

Exhibitor Prospectus and Sponsorship Opportunities

48th Annual TSRC State Convention and Exhibition



TEXAS SOCIETY FOR RESPIRATORY CARE

ANNUAL CONFERENCE

JULY 8-10
2019

WACO, TX

The 48th Annual TSRC State Convention and Exhibition

"TSRC - Taking it to the Next Level"

July 8-10, 2019

Waco Convention Center, 100 Washington Ave, Waco, Texas.

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Premiere Conference for Respiratory Therapists in Texas

The Texas Society for Respiratory Care (TSRC) State Convention and Exhibition is a three (3) day event offering continuing education for the largest gathering of respiratory therapists in the state. The meeting is composed of educational sessions directed to maximize the care capabilities of therapists of all experience levels and clinical backgrounds.

Extensive Marketing Opportunities

Technology has always been at the forefront of respiratory care; where better to showcase it than the State Convention? The TSRC provides dedicated time each day for attendees to visit the exhibitors' booths. This year we will be centering non-educational activities around the exhibit hall. The TSRC Central booth, door prize giveaways, and meal services will all be conducted within the exhibition area to maximize traffic through the exhibit hall. Attendance has grown over the last five years! This equates to greater exposure for your company and products than ever before.

Who is the TSRC?

The TSRC is Texas' chartered affiliate of the American Association for Respiratory Care (AARC). The TSRC is a membership based professional society of over 2000 practicing respiratory therapists, educators and students. We focus on offering current, applicable, and high quality continuing education and political advocacy for respiratory therapists in Texas. Our members work in hospitals, clinics, durable medical equipment (DME) offices, home health and hospice companies, and many other health care and professional settings; we care for patients from birth to the end of life.



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An Invitation to Participate

On behalf of the Texas Society for Respiratory Care State Program Committee and the Board of Directors, we are pleased to invite you to participate as an exhibitor at the annual TSRC State Convention and Exhibition. Our dates and venue for this year's event are July 8-10, 2019 in Waco, Texas. This event caps a number of excellent 2019 Regional and District continuing education offerings!

We at the TSRC understand the medical device industry has become increasingly more regulated and Marketing funds come under greater external and internal scrutiny for maximized effectiveness. We have assembled an event that we are sure you will both want to attend, and will be proud in doing so. We are sure to have a sponsorship package that fits your budget AND is sure to get you the contacts you desire. Our Prospectus outlines the opportunities for what we feel will be the best State Convention ever offered! If you have any questions, comments or concerns, please feel free to call or email me anytime.

Sincerely,

Mary Hart
TSRC President
Mary.Hart@tsrc.org

Daniel Schorre
TSRC Programs Committee Co-Chair
danielschorrerrt@gmail.com

Julia Downs
Exhibitor Recruitment Section Leader
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On behalf of the Exhibitor Services team here at Benchmark Expo Services (BES), we would like to welcome you as an Exhibitor to The 2019 TSRC Convention & Exhibition. As the Official Services Provider, we look forward to supporting you during the show and would like to take this opportunity to inform you of some important show-related information.

- The exhibit space is Uncarpeted. BES can provide booth carpet.
- All shipping to the show will be through BES advance warehouse.
- Booth furnishing, and AV equipment can be ordered through BES

We look forward to working with you to make your show a great success!

Exhibitor Services Mgr.
Benchmark Expo Services
Phone: 844-EXPO-PRO
Email: Rebecca@BenchmarkExpo.com
Visit us at: www.BenchmarkExpo.com

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GENERAL EXHIBIT INFORMATION

“Meet the Managers” Social

The “Meet the Managers Social” will be held Monday July 8, 2019 evening from 1730-1900. This time is directly after the Management Workshop that ends at 1730. We brought back a management track to boost the attendance. Respiratory Care Department Managers, Clinical Educators, and other Purchase Influencers from over 100 hospitals and other healthcare settings will be personally invited to attend this year’s state convention. Only those individuals will be permitted to attend the “Meet the Managers” social event to allow for one-on-one time with our exhibitors. We will offer hors d'oeuvres and a cash bar in the exhibition area.

Door Prizes and Booth Traffic Enhancers

The TSRC will be giving door prize giveaways and raffle items within the exhibit hall throughout the exhibition time. There will be a TSRC booth, “TSRC Central”, located in the middle of the exhibition hall for attendee and exhibitor support. New to 2019 is KAHOOT ! Kahoot is an interactive quiz game via smart phones. We will be seeking questions from each exhibitor to ask during the game. These questions need to be something they will have to seek you out to get the answer.

Booth Decorating Contest

Help us display the theme of this year’s convention, “**Taking It To The Limit**”, throughout the exhibition hall by participating in the Booth Decorating Contest. As a participant, your booth will be listed on the Booth Decorating Contest directory. Each attendee will be asked to go by the booths and vote for the best decorated booth by placing a ticket in a box at your booth which will help draw traffic to your booth! The winning booth will get a \$750 credit towards a booth or Platinum, Gold or Silver Level sponsorship in 2020!

“No Experience Required” Respiratory Care Foundation of Texas Benefit Bowling Tournament.

Please see the attached information regarding the bowling tournament. This tournament will raise funds for RCFT. RCFT funds educational scholarships, helps purchase medical equipment and supplies needed in a community. Please come have fun with us for a good cause. You may form a team of your own or just join the watch party!

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Exhibit Installation Dates & Hours

Monday, July 8, 2019-----1300-1730

Exhibit Dates & Hours

Monday, July 8, 2019-----1730-1900 – Meet the Managers

Tuesday, July 9, 2019-----0900-1030

Tuesday, July 9, 2019-----12:30-1400

Wednesday, July 10, 2019-----0900-1030

Exhibit Dismantle Dates & Hours

Wednesday, July 10, 2019---- 1400-1800, You may also tear down Wednesday from 1030-1200, however, Lunch with awards will be served in the hall from 1230-1400 so you may not tear down during that time. Exhibit dismantle must be complete by 1800 . No exceptions can be made.

We have changed the sponsorships this year. Please read closely. The other change is stated prices are good through June 17, 2019. A \$200 late fee will be assessed for all registrations received beginning June 18, 2019 and will be subject to space availability. Get the most for your money and sign up early!

TSRC State Level Sponsorships

All sponsorships package contents are good from January 1 to December 31, 2019 regardless of when you sign up.

Platinum - \$5,000.00

- State Convention + All Regional/District Meetings
- 20'x20' premium showcase area in the state convention exhibition hall
- Electricity, wifi, 3 tables, 6 chairs and waste basket provided at the state convention booth
- Event registration for 6 individuals at the TSRC State Convention
- 2 standard sized booths with 2 attendees/booth at all regional/district meetings
- Event registration for up to 4 individuals at each regional/district event
- Electricity, Wi-Fi (where available), 2 tables, and 4 chairs provided at regional/district booths
- Logo on the TSRC website and in all publications

Platinum Level + Meal Sponsorship - \$5,300.00

- Everything included in Platinum level, plus a logo sign acknowledging your support for the meal (breakfast or lunch)

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Gold Level - \$3,000.00

- State Convention + 3 Regional/District Meetings
- 10'x20' premium showcase area in the state convention exhibition hall
- Basic electricity, wifi, 2 tables, 4 chairs and waste basket provided at the state convention booth
- Event registration for 4 individuals at the TSRC State Convention
- 2 standard sized booths with 2 attendees/booth at all regional/district meetings
- Event registration for up to 4 individuals at each regional/district event
- Basic electricity, Wi-Fi (where available), 2 tables, and 4 chairs provided at regional/district booths
- Logo on the TSRC website and in all publications

Gold Level + Meal Sponsorship- \$3,300.00

- Everything included in Gold level, plus a logo sign acknowledging your support for the meal (breakfast or lunch)

Silver Level - \$2,000.00

- State Convention + 2 Regional/District Meetings
- 10'x20' showcase area in the state convention exhibition hall
- Basic electricity, wifi, 2 tables, 4 chairs and waste basket provided at the state convention booth
- Event registration for 4 individuals at the TSRC State Convention
- 1 standard sized booths with 2 attendees/booth at all regional/district meetings
- Event registration for up to 2 individuals at each regional/district event
- Basic electricity, Wi-Fi (where available), 2 tables, and 4 chairs provided at regional/district booths
- Logo on the TSRC website and in all publications

Silver Level + Meal Sponsorship- \$2,300.00

- Everything included in Silver level, plus a logo sign acknowledging your support for the meal (breakfast or lunch)

Bronze Level - \$1,000.00

- State Convention + 1 Regional/District Meetings
- 10'x10' showcase area in the state convention exhibition hall
- Event registration for 2 individuals at the TSRC State Convention
- Basic electricity, wifi, 2 tables, 2 chairs and waste basket provided at the state convention
- 1 standard sized booth with 2 attendees/booth at regional/district meetings
- Logo on the TSRC website and in all publication
- Event registration for up to 2 individuals at each regional/district event

Bronze Level + Meal Sponsorship- \$1,300.00

- Everything included in Bronze level, plus a logo sign acknowledging your support for the meal (breakfast or lunch)

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Other Ways to Exhibit

State Conference Booth Only - \$750.00ea

- 10x10 booth provided with 1 table and 2 chairs
- Event Registration for up to 2 individuals at the state meeting.

State Conference Booth With Electricity - \$850.00ea

- 10x10 booth provided with 1 table and 2 chairs
- Event Registration for up to 2 individuals at the state meeting

State Conference Booth Only -NON PROFIT- \$500.00ea

- 10x10 booth provided with 1 table and 2 chairs
- Event Registration for up to 2 individuals at the state meeting

State Conference Booth With Electricity- NON PROFIT - \$600.00ea

- 10x10 booth provided with 1 table and 2 chairs
- Event Registration for up to 2 individuals at the state meeting

Exhibitor Application

To reserve exhibit space for any TSRC event, complete the online Exhibitor Registration application at www.tsrc.org. Hover over "State Convention" in the main menu bar and click "Convention Exhibitor Registration" after submitting the registration form, you will be directed to an "Online Store" to add your booth/sponsorship selections to your cart. You can pay by credit card or select "Bill Me" and download your invoice. Once received, the application will be reviewed and the exhibitor will be notified of acceptance. Exhibit space is assigned based on the package level purchased, the date the application is received, and the date payment is received.

Application Review

The TSRC will review all exhibitor applications to determine whether they satisfy basic criteria such as: the product/services described specifically relate to the practice or advancement of respiratory care; the exhibit is of informational value to respiratory therapists; and the product/services in the opinion of the TSRC are safe and effective.

Payments

Exhibitor space should be paid in full by credit card when submitting your signed Exhibitor Contract, however if you need to send a check for your payment it must be received by July 6, 2019. Exhibitors will not be allowed to setup if the full payment has not been received by the TSRC. You will receive an auto-generated receipt directed to the email address of the "Company Contact Person" listed on the application.

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Restriction of Exhibits

The TSRC reserves the right to restrict or prohibit exhibits that are deemed unacceptable for any reason. This may include people, items, conduct, printed materials, or anything that may be objectionable to the exhibition. If such restriction occurs, the TSRC will not be liable for any refunds, rentals or exhibit expenses. The decision of the TSRC regarding exhibit applications is final.

All exhibitors must register through the TSRC online Exhibitor Registration form. Once the online form is received, exhibitors will be contacted so payment arrangements can be made. Exhibitor booth attendees must register through the TSRC Event website for name badges. Exhibitor registration cannot occur without full payment of package chosen. Once payment is received, a coupon code will be issued to be used for exhibitor personnel to receive free event registrations.

Restriction of Exhibits Continued

The number of attendee badges provided is identified by the package chosen. Issued badges are non-transferable. Anyone caught allowing another individual to use their issued badge will be asked to leave the premises or purchase their own badge. Guest passes for exhibitor personnel will not be issued. Anyone wishing to attend the conference must be a registered attendee. Additional guest badges can be purchased for \$50 each. If an additional attendee wishes to receive CERT credits, they must sign roster and turn in evaluation form.

Issuance of Continuing Education for Respiratory Therapist (CERT) credits for Exhibitors

All TSRC State Convention exhibitor booth attendees are eligible to receive free registration to the TSRC State Convention which allows you to be awarded CERTs. In order to receive your CERT certificate, you must:

- Register as an attendee (use promo code issued to your company to waive registration fee)
- Attend the lectures
- Sign the Attendee Roster
- Turn in a program evaluation showing all lectures attended

Exhibitor attendees are not eligible for CERT credits solely based on the purchase of an exhibition space.

EXHIBIT RULES AND REGULATIONS

TSRC Guidelines

No commercial promotional materials shall be displayed or distributed in the same room immediately before, during or after an educational activity certified for credit takes place.

Representatives of commercial companies may attend an educational activity, but they may not engage in sales activities while in the room where the educational activity takes place.

Commercial promotional materials may only be distributed on the exhibit hall floor.

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Americans with Disabilities Act

Each exhibitor is responsible for compliance with the Americans with Disabilities Act (ADA) within its booth space.

Regulations

All equipment must comply with federal, state and local electrical codes. All exhibitor equipment must be UL-approved. Exhibitors should contact the service provider with any special requirements.

Exhibitor Personnel

Exhibitors must staff their exhibit booth during the scheduled hours of the exhibit hall.

Facility Regulations

Exhibitors may not nail, staple, tack or otherwise affix anything to the ceilings, walls, painted service, fire sprinklers, columns or windows.

FDA Regulations

Exhibitors must abide by all applicable Food and Drug Administrations (FDA) regulations, including but not limited to any or all approval requirements. Exhibitors are reminded that the FDA prohibits the advertising or other promotion of investigational or unapproved drugs and devices. The FDA also forbids the commercial promotion of approved drugs or devices for unapproved uses. Unapproved devices may be displayed only if they are the subject of an effective investigational device exemption (IDE) or if they are the subject of a pending 510(k) pre-market notification application. Any investigational product that is displayed or graphically depicted within the exhibit must (a) contain no claims of safety or effectiveness, (b) contain no comparative claims to other marketed products and (c) be accompanied by a sign clearly and prominently stating that the device is limited by federal law to investigational use and is not approved by the FDA for commercial distribution in the United States.

Exhibitors may not sell, commercialize, or take orders or names with respect to an investigational drug or device, or a device that is the subject of pending 510(k) application, unless limited to research or investigational use. These restrictions are not intended to limit the full exchange of scientific information regarding an investigational drug or device. If the FDA or a court of competent jurisdiction determines that a company's exhibit at the TSRC meeting is in violation of any FDA regulations, including but not limited to the promotional restrictions and rules described above, the company may be subject to sanctions, including but not limited to exclusion from exhibiting at subsequent TSRC meetings.

Concerns or questions regarding compliance with FDA regulations should be addressed to the FDA.

Fire and Safety Regulations

Exhibitors must comply with all federal, state and local fire and building codes that apply to the facility.

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Food and Beverage

Exhibitors may distribute food and beverage items from their booth space upon TSRC approval. Breakfast Tuesday and Wednesday for all attendees will be served in the exhibition area at 0900.

Labor Regulations

Exhibitors are required to conform to the New Braunfels Convention Center labor regulations.

Music Licensing

Each exhibitor using music in conjunction with its exhibit is responsible for maintaining compliance with the appropriate music licensing organizations

Smoking

Smoking is prohibited at the Waco Convention Center

Selling of Products and Services

Sales and order taking are permitted in the exhibit hall provided all transactions are conducted within the professional nature of the meeting. It is the responsibility of the exhibitor to have all licenses, permits, and/or registrations required by the venue, city, municipality and/or state. The exhibitor is responsible for compliance with all applicable tax laws. The TSRC reserves the right to restrict sales activities that it deems inappropriate or unprofessional.

If exhibitors will be taking sales orders onsite, they are required to obtain a Texas Sales and Use Tax permit. For more information, or to apply on-line, please visit:

<http://www.window.state.tx.us/taxinfo/sales/index.html>

The TSRC reserves the right to interpret and make final decisions regarding all rules and regulations.

GUIDELINES FOR SUPPORT

Supporting an event or educational activity not only offers a more rewarding experience for attendees, it maximizes your company's visibility. Support is not limited to these suggestions; the TSRC encourages new and creative ideas that contribute to the quality of the meeting.

Policy on Satellite Programs

The policies outlined in this brochure represent the only acceptable method for the provision of educational sessions at the convention. Satellite sessions, or those planned without the input or invitation of the TSRC, are not permitted before, during, or after the convention.

Cancellation/Downsizing Policy

Cancellation or requests to downsize packages will not be allowed.

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Hotels in the area

We have a block of rooms for the following hotels, you can find the booking link on the 2019 State Convention website.

Courtyard by Marriott Waco, 101 Washington Ave, Waco Texas 254-752-8686

Hilton Waco, 113 S. University Parks Dr., Waco Texas 254-754-8484

Other hotels close to the convention center.

Hotel Indigo, 211 Clay Ave, Waco Texas 254-754-7000

Residence Inn by Marriott Waco, 501 S. University Parks Dr., Waco Texas 254-714-1386

There are more hotels in Waco to choose from if these get booked. Google in your friend to find those.

For more information or if you have questions, please contact:

Julia Downs - Exhibitor Recruitment Section Leader

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