American Pediatric Surgical Nurses Association
23rd Annual Scientific Conference
May 26-29, 2014
JW Marriott Desert Ridge Resort & Spa. Phoenix, Arizona

Exhibitor Prospectus
Join us in Phoenix, Arizona!!!!

As current President of the American Pediatric Surgical Nurses Association (APSNA), I am pleased to extend this invitation to all our vendors old and new to join us for our 23rd Annual Scientific Meeting. Our meeting this year is in Phoenix, Arizona on Monday May 26th through Thursday, May 29th 2014 at the J.W. Marriott Desert Ridge Resort and Spa. This is the second time this location has been the site of our Annual Meeting. It is a beautiful property.

Our theme this year is “Kindling Synergy in Pediatric Surgical Care: Professional and Clinical Collaborative Practice.” Although this is the theme behind our program, I can’t think of a better way to describe the long history we have had with our vendors. The exhibitors continue to get high marks from our members.

We are an organization of 700 plus members who consist of Professional and Advanced Practice Nurses, Nursing Administrators, Physicians Assistants and associated professionals from around the world who are responsible for the care of children with surgical needs. Most of these members share in the process of selection of products and services essential to the optimal care of our patients so it is crucial that we have time with our professional colleagues in industry.

On behalf of the American Pediatric Surgical Nurses Association I would like to take the opportunity to thank you. It is our hope that you will join us in Phoenix so we will have the opportunity to meet with you and see first-hand the innovative technologies, products, and services available to us in the care of the pediatric surgical patient. Thank you in advance for your participation.

Sincerely,

Neil Ead MSN, CPNP. President, APSNA
American Pediatric Surgical Nurses Association

23rd Annual Scientific Conference

"Kindling Synergy in Pediatric Surgical Care: Professional and Collaborative Practice"

Why Exhibit at the APSNA 23rd Annual Scientific Conference?

- Exclusive exposure to our members who are registered nurses, advanced practice nurses (nurse practitioners and clinical nurse specialists) wound ostomy continence nurses, and physician assistants
  - Our members continue to refine their practice and have influence on the products used in their institution
- Network with nursing leaders in the pediatric surgical industry
  - The Exhibit hall is located next to the general session and all refreshment breaks are held there
- We have a dedicated webpage to provide information to vendors on our website www.apsna.org

www.apsna.org
Exhibit Information

Exhibit Setup and Exhibit Hours
Exhibit set up and hours will be announced. Audio-visual (AV) forms will need to be submitted for special requests to be processed. All transportation and storage costs are to be paid by the exhibitor. Exhibitor must make provisions for the safeguarding of his/her goods. APSNA cannot be responsible for lost, stolen, or damaged property.

Continental breakfast and scheduled refreshment breaks will be served in the exhibit area daily.

Space Assignment
Space assignments will be determined by the level of sponsorship and the order in which applications are received. ASPNA reserves the right to alter the floor plan at any time.

Exhibit includes
One 6’ x 30” covered table and two chairs. Exhibits will be tabletop only. One may use posters and/or visual aids around your provided 6 foot table space. Please be respectful of others space around you. Audio –visual aids may not be played at a level to interfere with adjacent displays. A tabletop sign will be provided to each exhibitor

Installing Exhibits
The exhibit area will be available for set up beginning 12:30 on Monday May 26, 2014 and all exhibits should be installed by 4:00pm for the Welcome Reception. Assembly of exhibits during the regularly scheduled exhibit hours is not permitted. Exhibit hours* are as follows:

Monday, May 26
5pm-7pm
Tuesday, May 27
7am-3:30pm
Wednesday, May 28
7am-4pm
Thursday, May 29
7am-10am
* Subject to change

Dismantling Exhibits
All exhibits must remain intact until Thursday May 29th at 10:30 am. One day sponsors can dismantle at the end of the scheduled day but not during scheduled exhibit hours.
Exhibit Personnel
All participants affiliated with exhibits must be registered. Each person will be issued an exhibitor badge and must be employed by the exhibiting organization or have a direct business affiliation.
APSNA 2014 Support Opportunities

All support levels receive these standard benefits:

- Organization name and logos in the conference program
- A highly visual booth in the exhibit area
- Acknowledgment on scrolling slides
- Invitation to our Welcome Reception on Monday May 26th from 5-7pm

*Please note this does not include:
- any ticketed events
- business meetings
- luncheons
- contact hours

The Gold supporter will be a premier supporter and will enjoy the standard benefits, plus:

Your company will be the exclusive supporter for one of the following:

- Welcome Reception and Bags with Logo
- Silent Auction / Membership Mixer
- Provide sponsorship of speakers for our first ever pre-conference workshops.
  * Take advantage of this opportunity in its inaugural year!

- 4 complimentary registrations to the conference (conference attendee may sit in conference/ lectures but does not receive contact hours)
- Reserved seating for 4 at the Annual Banquet
- Link to your organization’s Web site from the APSNA Web site for one year
- Full page advertisement in The Journal of Pediatric Surgical Nursing for one year
- Exclusive opportunity to network with APSNA’s members at your sponsored event
The Silver supporter will enjoy the standard benefits, plus:

Your company will be the exclusive supporter of an:

- Educational Grant

- 2 complimentary registrations to the conference (conference attendee may sit in conference/ lectures but does not receive contact hours)
- Reserved seating for 2 at the Annual Banquet
- Link to your organization’s Web site from the APSNA Web site for nine months
- A ½ page advertisement in *The Journal of Pediatric Surgical Nursing* for one year

The Bronze supporter will enjoy the standard benefits, plus:

Your company will be the exclusive supporter of one of the following:

- Research Walk/Run
- Refreshment break

- 1 complimentary registration to the conference (conference attendee may sit in conference/ lectures but does not receive contact hours)
- Reserved seating for 1 at the APSNA Annual Banquet
- A 1/4 page advertisement in *The Journal of Pediatric Surgical Nursing* for one year

The Two day tabletop supporters will enjoy the standard benefits, plus:

- A ¼ page advertisement in *The Journal of Pediatric Surgical Nursing* for 2 issues

The One day tabletop supporters will enjoy the standard benefits, plus:

- A ¼ page advertisement in *The Journal of Pediatric Surgical Nursing* for 1 issue
PAYMENT INFORMATION

It is understood that this application will become a binding contract upon acceptance by APNSA, and incorporated into this contact are the terms and conditions.

- Table assignments will be based on the order that the contract and payment is received.
- A standard 6-foot table will be provided. You may use posters and/or other visuals around your provided 6-foot table space.
- Audio—visual aids may not be played at a level to interfere with adjacent displays.
- All transportation and storage cost(s) are to be paid by the exhibitor.
- No refunds made on cancellations.
- Exhibitors must make provisions for the safeguarding of their goods. APSNA will not be responsible for lost, stolen or damaged property.
- Commercial products are not endorsed by American Nurse Credentialing Center (ANCC).

To be sure to get the sponsorship opportunity of your choice and to reserve your space in the exhibit hall, please e-mail application to me at developmentchair@apsna.org or fax the completed application to 215-590-9045 Attention: Natalie Walker MSN CRNP, APSNA Development Chair.

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 and mailed with completed application to:

Natalie Walker  
APSNA Development Chair  
2562 Hadley Drive  
Pennsauken NJ 08109

Thank you in advance for your support of APSNA!!! Looking forward to seeing you in Phoenix!!!

APSNA is accredited by NAP NAP as an approved provider of professional nursing education. Regulatory requirements to maintain that status require that we remain accountable and transparent. Our speakers at our educational sessions must disclose all commercial interest. Products may not be endorsed or marketed within our educational venues. We ask that you disclose any relationships with our speakers that could potentially result in any conflict with NAP NAP guidelines or our non-profit status to our Development Committee Chair.
# APSNA Sponsorship Contract

**Company Name:**  
**Contact Person:**  
**Address:**  
City:  
State:  
Zip Code:  
Phone:  
Fax:  
Email:  
Company Website:  
Representative (s) Attending Meeting:  
1.)  
2.)  
3.)

## Select Sponsorship/Item Desired:

<table>
<thead>
<tr>
<th>Sponsorship Level</th>
<th>Amount</th>
<th>Description</th>
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<tbody>
<tr>
<td>Gold Sponsor</td>
<td>$10,000</td>
<td>Welcome Reception and Bags with Logo, Silent Auction/ Membership Mixer, Provide sponsorship of speakers for our first ever pre-conference workshops. <em>Take advantage of this opportunity in its inaugural year!</em></td>
</tr>
<tr>
<td>Silver Level Sponsor</td>
<td>$6,000</td>
<td>Educational Grant</td>
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<tr>
<td>Bronze Level Sponsor</td>
<td>$3,000</td>
<td>Research Walk/Run, Refreshment break</td>
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<tr>
<td>Tabletop Exhibitor – Two Days</td>
<td>$1,000</td>
<td></td>
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<tr>
<td>Tabletop Exhibitor – One Day</td>
<td>$500</td>
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<tr>
<td>Additional Evening Banquet Ticket</td>
<td>$125 each</td>
<td></td>
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<tr>
<td>Contribution for Door Prize Give-Away</td>
<td>$</td>
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**TOTAL Amount of Sponsorship** $
Only those products and/or services considered by APSNA as relating directly to surgical nursing may be exhibited at the Conference. Exhibits, practices and presentations which may be judged by APSNA, in its sole discretion, not in good taste, lacking in dignity, detracting or not in keeping with the purpose of the Conference are prohibited. APSNA reserves the right, in its sole discretion, to restrict or evict Exhibitors for violations of this provision.

**RULES, REGULATIONS, AND LAWS** -- It is integral to the success and growth of the conference to actively contribute to an atmosphere of integrity and dignity. Exhibitors agree to abide by the rules and regulations set forth in the vendor agreement, and the APSNA Exhibitor Prospectus, the rules and regulations of the Facility; and all applicable federal, state, provincial, and local laws and ordinances. Further, Exhibitors agree to: interact respectfully and thoughtfully with all registrants in the Exhibit Hall, educational sessions, and social situations; and respect the rights of other Exhibitors to conduct business without interference or improper interventions.

**INSURANCE** -- All outside suppliers and/or companies providing services relative to any event are required to provide proof of commercial general liability insurance. The amounts no less than $1,000,000 per occurrence and $2,000,000 general aggregate and worker’s compensation insurance as required by Phoenix State statute. A certificate of insurance evidencing the required insurance must be received by the conference services/catering manager before load-in for any event and must name additional insured. Exhibitor assumes entire responsibility and hereby agrees to protect, indemnify and save the American Pediatric Surgical Nurses Association (23rd Annual Meeting), The Sherwood Group and the JW Marriott Desert Ridge Resort & Spa and its employees and agents harmless against all claims, losses and damages to persons or property, governmental charges or fines and attorneys’ fees arising out of or caused by exhibitor’s installation, removal, maintenance, occupancy or use of the exhibition premises or a part thereof, excluding any such liability caused by the sole negligence of the American Pediatric Surgical Nurses Association (23rd Annual Meeting), The Sherwood Group and the JW Marriott Desert Ridge Resort & Spa and its employees and agents. In addition, exhibitor acknowledges that the American Pediatric Surgical Nurses Association (23rd Annual Meeting), the Sherwood Group and the JW Marriott Desert Ridge Resort & Spa do not maintain insurance covering exhibitor’s property and that it is the sole responsibility of exhibitor to obtain business interruption and property damage insurance covering such losses by exhibitor.

**PRODUCTS** -- APSNA reserves the right to prohibit exhibition or advertisement of any product it deems unsuitable for the exposition. No APSNA endorsement, expressed or implied, is connected with any product exhibited or advertised. Only products that have been approved by the FDA or other appropriate governmental agency 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.

**PRODUCT SALES** -- The selling of any products for delivery during the Conference and related taxes are the sole responsibility of the Exhibitor. The sale of any product within session rooms or the registration area is strictly prohibited.
DISTRIBUTION OF ADVERTISING MATERIAL -- Canvassing any part of the Exhibit Hall or meeting rooms by anyone representing or connected with a non-exhibiting company is strictly forbidden. Anyone doing so will be escorted from the Conference. Canvassing or distribution of advertising material by an Exhibitor will not be permitted within the session rooms or the conference registration area.

DISCLOSURE/COMMERCIAL INTEREST -- APSNA requires disclosure from faculty of the existence of any significant financial interest or other relationship a faculty member has with the manufacturer(s) of any commercial product(s) discussed in an educational presentation, or of any significant financial interest or other relationship a faculty member may have with the commercial supporter. APSNA also requires disclosure of the intent to discuss unlabeled uses of a commercial product or an investigational use of a product not yet approved for this purpose. Likewise we require that any commercial relationship, conflict of interest, endorsement of product or discussion of off label use of products be disclosed by our Exhibitors/Vendors as well.

DEFAULT -- If an Exhibitor violates these Terms and Conditions, ASPNA may take such actions as it deems appropriate in its sole discretion, including but not limited to terminating the Contract, removing the exhibit, requiring forfeiture of all or a portion of accrued priority points or forfeiture of all rights to exhibit at future events listed by ASPNA, and exercising any remedies it may have hereunder or under applicable law. If the Exhibitor has defaulted under the Contract, ASPNA will not be liable for refunds of any Exhibit Fees paid by Exhibitor, even if ASPNA leases any forfeited space to another Exhibitor.

AUTHORIZATION: By signing below, Exhibitor represents that Exhibitor 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 ASPNA Exhibitor Prospectus.

Exhibitor
Authorized
Signature: ______________________________

Title:_______________________________________

Date:_______________________________________

APSNA
Development
Chair/Date: _________________________________
Hotel Information

JW MARRIOTT DESERT RIDGE RESORT & SPA

5350 East Marriott Drive
Phoenix, Arizona 85054
Phone 480. 293. 5000
Fax: 480. 293. 3600
Toll-Free: 1. 800. 835. 6206

The Elements of nature; fire, water, earth and sky have been woven into Desert Ridge Resort's architectural design and its distinctive surroundings. This Phoenix resort features 950 luxurious smoke-free guestrooms including 81 suites. Choose from standard, deluxe and signature view Phoenix resort hotel rooms. Signature Revive Collection bedding, unique furnishings and worldly accents seamlessly combine to produce a welcome retreat in the Sonoran Desert.

Remember to go to our website www.apsna.org and check out our conference page where we have a dedicated vendor page!