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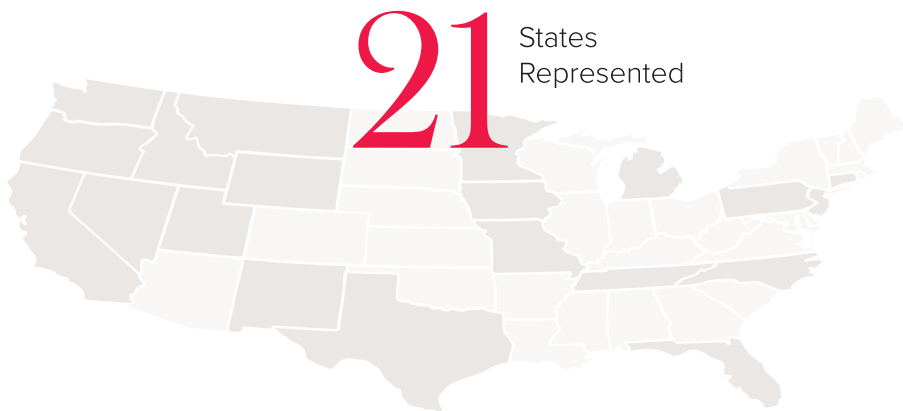
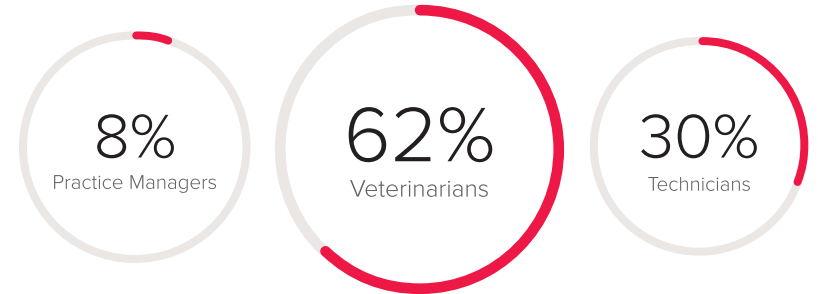
Tacoma, WA • Sept. 28-30

PACIFIC NORTHWEST VETERINARY CONFERENCE

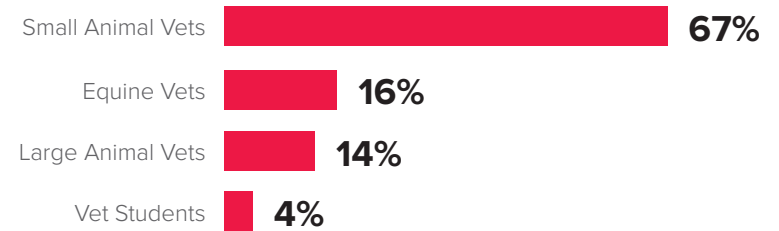
Exhibitor & Sponsorship Packet



The PNWVC is the premier CE event for Pacific Northwest veterinarians, technicians, veterinary students and practice managers—drawing over **1,200 attendees each year.**



(plus 3 Canadian Provinces)



LOCATION & SCHEDULE

Greater Tacoma Convention

1500 Broadway
Tacoma, WA 98402
(253) 830-6601

Hotel Accommodations

Courtyard Tacoma Downtown
1515 Commerce St
Tacoma, WA 98402
(253) 591-9100

Request WSVMA's Discounted Group Rate

Friday, September 28

| | |
|------------------|-----------------------|
| 7:00 - 9:30am | Exhibitor Set-Up |
| 9:50am - 6:00pm | Exhibit Hall Open |
| 9:50am - 10:30am | Attendee Break |
| 12:20pm - 1:30pm | Box Lunch |
| 2:20pm - 3:00pm | Attendee Break |
| 3:20pm - 4:00pm | Attendee Break |
| 5:00pm - 8:00pm | Friday Evening Social |

Saturday, September 29

| | |
|-------------------|--------------------------------------------------|
| 7:00am | 2018 Fun Run/Walk/Bike |
| 7:00am | Morning Yoga |
| 8:30am - 3:40pm | Exhibit Hall Open |
| 9:20am - 10:00am | Attendee Break |
| 10:20am - 11:00am | Attendee Break |
| 11:50am - 1:15pm | Plated Lunch (<i>WSVMA Membership Meeting</i>) |
| 3:05pm - 3:40pm | Attendee Break |
| 3:45pm - 4:30pm | Exhibit Hall Tear-Down |

EXHIBITING INFORMATION

About Your Booth

An 8 x 10' booth, with black pipe and drape, includes 8' x 30" table, two chairs, a wastebasket, and a 500 watt electrical outlet.

Includes:

- + Registration for 2 reps (*Any additional exhibit personnel is \$150 per person.*)
- + Access to Special Events
- + Lunch on Friday & Saturday
- + Mailing list of pre-registrants

Assignment of Space

Booth assignment is based on, in order of priority*, date of receipt of contract and payment, and proximity to competitive or conflicting organizations. Be sure to indicate your first, second, third, and fourth choices.

*** Conference Sponsors and Corporate Members receive priority booth selection.**

No space can be held without payment. Early reservations are encouraged. Confirmation of booth reservations will be made promptly. Booth numbers will be assigned in August.

Scavenger Hunt Bingo

In an effort to drive traffic to the Exhibit Hall on Friday and Saturday there will be a "scavenger hunt". Attendees will have a "bingo" sheet of questions, one of which pertains to each exhibitor. The question could be product-driven or personal interest. Attendees will have to find the exhibitor who matches each question for a chance to win great prizes.

Company Prizes

As an exhibiting company, we encourage you to have a prize give-a-way. Your winner can be announced during the assigned breaks. If you would like to hold your own drawing, indicate this on your reservation form, and we will assist you.

BOOTH RATES

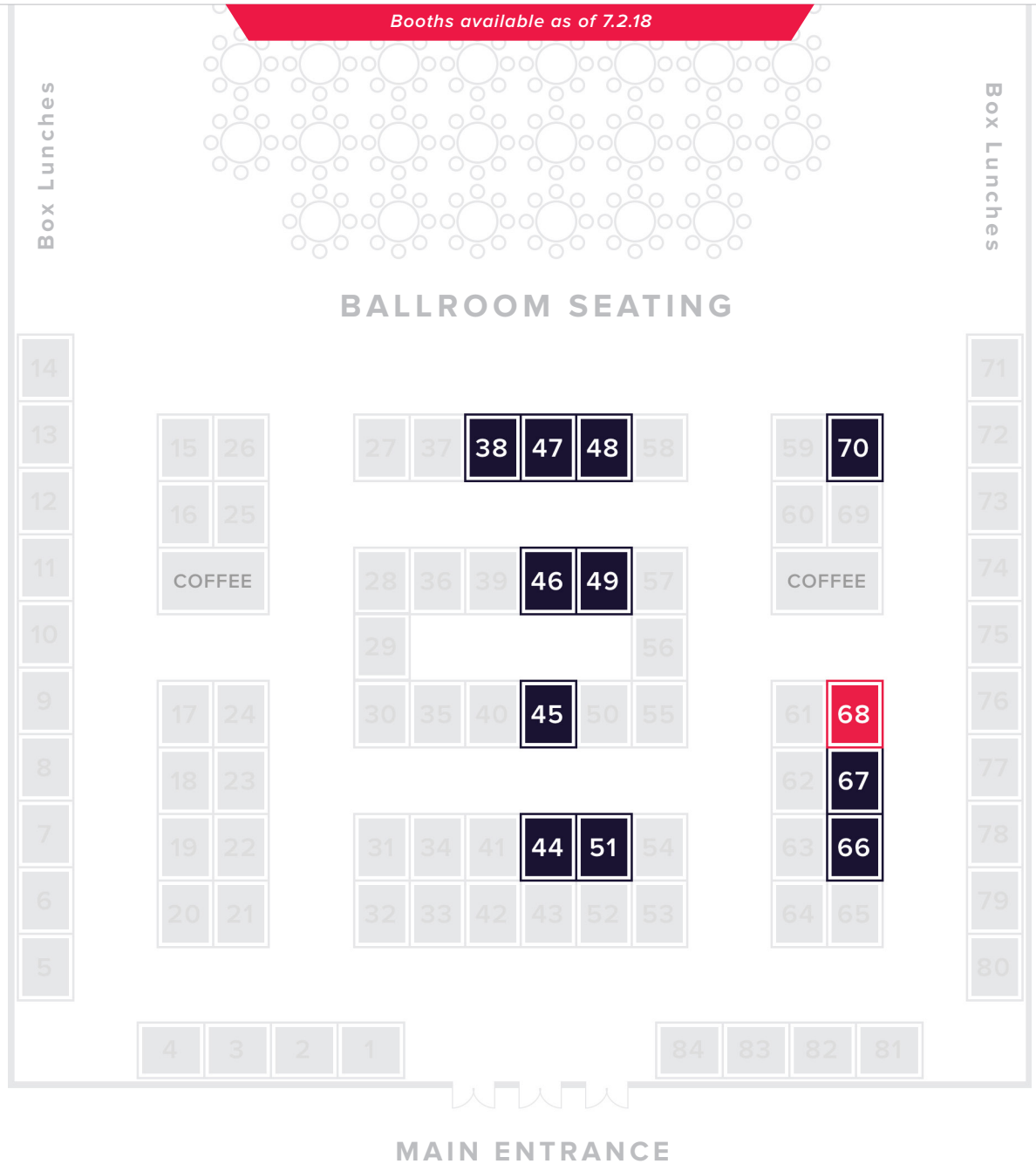
WSVMA Corporate Members

| Booth Rates | \$ |
|----------------------------|------------------------|
| ○ Standard Booth | \$895 SOLD OUT! |
| ● Select Booth | \$1,195 |
| ● Premium Booth | \$1,345 |
| ● Booth is RESERVED | |

Non-Members

| Booth Rates | \$ |
|----------------------------|--------------------------|
| ○ Standard Booth | \$1,050 SOLD OUT! |
| ● Select Booth | \$1,350 |
| ● Premium Booth | \$1,500 |
| ● Booth is RESERVED | |

★ **NEW 2 Booth Setup**
Purchase two booths and receive **\$75 OFF** the second booth.



SPEAKER SPONSORSHIPS

Speaker Sponsorship Rates

| | |
|---------|-----------------------------------------|
| \$5,000 | Keynote Speaker <i>(Limited to 2)</i> |
| \$3,000 | Full Day - Exclusive Speaker Session |
| \$1,500 | Full Day - Contributing co-sponsor |
| \$1,000 | Half Day - Exclusive Speaker Session |
| \$500 | Half Day - Contributing co-sponsor |

Speakers Available for Sponsorship

SMALL ANIMAL

- Catherine R. Scott-Moncrieff, MS, DACVIM, DECVIM

Topics: Endocrinology

Rate: Full Day

- J. Scott Weese, DVM, DVCs, DACVIM

Topics: Infectious Disease

Rate: Full Day

- Barbara Fougere, BSc, BVMS, BHSc, MODT, MHSc, CVA, CVBM, CVCP, CMAVA

Topics: Herbal Medicine

Rate: Full Day

PRACTICE MANAGEMENT

- Rebecca Rose, CVT

Topics: Best Team Practices

Rate: Full Day

EVENT SPONSORSHIPS

- **Friday Box Lunch**
\$5,000 Prime Sponsor
Opportunity to address audience (up to 5 min)

- \$1,500 Contributing Sponsor *(Limited to 3)*

Friday Evening Event

- \$7,500 Prime Sponsor
Opportunity to address audience (up to 5 min)



Medical insurance for your pet.

- \$2,500 Contributing Sponsor *(Limited to 4)*



★ Saturday Plated Lunch

WSVMA Membership Meeting

- \$6,000 Prime Sponsor
Opportunity to address audience (up to 5 min)

- \$2,000 Contributing Sponsor *(Limited to 3)*

• Saturday Morning Yoga

- \$1,500 Prime Sponsor
- \$500 Contributing Sponsor *(Limited to 3)*

• Coffee Stations in Exhibit Hall

- \$3,000 Prime Sponsor *(All 2 Days)*
- \$1,000 Contributing Sponsor *(All 2 Days)*
- \$500 Single Break

PROMOTIONAL ITEMS

- **Tote Bags**
\$4,000 Exclusive Sponsor *(Includes 1 Insert)*
- **Tote Bag Inserts*** *Depending on Tote Bag sponsorship*
\$1,200 Contributing Sponsor *(Only 8 Available)*

Friday Evening Event Drink Tickets

- \$2,500 Exclusive Sponsor



★ Lanyards

- \$2,500 Exclusive Sponsor

• Website Digital Ads

- \$1,300 4 Week Package
- \$375 1 Week Package

• Email Banner Ads

- \$300 Exclusive Sponsor *(Only 5 Available)*

• Registration Packet Ads *(Due 6/15/18)*

- \$750 Full Page Ad
- \$500 Half Page Ad
- \$250 Quarter Page Ad

• Step-n-Repeat / Selfie Station

- \$1,000 Exclusive Sponsor

Receive priority booth selection

Receive priority booth selection when you add a sponsorship to your purchase of any exhibit space.

| | Platinum \$5,000 | Gold \$2,500 | Silver \$1,000 | Bronze \$500 |
|---------------------------------------------------|---------------------|-----------------|-------------------|-----------------|
| Sponsorship Level Recognition on Booth* | ✓ | ✓ | ✓ | ✓ |
| Sign with your logo during Session / Event | ✓ | ✓ | ✓ | ✓ |
| Logo on conference website | ✓ | ✓ | ✓ | ✓ |
| Logo on conference marketing emails | ✓ | ✓ | ✓ | |
| Logo in conference program | ✓ | ✓ | ✓ | |
| Display Ad on Exhibit Hall Main Screen | ✓ | ✓ | | |
| Add one additional exhibit personnel at no charge | ✓ | ✓ | | |
| Company profile on conference website | ✓ | | | |
| VIP Seating at Friday Evening Social Event | ✓ | | | |

* This benefit is for Sponsors who also purchase an Exhibitor Booth. Exhibitor space is NOT included with sponsorship.



1. CONTACT INFORMATION

*Company Name _____

*Contact Name _____

Position _____

*Mailing Address _____

*City _____ *State _____ *Zip _____

*Phone _____ Website _____

*Contact Email _____

*Send pre-convention information requests to (Email)

Product Description _____

Booth Sign to Read _____

Scavenger Hunt 'Bingo' Question. Please provide a short question pertaining to you or your business. _____

Our company would like to have it's own give-a-way: Yes No

Name Badges (2 per booth). Contact the WSVMA to purchase additional name tags.

ALL CONTACT INFORMATION REQUIRED

① Attendee Name _____

Attendee Cell _____

Attendee Email _____

② Attendee Name _____

Attendee Cell _____

Attendee Email _____

2. BOOTH RESERVATION

Booth Space: WSVMA Member

Booth Rates \$ **2 Booths**

Standard Booth \$845

Select Booth \$1,195

Premium Booth \$1,345

2 Booth Discount

\$75 OFF purchase of additional booth

Additional Booth Attendees

\$150 x _____ Additional Attendees

Booth Space: Non-Member

Booth Rates \$ **2 Booths**

Standard Booth \$1,050

Select Booth \$1,350

Premium Booth \$1,500

2 Booth Discount

\$75 OFF purchase of additional booth

Additional Booth Attendees

\$150 x _____ Additional Attendees

Please reserve Booth # _____ at the 2018 Pacific Northwest Veterinary Conference. If this booth is not available, **our alternate choices are:** 2nd _____, 3rd _____, 4th _____.

Early-Bird rates good until 5/1/18. Booth space requests will be assigned on a first come, first served basis, with priority given to Corporate members and Sponsors. We make every effort to ensure you receive your preferred booth. We reserve the right to assign or change booths at our discretion. Booth numbers will be assigned in August and a confirmation of assignment will be sent at that time.

Our preference is to be located near the following companies:

Please do **NOT** assign my booth near the following companies:

Do you intend to sell from your booth or display area?

Yes No

Note: If you intend to sell your product, the Washington State Dept. of Revenue requires your WA State UBI number. (The WSVMA retains the right to approve all retail activity.)

UBI #

_____ - _____ - _____

3. SELECT A SPONSORSHIP OPTION

Speaker Sponsorship

Select a Sponsorship Level:

- \$5,000 Keynote Speaker
- \$2,500 Full Day - Exclusive Speaker Session
- \$1,500 Full Day - Contributing co-sponsor
- \$1,000 Half Day - Exclusive Speaker Session
- \$500 Half Day - Contributing co-sponsor

Select a Speaker:

- Dr. Catharine R. Scott-Moncrieff*
- Dr. Scott Weese*
- Dr. Barbara Fougere*
- Rebecca Rose, CVT*
- _____

Event Sponsorship

Friday Evening Event

- ~~\$7,500~~ Prime Sponsor **SOLD!**
- \$2,500 Contributing Sponsor

Friday Box Lunch

- \$5,000 Prime Sponsor
- \$1,500 Contributing Sponsor

Saturday Morning Yoga

- \$1,500 Prime Sponsor
- \$500 Contributing Sponsor

Saturday Plated Lunch

- \$6,000 Prime Sponsor
- \$2,000 Contributing Sponsor

Coffee Station

- \$3,000 Prime Sponsor
- \$1,000 Contributing Sponsor
- \$500 Single Break

Promotional Items

Tote Bags

- \$4,000 Exclusive Sponsor

Tote Bag Inserts

- \$1,200 Contributing Sponsor

Friday Evening Event Drink Tickets **SOLD!**

- ~~\$2,500~~ Exclusive Sponsor

Lanyards

- \$2,500 Exclusive Sponsor

Email Banner Ads

- \$300 Exclusive Sponsor

Website Digital Ads

- \$1,300 4 Week Package
- \$375 1 Week Package

Registration Packet Ads

- \$750 Full Page
- \$500 Half Page
- \$250 Quarter Page

Step-n-Repeat / Selfie Station

- \$1,000 Exclusive Sponsor

4. PURCHASE CALCULATION

| | |
|----------------------|-----------------|
| Booth Space | \$ _____ |
| Additional Attendees | \$ _____ |
| Sponsorship | \$ _____ |
| Total | \$ _____ |

5. PAYMENT INFORMATION

Note: Payment must be received by WSVMA to hold your booth space reservation. By purchasing booth space you agree to the Exhibitor Rules and Regulations (see pg 7).

- Check Visa MasterCard American Express

Total Amount Enclosed \$ _____

Name on Card _____

Card number _____ Exp. _____

Billing Address _____

City _____ State _____ Zip _____

Signature _____

6. SUBMIT RESERVATION

Please send **BOTH PAGES** of your completed Reservation Form to:

Email: info@wsvma.org - or - Fax: **(425) 396-3192**

/ 2017 EXHIBITORS /

- | | | |
|----------------------------------------|---------------------------------------|--------------------------------------|
| Abaxis | Elanco Animal Health | Royal Canin |
| Aesculight | Fetch with Hydro FX | Say It In Stones |
| Aldrich + Associates, Inc. | Fujifilm Sonosite | Shepherd Software, Inc. |
| Animal Surgical Clinic of Seattle | Henry Schein Animal Health | Shor-line |
| Architectural Werks | Heska Corporation – Cuattro | Simmons & Associates Northwest |
| AristaPoint | Imaging | Sound/Antech |
| Army Healthcare Recruiting | Hills Pet Nutrition, Inc. | SpecialtyVetPath |
| Avid Identification Systems, Inc. | Homestreet Bank | Standard Process Northwest |
| Banfield Pet Hospital | IDEXX Laboratories | Summit Veterinary Referral Center |
| Bank of America Practice Solutions | Invisible Fence Brand | Supera Anesthesia Innovations |
| Bayer Animal Health | Jorgensen Laboratories | Supersonic Dog Training |
| Blue River Pet Care | Kusler's Compounding Pharmacy | Total Practice Solutions Group |
| BluePearl Veterinary | Les Wilkins & Associates, Inc. | Universal Imaging, Inc. |
| Boehringer-Ingelheim | Medical Professionals Financial Group | Vedco Animal Health |
| CareCredit | Merck Animal Health | Veterinary Books by Success Concepts |
| Carr Healthcare Realty | MWI Animal Health | VetMatrix |
| Ceva Animal Health | Northwest Remedies | Vetray Technology by Sedecal |
| Christian Veterinary Mission | Nutramax Laboratories | WFB Healthcare |
| Companion Animal Health by LiteCure | Veterinary Sciences, Inc. | Wiley |
| Comprehensive Practice Resources – CPR | Omni Practice Group | WSAVT |
| Corstone Contractors, LLC | Pacific Continental Bank | WSDA Animal Services |
| Diagnostic Imaging Systems | Patterson Veterinary Supply | WSU College of Veterinary Medicine |
| Diamondback Drugs | Pet Health Pharmacy | WSVMA |
| DogWatch Hidden Fence | Phoenix Lab | Zoetis |
| E.I. Medical Imaging | Purchasing Power | |
| | RoadRunner Pharmacy | |
| | Rooted | |

/ 2017 SPONSORS /

Platinum Level:

- CareCredit
- Intrauma
- Shepherd
- Zoetis

Gold Level:

- Nutramax Laboratories
- WSU College of Veterinary Medicine

Silver Level:

- Aldrich + Associates, Inc.
- Ceva Animal Health
- Phoenix Lab
- Summit Veterinary Referral Center

Bronze Level:

- Assisi Animal Health
- Diamond V
- HomeStreet Bank
- Jorgensen Laboratories
- Land O'Lakes, Inc.
- Merck Animal Health

BOOTH SPACE

Vendor subscribes for booth space at the 2018 Pacific Northwest Veterinary Conference at the Greater Tacoma Convention & Trade Center, Tacoma, WA on September 28-29, 2018. Convention Center Services has been selected as the official decorator for this event. Additional requirements are to be ordered directly from the decorator. The 2018 Pacific Northwest Veterinary Conference reserves the right to reject any applicant or vendor and will refund the amount paid for that space. The 2018 Pacific Northwest Veterinary Conference reserves the right to assign, designate, or change your booth location.

PAYMENT

Payment for vendor's booth space shall accompany the Exhibit Booth Reservation form and must be received by the WSVMA to hold your booth space reservation.

HOURS OF OPERATION

Hours of show on Friday, September 28, 2018 are 9:50 am to 6:00 pm and Saturday, September 29, 2018 from 8:30 am to 3:40 pm. Set up of exhibits begins at 7:00 am and Vendor shall have their exhibit completely assembled and ready to be viewed by guests no later than 9:50 am Friday, September 28. Vendors shall staff their booth during all hours of the 2018 Pacific Northwest Veterinary Conference. Vendors shall not begin disassembling their exhibit until 3:41 pm on Saturday, September 29, 2018. There is an afternoon coffee break on Saturday, and attendees will be told that this is their last chance to complete their contacts with the exhibitors.

INTERFERENCE PROHIBITED

Excessive noise, bothersome lighting or other use by vendor which interferes with the exhibition space used by other vendors is prohibited, as is the creation or maintenance by vendor of any dangerous or hazardous condition or situation. The aisles belong to the show. Neither vendor nor advertising material shall protrude into the aisles. Booth shall not exceed 8 feet in height without show coordinator's approval.

SERVICES NOT PROVIDED

The 2018 Pacific Northwest Veterinary Conference does not provide equipment, decoration, labor, carpenters, storage for exhibit materials, special lighting, gas, water supply or other related services. All arrangements for these items must be made by the vendor, and vendor shall defend, indemnify and hold harmless the 2018 Pacific Northwest Veterinary Conference for any and all claims, losses, damages, injuries or other charges which may occur from such arrangements made by vendor.

SECURITY SERVICES

Admittance to the exhibit area will be by official identification badge only. The Greater Tacoma Convention & Trade Center will be locked when we are not in the building, however the Washington State Veterinary Medical Association assumes no liability for exhibits, their contents or personnel.

INSURANCE NOT PROVIDED

Vendor acknowledges 2018 Pacific Northwest Veterinary Conference provides no insurance covering vendor's property. It is vendor's sole responsibility to obtain interruption, property damage, personal injury, vandalism, theft and any other insurance it may need to cover any losses it may suffer at the 2018 Pacific Northwest Veterinary Conference.

INDEMNIFICATION

Vendor shall defend, indemnify and hold harmless the WSVMA and the 2018 Pacific Northwest Veterinary Conference and their designated agents, employees and/or contractors, from and against any and all claims, losses, damages, injuries, penalties, governmental charges or fines in any amount arising out of or caused by vendor's use of the premises, the conduct of vendor's business or from any activity or work done, permitted or suffered by vendor in or around the premises, including but not limited to, the installation, operation, maintenance or removal of exhibits.

ASSIGNMENT PROHIBITED

Vendor shall not assign any portion of its booth space to any individual, partnership, corporation, company, firm or entity, without the prior written consent of the 2018 Pacific Northwest Veterinary Conference.

CANCELLATION POLICY

If Vendor is not able to attend the 2018 Pacific Northwest Veterinary Conference, Vendor may be entitled to a refund on the following schedule.

- * **60 day**—If written cancellation is received by July 31, 2018, and if booth space is resold, Vendor is entitled to an 80% refund.
- * **30 day**—If written cancellation is received by August 31, 2018, and if booth space is resold, Vendor is entitled to a 50% refund.
- * **Less than 30 days**—If Vendor cancels after August 31, 2018, Vendor will not receive a refund.



Our Mission

*Advancing the cause of veterinary medicine
to better the lives of those touched by it.*