



# Exhibitor Prospectus Texas EMS Conference 2019



**Fort Worth  
Convention Center  
November 24-27  
Exhibits November 24-25**



## Join us in Fort Worth!

Do you offer products that are on the cutting edge of emergency medicine technology? Products everyone needs? Do you want to get those products in front of thousands of emergency medical professionals in one place? Texas EMS Conference is your ticket to the best exposure in the industry. One of the largest EMS conferences in the country, Texas EMS Conference 2019 will bring you face-to-face with EMS professionals, administrators, students and educators – nearly 3400 attendees and visitors will come through the Exhibit Hall doors. This year's conference will be held at the Fort Worth Convention Center. The Exhibit Hall is at the heart of the conference—its central location within the convention center assures a steady flow of potential customers excited to view state-of-the-art displays, services, technologies and merchandise. The Exhibit Hall schedule allows conference attendees and visitors two days to visit your booth. Exhibition hours are 12 pm to 5 pm on Sunday, November 24; and 9 am to 4 pm on Monday, November 25. The affordable exhibitor's registration provides up to 12 hours of face time with potential customers from across the state, a tote bag, a buffet lunch on Monday and the Texas EMS Awards Luncheon on Tuesday. Special room rates are available at five downtown hotels. All of the conference hotels are offering great conference rates, some as low as \$102. Don't risk missing out on these great deals – make your reservations early.

### **Sponsorships make for great business.**

Become a Texas EMS Conference sponsor and get your name out there! Many sponsorship levels are available, and we customize each sponsorship to meet the needs of the exhibitor. Sponsorships run from \$3950 (includes regular booth) to \$21,000 (includes 30' x 30' island.) Call 512-759-1720 or email [registration@texasemsconference.com](mailto:registration@texasemsconference.com) for additional information or to get a quote for your specific needs.

# Exhibit Hall November 24-25 Conference November 24-27

## Registration Deadlines and Fees

Early Rate— through August 31, 2019

Regular Rate—Sept. 1 through Nov. 22, 2019

Registrations will be accepted until booths are sold-out. If event is sold-out, exhibitors will be placed on a waiting list.

## In-line 10'x10' Booth

\$1100 early rate; \$1250 regular rate (Includes two exhibit floor badges)

## Corner 10'x10' Booth

\$1300 early rate; \$1450 regular rate (Includes two exhibit floor badges)

## Island Booth 20'x20'

\$5200 (Registration includes eight exhibit floor badges and half-page ad in conference program)

## Vehicle Space 20'x30'

\$1600 early rate; \$1750 regular rate (Includes three exhibit floor badges)

## Helicopter/Trailer Space 20'x40'/20'x50'

\$2000 early rate, \$2200 regular rate (Includes four exhibit floor badges)

## Exhibitor Rules and Regulations

Exhibitors must agree to abide by the Texas EMS Conference rules and regulations.

## Registration Materials Pick-up

Badge pick-up and registration begins at 7:00 am, Saturday, November 23.

## Hotel Information

Fantastic hotel rates are available near the convention center. Go to [www.texasemsconference.com](http://www.texasemsconference.com) for online links or call one of the conference hotels (be sure to give the hotel code to ensure the conference rate will apply). Conference rates may not apply after 10/30/19 or if the hotel is full.

## Exhibit Schedule

**Saturday, November 23**

**7:00 am to 6:00 pm**

**Exhibits move-in**

- All vehicles must move in on Saturday.
- Helicopters have priority and will be scheduled for morning move-in.
- All exhibitor representatives must vacate Exhibit Hall by 6 pm.

**Sunday, November 24**

**7:00 am to 11:00 am**

**Exhibits finish move-in**

- All exhibitor materials must be cleared of aisles by 10:00 am
- Exhibit space must be occupied by 11:00 am

**12:00 pm to 5:00 pm**

**Exhibit Hall open**

**3:00 pm to 5:00 pm**

**Welcome Reception**

**Monday, November 25**

**9:00 am to 4:00 pm**

**Exhibit Hall open**

**12:15 pm to 1:30 pm**

**Buffet Lunch**

**4 pm to 9 pm**

**Move-out**

Helicopters have priority; loading yard will be cleared for helicopter move-out.



## Conference Sponsors

Become a Silver, Gold, or Platinum Conference Sponsor. Silver sponsorships start at \$3950, Gold at \$6000 and Platinum at \$8000. See Sponsor Grid for typical sponsor options. Each sponsorship is customized for individual exhibitor booth choice with substantial discounts for both exhibit space and sponsorship benefits. Call 512-759-1720 or email [registration@texasemsconference.com](mailto:registration@texasemsconference.com) for additional information or to get a quote for your specific needs.

### Additional Marketing Opportunities

Marketing opportunities can be selected from online registration form when registering or adding to an existing registration until October 18, 2019.

**Place an ad in the conference program,** provided to all attendees and exhibitors:

Full page ad: \$1600

Half page ad: \$1000

Quarter page ad: \$500

Business card ad: \$375

**Insert an item in the conference bag,** which is provided to all conference attendees. We accept a variety of items, including flyers, brochures, pens, etc. Large catalogs are not accepted for bag inserts. The cost for inserting one item per bag is \$850. Bag insert instructions will be provided to exhibitors upon receipt of payment.

**Place an ad** on TexasEMSConference.com website. Ads will run until exhibitor registration opens for the 2020 conference. The cost is \$300.

**Send a one-time email blast** to over 25,000 EMS personnel throughout Texas. Cost is \$850. Sign-up online or call us to set-up an email blast. Email blasts are sent 6-12 days prior to Conference opening.

**Select a Floor Graphic** to be displayed throughout the Exhibit Hall for \$300. Price includes 3 (2'x2') graphics.

**Place an ad on our Electronic Bulletin Board** for \$150. The Bulletin Boards (2) will be located at prominent locations within the exhibit hall.

**Sponsor one of our Conference coffee or snack breaks** for \$1500 or sponsor our Welcome Reception for \$2500. Each break has a limit of 3 sponsors.

**Sponsor the Buffet Lunch** on Monday or **Awards Luncheon** on Tuesday for \$5000 each. Sponsorship is acknowledged on signage and in the Conference Program.

**Sponsor one of the education tracks** for \$2500. Sponsor is acknowledged on signage and in Conference Program.

**Sponsor the Keynote Session** for \$1500. Sponsor logo displayed at Keynote Session as attendees arrive. Sponsorship is acknowledged on signage and in Conference Program.

### Show Decorator

Texas Exposition Services (Tex Expo) is the decorating service for Texas EMS Conference. For more information call Tex Expo at (713) 675-1690 and ask for exhibitor services. Tex Expo will provide each exhibitor a packet of information offering additional booth furnishings, shipping instructions, and information on electrical services, Internet services, lead retrieval and flowers/plants.

**Compare us to  
the other big EMS  
conferences!  
Texas EMS Conference  
offers the best value for  
your marketing dollars!**

## Services/Equipment Included in Exhibit Space

- At least two exhibit floor badges for each booth purchased.
- Booth sign with your company name on it.
- Draped six-foot table with two chairs.
- Wastebasket.
- Almost eight hours devoted exclusively to the exhibition.
- Exhibit space with side and back drapes included for 10'x10' spaces.
- Listing of exhibitor's company name, booth number and product/ services in the official Conference program provided to all attendees if the exhibitor meets the required deadlines (registration by October 18) and all fees owed for any reason are paid in full.
- All aisles are carpeted.
- 24-hour perimeter security from set up to tear down (not including each exhibitor's booth and its contents).
- Pre- and post-registration lists of registered attendees.
- Listing of exhibitor's company name and booth number on the conference website with a link to exhibitor's website.
- A comprehensive exhibitor show manual to assist the exhibitor in all stages of preparation for the show.
- An exhibitor CE badge offers exhibitors discounted access to technical and education sessions offered during full conference.
- Booth assignment requests are filled on a first-come, first-served basis with accompanying payment. In other words, booth location goes to whomever requests and pays for the booth first.

TEXAS EMS CONFERENCE – SPONSORSHIP OPTIONS			
Sponsorship Benefits and Options	Silver	Gold	Platinum
Sponsorship cost (Can vary based on total booth space selected)	\$3950 and up	\$6000 and up	\$8000 and up
Booth space (Included space at base cost, additional space can be added)	One (1) 10'x10' Regular space	One (1) 10'x10' Regular space	One (1) 10'x10' Regular space
Sponsorship actual value	\$5950 and up	\$8550 and up	\$10525 and up
Priority registration for next year's conference	✓	✓	✓
Up to four exhibit floor badges	✓	✓	✓
Acknowledgement on each table at Texas EMS Awards Luncheon	✓	✓	✓
Special recognition throughout website and other marketing	✓	✓	✓
Special signage, including logo on entrance signs	✓	✓	✓
Conference website includes links to sponsor websites	✓	✓	✓
One insert in conference bag	✓	✓	✓
One advertisement on texasemsconference.com Ad will run until March 2020.	✓	✓	✓
Conference app includes sponsor logos and links to sponsor websites	✓	✓	✓
One half-page ad in conference program	✓	✓	✓
Ad on Electronic Bulletin Board	✓	✓	✓
Sponsor one coffee or snack break		O*	O*
Sponsor Welcome Reception		O*	O*
Sponsor Opening/Keynote Session		O*	O*
Sponsor one conference lecture track		O*	O*
Sponsor neck wallets			O*
Sponsor conference bag			O*
Two inserts in conference bag			O**
Up to 24 exhibit floor badges			O**

\*Options that can be added to sponsorships.

\*\*Options with conference bag only.

## Attendee and Exhibitor Refreshments

A Welcome Reception with light refreshments will be held in the Exhibit Hall for all attendees and exhibitors on Sunday from 3:00 to 5:00 pm.

Exhibitor registration includes access to the attendee buffet lunch on Monday. Tickets for the Awards Luncheon on Tuesday are also complimentary. Breaks for attendees and exhibitors may include coffee, lemonade, cookies, and fruit.

## Exhibitor Badges

Individuals staffing the booth must register and wear the official show management badge bearing only the name of the exhibiting firm, parent organization or subsidiary company.

Each exhibiting firm receives complimentary **exhibitor floor badges** per 10'x10' or vehicle/helicopter/trailer space occupied; island and larger booths will receive additional exhibitor badges (see Registration and Fees section). **Exhibitor floor badges** entitle the holder access to the hall prior to show opening, during show hours and for post show move out. **Optional Exhibitor CE** badges allow exhibitors admission to full conference education sessions. Changes and/or substitutions to badge holders need to be made by November 15, 2019, in the online exhibitor registration system. Substitutions for booth personnel badges can be completed at no charge at onsite exhibitor registration. No substitutions will be made for badges that have already been used for admission. **Exhibitor floor badges** are available at a cost of \$75 each. **Exhibitor CE badges** are \$175 each. There are no refunds for unused badges or onsite purchases. All exhibitor badges are property of show management and are non-transferable. The lending/sharing of any badge is prohibited and will result in confiscation.

A \$10 non-refundable fee will be charged to replace a badge for any reason, including lost or stolen badges.

The attire for Texas EMS Conference is business casual.



## Attendee Access to the Exhibit Hall

Registration for Texas EMS Conference includes admission to the Exhibit Hall. Anyone interested in visiting the Exhibit Hall without registering for the conference can buy an Exhibit Hall Pass for \$15 (\$10 online until November 15, 2019). The pass into the Exhibit Hall is good for show hours ONLY on Sunday and Monday.

We will offer 12 total hours of networking time in the Exhibit Hall, and 8 of those hours will not conflict with the education schedule. The Exhibit Hall will be open with no regular classes scheduled on Sunday 12:00 pm to 5:00 pm and Monday 12:00 to 1:30 pm and 2:30 to 3:45 pm.

## Exhibit Space Does NOT Include

- Carpet and extra furnishings in your booth must be provided by you. You may bring your own or you may lease carpet or furniture from our decorating contractor, Tex Expo. You will receive a decorator's manual with many options for flooring after registering for a booth.
- Electricity must be purchased separately if you need it in your booth. It is generally purchased through a convention center contractor. See the decorator's manual for forms and pricing.
- Phone lines must be purchased through the convention center contractor. See the decorator's manual for forms and pricing.
- Wireless Internet service is available free in the lobby areas only. Exhibitor Internet access inside the Exhibit Hall is available through SmartCity Networks at 214-853-8119. Instructions for connecting will be available from the convention center contractor.
- Services for assembly, dismantling or rigging
- Lead retrieval unit
- Cleaning of exhibit space booth during the exhibit hall hours

## Exhibitor Tips

Bring an emergency kit. Think about what items are essential to the success of your booth. Be sure to create an emergency kit that includes ways to repair or duplicate those essential items. Also think about those items that could be helpful in a wide variety of situations: duct tape, a stapler with extra staples, push pins, zip ties, a box cutter, screwdrivers, pliers, instant stain remover, safety pins, Band-Aids, antibiotic wipes, aspirin, etc.



Registrations completed online with credit card payment are processed promptly. Registrations completed online choosing check payment will not be processed until payment is received.

**Check payments via regular mail must be sent to:**

Texas EMS Conference  
PO Box 187  
Lampasas, TX 76550

Submissions by mail will be processed within five business days. Payments that are not post-marked by the respective deadline date will be subject to additional fees.

## Registration/Payments

### Payment Option 1

Full payment is submitted by credit card with online exhibit space registration. Booth space will be assigned immediately upon receipt of payment.

### Payment Option 2

Exhibitor may register for exhibit space online and select payment by check. The check payment is due within ten days of registration. No space will be assigned until the payment is received by Texas EMS Conference.

### Payment Option 3

A deposit in the amount of 50 percent of the total rental charge is due and payable upon registering for space. No space will be assigned until the deposit is received by Texas EMS Conference. Full payment is due by July 31, 2019. If full payment is not received when due, booth space will be released.

### Payment Option 4

Exhibitor may register for exhibit space online and select payment by purchase order. The payment is due within 30 days of registration. Space will be assigned pending receipt of payment. If payment is not received within 30 days, the assigned space will be released.

### Payment Instructions

Show management accepts American Express, VISA, MasterCard, Discover, cash, corporate/personal/travelers checks or money orders for payment of registration fees.

### Tax Information

Sladek Conference Services, Inc.  
dba/Texas EMS Conference  
Type C Corporation  
Federal Tax ID: 45-4895331

### Cancellations and Changes

Cancellation or downgrade requests received after October 1, 2019, will not receive a refund, credit or price adjustment. Refund requests made by October 1, 2019, will be honored less a 20% cancellation fee. Show management reserves the right to cancel this event if conditions warrant. In the event of such a cancellation, registration fees will be refunded. However show management is not responsible for any travel or lodging expenses incurred due to cancellation of the event. If for any reason exhibitor must cancel its conference registration, the exhibitor must cancel exhibitor's housing arrangements separately. Show management is not responsible for hotel no-show fees or any travel or lodging expenses.



# Frequently asked questions

**Q.** Is there a charge for visiting the exhibit hall?

**A.** Registration to the conference includes admission to the Exhibit Hall. Anyone who would like to visit the Exhibit Hall without registering for the conference can buy an Exhibit Pass for \$15 (\$10 online until November 15, 2019). The Exhibit Hall pass is good for any time the hall is open to attendees on Sunday or Monday.

**Q.** What is the attire for the conference?

**A.** Business casual.

**Q.** Are Monday and Tuesday lunches included with registration?

**A.** Monday lunch tickets are included as part of the exhibit floor registration and both Monday and Tuesday lunches are included with exhibitor CE badges.

**Q.** How are booth assignments made?

**A.** We take booth requests on a first come, first served basis with accompanying payment. In other words, the booth location goes to whomever requests and pays for the booth first.

**Q.** I know two reps are included in the price. How much does it cost to bring extra reps?

**A.** You may register additional representatives as follows: Exhibit Floor Rep Only: \$75.00 each;

\*Exhibitor badge with CE: \$175 each.

\*\$175 fee includes the lunches, breaks and access to education during the regular conference.

**Q.** What does the conference do to increase traffic in the Exhibit Hall?

**A.** While the primary reason for the conference is education, we know the Exhibit Hall plays an important role in making the conference a success with attendees. We'll still have 12 hours of networking time in the Exhibit Hall, but we've rearranged the class schedule so attendees can spend more time in the Exhibit Hall without having to miss any of the education. The Exhibit Hall is open with no classes scheduled on Sunday 12 pm to 5 pm and opens again on Monday 9 am to 4 pm.

