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.

- **Male Attendees**: 48%
- **Female Attendees**: 52%
- **Small Animal Vets**: 24%
- **Large Animal Vets**: 16%
- **Vet Students**: 4%
- **Equine Vets**: 14%

(plus international attendees from all over the world)
LOCATION & SCHEDULE

Greater Tacoma Convention Center
1500 Commerce St.
Tacoma, WA 98402
(253) 830-6601

Hotel Accommodations
Courtyard Marriott/Tacoma Downtown
1515 Commerce St.
Tacoma, WA 98402
(253) 591-9100
Request WSVMA’s Discounted Group Rate

Friday, September 27
7:00 - 9:30 am
Exhibitor Set-Up
9:50 am - 6:00 pm
Exhibit Hall Open
9:50 am - 10:30 am
Attendee Break
12:20 pm - 1:30 pm
Box Lunch
2:20 pm - 3:00 pm
Attendee Break
3:20 pm - 4:00 pm
Attendee Break
5:00 pm - 6:00 pm
Exhibitor Social Hour
6:00 pm - 9:00 pm
Awards Gala & Keynote

Saturday, September 28
7:00 am
2019 Fun Run/Walk/Bike
7:00 am
Morning Yoga
7:30 am - 3:40 pm
Exhibit Hall Open
9:20 am - 10:00 am
Attendee Break
11:50 am - 1:15 pm
Luncheon (WSVMA Membership Meeting)
10:20 am - 11:00 am
Attendee Break
3:05 pm - 3:40 pm
Attendee Break
3:45 pm - 4:30 pm
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.

Raffle
As a way to increase traffic through the exhibitor area, we are holding raffles! Each exhibitor will have raffle tickets to hand out to attendees who visit their booths. Attendees will receive raffle tickets from exhibitors to enter the 2019 PNWVC Exhibitor Raffle, which WSVMA staff will conduct. Please feel free to also hold your own raffle if you wish.

Company Prizes
As an exhibiting company, we encourage you to have a prize give-a-way. If you would like to hold your own drawing, indicate this on your reservation form, and we will assist you.

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BOOTH RATES

* Early-Bird Rates apply for reservations received by 05/03/2019.

WSVMA Corporate Members

<table>
<thead>
<tr>
<th>Exclusive Rates</th>
<th>Standard Rates</th>
</tr>
</thead>
<tbody>
<tr>
<td>○ Standard Booth</td>
<td>$945</td>
</tr>
<tr>
<td>● Premium Booth</td>
<td>$1,195</td>
</tr>
<tr>
<td>○ Corner Booth</td>
<td>$1,345</td>
</tr>
</tbody>
</table>

Non-Members

<table>
<thead>
<tr>
<th>Exclusive Rates</th>
<th>Standard Rates</th>
</tr>
</thead>
<tbody>
<tr>
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<td>$1,345</td>
</tr>
<tr>
<td>○ Corner Booth</td>
<td>$1,495</td>
</tr>
</tbody>
</table>

**NEW 2 Booth Setup**
Purchase two booths and receive $75 OFF the second booth.
**Speaker Sponsorship Rate**
- **Keynote Speaker**: $5,000 (Limited to 2)
- **Full Day - Exclusive Sponsor**: $2,500
- **Full Day - Contributing co-sponsor**: $1,500
- **Half Day - Exclusive Sponsor**: $1,000
- **Half Day - Contributing co-sponsor**: $500

**Speakers Available for Sponsorship**

**PRACTICE MANAGEMENT**
- **Mike Pownall, DVM**
  - **Topics**: Equine + Practice Management
  - **Rate**: Keynote Speaker

**AWARDS GALA KEYNOTE**
- **Frank King, BA, BS**
  - **Topics**: Comedy / Wellness
  - **Rate**: Keynote Speaker

**SMALL ANIMAL**
- **Chris Thomson, BVSc, PhD, DACVIM, DECVIM**
  - **Topics**: Neurology
  - **Rate**: Full Day

* More speakers to be added later.

**Friday Evening Awards Gala & Keynote**
- **Exclusive Sponsor**
  - $7,500
  - Remarks at event by company representative
- **Contributing Sponsor**
  - $2,500 (Limited to 3)

**Coffee Stations in Exhibit Hall**
- **Exclusive Sponsor**
  - $3,000 (All 2 Days)
- **Contributing Sponsor**
  - $1,000 (All 2 Days)
- **Single Break**
  - $500

**Massage Station**
- **Exclusive Sponsor**
  - $1,000 (All 2 Days)
- **Contributing Sponsor**
  - $500 (Limited to 2)

**Charging Stations**
- **Exclusive Sponsor**
  - $1,000 (All 2 Days)
- **Contributing Sponsor**
  - $500 (Limited to 2)

**Step-n-Repeat / Selfie Station**
- **Exclusive Sponsor**
  - $1,000 (All 2 Days)
- **Contributing Sponsor**
  - $500 (Limited to 2)

**Other Events & Stations**

**Tote Bags**
- **Exclusive Sponsor**
  - $2,500

**Attendee Packet Inserts**
- **Contributing Sponsor** (Only 8 Available)
  - $1,200

**Friday Evening Social Drink Tickets**
- **Exclusive Sponsor**
  - $2,500

**Lanyards**
- **Exclusive Sponsor**
  - $1,200

**Website Digital Ads**
- **4 Week Package**
  - $1,300
- **1 Week Package**
  - $375

**Program Ads** (Due 7/15/18)
- **Full Page Ad**
  - $750
- **Half Page Ad**
  - $500
- **Quarter Page Ad**
  - $250
## Sponsorship Benefits

### Priority Booth Selection

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

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Titanium</th>
<th>Platinum</th>
<th>Gold</th>
<th>Silver</th>
<th>Bronze</th>
</tr>
</thead>
<tbody>
<tr>
<td>Priority Booth Selection</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Logo on conference website</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Sign with your logo during Session / Event</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Logo in conference program</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>Additional exhibit personnel at no charge</td>
<td>4</td>
<td>2</td>
<td>1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Conference Program Advertising Discount</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Logo on conference marketing emails</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Display Ad on Exhibit Hall Main Screen</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>VIP Seating at Friday Evening Social Event</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Remarks at sponsored event by company representative</td>
<td>✓</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Sponsorship Levels

- **Platinum**: $7,500
- **Gold**: $5,000
- **Silver**: $2,500
- **Bronze**: $1,000
- **Titanium**: $10,000

### Advertising Discount

- Complementary Full Page Ad: 50% OFF
- 25% OFF
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

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

<table>
<thead>
<tr>
<th>Early-Bird Rates</th>
<th>$</th>
<th>2 Booths</th>
</tr>
</thead>
<tbody>
<tr>
<td>Standard Booth</td>
<td>945</td>
<td>□</td>
</tr>
<tr>
<td>Premium Booth</td>
<td>1,195</td>
<td>□</td>
</tr>
<tr>
<td>Corner Booth</td>
<td>1,395</td>
<td>□</td>
</tr>
</tbody>
</table>

2 Booth Discount

□ $75 OFF purchase of additional booth

Additional Booth Attendees

□ $150 x ____ Additional Attendees

Booth Space:  Non-Member

<table>
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<tbody>
<tr>
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<td>1,345</td>
<td>□</td>
</tr>
<tr>
<td>Corner Booth</td>
<td>1,495</td>
<td>□</td>
</tr>
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2 Booth Discount

□ $75 OFF purchase of additional booth

Additional Booth Attendees

□ $150 x ____ Additional Attendees

Please reserve Booth # _________ at the 2019 Pacific Northwest Veterinary Conference. If this booth is not available, our alternate choices are: 2nd__________, 3rd__________, 4th__________.

Early-Bird rates good until 05/03/19. 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 #

________-________-________

Please submit BOTH PAGES of your Reservation Form.
3. SELECT A SPONSORSHIP OPTION

**Keynote & 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 or Track:
- Dr. Mike Pownall / Keynote Level
- Dr. Chris Thomson / Full Day Level
- Frank King / Keynote Level
- Small Animal
- Large Animal
- Equine
- Practice Management

**Event & Station Sponsorship**

Friday Evening Awards Gala & Keynote
- $7,500  Exclusive Sponsor
- $2,500  Contributing Sponsor

Massage Station
- $1,000  Exclusive Sponsor
- $500   Contributing Sponsor

Charging Stations
- $1,000  Exclusive Sponsor
- $500   Contributing Sponsor

**Promotional Items**

Tote Bags  Sold!
- $2,500  Exclusive Sponsor

Attendee Packet Inserts
- $1,200  Contributing Sponsor

Friday Evening Social Drink Tickets
- $2,500  Exclusive Sponsor

Lanyards  Sold!
- $1,200  Exclusive Sponsor

Website Digital Ads
- $1,300  4 Week Package
- $375   1 Week Package

Program Ads
- $750   Full Page
- $500   Half Page
- $250   Quarter Page

4. PURCHASE CALCULATION

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount</th>
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<tr>
<td>Booth Space</td>
<td>$</td>
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<tr>
<td>Additional Attendees</td>
<td>$</td>
</tr>
<tr>
<td>Sponsorship</td>
<td>$</td>
</tr>
<tr>
<td>Total</td>
<td>$</td>
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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

Please submit BOTH PAGES of your Reservation Form.
Past Exhibitors & Sponsors

/ 2018 EXHIBITORS /

Abaxis, Inc.
Aesculight
AKC Reunite
Aldrich + Associates, Inc.
All Things HR, LLC
Animal Medical Center of Seattle
Animal Surgical Clinic of Seattle
Aratana Therapeutics
Architectural Werks, Inc.
Arista Point
atdove.org
Avid Identification Systems, Inc.
Banfield Pet Hospital
Bank of America Practice Solutions
Bayer
Blue Buffalo NVD Diets
BluePearl Veterinary Partners
Boehringer-Ingelheim Animal Health
Care Credit
Center for One Health Research
CEVA Animal Health
Christian Veterinary Mission
Clarius Mobile Health
Columbia Bank
Computer & Printer Repair
Corstone Contractors, LLC
Dechra Veterinary Products
Diamondback Drugs
Doctor Multimedia
Dog Watch Hidden Fence
EcoLife Expeditions
E.I. Medical Imaging
Elanco Animal Health
Fortune Management
Fujifilm Sonosite
Gateway Pet Memorial
GenPrime, Inc.
Henry Schein Animal Health
Heritage Bank
Heska
Hill’s Pet Nutrition, Inc.
HomeStreet Bank
HR Kinetions
IDEXX
Intalere
Invisible Fence Brand
Jarvis Products Corp.
Jorgensen Laboratories
Jurox Animal Health
K-Laser
Kindred Bio
Kusler’s + Clark’s Compounding Pharmacy
Lakefield Veterinary Group
Les Wilkins + Associates
Medical Professional Financial Group
Merck
MWI Animal Health
Nove Biomedical
Nutramax Laboratories Veterinary Services, Inc.
NW Remedies Compounding Pharmacy
Omni Veterinary Practice Group
Patterson Veterinary Supply
PawOpedic
People, Pets & Vets
Petixage
Pawprint Partners
Phoenix Lab
Purchase Services, Inc.
Royal Canin USA
RX Vitamin, Inc.
Sedecal USA, Inc.
Shepherd Software, Inc.
Simmons Northwest
Sound-ANTECH
Standard Process NW
Summit Veterinary Referral Group
Supera Anesthesia Innovations
Total Practice Solutions Group
Trupanion
Universal Imaging, Inc.
Urban Animal
Vet Scene
Veterinary Animal Wellness
Veterinary Books by Success Concepts
Vetoquinol
VetriScience Laboratories
Vets First Choice
Vetz Petz
Vix
Washington State Association of Veterinary Technicians
Washington State Veterinary Medical Association
Wells Fargo Practice Finance
Wiley
WSDA Animal Services
Zoetis

/ 2018 SPONSORS /

Platinum Level:
CareCredit
Jarvis
Shepherd
Trupanion

Gold Level:
Boehringer-Ingelheim Animal Health
Dechra Veterinary Products
Intrauma
People, Pets & Vets
Phoenix Lab
Northwest Dairy Association
WSU College of Veterinary Medicine
Zoetis

Silver Level:
Aldrich + Associates, Inc.
AVMA
AVMA-PLIT
Diamond V
Fujifilm Sonosite
Jorgensen Laboratories
Lakefield Veterinary Group
RX Vitamin, Inc.
Summit Veterinary Referral Center
Wells Fargo

Bronze Level:
All Things HR, LLC
BluePearl Veterinary Partners
Pilchuck Veterinary Hospital
ShotIQ
Simmons Northwest
BOOTH SPACE
Vendor subscribes for booth space at the 2019 Pacific Northwest Veterinary Conference at the Greater Tacoma Convention, Tacoma, WA on September 27-28, 2019. Convention Center Services has been selected as the official decorator for this event. Additional requirements are to be ordered directly from the decorator. The 2019 Pacific Northwest Veterinary Conference reserves the right to reject any applicant or vendor and will refund the amount paid for that space. The 2019 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 27, 2019 are 9:50 am to 6:00 pm and Saturday, September 28, 2019 from 7:30 am to 3:40 pm. Set up of exhibits begins at 7:00 am on Friday and Vendor shall have their exhibit completely assembled and ready to be viewed by guests no later than 9:50 am Friday, September 27. Vendors shall staff their booth during all hours of the 2019 Pacific Northwest Veterinary Conference. Vendors shall not begin disassembling their exhibit until 3:45 pm on Saturday, September 28, 2019. 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 2019 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 2019 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 Center will be locked when we are not in the building, however the Pacific Northwest Veterinary Conference assumes no liability for exhibits, their contents or personnel.

INSURANCE NOT PROVIDED
Vendor acknowledges 2019 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 2019 Pacific Northwest Veterinary Conference.

INDEMNIFICATION
Vendor shall defend, indemnify and hold harmless the WSVMA and the 2019 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 2019 Pacific Northwest Veterinary Conference.

CANCELLATION POLICY
If Vendor is not able to attend the 2019 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, 2019, and if booth space is resold, Vendor is entitled to an 80% refund.
* 30 day—If written cancellation is received by August 31, 2019, and if booth space is resold, Vendor is entitled to a 50% refund.
* Less than 30 days—If Vendor cancels after August 31, 2019, Vendor will not receive a refund.
Our Mission

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