



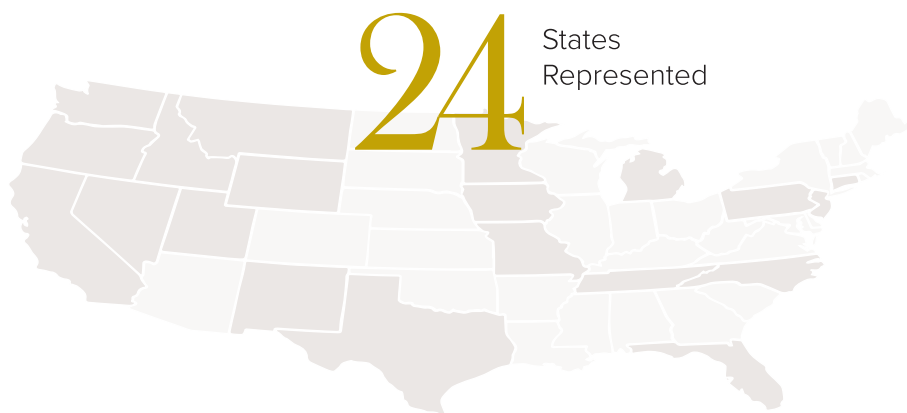
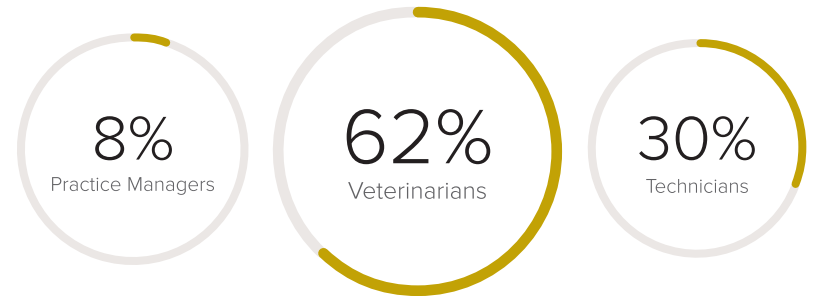
Tacoma, WA • Sept. 27-29

# PACIFIC NORTHWEST VETERINARY CONFERENCE

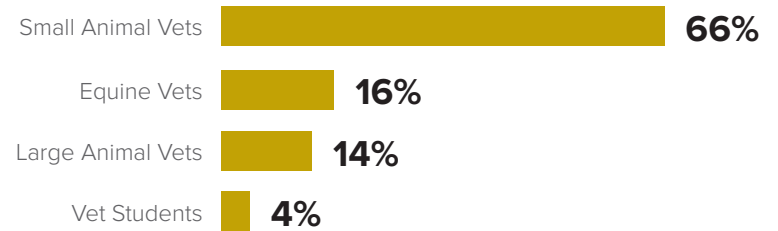
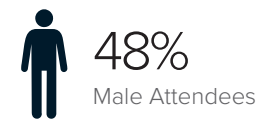
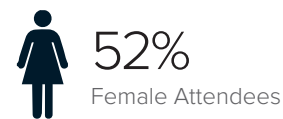
*Exhibitor & Sponsorship Packet*



The PNWVC is the premier CE event for Pacific Northwest veterinarians, technicians, veterinary students and practice managers—drawing over **1,200 attendees** each year.



*( plus international attendees from all over the world )*



## LOCATION & SCHEDULE

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### Greater Tacoma Convention Center

1500 Commerce St.  
Tacoma, WA 98402  
(253) 830-6601

### Hotel Accommodations

Courtyard Marriott/Tacoma Downtown  
1515 Commerce St.  
Tacoma, WA 98402  
(253) 591-9100

*Request WSVMA's Discounted Group Rate*

### Friday, September 27

7:00 - 9:30 am	Exhibitor Set-Up
9:50 am - 6:00 pm	Exhibit Hall Open
9:50 am - 10:30 am	Attendee Break
12:20 pm - 1:30 pm	Box Lunch
2:20 pm - 3:00 pm	Attendee Break
3:20 pm - 4:00 pm	Attendee Break
5:00 pm - 6:00 pm	Exhibitor Social Hour
6:00 pm - 9:00 pm	Awards Gala & Keynote

### Saturday, September 28

7:00 am	2019 Fun Run/Walk/Bike
7:00 am	Morning Yoga
7:30 am - 3:40 pm	Exhibit Hall Open
9:20 am - 10:00 am	Attendee Break
10:20 am - 11:00 am	Attendee Break
11:50 am - 1:15 pm	Plated Lunch ( <i>WSVMA Membership Meeting</i> )
3:05 pm - 3:40 pm	Attendee Break
3:45 pm - 4:30 pm	Exhibit Hall Tear-Down

## EXHIBITING INFORMATION

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### About Your Booth

An 8 x 10' booth, with black pipe and drape, includes 8' x 30" table, two chairs, a wastebasket, and a 500 watt electrical outlet.

#### **Includes:**

- + Registration for 2 reps ( *Any additional exhibit personnel is \$150 per person.* )
- + Access to Special Events
- + Lunch on Friday & Saturday
- + Mailing list of pre-registrants

### Assignment of Space

Booth assignment is based on, in order of priority\*, date of receipt of contract and payment, and proximity to competitive or conflicting organizations. Be sure to indicate your first, second, third, and fourth choices.

**\* Conference Sponsors and Corporate Members receive priority booth selection.**

No space can be held without payment. Early reservations are encouraged. Confirmation of booth reservations will be made promptly. Booth numbers will be assigned in August.

### Raffle

As a way to increase traffic through the exhibitor area, we are holding raffles! Each exhibitor will have raffle tickets to hand out to attendees who visit their booths. Attendees will receive raffle tickets from exhibitors to enter the 2019 PNWVC Exhibitor Raffle, which WSVMA staff will conduct. Please feel free to also hold your own raffle if you wish.

### Company Prizes

As an exhibiting company, we encourage you to have a prize give-a-way. If you would like to hold your own drawing, indicate this on your reservation form, and we will assist you.

## BOOTH RATES

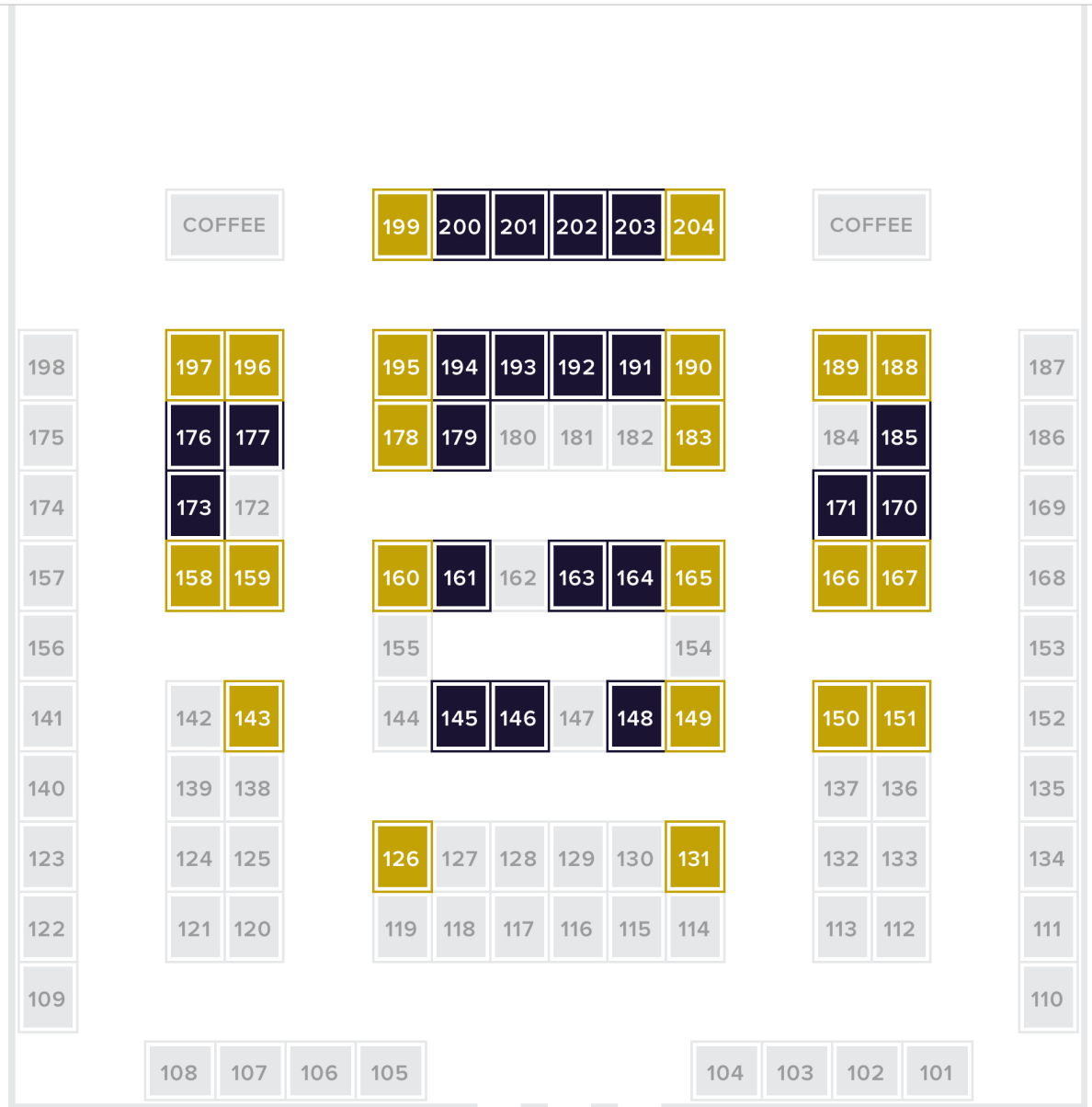
### WSVMA Corporate Members

- Standard Rates**      \$
- Standard Booth      ~~Sold Out!~~
  - Premium Booth      \$1,295
  - Corner Booth      \$1,445

### Non-Members

- Standard Rates**      \$
- Standard Booth      ~~Sold Out!~~
  - Premium Booth      \$1,445
  - Corner Booth      \$1,595

★ **NEW 2 Booth Setup**  
Purchase two booths and receive **\$75 OFF** the second booth.



MAIN ENTRANCE

## KEYNOTES & SPEAKERS

### Speaker Sponsorship Rate

- \$5,000 Keynote Speaker *( Limited to 2 )*
- \$2,500 Full Day - Exclusive Sponsor
- \$1,500 Full Day - Contributing co-sponsor
- \$1,000 Half Day - Exclusive Sponsor
- \$500 Half Day - Contributing co-sponsor

### Speakers Available for Sponsorship

#### PRACTICE MANAGEMENT

- *Mike Pownall, DVM*  
**Topics:** Equine + Practice Management  
**Rate:** Keynote Speaker

#### ★ AWARDS GALA KEYNOTE

*Frank King, BA, BS*  
**Topics:** Comedy / Wellness  
**Rate:** Keynote Speaker

#### • SMALL ANIMAL

*Chris Thomson, BVSc, PhD, DACVIM, DECVIM*  
**Topics:** Neurology  
**Rate:** Full Day

\* More speakers to be added later.

## EVENTS & STATIONS

### ★ Friday Evening Awards Gala & Keynote

- \$7,500 Prime Sponsor *( Only 1 Available )*  
*Remarks at event by company representative*
- \$2,500 Contributing Sponsor *( Only Spots 2 Left )*

#### • Coffee Stations in Exhibit Hall

- \$3,000 Exclusive Sponsor *( All 2 Days )*
- \$1,000 Contributing Sponsor *( All 2 Days )*
- \$500 Single Break

#### • Massage Station **Sold!**

- ~~\$1,000 Exclusive Sponsor *( All 2 Days )*~~
- ~~\$500 Contributing Sponsor *( Limited to 2 )*~~

#### • Charging Stations

- \$1,000 Exclusive Sponsor *( All 2 Days )*
- \$500 Contributing Sponsor *( Limited to 2 )*

#### • Step-n-Repeat / Selfie Station **Sold!**

- ~~\$1,000 Exclusive Sponsor *( All 2 Days )*~~
- ~~\$500 Contributing Sponsor *( Limited to 2 )*~~

## PROMOTIONAL ITEMS

#### • Tote Bags **Sold!**

- ~~\$2,500 Exclusive Sponsor~~

#### • Attendee Packet Inserts

- \$1,200 Contributing Sponsor *( Only Spots 7 Left )*

### ★ Friday Evening Social Drink Tickets

- \$2,500 Exclusive Sponsor

#### • Lanyards **Sold!**

- ~~\$1,200 Exclusive Sponsor~~

#### • Website Digital Ads

- \$1,300 4 Week Package
- \$375 1 Week Package

#### • Program Ads *( Due 7/15/18 )*

- \$750 Full Page Ad
- \$500 Half Page Ad
- \$250 Quarter Page Ad

### Receive priority booth selection

Receive priority booth selection when you add a sponsorship to your purchase of any exhibit space.

2p8

1p10

	Titanium \$10,000	Platinum \$7,500	Gold \$5,000	Silver \$2,500	Bronze \$1,000
Priority Booth Selection	✓	✓	✓	✓	✓
Starburst sign of sponsor level in booth	✓	✓	✓	✓	✓
Company logo on cover page of proceedings	✓	✓	✓	✓	✓
Logo on conference website	✓	✓	✓	✓	✓
Sign with your logo during Session / Event	✓	✓	✓	✓	✓
Logo in conference program	✓	✓	✓	✓	
Web link on the website through their logo on the sponsor page.	✓	✓	✓		
Additional exhibit personnel at no charge	4	2	1		
Conference Program Advertising Discount	Complementary Full Page Ad	50% OFF	25% OFF		
Logo on conference marketing emails	✓	✓			
Display Ad on Exhibit Hall Main Screen	✓	✓			
VIP Seating at Friday Evening Social Event	✓				
Remarks at sponsored event by company representative	✓				



1. CONTACT INFORMATION

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

\*Contact Name \_\_\_\_\_

Position \_\_\_\_\_

\*Mailing Address \_\_\_\_\_

\*City \_\_\_\_\_ \*State \_\_\_\_\_ \*Zip \_\_\_\_\_

\*Phone \_\_\_\_\_ Website \_\_\_\_\_

\*Contact Email \_\_\_\_\_

\*Send pre-convention information requests to (Email)

\_\_\_\_\_

\*Product Description \_\_\_\_\_

\*Booth Sign to Read \_\_\_\_\_

Our company would like to have it's own give-a-way:  Yes  No

**Name Badges** (2 per booth). Contact the WSVMA to purchase additional name tags.

*ALL CONTACT INFORMATION REQUIRED*

① Attendee Name \_\_\_\_\_

Attendee Cell \_\_\_\_\_

Attendee Email \_\_\_\_\_

② Attendee Name \_\_\_\_\_

Attendee Cell \_\_\_\_\_

Attendee Email \_\_\_\_\_

2. BOOTH RESERVATION

**Booth Space: WSVMA Member**

**Standard Rates**      \$      **2 Booths**

Standard Booth ~~Sold Out!~~

Premium Booth    \$1,295   

Corner Booth      \$1,495   

**2 Booth Discount**

**\$75 OFF** purchase of additional booth

**Additional Booth Attendees**

\$150 x \_\_\_\_\_ Additional Attendees

**Booth Space: Non-Member**

**Standard Rates**      \$      **2 Booths**

Standard Booth ~~Sold Out!~~

Premium Booth    \$1,445   

Corner Booth      \$1,595   

**2 Booth Discount**

**\$75 OFF** purchase of additional booth

**Additional Booth Attendees**

\$150 x \_\_\_\_\_ Additional Attendees

**Please reserve Booth # \_\_\_\_\_** at the 2019 Pacific Northwest Veterinary Conference. If this booth is not available, **our alternate choices are:** 2nd \_\_\_\_\_, 3rd \_\_\_\_\_, 4th \_\_\_\_\_.

Our preference is to be located near the following companies:

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

Please do **NOT** assign my booth near the following companies:

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

**Do you intend to sell from your booth or display area?**

Yes  No

Note: If you intend to sell your product, the Washington State Dept. of Revenue requires your WA State UBI number. (The WSVMA retains the right to approve all retail activity.)

**UBI #**

\_\_\_\_\_-\_\_\_\_\_-\_\_\_\_\_



### 3. SELECT A SPONSORSHIP OPTION

#### Keynote & Speaker Sponsorship

**Select a Sponsorship Level:**

- \$5,000 Keynote Speaker
- \$2,500 Full Day - Exclusive Speaker Session
- \$1,500 Full Day - Contributing co-sponsor
- \$1,000 Half Day - Exclusive Speaker Session
- \$500 Half Day - Contributing co-sponsor

**Select a Speaker or Track:**

- Dr. Mike Pownall / Keynote Level*
- Dr. Chris Thomson / Full Day Level*
- Frank King / Keynote Level*
- Small Animal*
- Large Animal*
- Equine*
- Practice Management*

#### Event & Station Sponsorship

**Friday Evening Awards Gala & Keynote**

- \$7,500 Prime Sponsor
- \$2,500 Contributing Sponsor

**Massage Station *Sold!***

- \$1,000 Exclusive Sponsor
- \$500 Contributing Sponsor

**Charging Stations**

- \$1,000 Exclusive Sponsor
- \$500 Contributing Sponsor

**Coffee Stations**

- \$3,000 Exclusive Sponsor
- \$1,000 Contributing Sponsor
- \$500 Single Break

**Step-n-Repeat / Selfie Station *Sold!***

- \$1,000 Exclusive Sponsor
- \$500 Contributing Sponsor

#### Promotional Items

**Tote Bags *Sold!***

- \$2,500 Exclusive Sponsor

**Attendee Packet Inserts**

- \$1,200 Contributing Sponsor

**Friday Evening Social Drink Tickets**

- \$2,500 Exclusive Sponsor

**Lanyards *Sold!***

- \$1,200 Exclusive Sponsor

**Website Digital Ads**

- \$1,300 4 Week Package
- \$375 1 Week Package

**Program Ads**

- \$750 Full Page
- \$500 Half Page
- \$250 Quarter Page

### 4. PURCHASE CALCULATION

Booth Space	\$ _____
Additional Attendees	\$ _____
Sponsorship	\$ _____
<b>Total</b>	<b>\$ _____</b>

### 5. PAYMENT INFORMATION

**Note:** Payment must be received by WSVMA to hold your booth space reservation. By purchasing booth space you agree to the Exhibitor Rules and Regulations (see pg 7).

- Check    Visa    MasterCard    American Express

**Total Amount Enclosed \$** \_\_\_\_\_

Name on Card \_\_\_\_\_

Card number \_\_\_\_\_ Exp. \_\_\_\_\_

Billing Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Signature \_\_\_\_\_

### 6. SUBMIT RESERVATION

Please send **BOTH PAGES** of your completed Reservation Form to:

Email: [info@wsvma.org](mailto:info@wsvma.org) - or - Fax: **(425) 396-3192**



**/ 2018 EXHIBITORS /**

Abaxis, Inc.	Computer & Printer Repair	Kindred Bio	Simmons Northwest
Aesculight	Corstone Contractors, LLC	Kusler's + Clark's Compounding Pharmacy	Sound-ANTECH
AKC Reunite	Dechra Veterinary Products	Lakefield Veterinary Group	Standard Process NW
Aldrich + Associates, Inc.	Diamondback Drugs	Les Wilkins + Associates	Summit Veterinary Referral Center
All Things HR, LLC	Doctor Multimedia	Medical Professional Financial Group	Supera Anesthesia Innovations
Animal Medical Center of Seattle	Dog Watch Hidden Fence	Merck	Total Practice Solutions Group
Animal Surgical Clinic of Seattle	EcoLife Expeditions	MWI Animal Health	Trupanion
Aratana Therapeutics	E.I. Medical Imaging	Nova Biomedical	Universal Imaging, Inc.
Architectural Werks, Inc.	Elanco Animal Health	Nutramax Laboratories Veterinary Services, Inc.	Urban Animal
Arista Point	Fortune Management	NW Remedies Compounding Pharmacy	Vet Scene
atdove.org	Fujifilm Sonosite	Omni Veterinary Practice Group	Vetericyn Animal Wellness
Avid Identification Systems, Inc.	Gateway Pet Memorial	Patterson Veterinary Supply	Veterinary Books by Success Concepts
Banfield Pet Hospital	GenPrime, Inc.	PawOpedic	Vetoquinol
Bank of America Practice Solutions	Henry Schein Animal Health	People, Pets & Vets	VetriScience Laboratories
Bayer	Heritage Bank	Petriage	Vets First Choice
Blue Buffalo NVD Diets	Heska	Petwell Partners	Vetz Petz
BluePearl Veterinary Partners	Hill's Pet Nutrition, Inc.	Phoenix Lab	Vinx
Boehringer-Ingelheim Animal Health	HomeStreet Bank	Purchasing Services, Inc.	Washington State Association of Veterinary Technicians
Care Credit	HR Kinections	Royal Canin USA	Washington State Veterinary Medical Association
Center for One Health Research	IDEXX	RX Vitamin, Inc.	Wells Fargo Practice Finance
CEVA Animal Health	Intalere	Sedecal USA, Inc.	Wiley
Christian Veterinary Mission	Invisible Fence Brand	Shepherd Software, Inc.	WSDA Animal Services
Clarius Mobile Health	Jarvis Products Corp.		Zoetis
Columbia Bank	Jorgensen Laboratories		
	Jurox Animal Health		
	K-Laser		

**/ 2018 SPONSORS /**

<b>Platinum Level:</b>	<b>Silver Level:</b>
CareCredit	Aldrich + Associates, Inc.
Jarvis	AVMA
Shepherd	AVMA-PLIT
Trupanion	Diamond V
	Fujifilm Sonosite
	Jorgensen Laboratories
	Lakefield Veterinary Group
	RX Vitamin, Inc.
	Summit Veterinary Referral Center
	Wells Fargo
<b>Gold Level:</b>	<b>Bronze Level:</b>
Boehringer-Ingelheim Animal Health	All Things HR, LLC
Dechra Veterinary Products	BluePearl Veterinary Partners
Intrauma	Pilchuck Veterinary Hospital
People, Pets & Vets	ShotIQ
Phoenix Lab	Simmons Northwest
Northwest Dairy Association	
WSU College of Veterinary Medicine	
Zoetis	

**BOOTH SPACE**

Vendor subscribes for booth space at the 2019 Pacific Northwest Veterinary Conference at the Greater Tacoma Convention, Tacoma, WA on September 27-28, 2019. Convention Center Services has been selected as the official decorator for this event. Additional requirements are to be ordered directly from the decorator. The 2019 Pacific Northwest Veterinary Conference reserves the right to reject any applicant or vendor and will refund the amount paid for that space. The 2019 Pacific Northwest Veterinary Conference reserves the right to assign, designate, or change your booth location.

**PAYMENT**

Payment for vendor's booth space shall accompany the Exhibit Booth Reservation form and must be received by the WSVMA to hold your booth space reservation.

**HOURS OF OPERATION**

Hours of show on Friday, September 27, 2019 are 9:50 am to 6:00 pm and Saturday, September 28, 2019 from 7:30 am to 3:40 pm. Set up of exhibits begins at 7:00 am on Friday and Vendor shall have their exhibit completely assembled and ready to be viewed by guests no later than 9:50 am Friday, September 27. Vendors shall staff their booth during all hours of the 2019 Pacific Northwest Veterinary Conference. Vendors shall not begin disassembling their exhibit until 3:45 pm on Saturday, September 28, 2019. There is an afternoon coffee break on Saturday, and attendees will be told that this is their last chance to complete their contacts with the exhibitors.

**INTERFERENCE PROHIBITED**

Excessive noise, bothersome lighting or other use by vendor which interferes with the exhibition space used by other vendors is prohibited, as is the creation or maintenance by vendor of any dangerous or hazardous condition or situation. The aisles belong to the show. Neither vendor nor advertising material shall protrude into the aisles. Booth shall not exceed 8 feet in height without show coordinator's approval.

**SERVICES NOT PROVIDED**

The 2019 Pacific Northwest Veterinary Conference does not provide equipment, decoration, labor, carpenters, storage for exhibit materials, special lighting, gas, water supply or other related services. All arrangements for these items must be made by the vendor, and vendor shall defend, indemnify and hold harmless the 2019 Pacific Northwest Veterinary Conference for any and all claims, losses, damages, injuries or other charges which may occur from such arrangements made by vendor.

**SECURITY SERVICES**

Admittance to the exhibit area will be by official identification badge only. The Greater Tacoma Convention Center will be locked when we are not in the building, however the Pacific Northwest Veterinary Conference assumes no liability for exhibits, their contents or personnel.

**INSURANCE NOT PROVIDED**

Vendor acknowledges 2019 Pacific Northwest Veterinary Conference provides no insurance covering vendor's property. It is vendor's sole responsibility to obtain interruption, property damage, personal injury, vandalism, theft and any other insurance it may need to cover any losses it may suffer at the 2019 Pacific Northwest Veterinary Conference.

**INDEMNIFICATION**

Vendor shall defend, indemnify and hold harmless the WSVMA and the 2019 Pacific Northwest Veterinary Conference and their designated agents, employees and/or contractors, from and against any and all claims, losses, damages, injuries, penalties, governmental charges or fines in any amount arising out of or caused by vendor's use of the premises, the conduct of vendor's business or from any activity or work done, permitted or suffered by vendor in or around the premises, including but not limited to, the installation, operation, maintenance or removal of exhibits.

**ASSIGNMENT PROHIBITED**

Vendor shall not assign any portion of its booth space to any individual, partnership, corporation, company, firm or entity, without the prior written consent of the 2019 Pacific Northwest Veterinary Conference.

**CANCELLATION POLICY**

If Vendor is not able to attend the 2019 Pacific Northwest Veterinary Conference, Vendor may be entitled to a refund on the following schedule.

- \* **60 day**—If written cancellation is received by July 31, 2019, and if booth space is resold, Vendor is entitled to an 80% refund.
- \* **30 day**—If written cancellation is received by August 31, 2019, and if booth space is resold, Vendor is entitled to a 50% refund.
- \* **Less than 30 days**—If Vendor cancels after August 31, 2019, Vendor will not receive a refund.



## Our Mission

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*Advancing the cause of veterinary medicine  
to better the lives of those touched by it.*