

2018 Exhibitor & Sponsor Annual Meeting Prospectus



California Association of Nurse Anesthetists

CANA Annual Meeting October 19 - 21, 2018

*The California Association of Nurse Anesthetists is pleased to
invite you to exhibit at our Spring Meeting, to be held
October 19 - 21, 2018 in San Diego, California*



Hotel Information:

Marriott San Diego Mission Valley
8757 Rio San Diego Dr.
San Diego, CA 92108
(619) 692-3800

To reserve a room on line use the following URL:

<https://tinyurl.com/CANA2018AnnualMtg>

CANA Room Rate is \$159/night plus applicable taxes – If calling the hotel to make your reservation, mention that you are attending the California Association of Nurse Anesthetists Meeting

***** Please Note: Our special room rate will be available until 5PM on September 14, 2018, or until our group block is sold-out, whichever comes first***

Reservations must be made before 5pm Friday, September 14, 2018 to secure the special CANA conference rate. When calling the reservation line, you must let the reservationist know that you are attending the California Association of Nurse Anesthetists (CANA) meeting. The cut-off date does not guarantee room availability. All reservations must be guaranteed with a major credit card or accompanied by a first night room deposit. Reservations canceled within 72 hours of arrival will be charged at one night's room rate.

CANA has developed a specific reservation process to help ensure the integrity of program costs and number of rooms in the block. Please do not use using a travel agency or an 'on-line booking engine' when making your hotel reservations. Thank you.

Who is CANA?

CANA represents nearly 1900 Certified Registered Nurse Anesthetists (CRNAs) and Student Registered Nurse Anesthetists (SRNAs) in California. Our top-ranked graduate-level nurse anesthesia educational programs are located in both the northern and southern regions of the state. They include U.S. military Clinical Phase II Sites for the Air Force/Army Program at Travis Air Force Base in Fairfield, and the U.S. Navy Program in San Diego.

Why Exhibit?

Reach key decision makers in the anesthesiology healthcare industry when you exhibit at California Association of Nurse Anesthetists educational conferences. Don't miss this opportunity to show your products and services to the majority of California's certified registered nurse anesthetists in the state -- CRNAs serve as administrators, department heads, and purchasers of anesthesia equipment in addition to providing outstanding care and services as advanced practice registered nurses (APRNs) specializing in anesthesiology.

CANA Trade Show Highlights!

Our CANA Meetings are well known in the industry for offering special events and services to attract registrants and keep them in the Exhibit Hall longer!

- Unopposed Exhibit Hall time
- Delicious catering and refreshment breaks served exclusively in Exhibit Hall, including continental breakfast and Saturday lunch
- Our famous ***Exhibitor Fair and Reception*** on Friday evening from 5:00 – 7:00 pm, featuring fabulous hors d'oeuvres, prizes, and multiple opportunities to promote your products and services

Annual 2018 Exhibitor Schedule

Friday, October 19

Exhibitor Move-In	1:00 - 2:30 pm
Break with Exhibitors	2:30 - 3:00 pm
Exhibitor Reception & Fair	5:00 – 6:30 pm

Saturday, October 20

Breakfast with Exhibitors	6:30 am – 7:30 am
Break with Exhibitors	10:00 am– 10:30 am
Lunch with Exhibitors	12:30 pm – 1:30 pm
Exhibitor Move-Out	1:30 pm – 2:30 pm



RESERVE YOUR SPACE AT THIS PREMIER EVENT TODAY!

Annual Sponsorship & Advertising Meeting Sponsorship and Exhibit Opportunities

Sponsorship provides an outstanding opportunity to exhibit your products and services to the people most interested in them - CRNAs!

‘SOPHIE WINTON’ PLATINUM LEVEL - \$5000

- Exhibit Booth with electricity, 6 foot skirted table and 2 chairs in prime location at both Fall and Spring conferences
- Opportunity to provide 15-minute product or service message from podium during CANA conference luncheon
- Sponsorship acknowledgement in promotional materials for conference
- Distribution of client-provided promotional materials in attendee conference registration packets
- Recognition in on-site program, signage, podium announcements, and CANA newsletter meeting summary
- Advertisement in the CANA Newsletter: one full page ad in Fall and Winter electronic newsletters and Summer hardcopy newsletter
- Three months web advertisement with link on the CANA home page
- Email list of attendees

‘DAGMAR NELSON’ GOLD LEVEL - \$3000

- Exhibit Booth with electricity, 6 foot skirted table and 2 chairs in prime location at one CANA conference
- Opportunity to provide 2-minute product or service message from podium prior to speaker introduction
- Sponsorship acknowledgement in promotional materials for conference
- Distribution of client-provided promotional material in conference registration packets
- Recognition in on-site program, signage, podium announcements, and CANA newsletter meeting summary
- Advertisement in CANA Newsletter: half page in the Fall electronic newsletter
- One month web advertisement with link on CANA home page
- Email list of attendees

‘TIMOTHY WOLF’ SILVER LEVEL - \$2000

- Exhibit Booth with electricity, 6 foot skirted table, 2 chairs at one CANA conference
- Sponsorship acknowledgement in promotional materials for conference
- Distribution of client-provided promotional material in conference registration packets
- Recognition in on-site program, signage, podium announcements, and CANA newsletter meeting summary
- Email list of attendees

‘EXHIBITOR’ LEVEL - \$500

- Six foot skirted table, 2 chairs for 2 representatives
- Electricity available for an additional \$25 – More than 2 representatives? Add \$50/representative
- Acknowledgment in conference promotional material
- Recognition in on-site program, signage, podium announcements, and CANA newsletter meeting summary
- Email list of attendees after the end of the meeting.

2018 CANA ANNUAL MEETING EXHIBITOR/SPONSOR CONTRACT

Step 1- Choose your level of sponsorship

- ☐ **Sophie Winton Sponsorship** PROMOTIONAL OPPORTUNITIES INCLUDED **\$5,000**
- ☐ **Dagmar Nelson Sponsorship** PROMOTIONAL OPPORTUNITIES INCLUDED **\$3,000**
- ☐ **Timothy Wolf Sponsorship** PROMOTIONAL OPPORTUNITIES INCLUDED **\$2,000**
- ☐ **Conference Exhibitor Space** EXHIBIT TABLE & TWO REPRESENTATIVES **\$500** (by 9/14/18)
\$600 (after 9/14/18)
- ☐ **Additional Representative/s (please circle): 1 - \$50; 2 = \$100; 3 = \$150**
- ☐ **Electrical requested - \$25 additional for standard exhibit level registration**

Step 2- Payment Options

~ Please secure your registration by September 14, 2018 ~

Please make checks payable to 'CANA' or provide Visa/MasterCard/AMEX info below.

Questions? Please call Mary in the CANA Office: 707-480-0096 – Thank You for Your Generous Support

Company Name: _____

Contact Person: _____

Individual/s attending exhibit: _____

Attendee/s phone number

Attendee/s e-mail address

CREDIT CARD BILLING INFORMATION: _____
Name as it appears on credit card

Billing Street Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Fax: _____

Email: _____

Credit Card Account # (Visa / MC / AmEx): _____

Expiration Date: _____ Amount to Charge: \$ _____

Signature: _____

Please complete and return to:

CANA, PO Box 1412, Sonoma, CA 95476, or CANA FAX: 707-581-1706

CANA'S TAX ID #: 23-7290648

The undersigned designated as an exhibitor representative, hereby contracts with the California Association of Nurse Anesthetists for exhibit space in the 2018 CANA Annual Conference. This contract is subject to the accompanying terms and conditions; exhibitor agrees to abide by the Exhibit Display Rules & Regulations on page two of this document.

Authorized Signature _____ Date _____

Name & Title (Print) _____

CANA EXHIBITOR CONTRACT TERMS AND CONDITIONS

AGREEMENT TO CONDITIONS. Each exhibitor agrees to abide by these conditions, it being understood and agreed that the sole control of the Exhibit Hall rests with the California Association of Nurse Anesthetists, hereinafter called 'CANA'.

ASSIGNMENT OF SPACE. Upon receipt of signed contract and payment, Exhibit Display Rules & Regulations will be e-mailed or sent to exhibitor. Notification of booth assignment will occur on or before the first date of the conference. Space is assigned on a first come, first-served basis. If spaces selected are taken, exposition management has the right to assign the next best available space. No more than 2 exhibiting companies will be assigned per booth.

EXHIBIT FEE. Exhibit fee includes 6' draped table, 2 side chairs, wastebasket and sign indicating company name.

PAYMENT POLICY. Signed contract is due September 30, 2018. Payment is due in full by October 5, 2018. CANA reserves the right to cancel an exhibit space for non-payment or for misrepresentation of products to be displayed.

CANCELLATION OF EXHIBIT SPACE BY EXHIBITOR. All booth cancellations must be submitted to CANA in writing. In the event of an exhibitor canceling booth space, the following cancellation policy will apply:

- Cancellations made on or before September 30, 2018: An amount equal to 50% of the total booth fee will be retained by CANA.
- No refunds will be given for cancellations received after September 30, 2018.

USE OF EXHIBIT SPACE. Exhibit space is assigned on the express understanding that it is to be used solely for the display of exhibitor's products and services that are either directly related to anesthesiology or are approved by CANA if not directly related to the anesthesia health care industry.

CARE OF EXHIBIT SPACE. The exhibit floor will be cleaned daily by the venue management. All rubbish should be placed in trash receptacles at the close of the exposition each day. Exhibitors must not place any refuse, or any materials which will endanger public safety or cause inconvenience to other exhibitors, on the floor during exhibit hours. Booths should be set up and in order before the opening hour of each exposition day. Exhibitors shall not injure, mar, mark, paint or in any manner deface the hall; or use nails, hooks, pins, screws, Scotch tape or masking tape on the building. The exhibitor is liable for any and all damages which may be caused to the building or venue property in connection with his or her exhibit.

INSURANCE AND LIABILITY. Exhibitors wishing to insure their property must do so at their own expense. It is recommended that all exhibitors have representatives in attendance at all times when exhibits are open, and especially when exhibits are being set up or dismantled, to protect them against loss. CANA will not be responsible for, and shall be indemnified and held harmless by exhibitor from and against any and all claims and damages of every kind, including for injury to or illness of any person or persons, and for damage to or loss of property, arising out of or attributed, directly or indirectly, to the operations or performance of exhibitor and exhibitor's agents and employees under this agreement. Exhibitor further acknowledges that insurance covering the exhibit and/or property against damage and business interruption losses are the sole responsibility of the exhibitor.

It is expressly understood and agreed, and exhibitor agrees by accepting these rules, that he/she will make no claim of any kind against CANA, or any of its members, its employees, or hired service contractors for any loss, damage to or destruction of goods, or for any injury that may occur to exhibitor and/or employees of exhibitor during the CANA Meeting while at the CANA Meeting venue, or for any damage of any nature or character whatsoever. The CANA venue is not liable to the exhibitor for any damage to or for the loss or destruction of any exhibit or the property of the exhibitor by fire or other casualty covered by an extended coverage endorsement to a fire insurance policy, whether caused by negligence of the hall, its officers, agents, servants, employees or otherwise, all claims for any such loss or damage being expressly waived by exhibitor who agrees to indemnify and hold the hall harmless from such claims.

RESTRICTIONS. No more than 2 exhibiting companies are allowed per booth. All displays, demonstrations and personnel, including those in the act of distributing product literature, must be confined to the individual exhibitor's own leased exhibit area and must not interfere, obstruct or otherwise unduly affect the operation of others.

EXHIBITOR APPOINTED CONTRACTORS. Exhibitors agree to notify CANA in writing if utilizing the services of an outside contractor at any time during the exposition. Exhibitor appointed contractors must conform to all exposition regulations, including proof of insurance.

CONDITIONS OF CONTRACT. CANA reserves the right to alter locations of exhibitors or of booths shown on the floor plan if deemed to be in the best interest of the exhibition. This contract is subject to all rules and regulations of the Association, and to all conditions under which space at the CANA Meeting venue is made available to CANA. Exhibitor agrees to abide by all applicable fire, utility and building codes. Exhibitors are responsible for knowing and abiding by the Exhibit Display Rules and Regulations.

AMENDMENTS TO CONTRACT. All points not covered herein are subject to settlement by CANA, and CANA reserves the right to make such changes, amendments and additions to this contract. If legal action is required to enforce this contract, the prevailing party is entitled to recover reasonable attorney fees, administrative costs, costs of court and any other expenses incurred in enforcing the contract. This agreement shall be governed by and construed in accordance with the laws of the State of California, Sonoma County. Venue for any action under this contract shall be in Sonoma, Sonoma County, California.