more.

## Attendees represent a cross section of job functions:

- Corporate Management
- Engineering & Maintenance
- Operations Management
- Consultant
- Financial & Sales Management



## Attendees commented on WasteExpo 2019’s greatest strengths:

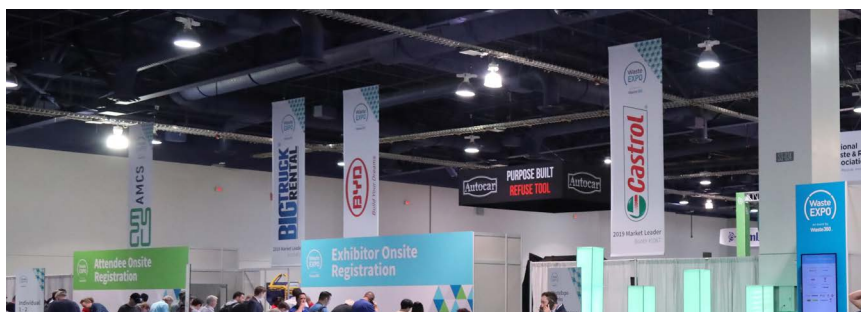
- “Being able to capture hundreds of vendors supplying the waste industry in one hall, to gain knowledge and share ideas to reduce operation costs, impact on the environment, and put names to faces”
- “Diversity within the industry, and quantity of quality vendors”
- “Exhibitors were engaging and very willing to discuss products; much better atmosphere than many other trade shows I have attended”
- “Networking; seeing latest innovations; discussion regarding trends”
- “Bringing everyone together to see what is happening in the waste industry and allowing for exposure to so many products in one place”

## Exhibitors commented on WasteExpo 2019’s greatest strengths:

- “Ability to show our large equipment at a venue; no other shows where we can take such a large piece of equipment”
- “Bringing together suppliers and haulers”
- “Having people from both North and South America attend the show”
- “I like the ease of getting the information that is needed to set up for the show; also the amount of foot traffic that we receive is always good”
- “The networking opportunities and the quality of attendees”
- “The opportunity to meet with many of the industry’s leaders in one location”

## WasteExpo supports the community.

Annually, WasteExpo gives back more than \$1.7 million in cash and in-kind services to industry associations and entities.



## Boost your ROI with a sponsorship at WasteExpo 2020.

Looking for a way to enhance your booth presence? Gain a marquee spot, more leads, and increased exposure through one of these great sponsorship opportunities:

- **Market leader program**—get 360-degree exposure before, during, and after the show
- **Educational content**—get your brand in front of an engaged, relevant audience at the show
- **Jumbo video wall**—just like it sounds, showcase your presence in a big way!

**And there are more opportunities to choose from to meet every brand objective and budget—just ask!**





# TO CATCH MORE FISH, YOU NEED MORE BAIT.

Are you ready to hook hot leads? Reel in new buyers with Waste360's digital advertising opportunities explicitly built for your needs and budget.



**With 87% of industry professionals getting their news online**, digital advertising is the perfect bait to connect with new buyers.

Combine this with WasteExpo, the largest solid waste, recycling and organics event in the hemisphere, we have you covered 24/7.

**Get on board, start fishing today!**

[startfishing@waste360.com](mailto:startfishing@waste360.com) | [waste360.com/startfishing](https://waste360.com/startfishing)

**Reach your target audience at WasteExpo.**

Meet your next customer at WasteExpo 2020! Whether your target audience comprises the private sector, public sector, or waste generators, you'll find them all at WasteExpo.

# Check out this sampling of recent WasteExpo attendees:



## Private Sector

- ADVANTEK WASTE MANAGEMENT SERVICES LLC
- WASTE CONNECTIONS
- NATIONAL EQUIPMENT SOLUTIONS
- ROCKY MOUNTAIN RECYCLING
- INTERNATIONAL PAPER
- ROSE ENGINEERING INDUSTRIES
- WATER WORLD INTERNATIONAL
- RUBICON GLOBAL
- STERICYCLE, INC.
- WASTE MANAGEMENT
- REPUBLIC SERVICES
- VALVOLINE
- OLYMPIC WIRE AND EQUIPMENT
- HEIL
- BASF
- VOLVO TRUCKS
- BOBCAT NORTH AMERICA
- TETRA-TECH
- LAKESHORE RECYCLING
- LONG ISLAND SANITATION
- NACHI AMERICA
- NAPA RECYCLING
- NEXUS DISPOSAL
- AMERICAN WASTE
- AMP ROBOTICS
- ATHENS SERVICES
- GFL ENVIRONMENTAL
- TERRACYCLE
- TEXAS PRIDE DISPOSAL

## Public Sector

- CITY OF MIDLAND
- CITY OF CLEVELAND
- LAWRENCE COUNTY SOLID WASTE
- CULVER CITY
- AUSTIN SCHOOL DISTRICT
- NYC DEPT OF SANITATION
- COUNTY OF SAN MATEO
- CITY AND COUNTY OF HONOLULU
- LAMAR COUNTY
- CITY & COUNTY OF DENVER
- CITY OF FORT MYERS FLORIDA
- SEATTLE HOUSING AUTHORITY
- CITY OF AUSTIN
- CITY OF LEXINGTON
- CITY OF SASKATOON
- CITY OF SAN DIEGO
- CITY OF EDMONTON
- DELAWARE SOLID WASTE AUTHORITY
- CITY OF ROSEVILLE
- USDA
- CITY OF ORLANDO
- CITY OF PHOENIX
- CITY OF LOS ANGELES
- MIAMI-DADE COUNTY
- CITY OF AUSTIN
- NEW YORK CITY DEPT OF SANITATION
- CITY OF CLEVELAND
- CITY OF CONCORD
- CITY OF LAS VEGAS
- CITY OF PHILADELPHIA
- CITY OF PHOENIX

## Waste Generators

- LEGO
- SALESFORCE
- ALDI, US
- WAL-MART STORES INC.
- UNIVERSITY OF TORONTO
- TIM HORTONS
- ZHEJIANG UNIVERSITY
- SHERWIN WILLIAMS
- CRACKER BARREL OLD COUNTRY STORE, INC
- SALT LAKE COMMUNITY COLLEGE
- UNIVERSITY OF CALGARY
- OSHKOSH CORPORATION
- JOHNSON AND WALES UNIVERSITY
- AMERICAN RACING
- BROYHILL INC
- UNIVERSITY OF MARYLAND
- NC STATE
- FOODBUY CANADA
- NIAGRA WATER
- SC JOHNSON
- LAS VEGAS CONVENTION CENTER
- UNIVERSITY OF ARKANSAS
- HARVARD UNIVERSITY
- ARIZONA STATE UNIVERSITY
- FRESNO CITY COLLEGE
- HARVARD LAW SCHOOL
- KROGERS
- PENN STATE UNIVERSITY
- YALE UNIVERSITY



## Are you ready to meet your next customer in New Orleans?

Prepare to dazzle them with your latest products and services, and let us know how we can help!



an event by  
**Waste360**™

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