



THE WESTERN

Foot and Ankle Conference

EXHIBITOR PROSPECTUS

JUNE 20-22, 2019



thewestern.org



facebook.com/WesternFootandAnkleConference



[@TheWesternFAC](https://twitter.com/TheWesternFAC)



(800) 794-8988



2430 K Street, Suite 200, Sacramento, CA 95816

DISNEYLAND® HOTEL &
CONVENTION CENTER
ANAHEIM, CA



WHY EXHIBIT AT THE WESTERN?

WHAT MAKES *THE WESTERN* DIFFERENT?

WHAT KEEPS COMPANIES COMING BACK YEAR AFTER YEAR?



EXPERIENCE ALL THE BENEFITS OF EXHIBITING AT THE WESTERN FOOT AND ANKLE CONFERENCE!

We invite you to attend The 2019 Western Foot and Ankle Conference June 20 through 22, 2019 in Anaheim, California at the *Disneyland*® Hotel and Convention Center. As an exhibitor, you have the opportunity to promote new concepts and products and ensure the continued support of your company through direct personal contact with one of the biggest assembled groups of foot and ankle physicians and staff in the nation.

The Western is regarded as a national level event that has made a name for itself in the podiatric medical community as a leading exhibition and education meeting for foot and ankle specialists from all over the United States and abroad. Besides being ranked among the three largest meetings of its kind in the country, *The Western* is by far the best attended west of the Mississippi. It has become not only an annual tradition for members of the podiatric community, but also the ideal place for companies large and small to meet and engage doctors and medical staff from all areas of expertise.

ATTENDEES

The Western is the essential must-attend meeting, attracting 1,100 Doctors of Podiatric Medicine, Podiatric Medical Assistants, and Office Managers from around the country and abroad, as well as all members of the CPMA Board of Directors, other Association leaders, and members.

EXHIBIT HALL LOCATION

The Western's exhibit hall adjoins the main lecture hall in the Convention Center. Attendees only need walk a few short steps to the entrance of the exhibit hall. Seminars and other activities are scheduled so that there are free blocks of time each day for all attendees to visit the exhibit hall.

REFRESHMENTS AND LUNCH

The Western provides complimentary healthy and delicious snacks throughout the meeting, including breakfast and afternoon refreshments, with concession lunch conveniently located in the exhibit hall.

RAFFLES

Raffle drawings held during each lunch break to draw attendees to the hall. Attendees collect tickets from the exhibitors, which assures traffic to every individual booth.

LEAD RETRIEVAL

For your company's convenience, Lead Retrieval will be available from Trade Show Leads. Order forms will be included in booth confirmation materials.

FLOOR PLAN

The Western's innovative floor plan was designed for a smooth traffic flow throughout the entire exhibit hall, providing maximum exposure for every booth, and has been a great success for exhibiting companies.

BOOTH ACCOUTREMENTS

Included with the cost of your booth is a 6' skirted table, two chairs, wastebasket, and up to 6 representative badges. Exhibit hall is carpeted. Additional items and badges can be ordered.



HOTEL INFORMATION

The 2019 Western Foot and Ankle Conference will be hosted by the *Disneyland®* Hotel and Convention Center in Anaheim, California. *The Western* offers exceptional discounts on rooms at two hotels on property for your convenience.

DISNEYLAND® HOTEL

1150 West Magic Way, Anaheim, CA 92802
Single or Double \$239

DISNEY'S GRAND CALIFORNIAN HOTEL® & SPA

1600 S. Disneyland Drive, Anaheim, CA 92802
Single or Double \$275

RESERVATIONS

Exhibitors will receive email confirmations containing a reservation code and link to the hotel reservation site.

THE WESTERN FOOT AND ANKLE CONFERENCE ROOM BLOCK

CUT-OFF DATE: MAY 29, 2019

After May 29, all rooms not utilized will be returned to the Hotel's general inventory. The Hotel will continue to accept reservations from attendees provided the Hotel is not sold out; however, after that date, rooms will be subject to availability at prevailing rates.

To reserve a room within *The Western's* group rate, it is recommended that you make your reservations immediately. **PLEASE NOTE:** The block usually sells out prior to the cut-off date, so make your reservations early.

BOOTH INFORMATION

Each exhibition space is 10' wide x 8' deep. Please note this when designing your display. If reserving multiple booth spaces, please refer to the floor plan to determine the size of your entire booth space.

Single booth	10' wide x 8' deep
Double in-line	20' wide x 8' deep
Double corner (end cap)	16' wide x 10' deep

Included with each booth are one skirted and draped 6' table, two chairs, and a wastebasket.

The entire exhibit hall is carpeted. Additional items, including power, may be ordered through Freeman, the show decorator.

CONTACTS

General Inquiries
Andrea Carrick
(800) 794-8988
acarrick@calpma.org

SPONSORSHIP OPPORTUNITIES

Andrea Carrick
(800) 794-8988
acarrick@calpma.org

QUESTIONS RELATED TO BOOTH SET-UP, SHIPMENT, AND EXHIBITOR KIT INFORMATION

Freeman
(714) 254-3410
FreemanAnaheimES@Freemanco.com
www.thefreemancompanies.com
www.myfreemanonline.com



GRANT & SPONSORSHIP OPPORTUNITIES

GAIN RECOGNITION FOR YOUR ORGANIZATION
BY BECOMING A WESTERN SPONSOR



The following list of options offers an extensive selection of choices that increase your company's:

RECOGNITION — Create and reinforce name recognition for your company and its products and/or services with the podiatric medical community.

VISIBILITY — *The Western's* tremendous popularity and high visibility create the perfect venue for increasing sales and enhancing corporate image.

IMPACT — Be part of the evolution of podiatric medicine by showcasing your cutting edge products and services.

EDUCATIONAL GRANTS

- Educational grants are used to fund California Podiatric Medical Association (CPMA) continuing medical education programs (CME).
- CME program grant estimates include the total estimated costs for the specific program, i.e. content development, full speaker coordination, promotion, administrative costs, signage, supplies, audiovisual, CME accreditation fees, etc. These unrestricted educational grants are negotiated on an individual basis depending on the CME program, i.e. general session lecture or track, hands-on workshops, etc. Please contact Andrea Carrick for more information.
- California Podiatric Medical Association is approved by the Council on Podiatric Medical Education as a provider of continuing education in podiatric medicine.
- All programs are developed and coordinated by the CPMA Scientific and Education Committee.



WWW.CALPMA.ORG

In addition to the significant booth price discount and priority booth location selection at *The Western*, CPMA Corporate Members receive a host of exclusive benefits designed to enhance companies' name and product recognition year-round. For information on how CPMA's Corporate Membership can benefit your company please contact Althea Finley at CPMA at (800) 794-8988 or afinley@calpma.org.

SPONSORSHIP OPPORTUNITIES

LUNCH \$35,000

(3 DAYS AVAILABLE)

In order to increase and maintain high traffic in the exhibit hall, lunches have been scheduled in the hall. Lunchtime is the crest of exhibit hall activity, and your sponsorship will provide your company the greatest exposure and visibility. Your company's name and/or logo will be featured on signage in the refreshment area, on-site conference guide and elsewhere throughout the meeting.

CONTINENTAL BREAKFAST \$10,000

(3 DAYS AVAILABLE)

Continental breakfasts are scheduled daily in the exhibit hall to promote traffic. The sponsoring company's name and/or logo will be featured on signage in the refreshment area and elsewhere throughout the meeting.

CONFERENCE TOTE/BACKPACK \$17,500

The sponsoring company's name and/or logo will be placed on these very popular items given to all Western attendees. One piece of your advertising may be placed in the attendee registration packet.

LANYARD BADGE HOLDERS \$7,500

The sponsoring company will have its name and/or logo printed on the lanyard. Attendees wear these badges throughout the entire meeting.

REFRESHMENT BREAK \$7,500

(3 DAYS AVAILABLE)

Afternoon refreshment breaks are scheduled daily in the exhibit hall. The sponsoring company's name and/or logo will be featured on signage in the refreshment area and elsewhere throughout the meeting.

ONLINE REGISTRATION \$5,000

Visibility is everywhere! Start catching the attention of the attendees while they are registering for the conference online. Your company logo will appear at the beginning and end of the online registration process with a link to your website.

MOBILE APPLICATION \$3,500

Put your company's logo in the hands of the attendees and exhibitors. Your company will be advertised in a prominent banner on the mobile conference guide.

WESTERN EHANDOUTS \$3,500

Exclusive opportunity to advertise on *The Western* eHandouts page online where attendees will download educational materials. This will feature your company's logo with a link to your website.

PENS \$2,500

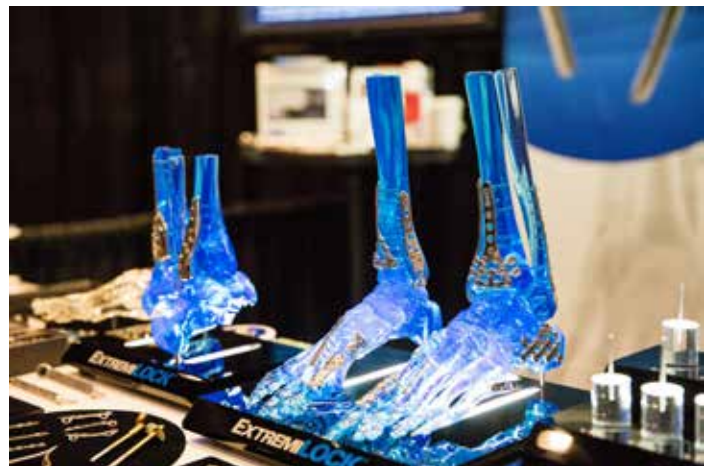
The sponsoring company's name and/or logo and booth number will be placed on stylus pens that are given out to all attendees.

RECOGNITION LEVELS OF TOTAL SUPPORT

TOTAL SUPPORT FOR EDUCATIONAL GRANTS AND/OR SPONSORSHIP FUNDING WILL BE RECOGNIZED BY THE LEVEL OF OVERALL SUPPORT AT THE WESTERN FOOT AND ANKLE CONFERENCE.



	Platinum \$50,000	Diamond \$25,000	Gold \$15,000	Silver \$10,000	Bronze \$5,000	Copper \$2,500
Booth(s)	Quad Island	2 booths on Sponsor Aisle	50% discount on Prime corner booth on Sponsor Aisle	25% discount on standard corner booth	10% discount on standard in-line booth	
Presidential level CPMA Corporate Membership	★	50% discount	25% discount			
Advertisement in <i>The Western</i> Conference Guide	Full page, prominently placed 4 color	½ page 4 color, premium position	½ page 4 color	¼ page 4 color		
Door drop	★					
One 8.5" x 11" piece of collateral material in registration packets	★	★				
Sky banner	★	★	★	★	★	
PDF of pre-registration mailing labels	★	★	★	★	★	
PDF of post-registration mailing labels	★	★	★			
Visibility in the on-site conference guide, announcements and other conference material	★	★	★	★	★	★
Signs of recognition displayed throughout the conference area	★	★	★	★	★	★
Recognition in the <i>California Podiatric Physician</i> magazine (circulation of over 1500)	4 issues	2 issues	2 issues	2 issues	2 issues	



DATES & DEADLINES

FORMS WILL BE INCLUDED IN THE EXHIBITOR CONFIRMATION PACKET AND CAN ALSO BE FOUND ONLINE AT THEWESTERN.ORG. FREEMAN FORMS WILL BE SENT WITH THE EXHIBITOR SERVICES MANUAL AND CAN ALSO BE FOUND ONLINE AT WWW.MYFREEMANONLINE.COM.



AUGUST

23 Space Applications Accepted

SEPTEMBER

1 Exhibitor Housing Opens

JANUARY

18 Deadline for Corporate Member Priority Booth Selection

25 Booth Assignments and Exhibitor Confirmation Packet Emailed

FEBRUARY

25 Exhibitor Services Manual Available Online www.myfreemanonline.com (Freeman)

MARCH

3 Full Booth Payment Due

3 Last Day to Cancel with Refund

4 Cancellation without Refund Begins

4 Booth Late Fee Begins

15 Sponsor Logo Deadline (submit eps vector format only)

APRIL

5 Company Product Information Due

5 Ads Due for Onsite Conference Guide (approved sponsors only)

26 Packet Insert Due (approved sponsors only)

MAY

13 Deadline for Exhibitor Name Badges (any changes or additions will cost \$25 each after this date)

13 EAC Form Due

13 COI Form Due

17 Deadline to Submit Order Form for Pre-Conference Labels

20 Advance Warehouse Shipments Begin (Freeman)

23 Pre-Conference Labels Emailed (if ordered)

29 Hotel Room Block Cut Off

29 Advance Order Discount Rates End (Freeman)

JUNE

14 Advance Warehouse Shipments received until Friday, June 14. Late Fee applies as of Monday, June 17 (No shipments received on Sat/Sun) (Freeman)

19 Direct Shipments to Convention Center (Freeman)

19 Move-in

August 2018

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

September 2018

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

January 2019

S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

February 2019

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28		

March 2019

S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

April 2019

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

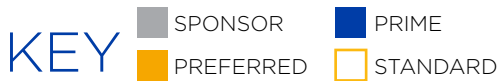
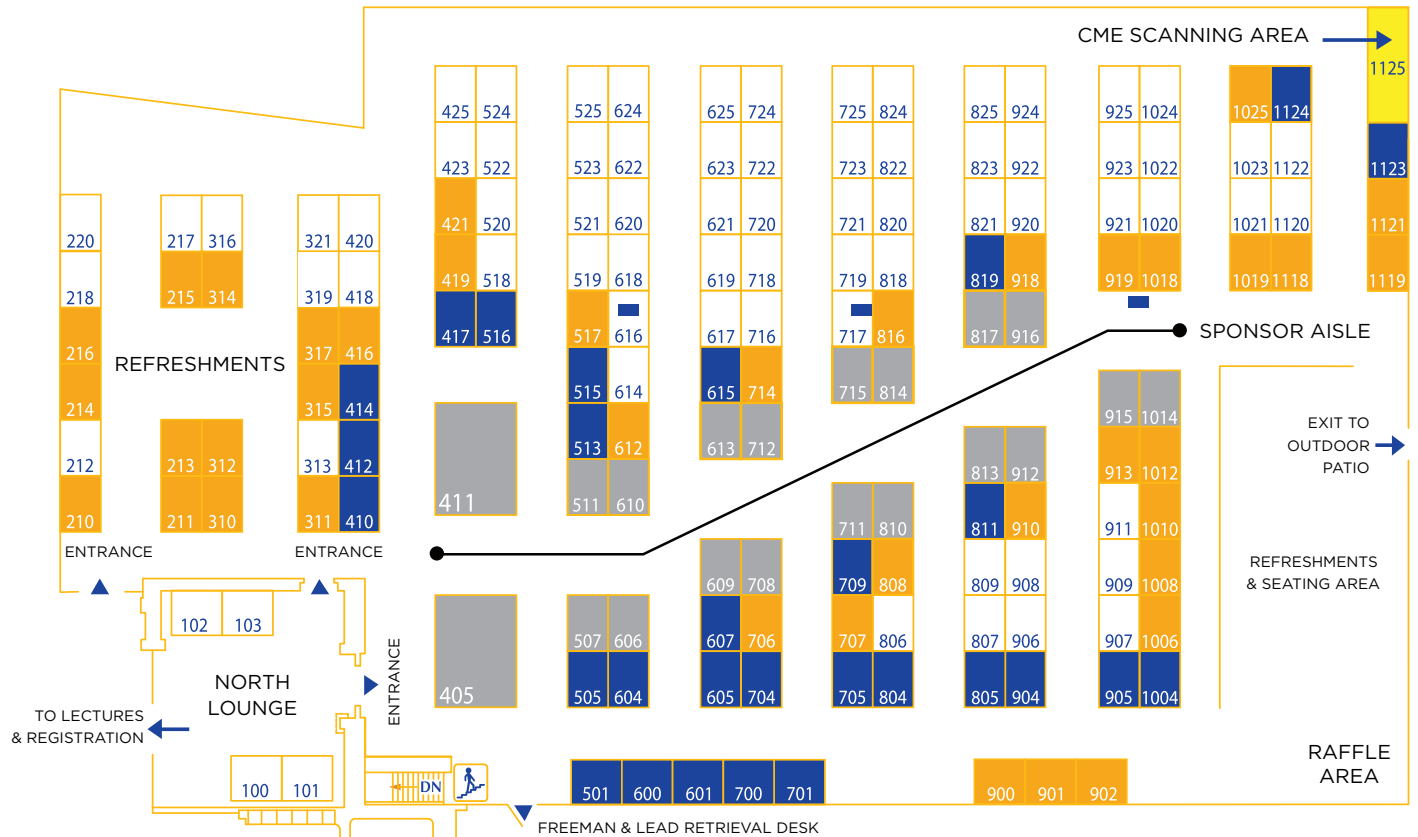
May 2019

S	M	T	W	T	F	S
		1	2	3	4	
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

June 2019

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

EXHIBIT HALL FLOOR PLAN



Sponsor booths are reserved for Gold Level Sponsors and above. CPMA Corporate Members will receive Priority choice of preferred booths if registered by January 18, 2019.

EXHIBITOR INFORMATION

SHOW DATES

Thursday, Friday & Saturday, June 20 - 22

THURSDAY, JUNE 20

Exhibit Hall Opens	8 am
Morning Break	9:45 - 10:30 am
Lunch Break	12:15 - 1:30 pm
Afternoon Break	3:15 - 4 pm
Exhibit Hall Closes	4 pm

FRIDAY, JUNE 21

Exhibit Hall Opens	9:30 am
Morning Break	9:30 - 10:15 am
Lunch Break	12 - 1:30 pm
Afternoon Break	3:15 - 4 pm
Exhibit Hall Closes	4 pm

SATURDAY, JUNE 22

Exhibit Hall Opens	9:30 am
Morning Break	9:30 - 10:15 am
Lunch Break	12 - 1:30 pm
Exhibit Hall Closes	2 pm

VERY IMPORTANT INFORMATION

INSTALLATION & DISMANTLING POLICY

Due to hall opening at 8 am on Thursday morning, we will NOT be able to allow any exhibitor to move-in Thursday morning. All exhibiting companies must check-in **between 8 am and 5 pm on Wednesday, June 19** at the Exhibitor Registration desk prior to booth set-up. **Move-in, including exhibit freight, and set up of all booths are to be completed on Wednesday, June 19 from 8 am to 7 pm. Exhibitors who are unable to check-in on Wednesday must contact show management at acarrick@calpma.org or (800) 794-8988 by May 24.**

No booth set-up may be completed while the exhibit hall is open.

EXHIBITOR REGISTRATION & INSTALLATION

Wednesday, June 19

8 am - 5 pm	Exhibitor registration open
8 am - 7 pm	Exhibitor move-in & installation (if checked-in by 5 pm)

DISMANTLING

Move-out is Saturday, June 22, from 2 to 6 pm. No Exhibitor is permitted to dismantle any exhibit prior to 2 pm on Saturday, June 22.

RULES & REGULATIONS

PLEASE REVIEW THESE RULES AND REGULATIONS CAREFULLY.
YOUR SIGNATURE ON THE APPLICATION BINDS YOU AND YOUR COMPANY TO
THIS CONTRACT AND THE TERMS EXPRESSED HEREIN.



ELIGIBILITY TO EXHIBIT

The California Podiatric Medical Association (CPMA) reserves the right in its sole discretion to decline applications for exhibits.

EXHIBIT DATES AND HOURS

Thursday, June 20, 2019	8 am - 4 pm
Friday, June 21, 2019	9:30 am - 4 pm
Saturday, June 22, 2019	9:30 am - 2 pm

Exhibits will be in the South Exhibit Hall at the *Disneyland*® Convention Center. Please note: exhibit hours are subject to change. Registered Exhibitors will be notified of any changes that may occur.

INSTALLATION & DISMANTLING POLICY

Exhibiting companies must check-in **between 8 am and 5 pm on Wednesday, June 19** at the Exhibitor Registration desk prior to booth set-up. **Move-in, including exhibit freight, and set up of all booths are to be completed on Wednesday, June 19 from 8 am to 7 pm. Exhibitors who are unable to check-in on Wednesday must contact show management at acarrick@calpma.org or (800) 794-8988 by May 24.**

No booth set-up may be completed while the exhibit hall is open.

Exhibitor Registration & Installation

Wednesday, June 19	
8 am - 5 pm	Exhibitor registration open
8 am - 7 pm	Exhibitor move-in & installation (if checked-in by 5 pm)

Dismantling

Move-out is Saturday, June 22, from 2 to 6 pm. No Exhibitor is permitted to dismantle any exhibit prior to 2 pm on Saturday, June 22.

No booth dismantling may be completed while the exhibit hall is open.

Failure to observe these regulations may result in rejection of the Exhibitor's applications for space at future Western Foot and Ankle Conferences.

RATES, DEPOSITS, & REFUNDS

Booth space is charged as stated on the contract. No booth will be assigned without

a 50% deposit accompanying the exhibit space application. Space must be paid for in full by Sunday, March 3, 2019. If space is not paid for by this date, it may be canceled without refund. In the event of conflicts regarding space requests or conditions beyond its control the Western Foot and Ankle Conference, aka *The Western*, reserves the right to rearrange the floor plan.

Any space not claimed and occupied (for which no special arrangements have been made at least 24 hours prior to exhibit opening) will be resold or reassigned by *The Western* without obligation on the part of the Western Foot and Ankle Conference for any refund whatsoever.

CANCELATION

Cancellation of booth space contracts must be received in writing. No refund will be made if notice of cancellation is received on or after Monday, March 4, 2019.

CONTRACTOR SERVICES

Freeman is the official general contractor for the Western Foot and Ankle Conference. The Exhibitor Services Manual (ESM) will be emailed to the company representative listed on the exhibit application.

- Shipping/Material Handling information will be included in the ESM from Freeman.
- Electrical is provided by and ordered through the *Disneyland*® Hotel; the order form will be included in the ESM.
- Audiovisual is provided by and ordered through PSAV, the hotel's in-house company; the order form will be included in the ESM.

Freeman can be reached at (714) 254-3410 or FreemanAnaheimES@Freemanco.com.

BOOTHS AND FURNISHINGS

Unless otherwise indicated, all exhibit spaces are 10' wide x 8' deep. Included in the price of exhibit space are back walls and side rails, two chairs and one 6' table. A sign will be provided consisting of one line, stating the Exhibitor's name and booth number. Additional tables, chairs and other accoutrements, can be ordered through Freeman. The entire exhibit area is covered with a multicolor carpet.

Single booth	10' wide x 8' deep
Double in-line	20' wide x 8' deep
Double corner (end cap)	16' wide x 10' deep

BOOTH SPACE ASSIGNMENT

Exhibit applications are date-stamped as received. Allotment of booth(s) will be made with priority to Sponsors of *The Western* and Corporate Members of CPMA. All other exhibit space is assigned on a first come, first served basis. *The Western* will make every effort to accommodate requests made for booth selections on the Exhibit Space Application and Contract, but also reserves the right to assign the next best space when requested choices are not available.

SHARING/SUBLETTING OF SPACE

No part of any exhibit space assigned to an Exhibitor may be reassigned, sublet or shared with any other party. Sharing of exhibit space is permitted only for divisions of the same company and **must be noted on the application form.**

EXHIBITOR APPOINTED CONTRACTOR

Exhibitors planning to use an independent contractor must complete the Request for Exhibitor Appointed Contractor (EAC) form found in their Exhibitor confirmation packet. The contractor must submit a Certificate of Insurance (See also, Section: Insurance). It is the Exhibitor's responsibility to provide third parties with the necessary information and forms from their confirmation packet.

EAC forms and Certificates of Insurance due no later than Monday, May 13, 2019.

SELLING AND ORDERING TAKING

The purpose of the exhibits is to further the education of meeting attendees through product displays and demonstrations. Order taking within the booth is permitted if conducted in a professional manner. Items sold for delivery on the show floor are not permitted.

UNION LABOR

All labor must be performed by the appropriate union having jurisdiction thereof. See the Union regulations in the EMS

DISPLAY REGULATIONS

All exhibit backgrounds must conform to IAEE line of sight guidelines, i.e., for a single booth:

in the rear 4 feet of the booth, exhibit space may be utilized up to a height of 8 feet; in the 4-foot forward portion of the booth, exhibit space material must not exceed a height of 4 feet.

CHARACTER OF EXHIBITS

The Western reserves the right to decline to permit an Exhibitor to conduct and maintain an exhibit if, in the judgment of *The Western*, said Exhibitor, exhibit or proposed exhibit shall in any respect be deemed unsuitable. *The Western* expects Exhibitors' booth staff, employees and models to conduct themselves professionally and dress in a professional manner. Professional dignity and discretion should be observed at all times. Booth set-up and contents **may not obscure the view** of surrounding Exhibitors' booth space. Electrical or other apparatus must be muffled so noise does not interfere with other Exhibitors. *The Western* may also decline to permit persons, conduct, articles of merchandise, printed matter, souvenirs, catalogs and any other items without limitation, which affect the character of the exhibit. All efforts to advertise, demonstrate and operate the exhibit must be conducted so as not to trespass the rights of other Exhibitors and visitors. All exhibit material must be on the table or floor within the allotted space. Attachment of display material to walls will not be permitted. Nothing can exceed booth dimensions. No other area can be used for display purposes. Exhibitors may not enter another Exhibitor's booth without permission.

FIRE REGULATIONS

No combustible oils or bottled gases, open flames of any type, batteries containing electrolyte, nor any corrosive will be permitted in the exhibit hall. No combustible decorations, such as crepe paper, tissue paper, cardboard, or corrugated paper, shall be used at any time. All packing containers, excelsior, and wrapping paper is to be removed from the floor and must not be stored under tables or behind displays.

SOLICITATION REGULATION

Distribution of printed matter, souvenirs, or any other articles shall be restricted to the contracted booth area. No part of the facility other than the Exhibitor's booth shall be used for display, order taking, canvassing or selling purposes of any kind. *The Western* reserves the right to require removal of any objectionable display elements or prohibit any unauthorized Exhibitor selling activity.

EXHIBITOR/AFFILIATE SOCIAL EVENTS

The Western must review and approve ANY event affecting *The Western's* meeting attendees during the inclusive dates of the

Western Foot and Ankle Conference being held at the *Disneyland®* Resort.

No entertainment functions, meetings, courses, or social functions may be scheduled to conflict with the Western Foot and Ankle Conference hours, activity hours, or exhibit hours. Entertainment and social functions must be in good taste and conform to the purpose of the meeting. Failure to comply with this request will be in violation of Rules & Regulations. Announcements and invitations addressed to members of the medical profession concerning such industry sponsored events should clearly indicate the name(s) of the Sponsor and must in no manner imply, directly or indirectly, that the event is a part of or an official activity of the CPMA or Western Foot and Ankle Conference.

Requests for hospitality suites may be sent to acarrick@calpma.org. Attempts to make reservations for meeting space directly with the *Disneyland®* Resort may forfeit requests for space.

UNREGISTERED COMPANY REPRESENTATIVES

Representatives of any company that is NOT a registered Exhibitor at the Western Foot and Ankle Conference will not be admitted to the exhibit hall. No Exhibitor or guest badges are available for purchase for unregistered company representatives.

PRIZE DRAWINGS/GIVEAWAYS/FOOD & BEVERAGE

Prize drawings and giveaways are permissible within an Exhibitor's booth only. Winners' names may be posted in the Exhibitor's booth; announcements will not be made over the public-address system.

Food & beverage distributed from an Exhibitor's booth for hospitality is permissible with prior approval of the Western Foot and Ankle Conference. All food & beverage must be purchased through the *Disneyland®* Hotel & Convention Center.

USE OF DIAGNOSTIC IMAGING EQUIPMENT

In compliance with the recommendation of the US Department of Health and Human Services Exhibitors shall not demonstrate diagnostic imaging equipment using either ionizing or non-ionizing radiation. In addition, demonstrations of activated therapeutic lasers are prohibited.

FDA REGULATIONS

Exhibitors shall comply with all applicable Food and Drug Administration (FDA) regulations including, without limitation, FDA restrictions on the promotion of investigational and preapproved drug and devices and the FDA prohibition on promoting approved drugs and devices

for unapproved uses. Any product not FDA approved for a particular use or not commercially available in the USA may be exhibited only if accompanied by easily visible signage indicating the status of the product. Exhibitors shall have available at the booth a letter from the FDA that describes the allowable use of any drug or device exhibited.

INTELLECTUAL PROPERTY

Exhibitor shall obtain any and all licenses or grants of authority required under the copyright laws, including, but not limited to, those relating to the performance of music, whether live or recorded. Copies of such licenses and grants will be furnished to the Western Foot and Ankle Conference no less than 30 days prior to the start of conference. In addition, Exhibitor represents and warrants that it shall not display any product or related materials or take any action that infringes on the intellectual property rights of others, including, without limitation, copyright, patent, or trademark rights.

LIABILITY

Exhibitor hereby agrees to indemnify and save harmless, the California Podiatric Medical Association, its officers, members, and staff, its agents, Freeman, and the *Disneyland®* Resort, its managers, officers, sponsors, employees, agents, successors, and assigns from any suit or claim for personal injury or for property damage or for loss of use of property by whomsoever sustained on or about Exhibitor's participation in the exhibit, unless the damage or injury is due solely to the negligence or willful misconduct of the California Podiatric Medical Association or the *Disneyland®* Resort. Exhibitor further agrees to indemnify and hold harmless the California Podiatric Medical Association, its officers, members, and staff from any claim of whatever nature arising from the use of any product or service exhibited, or any claim or representation made in connection therewith by the Exhibitor or any person acting in its behalf.

INSURANCE

All property of the Exhibitor is understood to remain under its custody and control in transit to and from or within the confines of the exhibit hall. The Western Foot and Ankle Conference, *Disneyland®* Resort, and Freeman do not provide insurance covering Exhibitors' property.

Exhibitors must provide a certificate of insurance verifying the following coverage:

Commercial General Liability:

- \$2 Million General Aggregate
- \$1 Million Products-Completed Operations
- \$1 Million Bodily Injury/Property Damage
- \$1 Million Personal and Advertising Injury
- \$5,000 Medical Expense Limit (per person)

Automobile Liability:

- \$1 Million Combined Single Limit Bodily Injury and Property Damage

Workers Compensation/Employers Liability:

- As required by statute

PHOTOGRAPHY AND VIDEO RECORDERS

Exhibitors are not permitted to photograph or videotape any booth other than that of the company they represent. Photography activities are permitted only before or after exhibit hall hours. Only the official meeting photographer is allowed open access to photograph in the exhibit hall.

SAFETY

Standing on chairs, tables, or other rental furniture is prohibited. This furniture is not engineered to support standing weight. The Western Foot and Ankle Conference and Freeman cannot be responsible for injuries or falls caused by the improper use of this furniture. The labor order form in the Freeman Service Kit can be used to order labor for assistance for booth assembly.

SECURITY

The Western Foot and Ankle Conference provides security guard service during exhibit hours to restrict access to meeting registrants displaying valid name badges. Security will also be present during the hours exhibits are closed to attendees. Loss prevention of inventory and records is a priority. However, neither the Western Foot and Ankle Conference, the official security service, *Disneyland*® Resort, nor Freeman will be responsible for loss or damage due to any cause.

AMERICANS WITH DISABILITIES ACT

The Exhibitor represents and warrants

- that its exhibit will be accessible to the full extent required by law;
- that its exhibit will comply with the Americans with Disabilities Act (ADA) and with and regulations implemented by that Act; and
- that it shall indemnify and hold the Western Foot and Ankle Conference harmless from and against any and all claims and expenses, including attorneys' fees and litigation expenses, that may be incurred by or asserted against the Western Foot and Ankle Conference, its officers, directors, members, agents or employees on the basis of Exhibitor's breach of this paragraph or non-compliance with any of the provisions of the ADA.

FORCE MAJEURE

In the event the *Disneyland*® Resort or any part of the exhibit area thereof is unavailable, whether for the entire event or a portion of the event, as a result of fire, flood, tempest, or any such act of God, or as a result of governmental intervention, malicious damage acts of war, strike, lock-out, labor dispute, riot, or any other cause or agency over which the Western Foot and Ankle Conference has no control, or should the Western Foot and Ankle Conference decide that because of any such cause it is necessary to cancel, postpone, or resite the exhibit or reduce the installation time, exhibit time, or move-out time, the Western Foot and Ankle Conference shall not be liable to indemnify or reimburse the Exhibitor in respect of any damage or loss, direct or indirect, arising as a result thereof.

VIOLATIONS

Any violation of these Rules and Regulations by an Exhibitor may, at the Western Foot and Ankle Conference's discretion, result in denial of access to the exhibit area, denial of the exhibit space installation, closing or removal of the Exhibitor's exhibit space and/or prohibition of future participation in the Western Foot and Ankle Conference. In the event the Exhibitor violates the Rules and Regulations and is prohibited from continued use of the exhibit space, the Exhibitor's exhibit space fee, or any portion of it, is non-refundable.

AMENDMENTS

Any and all matters not specifically covered by the preceding Rules and Regulations and the other terms and conditions contained in the Exhibitor Confirmation Packet shall be subject to the decision of the Western Foot and Ankle Conference. The Western Foot and Ankle Conference shall have the full power to interpret, amend, and enforce these Rules and Regulations. Each Exhibitor, for itself and its employees, agrees to abide by the foregoing Rules and Regulations and by any amendments or additions thereto.

DEFAULT

Exhibitors will not be permitted to set up their exhibits, and will be subject to eviction, if this contract is violated.

LAWS APPLICABLE

This contract shall be governed by the laws of the City of Anaheim, California. Exhibitors agree to abide by the rules and regulations of the *Disneyland*® Resort.



EXHIBIT SPACE APPLICATION AND CONTRACT

2019 WESTERN FOOT AND ANKLE CONFERENCE | MOVE-IN JUNE 19 | EXHIBITION JUNE 20 - 22

IMPORTANT: PLEASE SHARE THIS INFORMATION WITH ALL COMPANY REPRESENTATIVES WHO WILL BE SETTING UP YOUR BOOTH

I/we acknowledge and agree to the following: Exhibiting companies must check-in between 8 am and 5 pm on Wednesday, June 19 at the Exhibitor Registration desk prior to booth set-up. Move-in, including exhibit freight, and set up of all booths are to be completed on Wednesday, June 19 from 8 am to 7 pm. Exhibitors who are unable to check-in on Wednesday must contact show management at acarrick@calpma.org or (800) 794-8988 by May 24.

I/we acknowledge and agree that no exhibitor is permitted to dismantle any exhibit prior to 2 pm on Saturday, June 22, and that failure to observe this regulation may result in rejection of my/our application for space at future meetings.

Exhibitor Registration & Installation

Wednesday, June 19

8 am - 5 pm

Exhibitor registration open

8 am - 7 pm

Exhibitor move-in & installation (if checked-in by 5 pm)

Dismantling

Move-out is Saturday, June 22, from 2 to 6 pm. No Exhibitor is permitted to dismantle any exhibit prior to 2 pm on Saturday, June 22.

I/we acknowledge and agree to comply with the conditions, rules and regulations as set forth in the prospectus, which is made part of this contract reference and fully incorporated herein, and to all conditions under which exhibit space at the Disneyland[®] Hotel and Convention Center is leased to the California Podiatric Medical Association.

AUTHORIZATION - Void without signature: I am an authorized representative of the company with full power to sign and deliver this application. The company listed agrees to comply with all instruction, rules and regulations.

Print Name of Company Representative _____

Signature _____ Date _____

OFFICIAL COMPANY NAME AND REPRESENTATIVE TO RECEIVE ALL INFORMATION

Company _____

Website _____

Contact Name _____ Title _____

Address _____

City _____ State _____ ZIP _____ Country _____

Email _____

Phone _____ Fax _____

SPECIFIC PRODUCTS OR SERVICES TO BE EXHIBITED

Please check one:

- ☐ Diagnostic
- ☐ Equipment/Supplies
- ☐ Implants and Surgical Devices
- ☐ Insurance/Management Services
- ☐ Laser
- ☐ Orthotics and Corrective Devices
- ☐ Pathology Services
- ☐ Pharmaceutical
- ☐ Podiatric Software (Billing/EMR)
- ☐ Shoes and Hosiery
- ☐ Surgical Instruments
- ☐ Wound Care
- ☐ Other _____

BOOTH SELECTION*

Total Number of Booths Requested _____ Please list booth numbers in order of preference:

1st _____ 2nd _____ 3rd _____ 4th _____ 5th _____ 6th _____

Please list two competitors you do not wish to be placed next to. Not guaranteed, but every effort will be made to accommodate your request.

Information including this brochure and application is also available at www.TheWestern.org.

BOOTH COSTS

	General Registration	Late Registration (Beginning March 4)	CPMA Corporate Members Deduct*
Prime Corner	\$3,495	\$3,695	30% for Presidential Level*
Prime In-Line	\$3,295	\$3,495	
Preferred Corner*	\$3,195	\$3,395	15% for Executive Level*
Preferred In-Line*	\$2,695	\$2,895	
Standard Corner	\$2,595	\$2,795	5% for Associate Level*
Standard In-Line	\$2,195	\$2,395	
Quad Island	\$13,495	\$13,985	

*Note: CPMA Presidential Corporate Members will receive priority choice of booth location if booth application and payment is received by The Western no later than January 18, 2019.

APPLICATION AND PAYMENT SUBMISSION

Applications must be submitted with the following:

Application must be sent with payment in full or at least 50% deposit of the total amount due, with the balance due March 3, 2019. If no amount is specified, full payment will be processed. If application is received on or after March 4, 2019, full payment is required of the late registration rate. No refund will be given if cancellation is received after March 3, 2019.

PAYMENT

☐ 50% of the total due: \$ _____ ☐ Total due: \$ _____

☐ Check Enclosed

☐ Visa/MasterCard/Discover ☐ American Express

Credit Card #: _____

Ex. Date (mm/yy): _____ CVV Code: _____

Name on Card: _____

Cardholder's Signature: _____ Date: _____

Billing Address: ☐ Check box if the same address as above

City: _____ State: _____

Zip Code: _____ Country: _____

Send application to (please keep a copy for your records):

MAIL:

Western Foot and Ankle Conference
2430 K St Ste 200
Sacramento, CA 95816

FAX: (916) 448-0258

EMAIL*:

acarrick@calpma.org

*Application must be sent as a PDF document, not a jpeg.



THE WESTERN

Foot and Ankle Conference

2430 K STREET, SUITE 200
SACRAMENTO, CA 95816

PAST EXHIBITORS

20/20 Imaging
4WEB Medical
Allied Powers LLC
Altra
American Board of Foot and Ankle Surgery
American Board of Multiple Specialties in Podiatry
American Board of Podiatric Medicine
American Podiatric Medical Association
Amerx Health Care Corp.
Amniox Medical
Anodyne
Apis Footwear Company
Arthrex, Inc.
Bako Diagnostics
Bianco Brothers Instruments
Bioventus
Bizmatics, Inc
Blaine Labs, Inc.
Bone Support
California Board of Podiatric Medicine
California Podiatric Political Action Committee
California School of Podiatric Medicine
Care Credit
Cartiva, Inc
Celularity
Compulink Business Systems, Inc.
Coverys Podiatry Preferred
CrossRoads Extremity Systems
Cure Rx Compounding Pharmacy
Custom Medical

Cutting Edge Laser Technologies
Darco International
DePuy Synthes, Inc.
DG Instruments
Dia-Foot
DNE LLC Seal
Doctor.com
Dr's Remedy Enriched Nail Polish
Dr. Comfort
Dr. Jill's Foot Pads, Inc.
DT Insurance Agency - A Data Trace Co.
Erchonia Corporation
European Footcare Supply
EVENup
Extremity Medical
Foot Steps, LLC
Foot Therapy Orthotics
Footmaxx
Gill Podiatry Supply Company
Greywell Pharmacy
GSource, LLC
Guardian Disability Insurance
HCPN Alliance
Henry Schein Foot & Ankle
Implus Footcare
IMS Medical Equipment, LLC
In2Bones USA, LLC
Innovative Minimally Invasive Imaging & Therapeutics
Integra LifeSciences
JM Orthotics
KLM Laboratories, Inc.
Macan Medical
Medartis, Inc.
Medline Industries
MedPro Group

Melinta Therapeutics
Mettler Electronics Corp.
MiMedx
Moore Medical, LLC
New Clip USA, LLC
Northwest Podiatric Laboratory, Inc.
Nova Dx
Novum Pharma
Officite
Organogenesis Inc.
Ortho Dermatologies
Orthofeet, Inc.
Orthofix, Inc.
Osiris Therapeutics, Inc.
OsteoMed, LLC
Otto Trading, Inc.
PAL Health Technologies II
Paragon 28, Inc.
Pedicis Research
PediFix Medical Footcare
Pharma Med USA
PharmaDerm - Sandoz
Physician Claim Corp.
Physician Web Pages/ Eppointments
PICA
Plasma Solutions
Podiatry Today
Powerstep
Practice EHR
Primus Pharmaceuticals, Inc.
Privus Healthcare
ProLab Orthotics, Inc.
Quantum Pathology
R & S Research, LLC
Redi-Thotics

Revere Comfort Shoes
Root Laboratory, Inc.
Scientific Solutions
SegWAY Orthopaedics
Sensor Medica USA LLC
Sgarlato Med, LLC
Silipos
Simple Orthotics, Inc.
Smith & Nephew, Inc.
SOLE
Sole Supports
South Bay Preferred Medical Billing LLC
ST&G USA Corp
Stryker
Superfeet
SureFit
Surgenex
Tactile Medical
Talar Medical
Televere Systems / TigerView
The Tetra Corporation
Tissue Regenix, Inc
TLD Systems
TOPA Diagnostics
TRAKnet
Treace Medical Concepts, Inc.
Universal Imaging
Value Script Pharmacy
Viktor Shoes, LLC
Vilex, Inc.
Vionic/Vasyli Medical
Western University of Health Sciences
Wolters Kluwer
Wright Medical Technology, Inc.
Zimmer Biomet