

Call for Vendor Participation: Product Showcase & Training Sessions

58th Annual MBCEA Conference

MBCEA invites manufacturers, suppliers, and service providers to participate in our expanded exhibit hall experience! We have created this opportunity to connect directly with contractors, erectors, fabricators, and key decision-makers looking for practical solutions that improve safety, productivity, project performance, and business results.

The **Product Showcase** stage gives vendors a 20 minute highly visible platform to demonstrate products, equipment, technology, and services through short, engaging presentations focused on real-world value.

Showcase Benefits

- Highlight new products, innovations, and proven solutions
- Demonstrate real-world applications and jobsite impact
- Show how your offerings improve safety, efficiency, quality, or speed
- Engage directly with contractors, erectors, and decision-makers
- Generate meaningful conversations before and after your presentation
- Gain additional visibility through conference programming and promotion

Successful sessions are practical, visual, and focused on one key question: Why does this matter to MBCEA members right now?

Eligibility: Applicants must submit a proposal for consideration and acknowledge they will register as a conference exhibitor. Selected presenters will be required to participate as a Product Showcase Sponsor and will be charged a \$750 sponsorship fee.

Vendor Training Sessions

Vendor Training Sessions, which will be held in a meeting room, with one-hour blocks, provide a deeper educational experience for attendees looking to improve field performance, operations, and project outcomes.

Training Benefits

- Share installation best practices and technical expertise
- Educate attendees on product performance and application
- Improve safety awareness and jobsite efficiency
- Position your company as a trusted industry resource
- Engage directly with professionals responsible for purchasing, operations, and project execution
- Deliver valuable, hands-on learning that attendees can immediately apply

Topics may include installation methods, safety practices, productivity improvements, system performance, and real-world project applications.

Session Selection

Space is limited for both the Product Showcase and Training Sessions. Proposals will be evaluated based on:

- Relevance to MBCEA members
- Practical jobsite application
- Measurable benefits for contractors and erectors
- Innovation and timeliness
- Overall value to the attendee experience

Priority will be given to content that improves safety, productivity, and real-world project outcomes.

Submission Requirements

Please submit a brief proposal to Ginger at admin@mbcea.org by **October 21**, outlining:

- Product or Training Session Topic overview
- What makes it new, different, or valuable
- How it applies to the metal building industry
- Benefits for field crews and project teams
- Key attendee takeaways
- Presenter qualifications

Why Participate?

- Connect directly with contractors, erectors, and decision-makers to build relationships, generate qualified leads, and influence future business opportunities.
- Showcase your products, services, and expertise through practical demonstrations that highlight real-world performance and results.
- Increase your company's visibility, credibility, and reputation as a trusted resource within the metal building industry.

Whether you're launching something new, sharing proven best practices, or solving jobsite challenges, MBCEA provides the platform to make an impact. Submit your proposal today and join the industry's most practical conversations.