AMERICAN ACADEMY OF PAIN MANAGEMENT’S

26th Annual Clinical Meeting

EXHIBITORS’ PROSPECTUS

SEPTEMBER 17-20, 2015
GAYLORD NATIONAL, WASHINGTON, DC

AmeRicAn AcAdemy of PAIN mAnAgement’s

26th Annual Clinical Meeting

EXHIBITORS’ PROSPECTUS

SEPTEMBER 17-20, 2015
GAYLORD NATIONAL, WASHINGTON, DC

Register online at www.aapainmanage.org

1,000 PAIN MANAGEMENT CLINICIANS

POSTER SESSIONS IN THE EXHIBIT HALL

EXHIBIT HALL DRAWINGS

EXHIBITOR HOSTED COCKTAIL PARTY

EXCELLENT CORPORATE SUPPORT OPPORTUNITIES

®

@AAPainManage #PAIN2015

facebook/aapainmanage.org

www.aapainmanage.org
DEAR EXHIBITOR,
THANKS FOR YOUR INTEREST IN EXHIBITING.

As you probably know, The American Academy of Pain Management’s Annual Clinical Meeting attracts some of the best and most inquisitive minds in the field of pain management today. The clinicians who attend our meeting are enthusiastic, open to new ideas, and genuinely interested in finding ways to be more effective at caring for their patients.

3 REASONS WHY YOU SHOULD EXHIBIT

1. Align your company with the latest trends in pain management and an integrative, patient-centered model of care.
2. Reach a uniquely diverse group of more than 1,000 pain management clinicians who are key decision makers and prominent leaders in their fields.
3. Increase brand awareness at the Exhibit Hall and beyond, with daily snack breaks, the Exhibitor Hosted Cocktail Reception, Poster Sessions and a wide array of Corporate Support Opportunities (see page 8).

Reserve your booth space today and be sure to submit your contract early because exhibit space sells out each year!

I hope you’ll join us and be a part of our 26th Annual Clinical Meeting. Looking forward to seeing you in Washington, D.C.!

Sincerely,

Robert Twillman, PhD
AAPM Executive Director
OUR MEMBERS CARE ABOUT YOUR PRODUCTS

About the Academy
The American Academy of Pain Management (the Academy) is a nonprofit professional organization serving clinicians, representing a broad number of disciplines, who treat people with pain. The Academy is the largest pain management organization in the nation and the only one that embraces an integrative, patient-centered model of care. The Academy offers continuing education, publications, and advocacy for pain clinicians and people with pain.

About the Meeting
This information-rich pain management meeting will be the ideal venue for you to introduce your products and services to more than 1,000 highly motivated pain management clinicians at the leading edge of the field. The meeting seeks to educate clinicians about the latest trends in pain management and encourage open communication among them.

CONVENTION DEMOGRAPHICS

2014 MEETING DEMOGRAPHICS

- 55% MD’s and DO’s
- 18% Nurses
- 2% Physical Therapist
- 3% Physician Assistants
- 2% Chiropractors
- 2% Naturopathic Physicians
- 2% Acupuncturist
- 7% Psychologists
- 3% Pharmacy
- 6% Other Disciplines

PRESCRIBERS

- 80% Prescribers
- 20% Other

CONTACT INFORMATION

SPONSORSHIP AND SYMPOSIA
Jillian Manley
Director of Sales and Marketing
jmanley@aapainmanage.org
(209) 288-2201

EXHIBITS AND PROGRAM BOOK ADVERTISING
Sheila Miller
Account Manager/Exhibit Hall Manager
smiller@aapainmanage.org
(209) 288-2204

EXHIBITOR SERVICES
Jennifer Rutolo
C-1 Tradeshow Services
jenr@c1tradeshowservices.com
Phone: (941) 371-4523
Fax: (412) 777-0309
www.c1tradeshowservices.com
EXHIBIT HALL HIGHLIGHTS

Exhibitor Hosted Cocktail Party
Order a margarita machine, a bowl of sangria, a few bottles of wine, a bucket of beer or soda and some appetizers for your booths. Attendees will stop by and network during this fun event. Food and beverage orders are optional.

Poster Session
Meet with attendees during this high-traffic hour-and-a-half event.

Attendee Coffee and Snack Breaks
Interact with the attendees during all four coffee and snack breaks, which take place in the Exhibit Hall.

Meeting App
Highlights, booth locations, and push notifications to direct attendees into the Exhibit Hall.

Program Book
Exhibitors’ highlights, key events, and break times will be listed in the Program Book.

50-Word Description
Your 50-word company description will be published in the Program Book.

Signs
Large, highly visible signs will highlight events to be held in the Exhibit Hall. The signs will list event times and direct attendees to the Exhibit Hall.

Exhibitor Drawings
Drawing for prizes will take place in the Exhibit Hall.

Registered Attendee Mailing List
A list of all attendees will be given out at Exhibitor Registration allowing you to take notes about your interactions with others during the exhibition.

“THIS WAS PROBABLY THE MOST WELL PLANNED OUT EXHIBIT I’VE BEEN ASSOCIATED WITH. GREAT JOB”
– Michael Pinocci, Pfizer
ABOUT THE HOTEL
Gaylord National Resort & Convention Center
201 Waterfront Street
National Harbor, MD 20745 US
Phone: 877-491-0468

Book Your Stay Inside the Room Block
We’re able to keep conference registration costs low in exchange for attendees making their reservations at the Gaylord National Resort. When you stay at the Gaylord, added benefits for you include:
• Lower room rates than publicly available for September
• Complimentary Internet in guest rooms
• Easy networking with other Academy meeting attendees in one location

Book online at: https://aws.passkey.com/g/49192321
Book by phone: 301-965-4000
Single: $219; Double: $229
Atrium View Room: $269; Executive Suite: $599

TRANSPORTATION
Gaylord National is just a 15-minute drive from Reagan National Airport and a 45-minute drive from both Dulles and Baltimore Washington International Airports. Shuttle and car service are available from either airport to the hotel; Hertz is a Gaylord Hotels preferred partner for car rentals.

Convenient to D.C., Maryland and Virginia
Gaylord National is just 15 minutes due south of Washington, D.C. — right off the Capital Beltway (I-95/I-495) — making it an easy drive from the surrounding Maryland and Virginia areas as well.

SuperShuttle
Gaylord’s preferred shuttle service to all local airports.
— From Reagan National (DCA) to Gaylord National
  6:00 AM - 8:00 PM; Departs every 20 minutes
  $18 one way/ $33 per person, round trip/$85 for exclusive van service
— From Dulles International Airport (IAD) to Gaylord National
  $44 per passenger/$125 exclusive
— From Baltimore/Washington Airport (BWI) to Gaylord National
  $45 per passenger/$125 exclusive

To make your shuttle reservation, call 1-800-660-8000, visit online at www.supershuttle.com

UNITED AIRLINES
United Airlines is pleased to offer a special 2-10% discount on airfare for the conference depending on your booking class.

To reserve your tickets at the discounted rate, please visit www.united.com and enter offer code ZUHC919209 in the offer code box when searching for your flights.
EXHIBIT BOOTH DETAILS

Booths are assigned on a first-come, first-served basis. The Academy reserves the right to make changes at anytime. The Exhibit Hall sells out each year, so be sure to get your contract in early. Corporate Council members have priority placement. To find out about becoming a Corporate Council Member, please contact Sheila Miller at smiller@aapainmanage.org or Jillian Manley at jmanley@aapainmanage.org.

Each 10x10 Line Booth Includes the Following

■ Booth draping – 8’ back wall and 3’ sides
■ A 7” x 44” identification sign
■ A 50-word description in the Program Book (due by July 17, 2015)
■ 6’ table and two chairs (if requested by August 25, 2015)
■ Exhibit Hall ceiling height is 29’.

Cancellation of Exhibit Space

A written notice of exhibit space cancellation must be sent to:
The American Academy of Pain Management
975 Morning Star Dr., Suite A
Sonora, CA  95370

Terms

a) Notices received on or before March 20, 2015, will receive a full refund minus a $200 administrative fee.
b) Notices received between March 20, 2015, and May 29, 2015, will receive a 50% refund.
c) No refunds will be given thereafter.

Exhibitor Badges

■ Exhibitors are allowed up to 4 badges per 10’ x 10’ booth, 8 badges per 10’ x 20’, and 16 badges for island booths.
■ Exhibitors will be allowed access to the hall 30 minutes before opening; only exhibitors with badges will be allowed into the Exhibit Hall.
■ The Exhibitor Badge Form will be located in the Exhibitor Services Kit provided by C1-Tradeshow Services.
EXHIBIT HALL SECURITY

The Academy has secured exhibit hall space that has some built-in security measures, such as lockable doors, video cameras, and convention center security. In addition to these measures, the Academy will have security during show hours, and non-show hours.

Security personnel will check badges for entrance to the exhibit space. You must have a proper badge to be granted access to the Hall. The Academy will not be held liable for any loss of merchandise, damage to property, or injury to individuals.

Exhibitors are held totally responsible for their own materials at all times and should take whatever extra care necessary to prevent loss or damage. The Academy does not provide security within the exhibitor’s booth space; if such security is desired by exhibitors, they may contract with an appropriate security service.

EXHIBITOR SETUP AND MOVE OUT

Set Up
Representatives from C-1 Trade Show Services will be onsite to assist with exhibit setup. You will receive an exhibitor service manual describing services included, such as furniture rental, booth cleaning, etc. The service manual will be e-mailed to you on or around Friday June 19, 2015.

LARGE BOOTH SET UP
Please contact Jennifer Rutolo at:
C-1 Trade Show Services
jenr@c1tradeshowservices.com
Phone: (941) 371-4523
Fax: (412) 774-0309

Exhibitor Move-In
THURSDAY, SEPTEMBER 17, 4:00 pm – 10:00 pm
FRIDAY, SEPTEMBER 18, 7:00 am – 9:00 am

Move Out
SATURDAY, SEPTEMBER 19, 2015
4:00 pm
All booths should be removed by 11:00 pm Saturday
CORPORATE SUPPORT OPPORTUNITIES

All company support opportunities include recognition in the Attendee Brochure, Program Book, and on signs throughout the meeting. Please see below for descriptions.

WIFI - $30,000
Internet access on the meeting floor so attendees can access the meeting app, agenda and evaluations on their wireless devices.

INTERACTIVE MEETING APP - $15,000
The interactive mobile app serves as the mobile program book for attendees. Attendees can look up schedules, speakers, room locations, posters, handouts, and complete course evaluations throughout the meeting. Your banner will rotate with the Annual Clinical Meeting banner throughout the app.

WRITING PAD PORTFOLIOS - $15,000
All conference attendees will be provided with an 8 ½ x 11 writing pad. Your company information will be printed on the first four pages.

EXHIBIT HALL BREAKS - $5,500
Support a break table of healthy snacks, juice, water, or coffee in the Exhibit Hall. Your company logo will be prominently displayed at each banquet table.

WATER BOTTLE - $5,500
Promote good health and your company’s concern for the environment with stainless steel water bottles. Each bottle will display your logo and company name on one side and an Academy message on the opposite side.

ROOM DROP - $5,000
Sponsorship of the hotel room drop allows your company to provide extra information directly to all conference attendees staying at the event’s official hotel. Materials are provided by the sponsor.

TOTE BAGS - $6,000
Your company name and logo will be prominently displayed on each tote bag, which attendees will be carrying around during the conference.

HANDOUTS ON FLASH DRIVES - $8,500
Provide the attendees with all handout materials. Give the attendees something they can use long after the conference is over.

STATIC SIGNS - $3,500
Your company’s advertisement will hang predominantly on the foyer wall for all attendees to see several times a day. Must include company’s booth informations.

CONFERENCE PENS - $1,500-$2,000
Supply your company pens or we will order them for you with your company name and logo.

BAG INSERT - $1,000
Your company’s premium or brochure will be included inside the attendees’ bags.

PRE-REGISTERED ATTENDEE MAILING - $650
Direct traffic to your booth or gain exposure for your company’s products and/or services.

PROGRAM BOOK ADVERTISING - $250 TO $1,900
(See order form on page 9)
## CORPORATE SUPPORT ORDER FORM

<table>
<thead>
<tr>
<th>SUPPORT</th>
<th>PRICE</th>
<th># ORDERED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wi-Fi</td>
<td>$25,000</td>
<td></td>
</tr>
<tr>
<td>Interactive Meeting App</td>
<td>$15,000</td>
<td></td>
</tr>
<tr>
<td>Writing Pad Portfolios</td>
<td>$15,000</td>
<td></td>
</tr>
<tr>
<td>Handouts on Flash Drives</td>
<td>$8,500</td>
<td></td>
</tr>
<tr>
<td>Tote Bags</td>
<td>$6,000</td>
<td></td>
</tr>
<tr>
<td>Water Bottles</td>
<td>$5,500</td>
<td></td>
</tr>
<tr>
<td>Room Drop</td>
<td>$5,000</td>
<td></td>
</tr>
<tr>
<td>Static Signs</td>
<td>$3,500</td>
<td></td>
</tr>
<tr>
<td>Conference Pens</td>
<td>$1,500 - $2,000</td>
<td></td>
</tr>
<tr>
<td>Bag Insert</td>
<td>$1,000</td>
<td></td>
</tr>
<tr>
<td>Pre-Registered Attendee Mailing</td>
<td>$650</td>
<td></td>
</tr>
<tr>
<td>Program Book Advertising</td>
<td>$250 - $1,900</td>
<td></td>
</tr>
</tbody>
</table>

**TOTAL SUPPORT**

### SYMPOSIUM

<table>
<thead>
<tr>
<th>TIME</th>
<th>PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Breakfast</td>
<td>$55,000</td>
</tr>
<tr>
<td>Lunch</td>
<td>$75,000</td>
</tr>
<tr>
<td>Dinner</td>
<td>$90,000</td>
</tr>
</tbody>
</table>

### PROGRAM BOOK ADVERTISING ORDER FORM

<table>
<thead>
<tr>
<th>AD SIZE</th>
<th>COLOR</th>
<th>B&amp;W</th>
<th># ORDERED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Back Cover</td>
<td>$1,900</td>
<td></td>
<td>Color</td>
</tr>
<tr>
<td>Inside Back Cover</td>
<td>$1,800</td>
<td></td>
<td>Color</td>
</tr>
<tr>
<td>Inside Front Cover</td>
<td>$1,700</td>
<td></td>
<td>Color</td>
</tr>
<tr>
<td>Full Page (8 1/2 x 11)</td>
<td>$1,400</td>
<td>$800</td>
<td>Color B&amp;W</td>
</tr>
<tr>
<td>Two-Thirds Page (8 1/2 x 7 1/2)</td>
<td>$1,300</td>
<td>$700</td>
<td>Color B&amp;W</td>
</tr>
<tr>
<td>Half Page (8 1/2 x 5 1/2 or 4 1/2 x 11)</td>
<td>$1,200</td>
<td>$600</td>
<td>Color B&amp;W</td>
</tr>
<tr>
<td>Quarter Page (3 1/2 x 4 1/2)</td>
<td>$600</td>
<td>$400</td>
<td>Color B&amp;W</td>
</tr>
<tr>
<td>Booth Ads 1/8 page</td>
<td>$250</td>
<td></td>
<td>Color</td>
</tr>
</tbody>
</table>

**TOTAL ADVERTISING**

---

Company Name ___________________________ Contact Person ___________________________
Title ___________________________ E-mail (required) __________________________
Address __________________________________________________________________________
City ___________________________ State ___________ Zip __________________________
Phone ___________________________ Fax __________________________
Website __________________________________________________________________________

**PAYMENT** (Check one)

___ Enclosed is my check or money order (US funds only) OR
___ Please charge to:  □ Visa  □ MasterCard  □ Discover  □ Amex

**TOTAL** $_____________

Card # ___________________________ Exp. Date ___________________________ Verification # ___________
Signature ___________________________ Date __________________________

---

**MAIL OR FAX FORM TO:**
American Academy of Pain Management
975 Morning Star Dr.
Suite A
Sonora, CA 95370
P: (209) 533-9744
F: (209) 533-9750

Don’t see a sponsorship opportunity that meets your needs? Let us work with you to customize a sponsorship tailored to meet your objectives.
**TO INQUIRE ABOUT ANY OF THESE SUPPORT OPPORTUNITIES, PLEASE CONTACT:**
Jillian Manley
jmanley@aapainmanage.org
OR
Sheila Miller
smiller@aapainmanage.org
The Academy has not only expanded the Corporate Council benefits, but has also formed a Corporate Council for the purpose of building relationships and expanding discussion with industry members.

Through ongoing discussions with Council Members, our organization has had the opportunity to stay updated on what is happening in the field from an industry perspective and, in turn, inform industry members about our mission and programs as an integrative pain management organization.

With our Corporate Council Members, we also explore ways that we can work together to advocate for access to care for all those who suffer with pain.

**MEMBERSHIP BENEFITS**

By becoming a Corporate Council Member, your company will be entitled to the following:

- Three Quarterly Corporate Council conference calls
- Regular communications from the Academy with updates about the organization and support opportunities.
- Recognition on the Academy’s website, in each issue of *The Pain Practitioner*, the Academy’s quarterly magazine (reaching 10,000 clinicians), and in the Annual Meeting Program Book.

**ANNUAL MEETING BENEFITS**

Throughout the Annual Meeting, Corporate Council Members are acknowledged in the following ways:

- One complimentary full meeting registration.
- Each one of your exhibitors will wear a yellow “Corporate Council Member” ribbon attached to his or her name badge.
- You will have first choice of booth location.

**To Become a Corporate Council Member**

Corporate Council Membership - $13,500

Please contact:
Jillian Manley at Jillian@aapainmanage.org or
Sheila Miller at Sheila@aapainmanage.org
to inquire about any of the above support opportunities.

American Academy of Pain Management
975 Morning Star Dr., Suite A Sonora, CA 95370

phone: 209-533-9744, fax: 209-533-9750
The Exhibit Hall Drawings provide great exposure for this year’s exhibitors. Companies that elect to participate in the Exhibit Hall Drawings will benefit from increased promotional opportunities, greater booth traffic, and an overall increase in name recognition during and after the 26th Annual Clinical Meeting.

**HERE’S HOW THE PROGRAM WORKS**

**Prior to the Event**
Companies complete this drawing form informing the Academy of their desire to participate, describing the item they intend to give away, and determine whether or not the item will be available to be given to the winner at the 26th Annual Clinical Meeting.

**At the Event**
Tickets will be distributed to each attendee with the participating booth, booth number and prize. In addition, a sign indicating the exhibitor drawing locations will be placed at the entrance of the Exhibit Hall. Exhibitors may want to have their drawing item on display in their exhibit booth.

Companies will collect the information from hopeful attendees wishing to enter the drawing for the company’s prize.

**The Drawing**
Each company will draw the winner of the item during the Hall breaks throughout the day. An announcement regarding the winner will be made over the PA system at the back of the Exhibit Hall.

The names of each participating company, the drawing item, and the winner will be recognized. Winners will be asked to visit the exhibitor at their booth to collect the prize.

**EXHIBIT HALL DRAWING SIGN-UP FORM**

<table>
<thead>
<tr>
<th>Company Name________________________________________</th>
<th>Exhibit Booth Number __________________________</th>
</tr>
</thead>
<tbody>
<tr>
<td>On-site Contact ______________________________________</td>
<td>Telephone ________________________</td>
</tr>
<tr>
<td>Post-Event Contact ___________________________________</td>
<td>Telephone ________________________</td>
</tr>
</tbody>
</table>

Raffle Item_________________________________________________________________________

Description_________________________________________________________________________

___ (Initial)) We will bring the raffle item to the 26th Annual Clinical Meeting for on site distribution

___ (Initial)) We will send the item to the winner after the 26th Annual Clinical Meeting

Signature ___________________________________________________________________________

**PLEASE SUBMIT THIS DRAWING FORM BY SEPTEMBER 5, 2014**

Email to smiller@aapainmanage.org, or  
Fax to attention of Sheila Miller at F: (209) 533-9750
CHECKLIST OF IMPORTANT DATES TO REMEMBER

☐ 6/19/15
Exhibit Hall Service Manuals emailed today. Please contact jenr@c1tradeshowservices.com.

☐ 7/17/15
Last day to submit advertising for the Program Book.

☐ 7/17/15
Last day to submit a 50-word summary to smiller@aapainmanage.org, for inclusion in the Program Meeting Book.

☐ 8/14/15
Bag insert materials due to 975 Morningstar Dr., Suite A, Sonora, CA 95370.

☐ 8/14/15
Last day to submit Exhibit Hall drawing item to smiller@aapainmanage.org.

☐ 8/18/15
Last day to submit the Intent to Use a Non-official Contractor Form and the required Certificate of Insurance to C-1 Tradeshow Services.

☐ 8/21/15
Exhibitor badges content due, including name, address, title, and telephone.
This data must be submitted to Sheila Miller by e-mail at sheila@aapainmanage.org.
Any badges printed on-site or after this deadline will be an additional charge of $25.

☐ 8/25/15
Last day for discounted pricing on furniture, carpet, labor, and accessories with C-1 Trade Show Services.

☐ 8/25/15
Requests due for a complimentary booth package: (1) 6’x30” draped table, (2) side chairs, and (1) wastebasket.

☐ 9/10/15
Deadline to avoid late charges for shipments sent to the Advanced Freight Warehouse.

☐ 9/15/15
No shipments will be received by the Advanced Freight Warehouse after this date.
EXHIBITOR CONTRACT

Please print or type

COMPANY NAME

Exactly as you want it to appear in the printed program and on exhibit sign.

Contact Person __________________________ Title __________________________

Address ________________________________________________________________

City __________________________ State __________ Zip __________________________

Phone ____________ Fax ____________

E-mail (required) __________________________ Website __________________________

List companies you would prefer not located near at the event. (The Academy will try to accommodate requests but cannot make any guarantees.)

Please describe the product or services you will be representing at this year’s conference.

List up to three preferred booths.

PAYMENT

Check one

☐ Enclosed is my check or money order payable to AAPM (US funds only)

☐ Please charge to (circle one): Visa MasterCard Discover Amex

Card # __________________________ Exp. Date ____________ Verification # ____________

TOTAL $ __________________________

SIGNATURE

EXHIBITOR CONTRACT OF RESPONSIBILITIES

We, the Exhibitor, assume full responsibility and hereby agree to protect, indemnify, defend and save the American Academy of Pain Management, its Board of Directors, and its employees and agents, as well as Gaylord National and its employees and agents, harmless against all claims, losses, and damages to person or property, governmental changes, or fines and attorney fees arising out of or caused by Exhibitor’s installation, removal, maintenance, occupancy or use of exhibition, exhibition premises, or a part thereof. In addition, Exhibitor releases the American Academy of Pain Management, its Board of Directors, employees and agents from any loss or damage due to theft, fire, burglary, or vandalism during the exhibition or conference dates. We, the Exhibitor, have read and fully comply with the Academy’s Exhibitor Rules and Regulations of this contract.

SIGNATURE OF AUTHORIZING AGENT

PRINT FULL NAME __________________________ DATE __________________________

The above signed agrees to pay a $300 fee should the exhibit space contracted with this agreement be broken down before 3:30 pm on September 19, 2015. The above signed also agrees to submit a 50 word summary to smiller@aapainmanage.org no later than July 17, 2015 or forfeit the opportunity to appear in the attendee program book.

EXHIBIT DATES

September 18-19, 2015

CLINICAL MEETING DATES

September 17-20, 2015

LOCATION

Gaylord National

201 Waterfront Street

National Harbor, Maryland 20745

Attendee Registration at www.aapainmanage.org  13
1. Contract: The rules and regulations become binding upon acceptance of this contract between the applicant, inclusive of employees and agents, and the American Academy of Pain Management (AAPM).

2. Application to Exhibit: The AAPM reserves the right to determine eligibility of an exhibit at the Annual Clinical Meeting.

3. Cancellation of Exhibit Space: A written notice of exhibit space cancellation must be sent to the offices of the AAPM, 975 Morning Star Dr., Suite A, Sonora, CA 95370. a) Notice required during the exhibit hall for display at March 20, 2015 will receive a full refund minus a $220 administrative fee. b) Notices received between March 20, 2015 and May 29, 2015 will receive a 50% refund. c) No refunds will be made thereafter.

4. Use of Exhibit Space: No exhibitor may assign or sublet any portion of their exhibit space to another exhibitor without the written permission of the AAPM.

5. Exhibit Content: If the exhibit displays or presents any non-FDA approved devices or technology, exhibitor agrees to provide a copy of their insurance naming the AAPM as an additional insured. Exhibitor also agrees to label any such technology or devices as non-FDA approved.

6. Rules for Exhibits: a) No combustible materials may be used in the exhibits (e.g., crepe paper, cardboard) and all exhibits must conform to Fire Department Regulations. b) Nothing is to be tacked, nailed, screwed or otherwise affixed to the columns, walls, floors, furniture or other properties of the building. c) It is the responsibility of the exhibitor to install, or make arrangements to install, the exhibit before the published start of the exhibit hours and to dismantle and remove the exhibit immediately after the published close of the exhibit hours. d) Any properly shipped to or from the exhibit hall for display at the AAPM’s Annual Clinical Meeting is the sole risk and responsibility of the exhibitor. e) Exhibits must be staffed at all times during exhibit hours. f) No objectionable lights or noises will be allowed in any exhibitor’s space. The AAPM reserves the right to remove any objectionable equipment or exhibitor. g) The sides of a standard/inline exhibit space may be no higher than three (3) feet so that all vendors are in view. The decision of an AAPM representative regarding this rule is final. h) Exhibitors acknowledge and consent to exhibit hall photos, recordings and news releases. i) The AAPM reserves the right, without notice, to modify the meeting agenda, hours of exhibition and location of exhibitors should circumstances warrant.

7. Inspection of Booths: The Exhibit Manager along with AAPM Meeting Committee Members will inspect each booth prior to the opening of the exhibit hall to ensure that the exhibitor has adhered to the rules and regulations set forth in this document. The Exhibit Manager will inform the exhibitor of any infractions and corrections must be made before the Exhibit Hall opens.

8. Violations: In the event of a violation of the exhibit contract and rules by the exhibitor, the exhibitor’s employees or agents, the AAPM, at its discretion may ask the vendor to modify its exhibit or vacate the premises. If any exhibitor is requested to leave for violation of rules, the exhibitor forfeits all monies which may have been paid and may not submit a claim for any refund of rental or other exhibition expenses. Violations of the exhibit contract and rules may also cause the exhibitor to be barred from future meetings.

9. Liability: Exhibitors must return the exhibit space in the same condition that it was received at the time of occupancy. The exhibitor is responsible for all damages to the exhibit space and must read and sign the “EXHIBITOR RESPONSIBILITIES” section of the Exhibitor Contract. Each exhibitor is encouraged to carry insurance for property loss / damage and liability for injury.

10. Cancellation of Annual Meeting: Should any situation arise that is beyond the control of the AAPM that prevents the opening of the Annual Meeting, the holding of the Annual Meeting and/or the exhibit portion, the AAPM will not be liable for any expenses or losses incurred by the exhibitor.

Booth Assignment: Booth assignments will be made on a first come, first served basis. The Academy reserves the right to make changes in the floor plan at any time.

Exhibit Booth Description: The exhibits will be located in Gaylord National. The size of each exhibit space is 10’ x 10’. Included in the cost of the exhibit is: a) draped 8’ back wall and 3’ sides b) a 7’ x 4’ identification sign c) security guard services during off hours d) complimentary Annual Clinical Meeting registration (this person must be registered with AAPM prior to the meeting) e) listing in the meeting program book f) discounted hotel costs g) discount pricing on programs in the meeting program book h) discounted price for mailing list rental i) a table and two chairs is included for each 10 x 10 booth if requested by August 23, 2015. A wastebasket is included.

Exhibitor Badges: The Exhibitor Badge Request Form must be submitted to Sheila Miller by e-mail (smiller@aaapainmanage.org) August 21, 2015. Exhibitors are allowed up to 4 badges per 10’ x 10’ booth, 8 badges per 10’ x 20’ booth and 16 badges for island booths. Any badges printed onsite will be an additional charge of $25. Exhibitors will be allowed access to the hall 30 minutes before opening. Only exhibitors with badges will be allowed into the hall.

Exhibit Service Center: Tradeshow Services will operate an Exhibit Service Center for exhibitors during installation, exhibit hours and move-out.

Hospitatly and Entertainment: Hospitality suites or events sponsored by the exhibitors must be approved by the Academy in writing. no entertainment may be scheduled to conflict with the Academy’s program hours, activity hours, or exhibit hours. Please complete the hospitality order form. Firms that are not exhibiting or are not corporate members are not permitted to have hospitality functions.

Exhibitor Fees and Terms: Exhibit space is $3,100 per 10 x10 booth and $31 per square foot for island booths. Corner booth placement will have a premium of $3,300. An exhibitor application must be accompanied by full payment. Limited booth space is available, so submit your application today!

Exhibitor Registration, Setup and Dismantling: Each exhibitor must sign in at the Exhibitor Registration desk to receive their exhibitor badge. Please have a photo id and business card available. Exhibitor badges and registration packets will be available at the Academy Registration Desk.

Tradeshow Services will be on site to assist with exhibit set up. You will receive an exhibitor service manual that will guide you through the setup process. Exhibit set up by 9:00 am Friday September 18, 2015 and must be removed by 10 pm on Sunday, September 20, 2015.

Exhibitor Service Manual: Electricity, computer, floral, furniture, photography and audiovisual equipment will be available for rental. Order forms will be mailed to each exhibitor in the Exhibitor Service Kit.

Exhibit Labor: Tradeshow Services will have skilled labor available for exhibitors requiring this service to install and dismantle their exhibits. The Exhibitor Service Manual will have the necessary order forms and Union Regulations for ordering labor.

Failure to Occupy Space: Unless previous arrangements are made in writing with the American Academy of Pain Management, booth space not occupied by the exhibiting company by 9:00 am Friday, September 18, 2015 may be forfeited without refund to the exhibitor, and the space may be resold or used by the Academy.

Food and Beverage: Exhibitors may disperse food or beverages from their booth but must contract with the official caterer of the Gaylord National. Order forms will be available in the Exhibitor Kit.

Giveaways: Customary descriptive product literature, note pads, pens, pencils, and other items may be distributed. However, any giveaway must be of a modest nature. Any giveaway with a value of more than $25 must be approved by the Academy.

The American Academy of Pain Management logo is trademarked by and is the exclusive property of the association. The Academy logo may not be used in any way by any individual, company or organization without the permission of the Academy. The Academy logo may not be associated with any promotional materials, mailings, giveaways or contests.

Hall Security: The official AAPM badge must be worn at all times by exhibitors and attendees in the exhibit hall or in the sessions. Anyone not wearing the proper badge will be asked to leave the hall by the security officers. Security services will be on duty beginning at set-up and after tear-down. No exhibitor, unauthorized staff member or attendee will be allowed into the exhibit hall during these hours. The furnishing of this service is not to be understood or interpreted by exhibitors as a guarantee to them against loss or theft of any kind. In addition, the American Academy of Pain Management does not take responsibility for items left in the Exhibit Hall.

Notice of Disability: In compliance with the Americans with Disabilities Act of 1990, the American Academy of Pain Management reserves the right to restrict sales activities that it deems inappropriate or unprofessional. Exhibitors must comply with all local sales tax requirements.

Sales/Order Taking: The purpose of the Exhibit Hall is to complement the educational agenda of the meeting through displays and demonstrations. Sales and order taking are permitted provided all transactions are conducted in a manner consistent with the professional nature of the meeting. Products for sale must be the exhibitor’s own unaltered products. The American Academy of Pain Management reserves the right to restrict sales activities that it deems inappropriate or unprofessional. Exhibitors must comply with all local sales tax requirements.

Exhibitors taking orders or selling at the Academy’s Annual Clinical Meeting must adhere to certain business license, sales and tax regulations that vary from state to state. Exhibitors are responsible for making the necessary arrangements with the state of Arizona to adhere with their tax regulations.

Signage: Signs and banners within each booth must contain content that is appropriate and professional. The American Academy of Pain Management reserves the right to require any exhibitor to remove signs or banners that it deems inappropriate or unprofessional.
1st Providers Choice - Pain Management EMR
AB Sciex
Acorda Therapeutics
Aegis Sciences Corp
AlignMed
Aspen Medical Products
AstraZeneca
Automated Healthcare Solutions
BioBack by Medolutions
Bizmatics, Inc.
Cancer Treatment Centers of America
Carefree Compounding and Wellness
Carolina Liquid Chemistries Corp.
College Pharmacy
Confirmatrix Laboratory
Cutting Edge Laser Technologies
Designs for Health
Disc Disease Solutions
DJO Global
Dominion Diagnostics
Dr. Fuji / Fujiiryoki
Essential Pharmacy Compounding - Kohli's
Foothills Professional Pharmacy
Freedom Pain Hospital
Genova Diagnostics, Inc.
Gensco Laboratories
Golden Sunchine International, Inc./ Pain Terminator
Harvest Technologies, Corporation
i-CAT
Infinite Therapeutics
Innovative Health Solutions
INSYS Therapeutics
kaleo
LabCorp - Medtox
LabSource
Lasership Global Critical Deliveries
LDR Spine USA
Lifeform Healing Research
Logan Laboratories
Meds Management Group
Medtronic
Millenium Laboratories
Momentum Orthopaedic Solutions
Mu Medical Management
National Health Finance
National Labs
Neurogenx, Inc.
OPTP
Pain Medicine News
Parkway Clinical Laboratories
Physician Owned Surgery Centers
Pivotal Health Solutions
Practical Pain Management
PracticeMax, Inc.
Prescription Advisory Systems & Technology, Inc.
Proove Biosciences, Inc.
ProScan Reading Services
Purdue Pharma
Regenesis Biomedical, Inc.
Select Laboratory Partners
SI-BONE, Inc.
Silver Dream
Silver Hill Hospital
Stem Cell Training, LLC
Swarm Interactive, Inc.
Teva Pharmaceuticals
Theralase, Inc.
Topi-Pump
UNM Project ECHO
US Health Group
US Lead Network
VQ OrthoCare
Wolters Kluwer Health
Zogenix, Inc.
ZYTO
26th Annual Clinical Meeting
SEPTMBER 17-20, 2015
GAYLORD NATIONAL, WASHINGTON, DC

Exhibit Hall
Booth Information
on Page 6