



American Pediatric Surgical Nurses Association, Inc.

2020 CORPORATE SUPPORT

Prospectus subject to change. Last revised 8.20.19.

29th Annual
APSNA Scientific Conference
*Hyatt Regency Grand Cypress
Orlando, FL*

May 11-14, 2020

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BECOME A SPONSOR

Supporting the American Pediatric Surgical Nurses Association, Inc. (APSNA) is an excellent opportunity to enhance your visibility with leaders specializing in pediatric surgical nursing, while gaining a more powerful presence and profile.

APSNA is now offering strategic sponsorship opportunities at various levels to meet the different needs and budgets of our sponsors in industry. This new program is not a conference sponsorship but a new and exciting year-round opportunity with our organization.

MISSION

We are the voice that shapes pediatric surgical nursing through advocacy, collaboration, mentorship and leadership. Based on a foundation of research, education and innovation, we will transform care delivery for pediatric surgical patients.

VISION

APSNA will be the leading authority for the nursing care of pediatric surgical patients.

CORE VALUES

- Diversity and Inclusion** - Act according to a strong code of ethics demonstrating acceptance, cooperation, flexibility, compromise and mutual respect.
- Excellence** - Establish and sustain professional competencies that promote pediatric surgical nursing to key stakeholders.
- Integrity** - Model and uphold transparency, accountability and honesty through actions, communication, and caring behaviors.
- Innovation** - Encourage inquiry and creativity to promote proactive, interactive, professional deliberations.
- Scientific Inquiry** - Commit to lifelong learning by actively contributing to an evolving body of scientific surgical nursing knowledge through research, publication, and dissemination.
- Volunteerism** - Provide members the ability to freely interact, discuss trends, and share knowledge.

APSNA MEMBERS AT A GLANCE





LETTER FROM THE DIRECTOR OF DEVELOPMENT

It is an honor to be given the privilege to invite you to exhibit at the American Pediatric Surgical Nurses Association, Inc.'s 29th Annual Scientific Conference in Orlando, Florida. In addition to our previous conference opportunities, APSNA is so excited to introduce a new year-round sponsorship opportunity! This year not only will your company visibly reach the front line of pediatric surgical nurses and clinicians at conference, you will also have the opportunity to reach the entire membership throughout the year! We hope you take this opportunity to join us and your industry colleagues in ensuring the most safe, effective, innovative equipment and products for our children in this evolving healthcare industry!

Thank you for your unending support.

A handwritten signature in black ink.

Hillary C. Lorencio, MSN, RN, CPNP, CCRN



LETTER FROM THE PRESIDENT

On behalf of the American Pediatric Surgical Nurses Association Inc., I am pleased to extend an invitation to all exhibitors and sponsors to join us for the 29th Annual Scientific Conference on May 11-14th, 2020 at the Hyatt Regency Grand Cypress in Orlando, Florida.

APSNA is committed to our mission and vision to be the voice that shapes pediatric surgical nursing through advocacy, collaboration, mentorship and leadership. Based on a foundation of research, education and innovation, and as the leading authority for nursing care of pediatric surgical patients, APSNA will transform care delivery for these patients.

As administrators, clinicians, educators and researchers our members are national leaders and clinical experts in the field of pediatric surgery. APSNA's Annual Scientific Conference is an outstanding opportunity for you to meet with our members and share first hand your new and innovative technologies, products and services that will support our members in meeting the needs of their patients.

We look forward to having the opportunity to meet with you and learn more about your products at our upcoming conference in Orlando.

We sincerely appreciate your partnership with APSNA.

Thank you for your support.

A handwritten signature in black ink.

Kimberly Cogley
APSNA President 2019-2021

WHO IS APSNA?

The American Pediatric Surgical Nurses Association, Inc. (APSNA) is a non-profit 501c3 founded in 1992. Our membership of 600 consists of Registered Nurses, Nurse Practitioners, Clinical Nurse Specialists, Physician Assistants and other Allied Health Professionals. Our members hold positions at the bedside, in the operating room, inpatient and outpatient settings, and administration. Our members specialize in trauma, oncology, colorectal management, burn care and fetal treatment. We are the only nursing organization devoted exclusively to the care of the pediatric surgical patient and deliver this care in the context of pre-operative, perioperative and post-operative settings. We care for children in urban and rural communities. The pediatric surgical patients we care for range in age from newborns to teens, and in some cases young adults. Our members work in, or are affiliated with Pediatric Surgical practices and are valued members of the surgical team, working closely with Pediatric Surgeons. As such, collectively, we are involved in all aspects of the surgical care of patients in institutions throughout the United States and in some cases internationally. We collaborate with other surgical specialty disciplines including Urology, Plastics, Neurosurgery, Otolaryngology, Fetal Surgery, and Cardiothoracic Surgery in order to coordinate interdisciplinary team care.

WHY DOES APSNA MATTER TO YOUR COMPANY?

As experts and leaders in the pediatric surgical care we set standards, review new products, and make decisions regarding product and device selection within our institutions. Our members are wound and ostomy professionals, adolescent bariatric specialists, experts in airway management, go-to-clinicians in the use of gastrostomy devices, tubes, lines and drains of all types. Approximately 82 different healthcare organizations are represented at the annual conference. Each year our annual conference immediately precedes APSA's conference, and along with our surgical colleagues, we share educational offerings by clinical collaboration. APSNA's Annual Conference is an opportunity to showcase your products, share product updates, meet our members and get real time feedback from end users. Your sponsorship at our meeting will increase your exposure and bring new relationships and future business. The APSNA community is networked and our members share their expertise freely, particularly within our Special Interest Groups. Nurses come to our meeting to learn about what is new in the field and your products will gain exposure to a diverse national audience.

OUR SCIENTIFIC CONFERENCE

Each year, over 45 speakers cover a wide variety of educational topics including caring for pediatric surgical patients in the perioperative, postoperative, inpatient, and outpatient setting. Our highly-rated sessions include a Pre-Opening Symposium as well as concurrent roundtable sessions.

The APSNA Annual Scientific Conference offers continuing education credits via the National Association of Pediatric Nurse Practitioners and the American Academy of Physician Assistants. We are typically approved to offer around 20 continuing education contact hours and 20 Category 1 CME credits. Our expected attendance is approximately 180.



BENEFITS	PLATINUM (\$25,000)	DIAMOND (\$20,000)	GOLD (\$10,000)	SILVER (\$5,000)	BRONZE (\$2,500)
ANNUAL CONFERENCE BENEFITS					
Exhibit Included	✓	✓	✓		
Sponsorship	Product Theater	Room Key Cards	Fun Activity		
Complimentary Exhibitor Badges	3	3	2		
Your company's URL/Logo on APSNA's Webpage (Following Conference)	1 Year	6 Months	1 Month	1 Month	1 Month
Supporter recognition of your company from our social media sites.	✓	✓	✓	✓	✓
Passport to Prizes Inclusion	✓	✓	✓		
Nonprofit (Educational Organization) Sponsor	✓	✓			
CORPORATE (YEAR-ROUND) SPONSOR BENEFITS					
Email Blast to APSNA membership (12 months)	2	1		1	1
Email Blast to Conference Attendees (12 months)	2	1	2		
APSNA membership mailing list must be used six weeks prior to or after the conference. All mailing pieces must be approved by APSNA.	1	1			
Advertisement in APSNA's NYCU	6 Issues	4 Issues		2 Issues	1 Issue
APSNA's Homepage Rolling Banner Advertisement	3 Months	2 Months	1 Month		
JPSN Subscription	4 Issues (12 months)	3 Issues (12 Months)	2 Issues (12 months)	1 Issue (12 Months)	1 Issue (12 Months)

PLATINUM SPONSORSHIP PRODUCT THEATER

Two, 15-minute, focused demonstrations or informational sessions that provide an opportunity for registrants to gain information on specific products and/or therapeutic areas provided by company-designated presenters in the exhibit hall during exhibit hours. Product theaters cannot be accredited for contact hours. Company must choose one, 15-minute time slot during Exhibit Hours on Monday May 11 (during Welcome Reception) and one, 15-minute time slot on Tuesday May 12. Company is permitted to order beverages and/or light refreshments and will be responsible for the additional cost. Cost includes seating arrangement for 60 people. Product theater will be roped off to provide dedicated audience participation.

DIAMOND SPONSORSHIP ROOM KEY CARD

Be the brand every attendee sees first thing in the morning, last thing at night and each time they enter their hotel room. Hotel Key Card sponsor has their business featured with logo and web address, alongside the event and the hotel ensuring unique brand awareness. Be the company that is in everyone's wallet!

GOLD SPONSORSHIP FUN ACTIVITY FUNDRAISER

The research walk supports APSNAs mission and vision of education and research. As a supporter your logo will be imprinted on the 2020 research walk t-shirt, providing high visibility to your company throughout the conference and beyond.

BRAND RECOGNITION



Conference Bags
\$3,000



Lanyards
\$3,000



Conference Bag Insert
\$800



Hotel Room Drop
\$3,000



Beverage Break Sponsor
\$3,000

ADVERTISING OPPORTUNITIES



Membership Email Blast
\$1,000



Advertisement on APSNA
Webpage \$1,000 (1 Month)



APSNA Homepage Banner
\$1,000 (1 Month)



Conference Attendee
Email Blast \$500



Membership Mailing List Rental
\$750



Advertise in NYCU
\$500 (1 Month)

NETWORKING AND BUSINESS DEVELOPMENT



Continental Breakfast
\$5,000



Exhibitor Table
\$1,600



NEW Exhibitor Table
(10% Discount) \$1,440



Additional Exhibitor Badges
\$100



Sponsor A Nonprofit Family
Education Organization** \$1000

NETWORKING AND BUSINESS DEVELOPMENT INFORMATION ❄

First Time Exhibitor Table (10% Discount)

- One 6' x 30" covered table and two chairs (Exhibits will be tabletop only).
- Identification sign showing exhibitor's name (one per booth).
- Two (2) complimentary exhibitor badges.
- Meal functions and reception within the Exhibit Hall for registered exhibitors (must have exhibitor badge).
- Your company's product/service description and contact information provided to conference attendees.
- Recognition on the scrolling slides.
- Recognition on the APSNA Website
- Electronic list of conference attendee names and organizational affiliation.

Sponsor A Nonprofit Family Education Organization**

A Nonprofit Family Education Organization is defined as an organization whose mission is to provide education and resources to families of patients with Pediatric Surgery diagnoses. They must be a charitable organization with a 501(c)3 status and must have an entire volunteer board of less than 12 members. The organization of choice must be approved by APSNA. APSNA has the right to decline the Nonprofit Family Education Organization requested by the sponsor.

EXHIBIT HOURS

Exhibitors must be present during exhibit hours. *Subject to change.*

MONDAY, MAY 11

12:00 – 5:00 p.m.
Vendor Set Up

6:00 – 8:00 p.m.
During Welcome Reception

TUESDAY, MAY 12

7:00 – 7:45 a.m.

8:45 – 9:15 a.m.

10:15 – 10:30 a.m.

2:30 – 3:30 p.m.

WEDNESDAY, MAY 13

6:30 – 7:00 a.m.

9:00 – 9:15 a.m.

10:15 – 10:45 a.m.

1:30 – 2:00 p.m.

2:00 – 4:00 p.m.
Exhibitor Dismantling

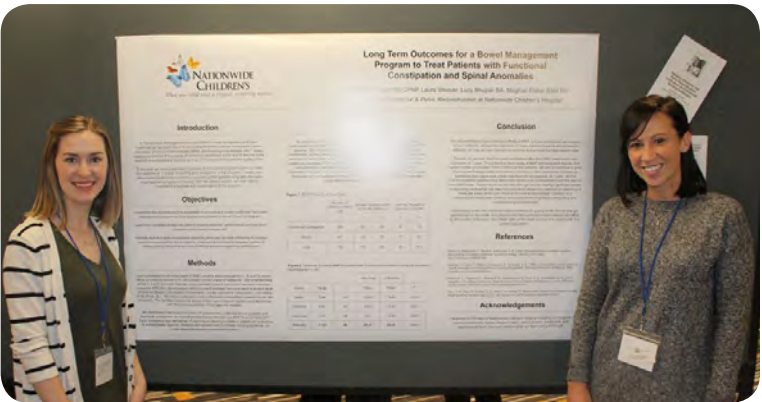


EXHIBIT OPTION

Reserve your exhibit space by completing this form.

- ☐ We understand that space will be rented at the following rate: \$1,600
- ☐ First Time Exhibitor Table (10% Discount) = \$1,400
- ☐ Literature Display Table = \$900

SPONSORSHIP DESIRED

Please refer to the sponsorship opportunities in this prospectus.

- ☐ Platinum = \$25,000
- ☐ Diamond Level = \$20,000
- ☐ Gold Level = \$10,000
- ☐ Silver Level = \$5,000
- ☐ Bronze Level = \$2,500

NETWORKING AND BUSINESS
DEVELOPMENT

- ☐ Continental Breakfast = \$5,000
- ☐ Nonprofit Sponsor = \$5,000
- ☐ Additional Exhibitor Badge = \$100; Quantity Desired _____

TOTAL DUE: \$ _____

PAYMENT

Please e-mail, fax or mail application to:

5353 Wayzata Blvd., Suite 350, Minneapolis, MN 55416
Phone 1-855-984-1609, Fax 952-252-8096

Attention: Shelly Losinski, slosinski@intrinsec.com

Full prepayment of the contracted space cost must be forwarded with the application for exhibit space. Payment can be made by credit card or check. Checks, in U.S. dollars only, should be made payable to the American Pediatric Surgical Nurses Association, Inc. and mailed with completed application. APSNA Privacy policy and Membership mailing policy is available on-line at: www.apsna.org

Print Name (as it appears on card) _____

Credit Card Number _____ Exp. Date _____ CVV Security Code _____

Signature _____ Date _____

- Select Payment Method: ☐ Check enclosed, payable to American Pediatric Surgical Nurses Association, Inc.
☐ VISA ☐ MasterCard ☐ American Express ☐ Discover

BRAND RECOGNITION

- ☐ Conference Bags = \$3,000
- ☐ Lanyards = \$3,000
- ☐ Hotel Room Drop = \$3,000
- ☐ Beverage Break = \$3,000
- ☐ Conference Bag Insert = \$800

ADVERTISEMENT OPPORTUNITIES

- ☐ Purchase an Email Blast to APSNA Membership = \$1,000
- ☐ Purchase an Email Blast to Conference Attendees = \$500
- ☐ Advertisement on APSNA Webpage = \$1,000
- ☐ Membership Mailing List Rental = \$750
- ☐ Advertise in APSNA's NYCU = \$500
- ☐ APSNA Homepage Banner = \$1,000

1. APPLICATION AND ELIGIBILITY. Application for exhibitor space at the annual APSNA scientific conference (“the Conference”) must be made on the printed form provided by the American Pediatric Surgical Nurses Association, Inc. (“the Association” or “APSNA”), must contain the information as requested therein, and must be executed by an individual who has authority to act for the applicant.

2. EXHIBIT SPACE PRICE AND DESCRIPTION. The price for each 6’ x 30’ covered table is \$1,600 before [March 31, 2020].

3. PAYMENT DATES. No booth space, tables, and/or any other related article or service may be guaranteed until the Association receives full payment of the total fee, in addition to the signed contract. If the full payment is not received by March 31, 2020, the Association will have the right to resell the assigned booth space. The exhibitor understands and agrees that all amounts paid hereunder will be applied first to any outstanding obligations due to the Association by the exhibitor, and then to the amounts due in accordance with these terms and conditions. The exhibitor also agrees that any resulting arrearages must be paid within the time limits specified herein and that the Association has the right to cancel this agreement if the exhibitor is or becomes in arrears with respect to any outstanding obligation due to the Association.

4. CANCELLATION OF EXHIBIT SPACE. After the Association has issued approval for an exhibitor’s booth space, the exhibitor must notify APSNA of cancellation in writing. APSNA will issue a refund of 80% of the total fee for cancellations received by close of business on [April 24, 2020]. No refunds will be issued for cancellations received on or after [April 24, 2020]. If for any cause beyond the control of the Association, the Association is prevented from complying with the terms of this contract and becomes unable to deliver the space allotted hereunder, this contract shall be considered terminated. Such causes include, but are not limited to, the destruction or unavailability of the Conference facility caused by an act of God, a public enemy, a fire, the authority of the law, or other force majeure. In such a scenario, any payments made by the exhibitor hereunder shall be refunded to the exhibitor, less the expenses that are incurred by the Association up to the date of the termination and are allocable to the exhibitor after proration thereof among all exhibitors.

5. ASSIGNMENT OF BOOTH SPACE. Space will be assigned through a variety of factors including, without limitation: on a first-come, first-served basis; an exhibitor’s history; the availability of the requested area; the amount of space requested; any special needs expressly requested in writing; and the compatibility of the exhibitor’s products and/or services with the Association’s aims and purposes.

The Association reserves the right to, if necessary, assign booth space other than that chosen or requested by an exhibitor, to rearrange the floor plan, and/or to relocate any exhibit.

6. BOOTH, FURNISHINGS, EQUIPMENT, AND SERVICE. will furnish exhibitors with a uniformly styled table top 6’ x 30’; two (2) chairs, an identification sign, two (2) complimentary exhibitor badges, access to meal functions including the welcome reception (but excluding the Founders Award Ceremony and Business Meeting), recognition by logo in the conference booklet, recognition on the scrolling slides, recognition on the APSNA website, and Conference attendee names and organizational affiliation.

7. CONDUCT OF EXHIBITORS. The advertisement or display of goods or services other than those manufactured, distributed, and/or sold by the exhibitor in the regular course of business and identified in this contract is prohibited. An exhibitor may not assign, sublet, or apportion all or any part of the contracted booth space, nor may an exhibitor permit the display, promotion, sales, or marketing of nonexhibitor products or services. Interviews, demonstrations, and distribution of literature or samples must be made within the booth area assigned to the exhibitor. The canvassing or distribution of advertising matter by an exhibitor outside of the exhibitor’s own booth will not be permitted.

The Exhibitor will be entirely responsible for all aspects of the sale and delivery of any products or services provided by such Exhibitor, including the collection and submission of all applicable federal, state or local taxes with respect to sales during the Conference.

Quality of life or leisure products – including, without limitation, blenders, cosmetics, face creams, flagpoles, fragrances, jewelry, ladders, luggage, massage chairs, vacuum cleaners and similar products – are not eligible to exhibit.

Exhibitors may not serve or dispense food or beverages of any type from their booths or in the exhibit area, bring helium balloons into the Conference facility, nor display products or services or any other furnishings of their display outside of their assigned space. Products and furnishings should be arranged with the safety of exhibitors and attendees in mind. The character of the exhibits is subject to the approval of the Association. APSNA reserves the right (i) to refuse the applications of potential exhibitors at its sole and absolute discretion when the proposed exhibits do not meet the standards required or expected and (ii) to curtail all or parts of exhibits that are not in accord with the character required or expected.

Only products that have been approved by the FDA or other appropriate governmental agency, as applicable, shall be exhibited or advertised, unless approval is pending and a notice to that effect is prominently displayed with the product, or unless the product does not require such approvals.

Exhibitors, sponsors, and any other attendees to the Conference agree to interact respectfully and thoughtfully with each other during the Conference and at the Conference facility, including without limitations, in the exhibit hall and during educational sessions and social situations; to respect the rights of other exhibitors, sponsors, and attendees; and to conduct business without interference or improper interventions. This applies, among other exhibitor and exhibit characteristics, to displays, literature, advertising novelties, souvenirs, and conduct of persons at the exhibitor booth. Booths should be designed to draw attendees into the booths, not to encourage attendees to stand in the aisles.

The Exhibitor understands and agrees that APSNA may remove the Exhibitor and its representatives from the Conference and refuse admission to such Exhibitor and/or such representatives in future APSNA conferences to the extent the Exhibitor or its representatives engage in unethical conduct, disregard any rules stated herein or otherwise engages in behavior that is disruptive to or interferes with the atmosphere of the conference. The Exhibitor acknowledges and agrees that no refund shall be issued by APSNA in the event that an Exhibitor and/or its representatives are removed from the Conference in accordance with this paragraph.

8. INSTALLATION/DISMANTLING.

INSTALLATION. All exhibits must be set up by 4:30 pm EST on Monday, May 11, 2020, without exception. The assembly of exhibits during regularly scheduled exhibit hours will not be permitted. At 4 pm EST, an inspection will be made and exhibits that are clearly not being worked on and have no representative present will be removed.

DISMANTLING. The official closing time of the exhibits is 4:00 pm EST on Wednesday, May 13, 2020. Exhibitors must dismantle their exhibit prior to the official closing time. Any exhibitor that violates this regulation may be denied exhibit space at any future Association conferences.

9. ADDITIONAL EXHIBITOR SERVICES. All other services are available to exhibitors at normal charges through the official conference contractor (hereinafter “APSNA Program Planner”).

10. CONTRACTOR AND LABOR COORDINATION. If an exhibitor chooses to hire an outside contractor personnel must confine their activities to the exhibitor’s booth in which they are working and they will not be permitted to solicit on the floor or else wherein the Conference facility.

11. HOSPITALITY AND ENTERTAINMENT. The Association must approve events sponsored by the exhibitors, whether on site or off site. Events are defined as, but not limited to entertaining in a hospitality suite, focus groups, receptions, networking events or educational sessions hosted by exhibitors. No entertainment or events may be scheduled to conflict with the Association’s program hours, activity hours, or exhibit hours. These events must be pre-approved by APSNA in advance, no later than 45 days prior to the start of the Conference. Violation of these terms may result in eviction from the Conference without refund.

The Association has blocked rooms at the hotel that will be available on a first-come, first-served basis for these events. Reservations should be made directly with the hotel.

12. EXHIBIT STAFF REGISTRATION. The registration of two (2) representatives (inclusive of spouses) per paid booth will be complimentary.

Each exhibitor who registers in advance will have a printed exhibitor badge available upon registration. This badge will grant registered exhibitors’ admission to the exhibit area and to meal functions only (with the exception of the Founders Award Ceremony and Business Meeting). Exhibitors must wear their badges for entry into the exhibit area and at all times within the exhibit area—including during setup times, exhibit hours, and dismantling. Exhibitor staff, temporary help, and setup personnel must wear exhibitor badges or other applicable badges designated by the Association or the APSNA Program Planner within the exhibit area. Exhibitor badges are not transferable.

Additional “exhibit hall only” badges cost \$100 per person (subject to change).

13. GENERAL CONFERENCE REGISTRATION. Any exhibitor who desires to attend the program sessions or any optional activities must register through the regular channels. Advance registration forms will be mailed to exhibitors as soon as they are available.

TERMS AND CONDITIONS

EXHIBITOR / SPONSOR

14. SPECIAL VISUAL AND SOUND EFFECTS. Audiovisual, sound, and other attention getting devices and effects will be permitted only in those locations and at such an intensity level as decided by the Association in its sole discretion, which ensures that such devices do not interfere with the activities of neighboring exhibitors. The operation of equipment being demonstrated by an exhibitor may also not create noise levels that interfere with the activities of neighboring exhibitors.

15. UNACCEPTABLE EXHIBITS. The exhibitor agrees not to use any displays that the Association determines, in its sole and absolute discretion, will unreasonably endanger the person or property of the attendees or exhibitors, are in bad taste, are likely to discredit or subject the Association to criticism or legal liability, are inconsistent with the stated purposes of the Association and/or with the interests and welfare of its members, are inimical to the property rights of the Association, or violate the booth regulations and/or any other provision of this contract.

In the event that the Association determines at any time that any exhibit may or does violate this contract and the exhibitor is unable or unwilling to cure or correct such violation, the Association may terminate this agreement immediately and either forbid erection of the exhibit or remove or cause the exhibit to be removed at the exhibitor's expense. The exhibitor hereby waives any claim for a refund related to the exhibit booth or any other damages arising out of such termination and exhibit removal. Any exhibitor that is uncertain as to whether an exhibit is in compliance with all applicable regulations and requirements should contact the Association.

16. INSURING EXHIBITS. Exhibitors are encouraged to insure their exhibits, merchandise, display materials, and all other related materials against theft, fire, and other risks at their own expense. The Association suggests that exhibitors contact their insurance brokers and obtain all risk insurance covering exhibit property while absent from home premises for exhibit purposes, or a rider to the exhibitor's existing policy covering the same.

17. LIABILITY FOR DAMAGES OR LOSS OF PROPERTY. The exhibitor shall protect, indemnify, and hold harmless the Association, the Conference facility, and the APSNA Program Planner from any and all liability, loss, injury, damage, or expense sustained by any persons or property that derive from or occur in or about the Conference premises (including its entrances or exits), including where such damage is caused by or results from the negligence of the Association. The Conference facility shall not be responsible or liable for any injury, loss, or damage to any property or person related to an exhibitor or otherwise located in the Conference facility's premises.

The Association expressly disclaims liability for all damages to exhibitor property. Neither the Association, nor the Conference facility, nor the APSNA Program Planner will be responsible for losses or damage to any property in storage, in transit to or from the exhibit building, or in the exhibit building or for any loss of income that may result from any reduced sales due to such losses or damages. All property of the exhibitor will be deemed to remain under the exhibitor's custody and control while in storage, in transit to or from the Conference facility, or within the confines of the exhibit hall, even though it may at times be under the temporary control or direction of the Association or the APSNA Program Planner.

18. SHIPPING INSTRUCTIONS. Information on shipping methods will be sent to each exhibitor by the APSNA Program Planner. The exhibitor will ship, at its own risk and expense, all articles to be exhibited. All shipments must be prepaid. The address on all

crated shipments shall include the exhibitor's name and booth number(s).

Exhibit material cannot be received at the Conference facility prior to the designated setup dates. Such freight will be directed to and stored at the Association's designated freight handling and storage firm at the exhibitor's expense.

The exhibitor expressly agrees that any exhibit material remaining in the exhibit hall or any damaged exhibits left behind after the contracted move-out time has passed may be removed and disposed of at the expense of the exhibitor and without liability to the Association, the Conference facility, or the APSNA Program Planner.

19. FAILURE TO OCCUPY SPACE. The exhibitor shall forfeit any of its designated space in the exhibit hall that is not occupied by 4:30 pm EST on Monday, May 11, 2020. Such space may be resold, reassigned, or used by the Association without refund, unless the Association has given prior written approval to an exhibitor's request for delayed occupancy.

20. FIRE REGULATIONS. No exhibitor shall use any flammable decorations or coverings and all fabrics or other materials used shall be flameproof.

21. ADVERTISING MATERIAL. The use or distribution of any souvenirs during the Conference shall be subject to prior written approval by the Association. Such material shall be submitted to the Association for approval 60 days prior to the Conference. Except as otherwise provided, the Association will not endorse, support, or be liable for the claims made by the exhibitors as to the qualities or merits of their products or services, and no advertisement or mention will indicate, claim, or suggest such endorsement or support. All handouts must be distributed within each exhibitor's booth.

22. CONFERENCE PROGRAM. The Conference program/exhibits guide will be available to each exhibiting company and registered member.

23. EXHIBIT SPACE FLOOR PLAN. Every effort will be made to maintain the general configuration of the floor plan for this Conference. However, the Association reserves the right to, in its sole discretion, modify the floor plan when necessary.

24. USE OF EXHIBITOR MARKS. The exhibitor hereby grants to the Association a nonexclusive, nontransferable, nonsublicensable, worldwide limited license to use the exhibitor's trademarks, service marks, logos and company name(s) (the "Marks") in connection with the Association's advertising, publicity or other marketing materials (including on the Association's website) relating to the Conference to which this contract relates and the Association's identifying of prior exhibitors at conferences organized by the Association. The exhibitor represents and warrants that it has the unlimited right to unilaterally grant the license set forth in this paragraph and agrees that the grant in this paragraph is not subject to the payment of any fees by any person or entity. The exhibitor expressly reserves all rights relating to the Marks not expressly granted to the Association.

25. MISCELLANEOUS. The exhibitor expressly agrees to be bound by all the terms, conditions, and specifications herein listed and by the rules and regulations established by the Association from time to time, including those thereafter modified. The exhibitor also expressly agrees that this contract and such rules and regulations contain the entire agreement between the parties hereto and supersede any prior agreement.

26. EXHIBITORS MUST BE PRESENT at tables during all stated exhibitor hours.

AUTHORIZATION

By signing below, exhibitor and/or sponsor represents that exhibitor and/or sponsor has read and understands this Contract, including the Cancellation and Refunds Policy, as well as the Terms and Conditions and Rules and Regulations found in the APSNA Exhibitor Prospectus.

Exhibitor: _____

By: _____

Name: _____

Title: _____