



LOUISIANA PHARMACISTS ASSOCIATION
**ANNUAL CONVENTION &
TRADE SHOW**

July 18-20, 2019

L'Auberge Casino Resort | Lake Charles, LA

EXHIBITOR PROSPECTUS



There's
No Place
like **LPA**



It's time to make plans to participate in the 2019 LPA Annual Convention and Trade Show in Lake Charles, LA July 18-20, 2019

The Louisiana Pharmacists Association (LPA) invites you to participate as an exhibitor at the 2019 LPA Annual Convention and Trade Show at the Doubletree by Hilton. This annual event has provided an important venue for interaction between pharmacy providers, LPA members, and other registered professionals for over a century. Pharmacists come to view the latest products, services, and trends in the ever-changing pharmacy profession.

As one of the main highlights of the convention, the trade show is open for one evening for three hours without any conflicting events or CE programs. Attendees will have incentives to visit each vendor with door prizes to be drawn during the last thirty minutes of the exhibiting time. This trade show format provides exhibitors a concentrated time to spend with attendees and to maximize networking opportunities.

We look forward to a successful show and thank you for your support. ***Please contact Crystal Carter with the LPA staff with any questions.***

Average Breakdown of Attendees:

Community - Independent	34%
Community - Chain	25%
Academia	7%
Health System	6%
Long Term Care	2%
Consulting	2%
Pharmacy Technician	6%
Student Pharmacist	18%

Expected 2019 Attendance: 175+



WHAT OUR EXHIBITORS ARE SAYING:



"This event was very organized and by far the most welcoming and enjoyable convention I have attended."

"It was great exposure for our company and an opportunity to get to know the pharmacy community."

"Keep up the great work! Your members are very positive!"



"Such a great turnout!"

"Thank you for such a simple registration process."

"One of the best shows I attend each year!"

"Always such a warm environment!"



EXHIBIT BOOTH CONTRACT INCLUDES:

- Your Choice of (filled on a first come first served basis):
 - Prime or Standard 8' x 8' draped booth**
 - Location: Inside Trade Show Ballroom
 - 8' backdrop, 3' side rails
 - 6' skirted table with 2 chairs
 - Standard Booth Sign
 - Access to Electricity
 - Carpeted
 - Tabletop display**
 - Location: Foyer outside of Trade Show Ballroom
 - 6' skirted table with 2 chairs
 - Standard Booth Sign
 - Access to Electricity
 - Carpeted
- 2 Exhibitor personnel passes (additional passes may be purchased)
- Listing with booth number and organization description in Convention Program
- On-line exhibitor spotlight pre- and post- trade show event
- Access to all continuing education sessions
- Access to all social functions and meals (except Golf Tournament and President's Banquet - tickets may be purchased)
- Opportunity to provide insert for tote bags

Other benefits include:

- Opportunities to network with pharmacists, pharmacy technicians, and pharmacy students from Louisiana and surrounding states.
- Network with practitioners representing all fields of pharmacy.
- Showcase and demonstrate the value of your products and services to attendees face-to-face.
- Recruit new pharmacists, pharmacy technicians, and new practitioners.
- Introduce a new product or service and build brand awareness.
- Establish new client relationships and strengthen existing ones.

EXHIBITOR SCHEDULE

THURSDAY, JULY 18, 2019

12:00 p.m. — 5:00 p.m. Golf Tournament*

FRIDAY, JULY 19, 2019

12:00 p.m. — 5:00 p.m. Exhibitor Setup

5:00 p.m. — 8:00 p.m. Trade Show with Reception

8:00 p.m. — 10:00 p.m. Exhibitor Tear-Down

Saturday, JULY 20 2019

6:30 p.m. — 10:00 p.m. President's Reception and Banquet*

*additional fee; prior registration required

CONTRACTING PROCESS

Following is a contract for your completion. Please read the full contract and rules and regulations carefully. **Payment must be received in full to hold booth space.**

CONTRACT DEADLINE: MAY 15, 2019.

Any contracts received after the deadline are not guaranteed to be included in the final printed meeting materials.

PAST EXHIBITORS

Abbott / Abbott Diabetes Care • Abbvie • Accordia Therapeutics • Air Force Recruiting Service • Albertsons • Allometrics, Inc. • Amarin Pharma • American Associated Pharmacies • American Pharmacies • AmeriHealth Caritas Louisiana • Amerisource Bergen • Ampicare • Astellas Pharma US, Inc. • Astra Zeneca • Bayer Healthcare • Bayham Consulting, LLC • Bayne Jones Army Community Hospital • BD Medical • Boehringer Ingelheim Pharmaceuticals • Brookshire Brothers, Ltd. • Cameron & Company • Cardinal Health • Center for Medicare & Medicaid Services • Centor • Certified Alarm Systems, Inc. • Community CCRx • CVS Health • Data Rx Management • DavMar Comfort Shoes • Dear Cards • Delta Aids Education & Training Center • Don Galloway & Associates • Dr. Comfort • Drug Enforcement Administration • Elan Biopharmaceuticals • Eli Lilly & Company • FMSA • First Financial Bank • First Guaranty Bank • Follett Corp • Fred's Pharmacy • Freedom Pharmaceuticals • GlaxoSmithKline • GLOCK Health • Grifols USA • Guaranteed Returns • H.D. Smith • H & H Wholesale • Hayslip & Zost Pharmacy Brokers, LLC • Health Engineering Systems • Healthcare Engineering Services • Hilton Pensacola Beach Gulf Front • Humco • iMedicare • Independent Pharmacy Cooperative • Janssen Pharmaceuticals • Kroger • L&T Health Systems • LA Campaign for Tobacco-Free Living • LA Capitol Federal Credit Union • LA Department of Insurance—SHIP • Letco Medical • Lifescan, Johnson & Johnson Co. • Lily Diabetes • Lilly USA • LA Independent Pharmacies Association • LA Wholesale Drug Company • LSU Agriculture Center • Manchac Technologies, LLC • McKesson • Meadowbrook Insurance Group • Merck & Co., Inc. • Meda Pharmaceuticals • Message on Hold • Morris & Dickson • Mylan, Inc. • National Minority AIDS Education Center • National Vitamin Company • Natural Step • Nephron Pharmaceuticals • NeuroScience • Neutraphor / Coolbottoms • NIPRO Diagnostics • Novartis Pharmaceuticals • Novo Nordisk • Orthofeet and Direct Supply Distribution • Osmoflex • Parata Systems • PBA Health • PCCA • Pennsylvania Life Insurance Co. • PerformRx • Pfizer • Pharmacists Mutual Companies • Pharmacy First • Pharmacists United for Truth and Transparency • PioneerRx Pharmacy Systems • Praeses • PriCara • QS/1 Data Systems • Real Value Rx • Return Solutions • Revenu • R. J. Hedges & Associates • Rite Aid Pharmacy • RNA Pharmacy Solutions • Robert Ellis & Associates • RxMaster Pharmacy Systems • RxMedic • RxSafe, LLC • Rx Systems, Inc. • SAI Therapeutic Brands • Sanofi Pharmaceuticals • Seablue • Shelving Design Systems • Smart Fill Management Group • Smith Drug Company • Southern Flow Cleanrooms, Containment & Calibrations • Southern Scripts • SUNRx • Teva Select Brands • Thrifty White Pharmacy • Tri-Care Home Medical • Tulane AIDS Education and Training Center • ULM School of Pharmacy • US Script • Walgreens • Wal-Mart Stores, Inc. • Waveland Pharmaceuticals • Xavier College of Pharmacy



2019 CORPORATE SUPPORTER LEVELS

LPA offers the opportunity for your company to support our pharmacist, pharmacy technician and student members throughout the entire year. *All Supporter Levels will be awarded on a first come, first served basis.*

DIAMOND SUPPORTER LEVEL

\$15,000 (Limit 1)

- Listing as a Corporate Supporter on the Association Website, with logo and link to company website
- Advertisement in all monthly communications:
 - Full page advertisement in four *Journals*
 - Logo with link to company website in eight *eCapsules*
 - Fund October Pharmacy Month Advocacy Item

CE Caravan Support

- Continental Breakfast

Annual Convention and Trade Show Support:

- Logo on meeting registration packet (register prior to 03/01/19)
- Full page ad in Convention Program
- Complimentary Exhibitor Booth, *Prime Location*
- Exhibit Hall Reception Supporter
- Signage at Golf Tournament (3 holes)
- 2 Complimentary Golf Tournament Registrations
- Fund Charging Station with logo
- Student Track Grand Supporter
- Recognition by signage, nametag ribbons, and during all sessions

Platinum Supporter Level

\$10,000 (Limit 2)

- Listing as a Corporate Supporter on the Association Website, with logo and link to company website
- Advertisement in all monthly communications:
 - 1/2 page advertisement in four *Journals*
 - Logo with link to company website in eight *eCapsules*
- Fund October Pharmacy Month Mail-out

CE Caravan Supporter

- Refreshment Break Supporter

Annual Convention & Trade Show Support:

- Logo on meeting registration packet (register prior to 03/01/19)
- Full page ad in Convention Program
- Complimentary Exhibitor Booth, *Prime Location*
- Fund Registration Tote Bags with logo
- President's Award Banquet or Award Luncheon Supporter
- Signage at Golf Tournament (2 holes)
- 2 Complimentary Golf Tournament Registrations
- Student Track Grand Supporter
- Recognition by signage, nametag ribbons, and during all sessions

Gold Supporter Level

\$7,500 (Limit 2)

- Listing as a Corporate Supporter on the Association, with logo and link to company website
- Advertisement in all monthly communications:
 - 1/4 page advertisement in four *Journals*
 - Logo with link to company website in eight *eCapsules*
- Fund October Pharmacy Month Mail-out

CE Caravan Supporter

- Refreshment Break Supporter

Annual Convention & Trade Show Support:

- Logo on meeting registration packet (register prior to 03/01/19)
- 1/2 page ad in Convention Program
- Complimentary Exhibitor Booth, *Prime Location*
- Past-President's Reception or Continental Breakfast Supporter
- Signage at Golf Tournament (2 holes)
- 1 Complimentary Golf Tournament Registration
- Student Track Grand Supporter
- Recognition by signage, nametag ribbons, and during all sessions

Silver Supporter Level

\$5,000 (Limit 4)

- Listing as a Corporate Supporter on the Association Website, with logo and link to company website
- Advertisement in all monthly communications:
 - Business Card advertisement in four *Journals*
 - Logo with link to company website in eight *eCapsules*

Annual Convention & Trade Show Support:

- Name on meeting registration packet (register prior to 03/01/19)
- 1/4 page ad in Convention Program
- Complimentary Exhibitor Booth
- Refreshment Break Supporter
- Signage at Golf Tournament (1 hole)
- 1 Complimentary Golf Tournament Registration
- Student Track Supporter
- Recognition by signage, nametag ribbons, and during all sessions

Bronze Supporter Level

\$2,500 (Limit 4)

- Listing as a Corporate Supporter on the Association Website, with logo
- Advertisement in all monthly communications:
 - Business Card advertisement in four *Journals*
 - Logo with link to company website in four *eCapsules*

Annual Convention & Trade Show Support:

- Name on meeting registration packet (register prior to 03/01/19)
- Logo in Convention Program
- Complimentary Exhibitor Booth
- Signage at Golf Tournament (1 hole)
- Recognition by signage, nametag ribbons, and during all sessions



ADDITIONAL CONVENTION SUPPORT

LPA is pleased to offer these additional opportunities for exhibitors to promote their organization to attendees.

DONATED ITEMS

All items donated must be received at the LPA office no later than **June 1, 2019**.

- ☐ **REGISTRATION BAGS (QUANTITY OF 200 REQUIRED)** Description: _____
(Opportunity filled on a first come first served basis.)
- ☐ **REGISTRATION BAG STUFFER** Description: _____ Qty.: _____
(200 bags to be prepared)
- ☐ **GOLFER'S BAG STUFFER** Description: _____ Qty.: _____
(35 bags to be prepared)
- ☐ **GOLF TOURNAMENT PRIZE** Description: _____ Qty.: _____
(To be awarded at the close of the golf tournament.)
- ☐ **BOOTH RAFFLE PRIZE** Description: _____ Qty.: _____
(Drawing to be held at the end of the trade show. All prizes must be turned into the registration table at the convention site.)
- ☐ **GIFT CARD FOR BOOTH RAFFLE** Amount: \$ _____ Qty.: _____
(To be purchased by LPA on your behalf. Dollar amount to be paid with exhibit fees.)

EVENT SUPPORT

All support should be paid with exhibit fees at the time of contract submission.

- ☐ **GOLF TOURNAMENT HOLE SPONSOR (\$100 EACH)** Qty.: _____ Amount: \$ _____
- ☐ **STUDENT TRACK SUPPORTER** Amount: \$ _____
- ☐ **GENERAL CONVENTION SUPPORTER** Amount: \$ _____

NON-EXHIBITOR OPPORTUNITY

Not able to attend as an exhibitor but want to reach attendees? If you are not able to attend the trade show, but would like to include marketing pieces in all members' registration packets or bags, this is a great opportunity for you! All items must be received by **June 1, 2019** for inclusion. **200 packets/bags will be prepared.**

- ☐ I would like to participate for a fee of \$500. I will be providing the following item for inclusion:

Company Name: _____

Contact / Title: _____

Phone No. _____ Email: _____

***ALL COMMITMENTS MUST BE PAID AT TIME OF SUBMITTING THIS FORM AND ANY
CONTRACTED EXHIBITOR FEES.***



LPA 137th Annual Convention & Trade Show
L'Auberge Casino Resort | Lake Charles, LA
July 18-20, 2019

EXHIBITOR PROSPECTUS

CONTRACT DEADLINE: 05/15/2019

Organization Name (as it should appear on the booth ID sign)

Contact Name

E-mail Address

Address

City

State

Zip

Telephone

Fax

Organization Website Address

Prime Location Booth (limited)

- ☐ \$900 before 03/31/19
☐ \$1,000 after 03/31/19

Standard Booth

- ☐ \$750 before 03/31/19
☐ \$850 after 03/31/19

Tabletop Display (limited)

- ☐ \$550 before 03/31/19
☐ \$650 before 03/31/19

Additional Personnel Passes (first two attendees are included with reservation) Qty.: _____ @ \$75 / each

List competitors you do not want in close proximity (if possible): _____

Special Requests: _____

Please provide a brief description of your company to be featured on convention website and meeting material (50 words or less):

Booth Reservations include **two** exhibitor personnel. Additional personnel may be added for an additional \$75 per person.

Attending Exhibitor Personnel Name	Email Address	On Site Phone Number	Participating in CE Programs (Complimentary)	Participating in Golf Tournament (\$125 per player)	Attending Awards Banquet (\$85 per person)
			Y / N	Y / N	Y / N
			Y / N	Y / N	Y / N
			Y / N	Y / N	Y / N
			Y / N	Y / N	Y / N

PAYMENT & SUBMISSION

Early Bird Discount ends 03/31/2019; CONTRACT DEADLINE: 05/15/2019

Booth: \$ _____

Add'l Passes: \$ _____

Golf Fees: \$ _____

Banquet Tickets: \$ _____

Supporter: \$ _____
(see previous 2 pages)

Grand Total: \$ _____

Check made payable to LPA enclosed (please include check #): _____

Credit Card: ☐ MasterCard ☐ Visa Card #: _____

Expiration Date: _____ Security Code: _____ Billing Zip Code: _____

Name as it appears on the card: _____

Payment must be received in full to hold booth space. LPA offers four ways to register:

- 1) Online – www.louisianapharmacists.com 2) Fax – 225-344-1132
3) Mail – 620 Florida St., Suite 210, Baton Rouge, LA 70801 4) Email – lpa@amstrategies.co

LPA TAX ID #: 72-0246230

I have read and fully understand all of the terms as set forth in this packet and agree to abide by all exhibit rules and regulations, which are a part of this contract.

Authorized Signature

Title

Date



LPA 137th Annual Convention & Trade Show
L'Auberge Casino Resort | Lake Charles, LA
July 18-20, 2019

TERMS & CONDITIONS

PRIVACY POLICY FOR USE OF ATTENDEE INFORMATION

LPA shares the contact information of attendees before and after the trade show as a benefit to exhibitors. By signing this contract, exhibitors acknowledge that the use of this contact information unrelated to the promotion of products and services featured at the July 19, 2019 Trade Show, or the distribution of this information to a third party, is strictly prohibited.

HOTEL RESERVATIONS

Exhibitor personnel are responsible for making hotel reservations directly with the hotel. Reservations should be made with the L'Auberge Casino Resort Lake Charles, 777 L'Auberge Ave. Lake Charles, LA 70601. To make reservations, call 1-866-580-7444 and use the group code: *SLPA19*. The single and double group rates are \$119 (Wed&Thurs) and \$199 (Fri&Sat), plus tax. Reservations must be made by **June 26, 2019**.

PAYMENT & BOOTH SPACE RESERVATION

Full payment must accompany this application. All space is sold on a "No Refund Basis." All reservations are made on a first-come, first-served basis, without exception. LPA reserves the right to make the final determination of all space assignments in the best interest of the trade show. All exhibitor requests will be honored to the best of the association's ability.

EXHIBIT CANCELLATIONS AND NO-SHOWS

All exhibitor sales are final. Upon receipt of contract, no refund will be made for cancellations or failure to show. No refunds will be given for unused space or for space that is only used during a portion of the exhibit period.

ON-SITE CHECK-IN

All exhibitor personnel must check-in at the LPA registration desk during regular meeting registration hours.

NO CONFLICTS

There shall be no activities planned in conflict with exhibiting hours.

SHIPPING OF MATERIALS

Exhibitor personnel are responsible for making all of their own shipping arrangements. Shipping of goods to and from the exhibiting site must be made at least 1 week prior to the exhibiting date but should not arrive any earlier than 2 days prior to the exhibit date. Packages may be shipped to 777 Avenue L'Auberge, Lake Charles, LA 70601. All items must be numbered and clearly marked for the Louisiana Pharmacists Association, as well as your organization's name, the contact person who will claim the item(s), and the date of the trade show.

EXHIBIT HALL INFORMATION

4-6 weeks prior to the trade show, LPA will send a packet via email which will include confirmation of all contracted agreements, personnel registered, initial attendee list, convention agenda, and information from Clark Services. LPA has contracted with Clark Services to fulfill all special booth requests, including additional shipping services. Fees may apply.

USE AND MANAGEMENT OF SPACE

The trade show will be held in Ballrooms ABDE at the L'Auberge Casino Resort. Exhibits must be staffed at all times while exhibits are open. No subletting or sharing of booth space is permitted. All exhibitors' activities must be confined to the limits of rented space and

must not impede traffic or interfere with the activities of other exhibitors. Exhibitors may arrange their exhibits as desired, but the arrangement must not interfere with the light or space of other exhibitors. Should it be necessary for an exhibit to extend beyond the booth specifications of this contract, permission must be obtained in writing from the LPA at least 2 weeks prior to the trade show.

DISTRIBUTION OF LITERATURE/PRODUCTS

Exhibitors are permitted to promote products, equipment, and/or services, as well as distribute product samples and literature. Such items may only be distributed within the booth space assigned to the exhibitor presenting such material. Organizations not assigned a booth space will not be permitted to solicit business.

INSTALLATION AND DISMANTLING

Exhibitors must follow LPA guidelines and schedule as presented in this contract. All exhibits must comply with IAEE Guidelines for Display Rules and Regulations. No dismantling may take place prior to the closing of the trade show. Dismantling early may jeopardize exhibitors' participation in future LPA trade shows.

LIABILITY AND INSURANCE

LPA does not guarantee against loss or damage of any kind. The Exhibitor shall understand that neither LPA nor the L'Auberge Casino Resort of the exhibitor to obtain such insurance. Any claims against any party other than LPA are to be submitted directly to the party involved.

PROTECTION OF THE TRADE SHOW FACILITY

Exhibitors are liable for damage to the property: no material or matter of any kind shall be posted, tacked, nailed, screwed or otherwise attached to columns, walls, floors, or other parts of the building and furnishings. Whatever may be necessary to protect the building, equipment, or furniture will be installed at the exhibitor's expense. Painting in the space is prohibited. The cost of repairing any damage to the facility caused by the exhibitor, its employees, representatives, or agents will be billed to and paid by the exhibitor.

TERMINATION OF CONFERENCE AND EXPOSITION

Should the premises in which the trade show is to be held become, in the sole judgment of the Association, unfit for occupancy, or should the convention and trade show be materially interfered with by reason of action of the elements, strike picketing, boycott, embargo, injunction, war, riot, emergency declared by a governmental agency, or any other act beyond the control of LPA, the contract for exhibit space may be terminated. LPA will not incur liability for damages sustained by exhibitors as a result of such termination. In the event of such termination, the exhibitors expressly waive such liability and release the Association of and from all claims for damages and agree that the Association shall have no obligation except to refund to exhibitors pro-rated shares of the aggregate amounts received by the Association as rental for exhibit spaces after deducting all expenses in connection with such exhibits, including reasonable reserves for claims, such deduction being hereby specifically agreed to by the exhibitor.

CHANGES TO THESE RULES

LPA reserves the right to make changes to these rules. Any matters not specifically covered herein are subject to change at the discretion of the Association.

CONTACT INFORMATION

Please contact Crystal Carter at lpa@amstrategies.co or (225) 346-6883 with any questions about this contract.