



## INDUSTRY PROSPECTUS

Dear Industry Partner:

The Western Thoracic Surgical Association invites you to participate at the 2022 WTSA Annual Meeting, June 22 – 25, 2022 at the Grant Hyatt Kauai in Koloa, Hawaii.

The Western Thoracic Surgical Association appreciates your continuing support of our exhibitor, educational, and marketing programs for the last 47 years and we are grateful to you and your colleagues. This is an opportunity for your company to interact with the cardiothoracic surgeons in a more casual environment.

The enclosed information summarizes the various ways Industry can participate in the 2022 Annual Meeting. Please contact the WTSA office if you have any questions.

Sincerely,

Yvonne Grunebaum, CEM  
Director of Industry Relations, WTSA

### PROFESSIONAL REGISTRATION STATISTICS

|             |     |                      |
|-------------|-----|----------------------|
| <b>2021</b> | 165 | Phoenix, AZ          |
| <b>2019</b> | 211 | Lake Tahoe, CA       |
| <b>2018</b> | 216 | Goleta, CA           |
| <b>2017</b> | 185 | Colorado Springs, CO |
| <b>2016</b> | 272 | Waikoloa, HI         |
| <b>2015</b> | 170 | British Columbia, CA |
| <b>2014</b> | 260 | Dana Point, CA       |
| <b>2013</b> | 200 | Coeur D'Alene, ID    |
| <b>2012</b> | 288 | Maui, HI             |



## EDUCATIONAL SUPPORT OPPORTUNITIES

### WiFi \$10,000.00

Gain high visibility for your company by supporting the Annual Meeting WiFi service. The supporting company will be acknowledged in all communication to the attendees as the WiFi sponsor.

### Resident Symposium \$10,000.00

Support the Resident Symposium and be recognized as supporting an important part of the WTSA educational program. Support includes a PowerPoint slide on the screen at the beginning, end and all breaks during the program, recognition of support in all publications and a list of residents attending the meeting, the week before the meeting.

## MARKETING SUPPORT OPPORTUNITIES

### Industry-Supported Scientific Symposium\*

|                  |              |
|------------------|--------------|
| <b>Breakfast</b> | <b>Lunch</b> |
| \$10,000.00      | \$15,000.00  |

Industry-Supported Symposia are educational events that may offer, but are not limited to:

- Formal presentations, speakers, product display/promotion, equipment demonstrations or procedural instruction are:
  - Planned and implemented by an organization external to the accredited provider, Cinemed and WTSA
  - Neither sponsored nor endorsed by Cinemed and/or the WTSA
  - Not part of the Cinemed accredited Scientific Program

• Educational programs, although not mandatory, can be designated for *AMA PRA Category 1 Credit™*. Should the Supporter choose to offer CME for this presentation, this shall be done separate from the WTSA and Cinemed and the Supporter shall comply with regulations as set forth by their own accredited provider.

All promotional materials must contain the following statement: *This event is neither sponsored by nor endorsed by Cinemed or the WTSA.*

Contact Stan Alger, WTSA Executive Director, should you require assistance in identifying potential CME providers beyond those of Cinemed: [salger@prri.com](mailto:salger@prri.com) or 978-299-4509.

Symposium support includes:

- One (1) complimentary meeting registration for a speaker
- Acknowledgement in meeting publications, promotional materials, onsite signage, and with a promotional flyer in the meetings bags
- Both pre- and post-registration attendee mailing lists
- One (1) complimentary blast email to the Western Thoracic Surgical Association pre-registration list (electronic marketing pieces must be emailed to [industry@westernthoracic.org](mailto:industry@westernthoracic.org) for approval).
- The sponsor will also have the opportunity to include an invitation with attendee registration materials and a promotional poster in the registration area.
- The WTSA encourages educational programs to offer *AMA PRA Category 1 Credits™*, although not mandatory.
- **Food and audio visual is at sponsor's expense.**

Thursday, June 23<sup>rd</sup>

**Lunch** 12:30 pm – 1:45 pm  
Cardiac/Thoracic

Friday, June 24<sup>th</sup>

**Breakfast** 6:30 am – 7:50 am  
Cardiac / Thoracic

**Lunch** 12:30 pm – 1:45 pm  
Cardiac / Thoracic

**\*\*Times are subject to change based on 2022 programming.**



## MARKETING SUPPORT OPPORTUNITIES

### **Mobile App**

**\$10,000**

A mobile application is available for all attendees to download on their smartphones and other mobile devices. The application includes program schedules, abstracts, exhibitor lists and descriptions, exhibit floor plan and Hotel floor plan as well as area attractions and other information. Supporter will have their information and logo in the application as well as two push notifications during the meeting sent to everyone.

### **Program Guide Advertisement**

**\$5,000.00**

Place an ad in the meeting program guide and your marketing message will reach majority of the attendees. This is the one of two references for all WTSA attendees and members and will be referred to several times throughout the year. The program guide contains the daily agenda and the exhibitor/sponsor listings and product descriptions.

### **Meeting Bags**

**\$10,000.00**

This is an opportunity to support the meeting bags that every surgeon will receive. Due to ACCME regulations, the company logo is not permitted to be displayed on the bag, however your company will be acknowledged as the sponsor and may have an insert in the bag.\* Bags will be produced by WTSA.

### **Hotel Key Cards and Door Hangers**

**\$7,500.00**

Hotel guests attending the Annual Meeting will have a plastic Hotel keycard for their room. Your company logo and booth number may be prominently displayed on each key showcasing your company message and driving traffic to your booth. The door hangers will also give you the opportunity to spread your message even further.

### **Water Bottles**

**\$5,000.00**

Sponsor logo along with the WTSA logo will be on a 17 oz. water bottle. The water bottle will be especially helpful during the Fun Run!

### **Door Drops**

**\$4,000.00**

Supporters are able to send a message to each room. The Hotel staff will place your item in each room on the specified day you request. Item must be approved by WTSA. Supporters will supply the Hotel with the promotional pieces and send them directly to the Hotel for distribution.

*\*Symposium sponsors will also have flyers in the bag.*

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



## SANITATION & PPE SUPPORT OPPORTUNITIES

As we transition to a new normal post-pandemic, we will be practicing social distancing and safety by providing sanitization stations and PPE for attendees during the 2022 Annual Meeting. Sponsors are invited to support branded items which will be available for distribution in the registration area and at the entrance to the sessions.

### **Sanitation Kit**

**\$6500.00**

All attendees, including family members, will be given a sanitation kit which includes 2 masks, 4 hand sanitizers, and 4 wipes upon arrival at registration. You may sponsor the sanitation kit with branded materials featuring your company.

### **Branded Personal Wipes**

**\$2500.00**

Each attendee will be able to sanitize their area in the scientific session room with personal wipes provided to them at registration. Your company name can be branded and printed on each of the colored pouches. 500 pouches will be available.

### **Branded Face Coverings**

**\$2000.00**

Each attendee will receive their own face mask with your company name featured. 500 masks will be available.

### **Branded Hand Sanitizer**

**\$2200.00**

Each attendee will have their own sanitizer bottle given to them at registration, which are equipped with a carabiner to attach to a hand bag, back pack or briefcase. Your company can be featured on the hand sanitizer bottles. 700 hand sanitizers are available.

### **Branded Social Distancing Signage**

**\$2500.00**

Your company name will be on 3 - 8 ft. high, 1 meter wide signage instructing attendees to wear masks and socially distance at all times.



## EXHIBIT SPACE

**\$6,700.00**

- 6' x 30" Tabletop
- 2 full meeting registration packages\*
- 2 exhibitor registrations\*\*
- Recognition in the Mobile App, and your company listing in the program guide, *Newsletter*, and onsite meeting signage

\* One Full meeting registration package includes 1 ticket to each of the following events: New Members /Welcome Reception, Theme Dinner, and President's Banquet. These single-event tickets can be distributed among an exhibiting company's colleagues; to gain access to an event, the exhibiting company's colleague must wear their exhibitor badge and present that event ticket. Additional full-meeting registration packages and single event tickets will be available for purchase. Please note that single tickets to individual events are priced at actual cost, whereas a full-meeting registration 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, and Friday afternoon's Golf Tournament. 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.

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

## EXHIBIT DATES & HOURS\*

Thursday, June 23<sup>rd</sup> 7:00 am – 12:00 pm  
Friday, June 24<sup>th</sup> 7:00 am – 12:00 pm

Continental Breakfast and coffee breaks will be served in the exhibit hall.

**\*Times are subject to change.**

## EXHIBIT HALL LOCATION AND BENEFITS

The exhibits are located in the Grand Promenade, adjacent to the Scientific Sessions located in Grande Ballroom 2-5. 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.

## 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 \$6,700. 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. Your balance must be paid by Monday, February 21, 2022. Checks should be made payable and mailed to:

Western Thoracic Surgical Association | 500 Cummings Center, Suite 4400 | Beverly, MA 01915, USA  
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 22<sup>nd</sup>. All exhibits must be set by 6:30 AM on Thursday, June 23<sup>rd</sup> 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 12:00 pm on Friday, June 24<sup>th</sup> 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 3:00 pm on Saturday, June 25<sup>th</sup>.

## **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.

## **ELECTRICAL / AUDIO-VISUAL / HOUSING / AV FORMS**

Please refer to the online service kit.

## **SPECIAL NEEDS**

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

## **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.

## **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.

## **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 February 21, 2022 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 you are reserving four (4) or more rooms at the Grand Hyatt Kauai, 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 still 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.

## **REFUNDS/CANCELLATIONS**

Cancellations received in writing by February 21, 2022 will be subject to a 25% administrative fee. Cancellations received after February 21, 2022 will not receive a refund.

## **PROTECTION OF THE FACILITY**

Exhibitors will be held liable for any damage caused to the Hotel and convention hall, 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 February 21, 2022.

## **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.



WESTERN THORACIC SURGICAL ASSOCIATION

48<sup>th</sup> ANNUAL MEETING : JUN 22-25  
2022

GRAND HYATT KAUAI • KOLOA, HAWAII

## PAST EXHIBITORS

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





## **W TSA MARKETING AGREEMENT**

### **Complete & Return To:**

Secure Fax: 978-524-0461  
Western Thoracic Surgical Association  
Attn: Yvonne Grunebaum  
500 Cummings Center, Suite 4400  
Beverly, MA 01915

Company Name: \_\_\_\_\_

Contact: \_\_\_\_\_ Title: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip/Country: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-Mail: \_\_\_\_\_

### **MARKETING SUPPORT:**

- |   |             |
|---|-------------|
| <input type="checkbox"/> Mobile App                   | \$10,000.00 |
| <input type="checkbox"/> Program Guide Ad             | \$ 5,000.00 |
| <input type="checkbox"/> Meeting Bags                 | \$10,000.00 |
| <input type="checkbox"/> Hotel Key Cards/Door Hangers | \$ 7,500.00 |
| <input type="checkbox"/> Water Bottles                | \$ 5,000.00 |
| <input type="checkbox"/> Door Drops                   | \$ 4,000.00 |

### **PAYMENT METHOD**

Check Amount Enclosed: \$ \_\_\_\_\_

Credit Card  American Express  MasterCard  Visa Amount to be charged: \$ \_\_\_\_\_

**Once your agreement is received we will issue a confirmation with an on line payment link.**

**WE AGREE TO ABIDE BY ALL RULES AND REGULATIONS SET FORTH IN THE PROSPECTUS. ACCEPTANCE OF THIS APPLICATION BY SHOW MANAGEMENT CONSTITUTES A CONTRACT.**

\_\_\_\_\_  
AUTHORIZED SIGNATURE

\_\_\_\_\_  
PRINT NAME

\_\_\_\_\_  
TITLE

**Complete and return to:** industry@westernthoracic.org  
500 Cummings Center, Suite 4400  
Beverly, MA 01915 USA | Phone: 978-927-8330 |



## **WTSA SANITATION & PPE SUPPORT AGREEMENT**

**Complete & Return To:**

Secure Fax: 978-524-0461  
Western Thoracic Surgical Association  
Attn: Yvonne Grunebaum  
500 Cummings Center, Suite 4400  
Beverly, MA 01915

Company Name: \_\_\_\_\_

Contact: \_\_\_\_\_ Title: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip/Country: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-Mail: \_\_\_\_\_

Artwork files are due no later than May 16, 2022. Please select your support activities and send **completed form by email, or mail:** [industry@westernthoracic.org](mailto:industry@westernthoracic.org) | WTSA, 500 Cummings Center, Suite 4400, Beverly MA 01915 |

- |  |            |
|--|------------|
| <input type="checkbox"/> Sanitation Kit                    | \$6,500.00 |
| <input type="checkbox"/> Branded Face Coverings            | \$2,000.00 |
| <input type="checkbox"/> Branded Personal Wipes            | \$2,500.00 |
| <input type="checkbox"/> Branded Hand Sanitizer            | \$2,200.00 |
| <input type="checkbox"/> Branded Social Distancing Signage | \$2,500.00 |

**PAYMENT METHOD**

Check Amount Enclosed: \$ \_\_\_\_\_

Credit Card    American Express    MasterCard    Visa   Amount to be charged: \$ \_\_\_\_\_

Once your agreement is received we will issue a confirmation with an on line payment link.

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\_\_\_\_\_  
AUTHORIZED SIGNATURE

\_\_\_\_\_  
PRINT NAME

\_\_\_\_\_  
TITLE

Complete and return to: [industry@westernthoracic.org](mailto:industry@westernthoracic.org)  
500 Cummings Center, Suite 4400  
Beverly, MA 01915 USA | Phone: 978-927-8330 |



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Western Thoracic Surgical Association  
Attn: Yvonne Grunebaum  
500 Cummings Center, Suite 4400  
Beverly, MA 01915

Company Name: \_\_\_\_\_

Contact: \_\_\_\_\_ Title: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip/Country: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_ E-Mail: \_\_\_\_\_

**SUPPORT:**

- WiFi \$10,000
- Resident Symposium \$10,000

**PAYMENT METHOD**

Check Amount Enclosed: \$ \_\_\_\_\_

Credit Card  American Express  MasterCard  Visa Amount to be charged: \$ \_\_\_\_\_

**Once your agreement is received we will issue a confirmation with an on line payment link.**

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\_\_\_\_\_  
AUTHORIZED SIGNATURE                      PRINT NAME                      TITLE

Complete and return to: [industry@westernthoracic.org](mailto:industry@westernthoracic.org)  
500 Cummings Center, Suite 4400  
Beverly, MA 01915 USA | Phone: 978-927-8330 |



## INDUSTRY-SUPPORTED SYMPOSIUM APPLICATION

- |   |                    |             |
|---|--------------------|-------------|
| <input type="checkbox"/> Thursday, June 23 <sup>rd</sup> Lunch  | Cardiac/ Thoracic  | \$15,000.00 |
| <input type="checkbox"/> Friday June 24 <sup>th</sup> Breakfast | Cardiac/ Thoracic  | \$10,000.00 |
| <input type="checkbox"/> Friday June 24 <sup>th</sup> Lunch     | Cardiac / Thoracic | \$15,000.00 |

|                          |      |                                  |     |
|--------------------------|------|----------------------------------|-----|
| Exact Title of Symposium |      | Name of Accrediting Organization |     |
| Sponsoring Company Name  |      | Contact Name                     |     |
| Address                  | City | State                            | Zip |
| Phone                    | Fax  | Email                            |     |

**Brief Description of Symposia Topic and Proposed Faculty:**

\* Symposium acceptance is subject to final approval by the WTSA Scientific Program Committee

\* Times subject to change based on final program

Once space has been assigned and confirmed by WTSA you will be put in direct contact with a catering representative. Catering, special set fees, AV, electrical/telecommunications and labor are not included in the fee. Each sponsor is responsible for all charges to the facility. By signing below you are authorizing WTSA to charge the total fee indicated on this form to your credit card.

**PAYMENT METHOD**

Check Amount Enclosed: \$ \_\_\_\_\_

Credit Card    American Express    MasterCard    Visa      Amount to be charged: \$ \_\_\_\_\_

**Once your agreement is received we will issue a confirmation with an on line payment link.**

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|                      |            |       |
|----------------------|------------|-------|
| AUTHORIZED SIGNATURE | PRINT NAME | TITLE |
|----------------------|------------|-------|

Complete and return to: [industry@westernthoracic.org](mailto:industry@westernthoracic.org)  
 500 Cummings Center, Suite 4400  
 Beverly, MA 01915 USA | Phone: 978-927-8330 |

**WESTERN THORACIC SURGICAL ASSOCIATION**  
**2022 Annual Meeting**  
**June 22 – 25, 2022 • Grand Hyatt Kauai • Koloa, Hawaii**

**Complete & return to:**  
Western Thoracic Surgical Association  
Attn: Yvonne Grunebaum  
500 Cummings Center, Suite 4400  
Beverly, MA 01915

**EXHIBIT SPACE APPLICATION**

Sign and return both sides either with a check payable to WTSA, 500 Cummings Center, Suite 4400, Beverly, MA 01915 or email this application to [industry@westernthoracic.org](mailto:industry@westernthoracic.org).

Once we have received your application we will send you a confirmation along with an online payment link. Priority point deadline is February 21, 2022. Final payment is due in full no later than February 21, 2022.

**CONTACT INFORMATION**

\_\_\_\_\_  
**Contact Person** This person will receive all correspondence pertaining to this meeting.

\_\_\_\_\_  
**Title**

\_\_\_\_\_  
**Telephone number**

\_\_\_\_\_  
**Fax number**

\_\_\_\_\_  
**Email address**

\_\_\_\_\_  
**Company Name**

\_\_\_\_\_  
**Street Address**

\_\_\_\_\_  
**City/State/Zip/Country**

\_\_\_\_\_  
**Web Address**

**EXHIBIT SPACE:**

**\$6,700.00 per Tabletop**

**Location preferences: (List booth numbers)**

**1<sup>st</sup> Choice \_\_\_\_\_ 2<sup>nd</sup> \_\_\_\_\_ 3<sup>rd</sup> \_\_\_\_\_ 4<sup>th</sup> \_\_\_\_\_**

**50% deposit is due with application. After February 21, 2022, applications must be accompanied with payment in full.**

**We would like to be near \_\_\_\_\_**

**We would not like to be near \_\_\_\_\_**

**The Society will make every effort to honor your location requests.**

**COMPANY DESCRIPTION: Describe products and services to be exhibited in 10 words or less. This will allow us to determine your company's eligibility to exhibit.**

\_\_\_\_\_  
\_\_\_\_\_

**PROGRAM LISTING: Please email a 50 word description to [industry@westernthoracic.org](mailto:industry@westernthoracic.org) upon completion of your application, to be included in the Final Program. Include the following:**

1. "WTSA" in the subject line of your email.
2. Company Name
3. Mailing Address
4. Company website address
5. 50 word description

If your description is substantially over 50 words we reserve the right to edit your submission.

**PAYMENT METHOD:**

Check amount enclosed: \$ \_\_\_\_\_

**CREDIT CARD –**

American Express  MasterCard  Visa

**Amount to be charged: \$ \_\_\_\_\_**

\_\_\_\_\_  
**Company Name**

\_\_\_\_\_  
**Street Address**

\_\_\_\_\_  
**City/State/Postal Code /Country**

**WE AGREE TO ABIDE BY ALL RULES AND REGULATIONS SET FORTH IN THE PROSPECTUS AND THIS APPLICATION (FRONT AND BACK). ACCEPTANCE OF THIS APPLICATION BY SHOW MANAGEMENT CONSTITUTES A CONTRACT. CONFIRMATION WILL BE SENT UPON RECEIPT.**

\_\_\_\_\_  
**AUTHORIZED SIGNATURE**

\_\_\_\_\_  
**PRINT NAME**

\_\_\_\_\_  
**TITLE**

**If you have any questions please contact us at 978-927-8330 or email us at [industry@westernthoracic.org](mailto:industry@westernthoracic.org)**

**FOR WTSA USE ONLY**

Date received: \_\_\_\_\_ Total Amount due: \$ \_\_\_\_\_

Amount received: \_\_\_\_\_ Accepted by: \_\_\_\_\_

ID #: \_\_\_\_\_

50% with application \$ \_\_\_\_\_

PIF by February 21, 2022 \$ \_\_\_\_\_

Space Assignment: \_\_\_\_\_ Date assigned: \_\_\_\_\_

New space assignment: \_\_\_\_\_ Date assigned: \_\_\_\_\_

EXHIBIT SPACE APPLICATION (Page 2)

48TH ANNUAL MEETING • 2022 ANNUAL MEETING • JUNE 22 – 25, 2022 • GRAND HYATT KAUAI • KOLOA, HAWAII

The Western Thoracic Surgical Association and its authorized representatives are hereinafter referred to as "Show Management."

1. PAYMENT AND REFUNDS. Applications received prior to February 21, 2022 must be submitted with a 50% deposit. Application received on or after February 21, 2022 must be accompanied by the total commitment due. Applications received without proper payment will not be processed nor will space assignments be made.

If Show Management receives a written request for cancellation in whole or part on or before February 21, 2022, the exhibitor will be liable for a 25% processing fee. For cancellations in whole or part received after February 21, 2022, no refunds will be issued.

It is expressly agreed by the exhibitor that in the event he fails to pay the space rental at the times specified, or fails to comply with any other provisions contained in these rules and regulations concerning use of exhibit space, Show Management and facility have the right to reassign the booth location shown on the face of the contract or to take possession of said space and lease same, or any part thereof, to such parties and upon such terms and conditions as it may deem proper. In the event of a default by the exhibitor, as set forth in the previous sentence, the exhibitor shall forfeit as liquidated damages, the amount paid by him for his space reservation, regardless of whether or not the Show Management enters into a further lease for the space involved.

2. SPACE RENTAL AND ASSIGNMENT OF LOCATION. Whenever possible, space assignments will be made by Show Management in keeping with the preferences as to location requested by the exhibitor. SHOW MANAGEMENT, HOWEVER, RESERVES THE RIGHT TO MAKE THE FINAL DETERMINATION OF ALL SPACE ASSIGNMENTS IN THE BEST INTERESTS OF THE EXPOSITION.

3. USE OF SPACE, SUBLETTING OF SPACE. No exhibitor shall assign, sublet, or share the space allotted with another business or firm unless approval has been obtained in writing from Show Management. Exhibitors are not permitted to feature names or advertisements of non-exhibiting manufacturers, distributors or agents in the exhibitor's display, parent or subsidiary companies excepted. Exhibitors must show only goods manufactured or dealt by them in the regular course of business.

Should an article of non-exhibiting firm be required for operation or demonstration in an exhibitor's display, identification of such article shall be limited to the usual and regular nameplate, imprint or trademark under which same is sold in the general course of business. No firm or organization not assigned exhibit space will be permitted to solicit business within the Exhibit Areas.

4. EXHIBITORS AUTHORIZED REPRESENTATIVE. Each exhibitor must name one person to be his representative in connection with installation, operation and removal of the firm's exhibit. Such representative shall be authorized to enter into such service contracts as may be necessary and for which the exhibitor shall be responsible. The exhibitor shall assume responsibility for such representative being in attendance throughout all exposition periods; and this representative shall be responsible for keeping the exhibit neat, manned and orderly at all times. For their own safety and protection, children sixteen (16) years of age and under will not be admitted to the exhibit halls at any time.

5. INSTALLATION AND REMOVAL. Show Management reserves the right to fix the time for the installation of a booth prior to the Show opening and for its removal after the conclusion of the Show. Installation of all exhibits must be fully completed by the opening time of the exposition.

Any space not claimed and occupied three hours prior to opening, may be resold or reassigned without refund. No exhibitor will be allowed to dismantle or repack any part of his exhibit until after the closing of the Show.

6. ARRANGEMENT OF EXHIBITS. Each exhibitor is provided an Official Exhibitor Kit. The Exhibitor Kit describes the type and arrangement of exhibit space and the standard equipment provided by Show Management for booth construction. All booth space must be arranged and constructed in accordance with the guidelines, provisions and limitations contained in the Exhibitor Kit. If, in the sole opinion of Show Management, any exhibit fails to conform to the Exhibitor Kit guidelines, or the provisions set forth herein, such exhibit will be prohibited from functioning at any time during the exposition.

Exhibitor Plan Review. Booth construction plans and layout arrangements for first-time exhibitors, exhibits in peninsula or island booth spaces, or involving other unusual construction features, must be submitted for approval at least sixty (60) days prior to the opening of the exposition.

7. EXHIBITS & PUBLIC POLICY. Each exhibitor is charged with knowledge of all laws, ordinances and regulations pertaining to health, fire prevention and public safety, while participating in this exposition. Compliance with such laws is mandatory for all exhibitors and the sole responsibility is that of the exhibitor. Show Management and service contractors have no responsibility pertaining to the compliance with laws as to public policy as far as individual exhibitor's space, materials and operation is concerned. Should an exhibitor have any questions as to the application of such laws, ordinances and regulations to his exhibit or display, Show Management will endeavor to answer them. All booth decorations including carpeting must be flame-proofed and all hangings must clear the floor. Electrical wiring must conform to the National Electrical Code Safety Rules. If inspection indicates any exhibitor has neglected to comply with these regulations, or otherwise incurs fire hazard, the right is reserved to cancel all or such part of his exhibit as may be irregular, and effect the removal of same at exhibitor's expense.

Exhibitors will not be permitted to store behind their booth background any excess material such as cardboard cartons, literature, etc. Excess supplies must be stored in areas which will be made available for such purpose. If unusual equipment or machinery is to be installed, or if appliances that might come under fire codes are to be used the exhibitor should communicate with Show Management for information concerning facilities or regulations. Exhibitors must comply with City and State fire regulations.

Independent contractors must conform to IAEM, ESCA and ED&PA guidelines. All exhibitor labor must comply with established labor jurisdictions.

8. STORAGE OF PACKING CRATES AND BOXES. Exhibitors will not be permitted to store packing crates and boxes in their booths during the exhibit period, but these, when properly marked, will be stored and returned to the booth by service contractors. It is the exhibitor's responsibility to mark and identify his crates. Crates not properly marked or identified may be destroyed. Show Management assumes no responsibility for the contents of crates or boxes improperly labeled as "empty". Because of the lack of storage facilities, it may be necessary to store empty crates and cartons outside the building. Every effort will be made to protect the crates from the elements, but neither Show Management nor its service contractors will assume any responsibility for damage to them. The removal and return of large crates that cannot be handled by hand trucks will be charged at prevailing rates. Crates, boxes or other exhibit materials unclaimed by the exhibitor after the Show will be removed at the exhibitor's expense. Exhibitors will be billed by Show Contractors for removal time and materials at prevailing rates.

9. OPERATION OF DISPLAYS. Show Management reserves the right to restrict the operation of, or evict completely, any exhibit which, in its sole opinion, detracts from the general character of the exposition as a whole. This includes, but is not limited to, an exhibit which, because of noise, flashing lights, method of operation, display of unsuitable material, are determined by Show Management to be objectionable to the successful conduct of the exposition as a whole. Use of so-called "barkers" or "pitchmen" is strictly prohibited. All demonstrations or other promotional activities must be confined to the limits of the exhibit space. Sufficient space must be provided within the exhibit space for the comfort and safety of persons watching demonstrations and other promotional activities. Each exhibitor is responsible for keeping the aisles near its exhibit space free of congestion caused by demonstrations or other promotions.

Direct Sales. No retail sales are permitted within the exhibit area at any time, but orders may be taken for future delivery.

Contests, Drawings & Lotteries. All unusual promotional activities must be approved in writing by Show Management no later than 60 days prior to the opening of the exposition.

Literature Distribution. All demonstrations or other activities must be confined to the limits of the exhibitor's booth space. Distribution of circulars may be made only within the space assigned to the exhibitor distributing such materials. No advertising circulars, catalogs, folders, or devices shall be distributed by exhibitors in the aisles, meeting rooms, registration areas, lounges, or grounds of the host facility. Trade publishers are prohibited from soliciting advertising during the Show. Trade publications may be distributed from their booth, but automatic distribution is prohibited.

Live Animals. Live animals are prohibited.

Models. Booth representatives, including models or demonstrators, must be properly and modestly clothed. Excessively revealing attire is prohibited.

Sound. Exhibits which include the operation of musical instruments, radios, sound projection equipment, public address systems or any noisemaking machines must be conducted or arranged so that the noise resulting from the demonstration will not annoy or disturb adjacent exhibitors and their patrons, nor cause the aisles to be blocked. Operators of noisemaking exhibits must secure approval of operating methods before the exhibit opens.

10. SOCIAL ACTIVITIES. Exhibitor agrees to withhold sponsoring hospitality suites/rooms or other functions during official show activities, including exhibit hours, social functions, educational seminars and any other related activity scheduled by Show Management.

11. INSURANCE AND INDEMNIFICATION

Exhibitor, Hotel, Hotel, and WTSA each agree 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 insured. 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 or designated contractors in conjunction with the exhibit hall. The Hotel and WTSA is 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.

12. CARE OF BUILDING AND EQUIPMENT. Exhibitors or their agents shall not injure or deface any part of the exhibit building, the booths, or booth contents or show equipment and décor. When such damage appears, the exhibitor is liable to the owner of the property so damaged.

13. AMERICANS WITH DISABILITIES ACT. Exhibitors acknowledge their responsibilities under the Americans with Disabilities Act (hereinafter "Act") to make their booths accessible to handicapped persons. Exhibitor shall also indemnify and hold harmless Show Management and facility against cost, expense, liability or damage which may be incident to, arise out of or be caused by Exhibitor's failure to comply with the Act.

14. OTHER REGULATIONS. Any and all matters not specifically covered by the preceding rules and regulations shall be subject solely to the decision of Show Management.

SHOW MANAGEMENT SHALL HAVE FULL POWER TO INTERPRET, AMEND, AND ENFORCE THESE RULES AND REGULATION, PROVIDED EXHIBITORS RECEIVE NOTICE OF ANY AMENDMENTS WHEN MADE. EACH EXHIBITOR AND ITS EMPLOYEES AGREES TO ABIDE BY THE FOREGOING RULES AND REGULATIONS AND BY ANY AMENDMENTS OR ADDITIONS THERETO IN CONFORMANCE WITH THE PRECEDING SENTENCE. EXHIBITORS OR THEIR REPRESENTATIVES WHO FAIL TO OBSERVE THESE CONDITIONS OF CONTRACT OR WHO, IN THE OPINION OF SHOW MANAGEMENT, CONDUCT THEMSELVES UNETHICALLY MAY IMMEDIATELY BE DISMISSED FROM THE EXHIBIT AREA WITHOUT REFUND OR OTHER APPEAL.

DATE

AUTHORIZED SIGNATURE

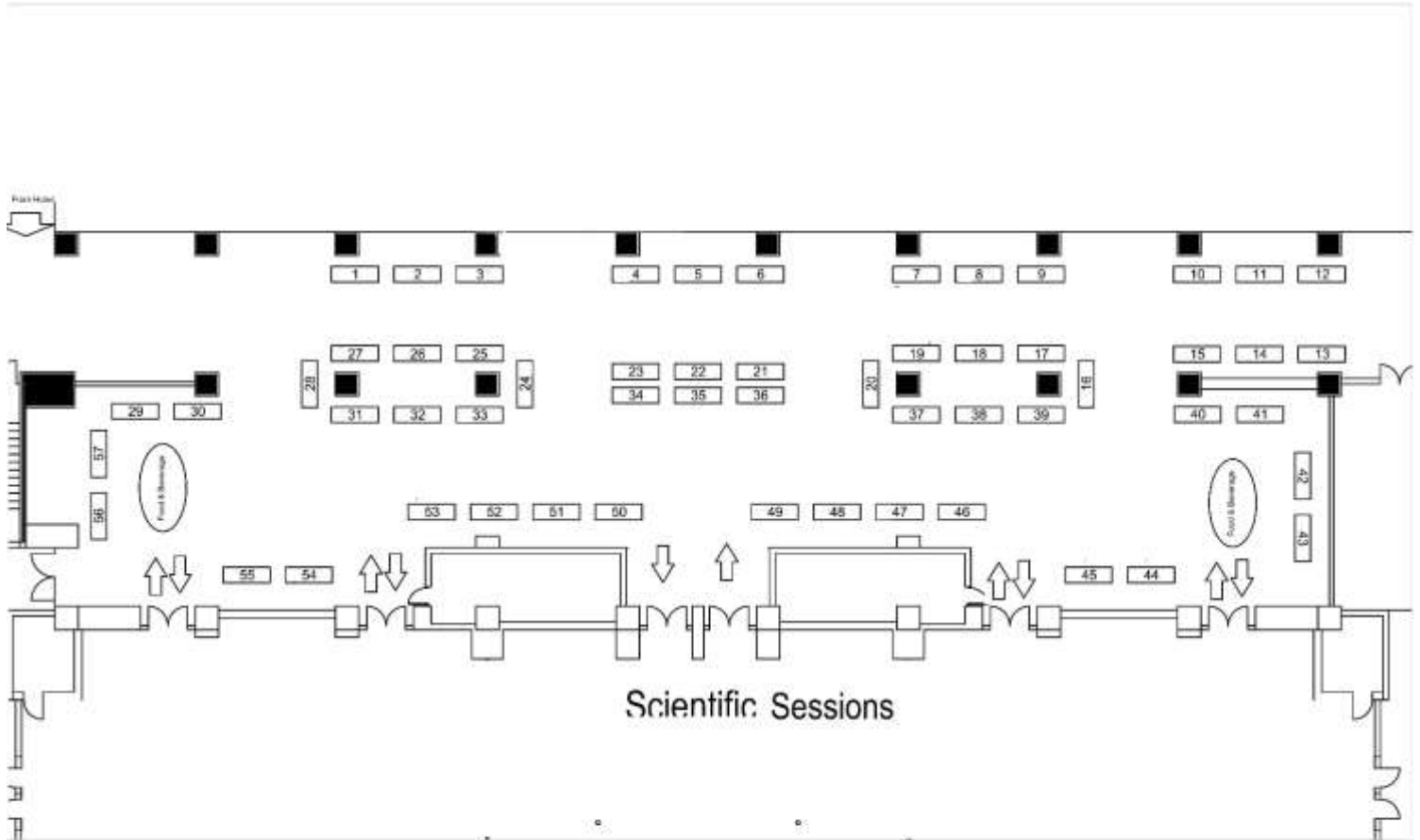
TITLE







Western Thoracic Surgical Association  
2022 Annual Meeting  
JUNE 22 – 25, 2022 • Grand Hyatt Kauai • Koloa, Hawaii



Hyatt Regency Kauai  
Grand Promenade

