EXHIBITOR OPPORTUNITIES

EXHIBITOR SPACE $6,700.00
- 6’ x 30” Tabletop
- 2 Full Meeting exhibitor packages*
- 2 exhibitor registrations**
- Recognition in Program Book, Newsletter, and onsite meeting signage
- 1 Lead retrieval license

*One Full meeting exhibitor package includes 1 ticket to each of the following events: New Members /Welcome Reception, Theme Dinner, Family Luncheon, and President's Banquet. These single-event tickets can be distributed among an exhibiting company’s colleagues. to gain access to an event, exhibitors must wear his/her exhibitor badge and present an event ticket. Additional exhibitor packages and single event tickets will be available for purchase. Please note that single tickets to individual events are priced at actual cost, whereas an exhibitor package is discounted and is the same subsidized price that Western spouses/guests pay for their social packages. Not included are tickets for the Friday morning Samson Fun Run, Simultaneous Breakfast Sessions, and Friday afternoon’s Golf and Tennis Tournaments. Individual tickets to these activities may be purchased on a space-available basis, at the same price charged to all attendees. The sign-up form will be in the online Exhibitor Service Kit available in March.

** Exhibitor registration only includes admission to the exhibit hall and scientific sessions.

EXHIBIT DATES & HOURS*
Thursday, June 25  7:00am – 12:00pm
Friday, June 26  7:00am – 12:00pm
Saturday, June 27  7:00am – 10:30am
Continental Breakfast and coffee breaks will be served in the exhibit hall.

*Times are subject to change based on 2020 programming.

EXHIBIT HALL LOCATION AND BENEFITS
The exhibits are located in the Grand Ballroom A-E, adjacent to the Scientific Sessions located in Grand Ballroom F-J. Each exhibit space will include one 6’ x 30” draped table and two chairs. Exhibits are TABLETOP ONLY. Freestanding floor exhibits will be permitted only with permission from Show Management. Standing medical equipment may be used in lieu of a table, but requests must be sent in writing to the Association's office for approval. A tabletop sign will be provided for each exhibiting company.

Each exhibiting company will receive two (2) complimentary full meeting registration packages* and two (2) exhibitor registrations** per tabletop purchased. Exhibiting companies may also purchase up to 3 additional social (Full Meeting) packages. Exhibit representatives are also cordially invited to pre-register and participate in the Golf and Tennis Tournaments. Registration forms will be available in the online Service Kit by late March.

* Full meeting registration includes admission to the exhibit hall and scientific sessions, as well as 1 ticket to each of the following: New Members Reception, Theme Dinner, Family Luncheon, and President's Banquet.
** Admission to the exhibit hall and scientific sessions only
CONDUCTING EXHIBITS
No drawing, raffles, or quiz-type contests of any type will be permitted. No bags or containers for collection of samples are to be distributed by an exhibitor. This applies to any envelope, folder, portfolio, box, etc., that provides carrying space for more than a single sample. Electrical or other mechanical apparatus must be muffled so noise does not interfere with other exhibitors. Character of the exhibits is subject to the approval of the Association. The right is reserved to refuse applications that do not meet standards required or expected, as well as the right to curtail exhibits or parts of exhibits which reflect against the character of the meeting. This applies to displays, literature, advertising, novelties, souvenirs, conduct of persons, etc.

PAYMENT
Table Top Exhibits are $6,500. A 50% deposit of exhibit or sponsorship fees should be forwarded with the Application for Exhibit Space and Sponsorship Agreement. Forms received without a 50% deposit will not be processed until the payment has been received. The balance must be paid by Friday, March 20, 2020. Checks should be made payable and mailed to:

Western Thoracic Surgical Association | 500 Cummings Center, Suite 4400 | Beverly, MA 01915
Telephone: (978) 927-8330 | FAX: (978) 524-0461

INSTALLATION OF EXHIBITS
The exhibit area will be available for set-up from 12:00 pm - 5:00 pm on Wednesday, June 24th. All exhibits must be set by 5:00 pm without exception. Assembly of exhibits during the regularly scheduled exhibit hours will not be permitted.

DISMANTLING OF EXHIBITS
All exhibits must remain intact until the official closing time of 10:30 am on Saturday, June 27th, and may not be dismantled or removed, in whole or in part, before that time. After the close of exhibits, all material must be removed no later than 2:00 pm on Saturday, June 27th.

INFRINGEMENT
Interviews, demonstrations and the distribution of literature or samples must be made within the area assigned to the exhibitor. Canvassing or distributing of advertising matter outside the exhibitor's own space will not be permitted.

FIRE PROTECTION
All materials used in the exhibit area must be flame-proofed and fire-resistant in order to conform to the local fire ordinances and in accordance with regulations established by the local Fire Department. Crepe paper or corrugated paper, flame-proofed or otherwise, will not be permitted. Excelsior or other paper is not to be used in crating merchandise. Display racks, signs, spotlights and special equipment must be approved before use, and all displays are subject to inspection by the Fire Prevention Bureau. Any exhibit or parts thereof found not to be fireproof may be dismantled. All aisles and exits must be kept clear at all times, and fire stations and fire extinguisher equipment are not to be covered or obstructed.

ELECTRICAL / AUDIO-VISUAL / HOUSING / COMPUTER FORMS
Please refer to the online service kit, available in March.

SPECIAL NEEDS
Please contact the Western Thoracic Surgical Association office if you have a representative with a disability that will require special accommodations.

EXHIBIT PERSONNEL
All participants affiliated with the exhibits must be registered. Each person will be issued an exhibitor badge and must be employed by the Exhibitor or have a direct business affiliation. Each exhibiting company will receive two (2) complimentary full meeting registration packages** and two (2) exhibitor registrations** per table top purchased. Exhibiting companies may also purchase up to 3 additional social packages.

*Full meeting registration includes admission to the exhibit hall and scientific sessions, as well as 1 ticket to each of the following: New Members Reception, Theme Dinner, Family Luncheon, and President's Banquet.
** Admission to the exhibit hall and scientific sessions only

SHIPPING
Please refer to the shipping information in the online service kit.

SPACE ASSIGNMENT
Preferred space assignment will be given to previous exhibitors based on the priority point system and to supporters. Space will be assigned in March based on priority number; after that, all remaining space will be assigned in order of receipt of applications. Exhibitors wishing to avoid assignment of space adjacent to a competitor should indicate so on their application. Careful consideration will be given to such requests. The Association has the right to alter the floor plan at any time.

PRIORITY POINT SYSTEM
A point system, based on WTSA exhibit history and date of receipt of application will guide the assignment of space. Three points will be given each year beginning with 1992, for each exhibit space. One point will be given for each additional space for a maximum of six points annually. Applications must be received by March 20, 2020 to be included in the priority point deadline.
HOUSING
As a valued exhibitor of the WTSA Annual Meeting, you must sign a Room Block Agreement, acknowledging that, if reserving 4 or more rooms at the Vail Marriott Mountain, your company will provide the WTSA with a Rooming list, including names of staff attending the WTSA meeting along with their arrival and departure dates. (The WTSA will not make reservations on your behalf; your company should make their own arrangements through the online reservation system.) The Room Block Agreement must be submitted with your Exhibit Space Application; please see the Room Block Agreement and the Exhibitor Rooming List for full terms and conditions.

SOCIAL FUNCTIONS
Each exhibiting company will receive two (2) full meeting registration packages* for each tabletop purchased. Each package includes one (1) ticket to each of the following: New Members/Welcome Reception; Theme Dinner; and the Family Luncheon and President's Banquet. Exhibitors may purchase up to three (3) additional social packages. Each exhibiting company also receives two (2) exhibitor registrations**.

* Full meeting registration includes admission to the exhibit hall and scientific sessions, as well as 1 ticket to each of the following: New Members/Welcome Reception, Theme Dinner, Family Luncheon, and President's Banquet.
** Exhibitor registration provides admission to the exhibit hall and scientific sessions only

Satellite Symposia or Industry related activity during the entire WTSA meeting are not allowed other than the scheduled opportunities on Thursday and Friday.

REFUNDS/CANCELLATIONS
Cancellations received in writing by March 2, 2020 will be subject to a 25% administrative fee. Cancellations received after March 2, 2020 will not receive a refund.

PROTECTION OF THE HOTEL
Exhibitors will be held liable for any damage caused to the hotel, and no material or matter of any kind shall be posted on, tacked, nailed, screwed or otherwise attached to columns, walls, floors or other parts or portions of the building or furnishings. Whatever may be necessary to properly protect the building, equipment or furniture will be installed at the expense of the exhibitor.

INSURANCE AND INDEMNIFICATION
Exhibitor agrees to carry and maintain and provide evidence of liability and other insurance in amounts sufficient to provide coverage against any claims arising from any activities arising out of or resulting from the respective obligations pursuant to this contract. Exhibitor’s insurance policy shall name Hotel and WTSA as additional insureds. Damage to the Hotel premises by the exhibitor or appointed contractors will be the exhibitor’s responsibility. Exhibitor will accept full responsibility for any damages resulting from any action or omissions of their individual staff and designated contractors in conjunction with the exhibit activities. The Hotel and WTSA are not responsible for any loss or damage no matter how caused, to any samples, displays, properties, or personal effects brought into the Hotel, and/or for the loss of equipment, exhibits or other materials left in the meeting rooms.

TERMS IN CASE OF DEFAULT
If any exhibitor fails to pay when due, any sum required by the Application for Exhibit Space, or if any exhibitor fails to meet any term or condition of the application, or fails to observe and abide by these Rules & Regulations, WTSA reserves the right to terminate the contract immediately without refund of any monies previously paid. In any case, no refunds will be made on or after March 2, 2020.

SECURITY
All entrances to the exhibit hall will be locked when exhibits are closed, but the safekeeping of the exhibitor’s property shall remain the responsibility of the exhibitor. The Western Thoracic Surgical Association assumes no responsibility for any losses sustained by exhibitors.

HAZARDOUS WASTE
Exhibitor assumes responsibility and any liability for removal or disposal of any material considered to be hazardous waste material. Exhibitor also agrees to conform to any local ordinances and regulations concerning the disposal of any hazardous waste. Any and all costs incurred in the removal of hazardous waste from the exhibit facility will be the sole responsibility of the exhibitor.
Abbott Vascular
ABIOMED, Inc.
Accumetrics
Acute Innovations
Admedus
Alveolus, Inc.
Applied Fiberoptics
ATMOS, Inc.
AtriCure, Inc.
Auris Health
Aziyo Biologics
BARD Davol
Baxter Healthcare
Biom’Up
Biomet Microfixation
BioStable Science & Engineering
Blickman Inc.
California Medical Laboratories
Cardiac Assist, Inc.
Cardica, Inc.
Cardima
CardioNet
CareFusion
Ceremed
ClearFlow Inc.
Convatec
Cormatrix Cardiovascular, Inc.
CryoLife, Inc.
CSA Medical, Inc.
Delacroix-Chevalier
DePuy Synthes CMF
Dornier Medtech
EchoPixel, Inc.
Edwards Lifesciences
Eight Medical Corporation
Elsevier
Estech
Ethicon Endo-Surgery
Genesee BioMedical, Inc.
Getinge Group
Gore & Associates
Grifols Inc.
GTC Biotherapeutics
HeartWare, Inc.
Intuitive Surgical, Inc.
JACE Medical
Johnson & Johnson
Karl Storz Endoscopy-America, Inc.
KLS Martin, LP
Lexion Medical
LifeNet Health
LivaNova
LSI Solutions
Lundbeck Inc.
Mallinckrodt
MED Alliance Solutions
Medafor Inc.
Medistim
Medtronic, Inc.
MedXpert North America, LLC
Merit Medical Endotek
Moeller Medical Devices
Myriad Genetic Laboratories, Inc.
Neomend, Inc.
Novadaq Technologies, Inc.
Olympus America
On-X Life Technologies, Inc.
Pioneer Surgical Technology
Precision Therapeutics
Quest Medical, Inc.
rEVO Biologics
RTI Surgical Inc.
Scanlan International, Inc.
Somanetics Corporation
Spiration, Inc.
St. Jude Medical
SuperDimension, Inc.
Syncardia Systems, Inc.
Synovis Surgical Innovations
Synthes
TandemLife
Terumo Cardiovascular Group
The Thoracic Surgery Foundation (TSF)
Thoratec Corporation
TKO Surgical, Inc.
Veran Medical Technologies
Vitalcor, Inc.
Vitalitec International Inc.
Wexler Surgical, Inc.
Zimmer Biomet
ZymoGenetics