



New York Regional Meeting

1-2 December, 2012 | LaGuardia Airport Marriott, New York

30th Annual Symposium

11-14 March, 2013 | Tropicana Hotel, Las Vegas

Exhibitor Prospectus & Marketing Opportunities

- **RESERVE YOUR EXHIBIT SPACE AT EACH MEETING**
- **DISCOUNTS AVAILABLE FOR EXHIBITING AT BOTH**
- **DETAILED INFORMATION INSIDE**

New York Meeting



1-2 December | LaGuardia Airport Marriott

NANT is hosting a two-day regional conference in New York City, December 1-2. We anticipate 350+ attendees at this meeting that includes general sessions for both biomedical (Saturday) and clinical (Sunday). Attendees can earn 15 contact hours. Continental breakfasts and breaks will be served in the exhibit room.

Table top exhibits are available both days—space is limited so please return your exhibit contract as soon as possible. Sponsors and 2012 symposium exhibitors will receive priority in assigning tables.

SCHEDULE

Friday, 30 November 2012

3:00 – 6:00 pm Exhibitor Set-up

Saturday, 1 December 2012

6:30 – 7:30 am Exhibitor Set-up

7:30 – 8:30 am Exhibits/Cont'l Breakfast

10:15 – 10:45 am Exhibits/Refreshments

12:00 – 1:00 pm Lunch on Lower Level

3:00 – 3:30 pm Exhibits/Refreshments

Sunday, 2 December 2012

7:00 – 8:00 am Exhibits/Cont'l Breakfast

9:45 – 10:15 am Exhibits/Refreshments

12:00 – 1:00 pm Lunch on Lower Level

2:35 – 3:00 pm Exhibits/Refreshments

3:15 – 6:00 pm Move-Out

TABLE FEES

Corporate Member:	\$ 995
Non-Member:	\$1,195

LOCATION

Exhibits include a draped and skirted 6'x30" table and will be located in the Liberty Room; the room is carpeted.

The LaGuardia Airport Marriott is conveniently located near the airport, Manhattan, Brooklyn and Long Island. Reservations: **800.882.1043**, refer to NANT for the group rate of \$159. Reservations must be made by **16 November 2012**.

**RESERVE YOUR SPACE FOR
BOTH MEETINGS NOW
AND RECEIVE A DISCOUNT ON
EACH LOCATION!**

See the exhibit contract for details



30th Annual Symposium



12-14 March 2013 | Tropicana Hotel, Las Vegas

Please join us at the 30th Annual Symposium in Las Vegas. Your exhibit will be well attended and highly visible to nephrology professionals who depend on your products and services. Exhibit space is sold and assigned on a first available basis. Symposium sponsors (see Sponsorship Opportunities) and 2012 exhibitors will receive priority booth assignments. Booth reservations will only be accepted upon receipt of completed contract and payment.

LOCATION

The symposium is moving to the heart of the Strip! The Tropicana Hotel has just finished a \$140M renovation—everything is new. Located across from the MGM Grand, Excaliber and New York, New York, it offers comfortable meeting space and sleeping rooms for all. The exhibits are located in the Pavilion, booths are provided a 7" x 44" ID sign, but otherwise are unfurnished; the ballroom is carpeted. There are a limited number of multiple booths available. Show colors are red and grey.

The Tropicana Hotel & Casino, 3801 Las Vegas Blvd. South, Las Vegas, NV 89109. Reservations: **800.634.4000**, refer to NANT 30th Annual symposium for the group rate of \$85 for Club Deluxe or \$105 for Club Deluxe Plus. Upgraded suites are also available. Reservations must be made by **15 February**.

EXHIBIT HOURS

Tuesday, 12 March 2013

10:00 am – 5:00 pm Exhibitor Move-In
5:00 – 7:00 pm Opening Reception

Wednesday, 13 March 2013

9:35 – 10:35 am Exhibits/Refreshments
2:35 – 3:15 pm Exhibits/Refreshments
5:00 – 6:00 pm Exhibits/Reception
6:00 – 9:00 pm Move-Out

NOTE: The exhibit hall must be cleared on Wednesday evening. Please contact show management if there is any issue or question about move-out.

Booth Fees	Corporate Member	Non-Member
10' x 10' -----	\$1,995	\$2,295
10' x 20' -----	\$3,495	\$3,995
10' x 30' -----	\$4,895	\$5,595
10' x 40' or 16' x 20' -----	\$5,995	\$6,895
Non-profit*	\$795	

* Nephrology-related not-for-profit and certification organizations will be assigned booths on a space available basis. Booth will include a skirted table and may be placed outside of the exhibit hall.

EXHIBITOR PERSONNEL REGISTRATION

Registration is required for all participants affiliated with exhibits. Registrants must be employed by or have direct business affiliation with the exhibitor. Exhibitor registrations are limited to four per 10'x10' booth space. Additional badges may be purchased for \$50 per person. List booth personnel on the exhibit contract or email Exhibit personnel are welcome to attend the educational sessions; however, he/she must register for the symposium and pay the appropriate registration fee in order to receive continuing education credit.

Exhibit Service Contractor:

Freeman
6555 West Sunset Road
Las Vegas, NV 89118
P: 702-579-1400
F: 702-579-6161
www.freemanco.com

NANT Exhibit Manager :

Doug Conrad
PO Box 2307
Dayton, OH 45401
P: 937.586.3705
F: 937.586.3699
nant@meinet.com

Contract and Payment Deadline:

8 February 2013

Contract and full payment must be received by 8 February for inclusion in the symposium program.

Sponsorship Opportunities



Increase your visibility at the Annual Symposium with these sponsorship opportunities:

- **Underwriting an Educational Session:** Provides funding for speaker expenses and audiovisual equipment. Your sponsorship will be recognized by signage, identification in the printed program, identification in *NANT News* and announcements during the meeting as appropriate.
- **Registration Materials:** Places your name in the hand of every symposium participant. All of the registration items can be personalized with your company's message.
- **Food and Social Event Sponsorship:** The surest way to a technician's heart and mind is to feed them! Your company sponsorship will be recognized by signage, identification in the printed program, identification in *NANT News* and announcements during the meeting as appropriate.

EDUCATIONAL SESSION UNDERWRITING

General Session	\$1,000
Concurrent Session Track	\$3,000

REGISTRATION MATERIALS

Carry-all	Reserved
Note Pad with Company Logo	\$1,000
Pens	\$1,000
Water Bottles with Company Logo (to fit into carry-all)	\$1,500
Bottled, Purified Water with Company Logo (served at breaks)	Reserved
On-site Program	\$1,500
Banners	Reserved

SOCIAL EVENT SPONSORSHIP

Continental Breakfast – Tuesday or Wednesday	\$ 2,500
Refreshment Breaks – Tuesday or Wednesday	\$ 2,000
Opening Reception – Tuesday	\$ 6,000
Luncheon—Tuesday or Wednesday	\$12,000
Club NANT – Wednesday	Reserved
Networking Breakfast – Thursday	\$ 5,000
Refreshment Break – Thursday	\$ 1,000

For more information regarding sponsorship opportunities listed or sponsorship of other programs and materials throughout the year, contact Fran Rickenbach, Executive Director

877.607.NANT (6268) or 937.586.3705 ▪ nant@meinet.com

Exhibit Contract

- New York Regional Meeting
- Annual Symposium, Las Vegas



Please complete the contact information below. This person will receive all exhibitor correspondence.

Company Name: _____

Contact Person: _____ **Title:** _____

Address: _____

City: _____ **State:** _____ **Zip Code:** _____

Phone: _____ **Fax:** _____

E-mail: _____ **Website:** _____

***Booth Personnel:** _____

*You may email the names of your booth personnel to nant@meinet.com.

Annual Symposium – Las Vegas

New York Regional Meeting

Booth Size	Corporate Member	Non-Member	Booth Preferences*
<input type="checkbox"/> 10' x 10'	\$1,995	\$2,29	5
<input type="checkbox"/> 10' x 20'	\$3,495	\$3,99	5
<input type="checkbox"/> 10' x 30'	\$4,895	\$5,59	5
<input type="checkbox"/> 10' x 40' or 20' x 20'	\$5,995	\$6,89	5
<input type="checkbox"/> Not-for-profit and certification organizations: \$795			

Table top	Corporate Member	Non-Member
<input type="checkbox"/>	\$995	\$
EXHIBIT AT BOTH MEETINGS AND SAVE! (10 x10 booth)		
<input type="checkbox"/>	Corporate Member	\$27 00
<input type="checkbox"/>	Non-Member	\$32 00

* Sponsors and 2012 symposium exhibitors will receive priority booth assignments

We prefer not to be located near the following companies:

Products/Services Description Please provide an optional 50-word description of your products and services that will be included in the program materials for all attendees. Descriptions must be submitted no later than **13 November 2012** for New York and **8 February 2013** for Las Vegas. Please e-mail your descriptions to nant@meinet.com.

Payment of Fees Booth space will be assigned when full payment is received. The contract and payment deadline for inclusion in the program is **13 November 2012** for New York and **8 February 2013** for Las Vegas. Exhibit fees must be paid by check or credit card (MasterCard or Visa). **IF CONTRACTING FOR BOTH MEETINGS, DEPOSIT OF \$700 IS DUE WITH THIS CONTRACT; THE BALANCE IS DUE 11 JANUARY 2013.** NANT Tax ID Number 14-1722307.

In accordance with the terms, conditions and regulations governing exhibits at NANT meetings, the undersigned hereby makes application for exhibit space that when accepted by NANT becomes a contract. All rules and regulations as outlined in the exhibit prospectus, as well as any amendments published by NANT are part of this contract. Failure to abide by such rules and regulations results in forfeiture of all monies paid or due to NANT under terms of this agreement.

Signature _____ **Date** _____

Payment Information (FIN # 14-1722307)

Payment Enclosed. Please make check payable to NANT.

Please charge credit card: MasterCard Visa

Card #:

Exp. Date: _____ **Name on card:** _____

Signature: _____

For Office Use Only

Date Rec'd: _____

Check #: _____

Amount: _____

Booth #: _____

EXHIBIT RULES AND REGULATIONS 2013

1. Show Sponsorship and Management: This meeting is produced by and is the property of the National Association of Nephrology Technicians/Technologists (NANT). NANT will provide all show management functions and establish all show policies. Each prospective exhibitor is required to sign the Application and Contract for space. By doing so, he subscribes to the Rules and Regulations, which are a part of the Application and Contract.

2. Space Allowance and Selection Procedure: Space will be assigned on a first come basis, based on when the payment or purchase order is received. If all choices requested by the exhibitor have already been assigned, NANT will allocate space from that which is available and the exhibitor agrees to accept such assignment. NANT reserves the right to grant priority to sponsors and previous exhibitors.

3. Cancellation or Withdrawal: An exhibitor may cancel or withdraw from the show(s) subject to the following conditions: (a) the exhibitor shall give NANT notice in writing of his intention to cancel or withdraw from the show. (b) Refund schedule: cancellation received 3 months prior to show - fee refunded in full. Cancellation received between 3 months and 30 days - 50% of fee is refunded. Cancellation received 29 days or less prior to show - fee is not refunded. In the event of cancellation, NANT shall have the right to use said space for its own convenience including selling the space to another exhibitor, without any rebate or allowance to the canceled exhibitor. NANT assumes no responsibility for having included the name of the canceled exhibitor or description of his products in programs, news releases, or other materials.

4. Default of Occupancy: Any exhibitor failing to occupy by 8:00 a.m., the day of the show(s), space contracted for but not canceled is obligated to pay the full cost of such space. In that event, NANT shall have the right to use said space for its own convenience, including selling the space to another exhibitor, without any rebate or allowance to the defaulting exhibitor. NANT assumes no responsibility for having included the name of the defaulting exhibitor or descriptions of his products in the show program, brochures, news releases, or other material.

5. Building Occupancy: In case the premises of the Tropicana Hotel & Casino shall be destroyed or damaged, or if the show does not take place as scheduled or is interrupted and/or discontinued or access to the premises is prevented or interfered with by reasons of strike, lockout, injunction, act of war, act of God, emergency declared by any governmental agency or by NANT, or for any other reason, this contract may be terminated by NANT. In the event of such termination, the exhibitor waives any and all damages and claims for damages and agrees that the sole liability of NANT shall be to return to each exhibitor his space payment less his pro rata share of all costs and expenses incurred and committed by NANT.

6. Service Organizations: In no instance shall NANT be responsible for the conduct of any contractors, sub-contractors or their employees acquired by an exhibitor. NANT assumes no responsibility for failure to perform by contractors.

7. Booth Arrangement: All exhibitors shall arrange their displays so they utilize only the booth area contracted for and in such manner as to recognize the right of other exhibitors and show visitors and to conform to the overall pattern developed by NANT. **Appearance:** An exhibitor is responsible for keeping his display sightly. Exhibitors must arrange to remove excessive amounts of trash or waste materials during show hours. **Fire Regulations:** All materials shall be fire-resistant. **Storage:** Exhibitors shall provide storage within their display space or with the drayage company. NANT will not be responsible for storage of Exhibitor materials or equipment.

8. Music Licensing: NANT will not be responsible for acquiring music licensing agreements on behalf of exhibitors. If any part of the exhibit or display includes the use of live or recorded music, a licensing fee is required. For additional information, please call the following toll-free

numbers: American Society of Authors and Composers at 1.800.627.9805 or Broadcast Music Inc. at 1.800.669.4264.

9. Delivery and Removal: Under no circumstances will the delivery or removal of any portion of an exhibit be permitted during the show without permission first being secured in writing from NANT.

10. Drayage: Freeman is the official exhibit service contractor for the Annual Symposium. Freeman is the exclusive provider of drayage, booth furnishings and other services. An Exhibitor packet with specific details will be provided to each contracted exhibitor.

11. Safety, Fire and Health: The exhibitor must comply with safety, fire and health ordinances regarding installation and operation of equipment. All displays, exhibit materials, and equipment must be reasonably located and protected by safety guards and fireproofing to prevent fire hazards and accidents.

12. Care of Building: No exhibitor may allow an article to be brought into nor permit any act to be done in the Tropicana Hotel & Casino which will increase the premiums or void policies of insurance held by NANT. No exhibitor may permit any act by its employees by which the premises shall in any manner be marred or defaced. Exhibitor must surrender the space occupied by him in the same condition as at the commencement of occupancy. Any damages done to the premises by the exhibitor shall be made good to NANT or to Tropicana Hotel & Casino as their interest may appear.

13. Security: NANT and the exhibit facilities will take precautions to safeguard exhibitor's property by means of regular perimeter guard service. However, NANT will not be liable for damage or losses to exhibitor's property through theft, fire, accident, or any other cause. Exhibitor should insure his own exhibit and display materials. NANT will not assume liability for any injury that may occur to show visitors, exhibitors, or other agents or employees of exhibitors.

14. Exhibitor Badges: Exhibitor Personnel must register. Individuals wishing contact hours must pay the registration fee for the symposium.

15. Liability: In the event that NANT shall be held liable for any situation which might result from a particular exhibitor's action or failure to act in any manner whatsoever, such exhibitor shall reimburse NANT and hold NANT harmless from liability resulting therefrom.

16. Indemnification: Exhibitor assumes the entire responsibility and liability for losses, damages, and claims arising out of injury to persons or damage to exhibitor's displays, equipment, or other property brought upon the premises of the Tropicana Hotel & Casino and agrees to indemnify, defend and hold harmless NANT, the Tropicana Hotel & Casino, and its owners, servants, agents and employees against all claims or expenses for such losses, including reasonable attorney's fees, arising out of the use of the hotel premises excluding any liability caused by the negligence of NANT or the Tropicana Hotel & Casino or its owners, servants, agents and employees.

17. Insurance: The Exhibitor understands that neither NANT nor Tropicana Hotel & Casino maintains insurance covering the Exhibitor's property or lost revenue and it is the sole responsibility of the Exhibitor to obtain such insurance.

18. General: All matters and questions not covered by the Contract, Rules and Regulations are subject to the decisions of the NANT Exhibit Manager. The Contract, Rules and Regulations may be amended at any time by the NANT, and all amendments or additions that may be so made shall be equally binding on all parties affected as the original Contract, Rules and Regulations.

19. Hospitality Suites and Meetings: Exhibitors' Hospitality Suites and Meetings shall not conflict with any scheduled Conference event. Exhibitor Hospitality Suites must be approved in advance by NANT. **NANT must provide their approval to the hotel for Hospitality Suites to be released; this approval will not be granted for companies that are not approved NANT exhibitors.**

20. Right of Refusal: NANT has the right to refuse exhibit space to any applicant for any reason whatsoever.



2012 EXHIBITORS

Alcavis HDC, LLC	Integrated Biomedical Technology, Inc
AmeriWater Inc	Isopure/Tango 3
AOSS Medical Supply	Kidney Community Emergency Response
Asahi Kasei Medical America Inc	Coalition
Ascend Clinical	Mar Cor Purification
B. Braun Medical Inc.	Medical Solutions International
BONENT	Mesa Laboratories Inc.
Champion Manufacturing, Inc.	Nephrology Nursing Certification Commission
DaVita Labs	Nipro Medical Corporation
Diasol Inc.	Rockwell Medical
Fresenius Medical Care North America	RPC
Gambro	Serim Research Corp
GIA Medical	Siemens Industry
H&S Technical Services	SteriChek
HemaSource, Inc.	Stericycle
Henry Schein, Inc.	Total Quality Medical Inc.
IBP Medical, Inc.	Winco Mfg, LLC

**DON'T MISS YOUR OPPORTUNITY TO MEET AND GREET NEPHROLOGY PROFESSIONALS
WHO DEPEND ON YOUR PRODUCTS!**