

# 2018 NATIONAL CONFERENCE EXHIBITOR APPLICATION

All applications will be reviewed by the Board of Directors. No application is approved without written notice of acceptance. Please print or type information exactly as you would like it to appear in all published materials. Please be sure to complete all sections.

## 1. COMPANY INFORMATION

Company \_\_\_\_\_

Contact \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ ZIP \_\_\_\_\_

Telephone \_\_\_\_\_

Email \_\_\_\_\_

Website \_\_\_\_\_

Please select the category that best fits the products or services of your company:

- Certification
- Supplies and Equipment
- Computer Systems/software
- Education
- Emergency/trauma
- Ergonomics
- Medications
- Occupational Health Services
- Personal Protection/safety
- Publications

## 2. PREMIER PARTNER SPONSORSHIP

- Diamond — \$25,000
- Emerald — \$15,000
- Ruby — \$7,500

## 3. À LA CARTE SPONSORSHIP

\_\_\_\_\_ \$ \_\_\_\_\_

\_\_\_\_\_ \$ \_\_\_\_\_

\_\_\_\_\_ \$ \_\_\_\_\_

Total à la carte sponsorship \$ \_\_\_\_\_

## 4. BOOTH INFORMATION

- 10'x10' Inline Booth — \$1,850
- 10'x10' Corner Booth — \$1,950
- Non-commercial — \$700

5. TOTAL PAYMENT \$ \_\_\_\_\_

## 6. PAYMENT INFORMATION

Make checks payable to AAOHN. All cancellations must be made in writing. The cancellation policy is detailed in the Rules and Regulations.

- Check enclosed (payable in U.S. funds to AAOHN)
- Credit card information

*\*Information for credit card payments will be provided on your invoice.*

## 7. AUTHORIZATION

It is understood that by signing the application and contract, the applicant is subject to the provisions of the Rules and Regulations governing AAOHN and agrees to abide by them.

Signature \_\_\_\_\_

Date \_\_\_\_\_

Title \_\_\_\_\_

# RULES & REGULATIONS



## Space Allocation and Payment

All exhibits will be at the Peppermill Resort. Space cannot be assigned without a signed application and the required 50 percent deposit. The balance of the exhibit space rental must be paid in full. Please see AAOHN 2018 National Conference application to submit your deposit.

## Exhibit Specifications

Booths include:

- 8 feet high background draping
- Draping on each side, 3 feet high
- One line sign, identifying the exhibitor

**Exhibitors will be bound by the IAEE Construction Rules and Regulations which will be included in the Exhibitor Services Manual.**

## Reduction or Cancellation of Space

**Reduction of Space:** If notice is received prior to November 10, 2017, the exhibitor will be responsible for a \$100 processing fee. If notice is received after November 10, 2017 and prior to January 5, 2018, the exhibitor will be responsible for 50% of the reduced portion of their exhibit space (i.e. if exhibitor contracted for 200 square feet, then reduced to 100 square feet, the exhibitor is responsible for 50% of the total cost of the 100 square feet reduced in addition to the total cost of the 100 square feet kept). If notice is received after January 5, 2018, no refunds are issued on reduced space.

**Cancellation of Space:** If notice is received prior to November 10, 2017, the exhibitor will be responsible for a \$100 processing fee. If notice is received after November 10, 2017 and prior to January 5, 2018, the exhibitor will be responsible for 50% of their total contracted space. If notice is received after January 5, 2018, no refunds are issued.

If for any reason beyond AAOHN's control, the 2018 National Conference must be cancelled, shortened, delayed or otherwise altered or changed, Exhibitor understands and agrees that all losses and damages which it may suffer as a consequence thereof are its responsibility and not that of AAOHN, its directors, officers, employees or agents. Exhibitor understands that it may lose all monies it has paid to AAOHN for space in the exhibition, as well as other costs and expenses it has incurred, including travel to the show, setup, lodging, freight, employee wages, etc.

Exhibitor, as a condition of being permitted by AAOHN to be an Exhibitor in the 2018 National Conference, agrees to indemnify and hold harmless AAOHN, its directors, officers, employees or agents, from any and all loss, which Exhibitor may suffer as a result of show cancellation, duration, delay or other alterations or changes caused

in whole or in part by any reason outside AAOHN's control.

## Suitability of Exhibits

AAOHN reserves the right to determine the eligibility of any exhibitor for inclusion in the AAOHN 2018 National Conference Exhibits and to prohibit an exhibitor from conducting and maintaining an exhibit if, in the sole judgment of AAOHN, the exhibitor or exhibit or proposed exhibit shall in any respect be deemed unsuitable. The foregoing prohibition relates to persons, conduct, articles or merchandise, printed materials, souvenirs, catalogs and any other items, without limitation, which reflect the character of the exhibit. No cash sales are permitted at any time.

## Non-Commercial Exhibitors

Non-commercial exhibitors (i.e., organizations classified by the IRS as a tax exempt organization under Section 501 of the Internal Revenue Code, excluding AAOHN) or governmental agencies that wish to obtain the AAOHN non-commercial exhibit rate of \$700 must submit a written request for space, along with proof of their non-profit or government status. AAOHN will review each request and upon approval will grant the organization one booth in the exhibit hall at the AAOHN 2018 National Conference at the non-commercial rate. Non-commercial exhibitors will be responsible for any and all costs related to their exhibit participation at the National Conference (e.g., furnishings, labor, material handling, etc.). Non-commercial exhibitors are subject to all Exhibit Rules and Regulations set forth in the Exhibitor Prospectus and the Exhibitor Services Manual. AAOHN reserves the right to limit the number of booths set aside on the show floor at the non-commercial rate. Non-commercial exhibitors may choose space based on availability after the space selection.

## Intellectual Property Matters

The exhibitor represents and warrants to AAOHN that no materials used in or in connection with their exhibit infringe the trademarks, copyrights (including, without limitation, copyrights in music and other materials used or broadcast by exhibitor) or other intellectual property rights of any third party. The exhibitor agrees to immediately notify AAOHN of any information of which exhibitor becomes aware regarding actual or alleged infringement of any third party's trademarks, copyrights or other intellectual property rights. The exhibitor agrees to indemnify, defend and hold AAOHN, its agents, successors and assigns harmless from and against all losses, damages and

costs (including reasonable attorneys' fees) arising out of or related to claims of infringement by exhibitor of the trademarks, copyrights and other intellectual property rights of any third party. Notwithstanding the foregoing, AAOHN shall not be liable for and expressly disclaims all liability for infringement or alleged infringement of the trademarks, copyrights or other intellectual property of any third party arising out of the actions of any exhibitor.

## Exhibit Setup

Installation rules and regulations will be listed in the Exhibitor Services Manual sent out to all exhibitors in February 2018.

Empty boxes cannot be stored behind the exhibit booth; they must be removed from the exhibit hall prior to the show opening and cannot be returned prior to the conclusion. No part of any exhibit, or signs relating thereto, shall be posted, nailed or otherwise attached to columns, walls, floors, or other parts of the building or its furniture, in any way to deface same. Damages arising from failure to observe these rules shall be payable by the exhibitor.

Exhibit space not occupied at the opening of the show may be reassigned by AAOHN exhibit management without refund of the rental paid.

Excessively noisy or obstructive work is not permitted during exhibit hours. Mechanical apparatus must be muffled so noise does not disturb other exhibitors. Audio effects must not infringe on the rights of other exhibitors or visitors to the exhibit hall.

All materials and installations must conform with federal, state and municipal safety and fire laws, ordinances and regulations.

## Exhibit Hours and Admission

Admittance during non-show hours without permission from AAOHN exhibit management is prohibited. AAOHN exhibit management shall have the sole control over admission policies. All persons visiting the exhibit area, including exhibit booth representatives, will be required to register and to wear an appropriate badge.

## Dismantling of Exhibits

Exhibits are to be kept intact until the closing of the show on Wednesday, April 18, 2018. All exhibits on the exhibit floor are to be fully removed by 9:00 p.m., April 18, 2018 (time subject to change). If exhibits are not removed by the specific time, AAOHN has the right to remove exhibits and charge the expense to the exhibitor. Any Exhibitor who begins dismantling and removal of his display before the close of the show may lose priority points and/or the privilege of

exhibiting in future shows. This rule will be strictly enforced.

### Shipment of Exhibits

The official show decorator will receive freight shipments for exhibitors. Exhibitors who wish to forward materials in advance of the exhibit opening must consign their exhibits to the official show decorator. Exhibits and related materials will not be accepted in advance as freight by the facility and will be redirected to the official show decorator at the exhibitor's expense. Shipping information will be included in the Exhibitor Services Manual. Installation and dismantling of exhibits may be done by exhibitors' personnel or by the official show decorator at rates listed in the Exhibitor Services Manual.

### Staffing

Exhibits must be staffed by qualified employees of the exhibitor at all times during the show hours. Each individual staffing an exhibitor's booth is required to register and must wear the exhibitor badge furnished. All exhibiting companies will be provided with two complimentary badges per 10' x 10' booth.

### Minimum Age For Admission

Children under the age of 16 are not permitted on the exhibit floor at any time.

### Subletting Prohibition

Exhibitors may not assign or sublet this contract, or permit others to use any contracted exhibit space without the express approval of AAOHN exhibit management.

Exhibitors must show only products or services manufactured or sold by them in the regular course of business. The featuring of names or advertisements of non-exhibiting firms or businesses will not be permitted. If an article of a non-exhibiting firm or business is required for the operation or display of any exhibitor's wares, identification of such article shall be limited to the usual and regular nameplates, imprinting, or trademarks under which the article is sold in the regular course of business.

### Meeting Rooms and Offsite Functions

AAOHN reserves the right to control all suites and meeting rooms in those hotels which are providing housing for AAOHN. No entertainment, meetings, tours, special events, hospitality suite functions, or other offsite events will be permitted during the AAOHN Conference activities unless approved by AAOHN. Companies who are not in accordance with the stated rules may lose their privilege of exhibiting at this and future conferences.

### Canvassing by Non-Exhibitors

The AAOHN 2018 National Conference is limited to registered attendees as well

as registered representatives of firms, professional organizations and dealers who have contracted with AAOHN for exhibit space and/or sponsorship. No other persons or concerns will be permitted to demonstrate their products or distribute advertising materials at any time during the AAOHN meeting.

Market research companies will be assigned space only if research is being done for a company exhibiting on the floor. Research companies must indicate on the exhibit application the company for which they are conducting market research.

### Insurance and Security

Exhibitors wishing to insure their exhibit material, goods and/or wares against theft, damage by fire, accident or loss of any kind must do so at their expense. Each exhibiting company is responsible for obtaining insurance (liability and fire/theft) in such amounts as deemed appropriate to comply with its obligation hereunder and for its own protection.

As a courtesy to exhibitors, guard service for the exhibit area will be furnished during the hours deemed necessary by AAOHN exhibit management. The furnishing of such service is in no case to be understood or interpreted as a guarantee against loss or theft of any kind.

### General

**Use of Space:** All demonstrations or other promotional activities must be confined to the limits of the booth. Sufficient space must be provided within the booth to contain persons watching demonstrations and other activities. Each exhibitor is responsible for keeping the aisle adjacent to the booth free of congestion. Exhibitors' representatives may not work in exhibit space other than their own.

No animals are allowed on the show floor at any time during move-in, move-out or show hours.

Each exhibitor must have a floor covering in the entire space rented if the exhibit hall is not already covered. If no covering is installed by Tuesday, show management will order carpet for the space at the exhibitor's cost.

**Promotion Information:** Samples, publications, etc., may be distributed by the exhibitor only from within the exhibitor's own booth. Solicitation of business or conferences in the interest of business, except by exhibiting companies, is prohibited.

**Use of Logo:** The AAOHN logo and AAOHN meeting logo may not be reproduced on any items or documents distributed at the meeting without the express permission of AAOHN exhibit management.

**Raffles and Drawings:** Raffles and drawings may be conducted within the confines of the exhibitor's own booth. AAOHN exhibit management will not be responsible for any promotion of such raffles and drawings, and winners will not be announced by show management.

**Sales:** Selling of merchandise for delivery is strictly prohibited. Display space is provided to participating companies to exhibit and demonstrate products and services on the basis of their potential information and commercial value, and not for the purpose of direct commerce. Orders may be taken, but sales transactions involving the exchange of product for payment is strictly prohibited. Also note that accepting orders on-site may have tax implications in the jurisdiction where the exhibit is held.

**Music License:** No exhibitor shall cause any copyrighted music to be played or performed. Exhibitors are responsible for individual ASCAP/BMI music licensing fees if applicable.

**Events:** Functions for AAOHN attendees cannot be scheduled during official show or program hours, including social events, without direct approval from AAOHN show management.

### Liability

The exhibitor is liable for any damage caused to the building, or to standard booth equipment, or to other exhibitors' property, by the exhibitor, the exhibitor's agents, or employees. Exhibitors are urged to review their own insurance coverage. Neither the Association, the official show decorator, nor the facility are responsible for any injury, damage or loss that may occur to the exhibit or its employees, representatives, or agents or its property, from any cause whatsoever; and the exhibitor agrees to defend, indemnify, and hold forever harmless AAOHN exhibit management, the Association, its employees and agents, from all loss, liability, expense, and penalty, including attorney's fees, on account of personal injury or damage to property sustained by the exhibitor or by any person or persons arising out of, during, or in connection with this agreement, whether such injury or damage is due or claimed to be due by any negligence of AAOHN exhibit management, its employees, agents, or any other person.

### Amendments

These rules may be amended at any time by AAOHN exhibit management, provided that amendments shall not substantially diminish the rights or increase the liability of the exhibitor. These rules and regulations along with those listed in the Exhibitor Services Manual become a part of the contract between the exhibitor and American Association of Occupational Health Nurses.

They have been formulated for the best interests of the exhibitors. It is important to review these terms and conditions, as well as any general information, with your on-site booth personnel. AAOHN exhibit management respectfully asks the full cooperation of exhibitors in their observance. Any matters not specifically covered by the preceding rules shall be subject solely to the decision of AAOHN exhibit management.