

NATCO 37TH ANNUAL MEETING

Learning from the Past, ADVANCING THE FUTURE



August 12-15, 2012
Grand Hyatt Washington
Washington, DC

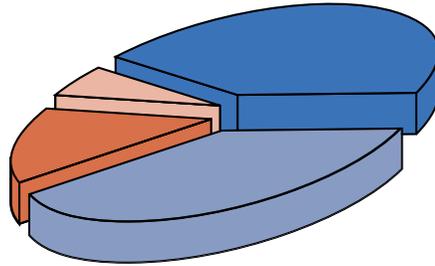
Learning from the Past, ADVANCING THE FUTURE

By exhibiting at the NATCO 37th Annual Meeting, **you will gain a competitive edge** in the transplant industry. Your company will be introduced to more than 400 transplant professionals in our exhibit hall and throughout the Annual Meeting.

The NATCO Annual Meeting is **the premier meeting** where transplant and procurement practitioners join together to learn cutting-edge skills and collaborate with colleagues from all areas of their profession. NATCO members manage patients, prescribe medications and make decisions regarding product purchases and contracts. NATCO's vision is to ... "empower transplant professionals to achieve their highest potential." Come along on our journey to reach our vision.

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Membership

Areas of Practice:

- ▶ Transplant = 43%
- ▶ Procurement = 38%
- ▶ Hospital Development = 14%
- ▶ Administration = 5%

See what NATCO attendees said after last year's Annual Meeting:

- I am amazed after 36 years, but not surprised, that our meetings continue to be informative, relevant, interesting and caring year after year. I think it is a reflection of the true dedication and character of our members. Congratulations! Another outstanding meeting!
- The NATCO Annual Meeting is always excellent; the place for learning and networking. It's always in a fantastic city, too!
- What a great meeting!! I learned so much and loved networking with other transplant professionals. I can't wait for Washington, DC in 2012.
- Excellent conference, great learning opportunities and motivation!
- These events are invaluable to bring so many talents and resources of transplant staff and products, that significantly make learning and advancement possible.
- NATCO continues to provide the highest quality education and a wonderful networking environment. Truly a wonderful experience!

Marketing At-A-Glance

NATCO offers a variety of cost-effective opportunities to increase your organization's visibility and attendee awareness. Maximize your exposure and build your brand by: ■ Sponsoring ■ Exhibiting ■ Event Marketing ■ Advertising

Sponsorship Opportunities

SPONSORSHIP LEVEL	PLATINUM \$15,000	GOLD \$10,000	SILVER \$8,000-\$6,000	BRONZE \$5,000 – AND UNDER
Exhibit Booth	Premium	Standard		
Additional Complimentary Meeting Registrations	2	1	1	
Advertisement in Exhibit Guide (B/W)	1 Full Page	½ Page	½ Page	
Pre-Conference Registration Mailing List	√	√	√	√
Verbal Acknowledgement at Business Lunch and Recognition on Signage throughout Annual Meeting	√	√	√	√
Acknowledgement of Support in Association Publications and on the NATCO Website	√			

Exhibit Booth Space

The exhibit hall will be located in the Independence Ballroom. The Welcome Reception, Refreshment Breaks, and Networking Reception will all take place in the exhibit hall giving you great exposure to attendees. See page 4 for more information. Your exhibit booth fee includes the booth space rental, one full conference registration, one exhibit hall representative and security during the hours the exhibit hall is not open. The exhibit space is a 10' x 10' area for you to display and/or demonstrate your company's products and services.

Security will be provided when the exhibit hall is not open.

Booth Type	Size	Price
Premium (P)	10' x 10'	\$2,150
Standard	10' x 10'	\$1,750
Non-Profit	10' x 10'	\$1,250

Pre-Conference Mailing List

Start marketing your company now!

You can reach the NATCO attendees before they even arrive in Washington, DC by purchasing the attendee list in advance. The special show rate is \$125. You can order this electronic list on your registration form prior to July 10, and it will be e-mailed to you on July 16. A post-conference registration mailing list is provided to all exhibitors. You will receive it no later than August 30.



Advertising Opportunities

Reach every NATCO attendee by advertising in the exhibit guide.

This valuable tool includes the exhibitor details, conference supporters, exhibit hall map and other essential information. Your advertising won't be missed!

Advertising Prices and Ad Specifications for Exhibit Guide

Placement	Price	Color	Size
Back Cover	\$1,500	Color	7.5" x 10.5"
Inside front cover	\$1,500	Color	7.5" x 10.5"
Inside back cover	\$1,500	Color	7.5" x 10.5"
Full page	\$1,000	Black & White	7.5" x 10.5"
1/2 page	\$500	Black & White	Horizontal: 7.5" x 5.125" Vertical: 3.625" x 10.5"
1/4 page	\$300	Black & White	3.635" x 5.125"

The exhibit guide is 8 1/2" x 11" in size with a color cover and non-glossy text pages. To secure your ad space, please complete the form on pages 9 and 10 and submit your ad to natco-info@goAMP.com no later than **June 25**.

Accepted formats:

PDF Choose "Press Quality" for Adobe PDF and edit the compatibility to be Acrobat 5.0. JPG or TIF file convert all fonts to outline, and all photos should be high resolution (at least 300 dpi).

Marketing At-A-Glance, continued

Event Marketing

Educational Symposia & Affiliate Marketing Activities

NATCO offers two unique opportunities for interacting and providing educational opportunities to more than 400 transplant professionals during the Annual Meeting.

1. Educational Symposia

Your company can sponsor and provide an educational session with invited speakers on specific, current issues to educate the NATCO Annual Meeting attendees on transplant/procurement practice. You can submit a symposium request by April 1 based on the guidelines on NATCO's website at www.natco1.org.

2. Affiliate Marketing Activities

If your organization would like to host a committee or company meeting, workshop, user group, reception, hospitality suite or other promotional activity, either at the conference hotel or at

a facility off-site, please complete the form on NATCO's website at www.natco1.org, and return it to the NATCO Executive Office by April 1. After NATCO receives this form, we will review your request, and upon approval, help to determine the location of meeting space at the conference hotel (based on availability at time of request). If you decide to have this event off-site, it is your responsibility to secure space.

Please visit NATCO's website at www.natco1.org for an outline of the guidelines, or contact the NATCO Executive Office at natco-info@goAMP.com or (913) 895-4612 for additional information.

Schedule At-A-Glance

(Program is subject to change)

Friday, August 10

9:30 am – 5:00 pm Pre-conference workshops

Saturday, August 11

9:30 am – 5:00 pm Pre-conference workshops

Sunday, August 12

8:00 am – 3:00 pm Exhibitor set-up

7:30 am – 8:00 am Continental Breakfast

8:00 am – 12:00 pm Plenary Session

9:45 am – 10:30 am Refreshment Break

12:00 pm – 1:00 pm Group Luncheon

1:30 pm – 5:00 pm Concurrent Sessions

2:15 pm – 3:00 pm Refreshment Break

5:30 pm – 7:00 pm Welcome Reception in the Exhibit Hall – Dedicated Exhibit Time

Monday, August 13

8:30 am – 9:00 am Continental Breakfast in the Exhibit Hall

8:30 am – 3:00 pm Extended Dedicated Exhibit Time

9:00 am – 4:30 pm Concurrent Sessions

9:45 am – 10:30 am Refreshment Break in Exhibit Hall – Dedicated Exhibit Time

12:00 pm – 1:30 pm Group Luncheon – Tentative

2:15 pm – 3:00 pm Refreshment Break in Exhibit Hall – Dedicated Exhibit Time

5:00 pm – 6:00 pm Networking Reception & Poster Session – Dedicated Exhibit Time

Tuesday, August 14

8:30 am – 9:00 am Continental Breakfast in the Exhibit Hall

9:00 am – 4:45 pm Concurrent Sessions

9:45 am – 10:30 am Refreshment Break in the Exhibit Hall

12:00 pm – 2:00 pm Business Meeting & Awards Lunch

2:45 pm – 3:15 pm Refreshment Break in the Exhibit Hall

3:30 pm – 7:00 pm Dismantle Exhibit Hall

Wednesday, August 15

7:30 am – 8:00 am Continental Breakfast

8:00 am – 12:30 pm Plenary Session

10:15 am – 10:30 am Refreshment Break

9½ hours of Dedicated Exhibit Time

Exhibit Hall will be closed during non-dedicated exhibit hours. This will allow exhibitors to attend sessions and will increase traffic during dedicated hours.

Sponsorship Opportunities

Your financial support and strong volunteers allow NATCO to continue to provide these exceptional meetings and provide you the best value for your investment and great exposure through multiple media. NATCO offers a two-tiered approach to sponsorships: 1) Choose a sponsorship level; and 2) Select an activity/item under the sponsor level, if desired.

PLATINUM LEVEL – \$15,000

Benefits

- One premium exhibit booth
- Two additional complimentary meeting registrations
- Extensive recognition and signage as a Platinum Level Sponsor, including a full-page black and white advertisement in the Exhibit Guide
- One complimentary pre-conference registration mailing list (e-mailed approximately July 16)
- Verbal acknowledgement at the Business Lunch, and recognition signage throughout the Annual Meeting
- Acknowledgement of support in association publications and the NATCO website

Activity/Item options

- 1. **Opening Night Welcome Reception – \$15,000**
- 2. **Networking Reception – \$15,000**

GOLD LEVEL – \$10,000

Benefits

- One standard exhibit booth
- One additional complimentary meeting registration
- Extensive recognition and signage as a Gold Level Sponsor, including a half-page black and white advertisement in the Exhibit Guide
- One complimentary pre-conference registration mailing list (e-mailed approximately July 16)
- Verbal acknowledgement at the Business Lunch, and recognition signage throughout the Annual Meeting

Activity/Item options

- 3. **Mobile Device Charging Station (2 stations available) – \$10,000**
- 4. **Plenary Session Speaker – \$10,000**
- 5. **Full-Day Pre-Conference Workshop(s) – \$10,000**

Select One:

- a. **Hospital Development Course**
- b. **Family Services Workshop**
- c. **Advanced Practice Workshop**
- d. **CCTC Review Course**
- e. **CPTC Review Course**

SILVER LEVEL – \$8,000 to \$6,000

Benefits

- One additional complimentary meeting registration
- Extensive recognition and signage as a Silver Level Sponsor, including a half-page black and white advertisement in the Exhibit Guide
- One complimentary pre-conference registration mailing list (e-mailed approximately July 16)
- Verbal acknowledgement at the Business Lunch, and recognition signage throughout the Annual Meeting

Activity/Item options

- 6. **Exhibit Guide – \$8,000**
- 7. **Flash Drives – \$8,000**
- 8. **Conference Tote Bags – \$7,500**
- 9. **Research Grant – \$7,500**
- 10. **Mobile Device Conference Application – \$7,000**
- 11. **Hotel Key Cards – \$6,000**

Sponsorship Opportunities continued

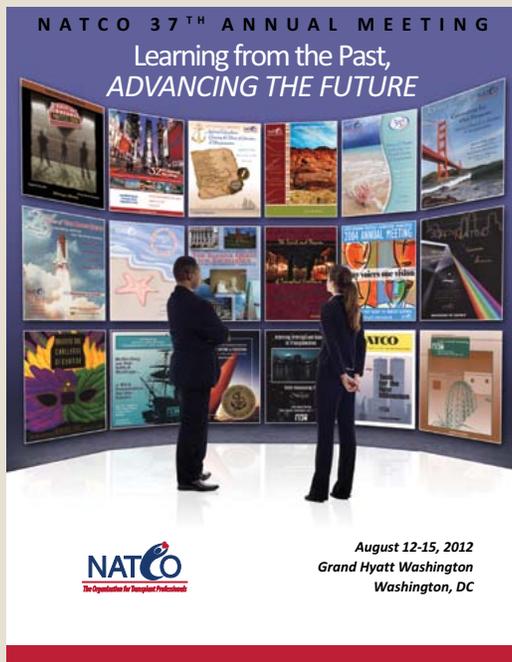
BRONZE LEVEL – \$5,000 AND UNDER

Benefits

- Extensive recognition and signage as a Bronze Level Sponsor
- One complimentary pre-conference registration mailing list (e-mailed approximately July 16)
- Verbal acknowledgement at the Business Lunch, and recognition signage throughout the Annual Meeting

Activity/Item options

- 12. Water Bottles (stuffed in tote bags) – \$5,000**
Help save the planet by supporting water bottles for attendees to use throughout the conference. NATCO will provide these.
- 13. Meeting Signage – \$5,000**
All meeting room signs will contain your company logo and company name
- 14. Beverage Refreshment Breaks – \$5,000 each**
(Six available)
- 15. Presentation Download Station – \$5,000**
- 16. Continental Breakfast – \$5,000**
(Three available)
- 17. New Member Breakfast – \$4,000**
A reception for new NATCO members and first-time attendees
- 18. Name Badge Holders/Lanyards – \$3,500**
Quality name badge holder/lanyard with your logo on one side, NATCO logo on the other side. NATCO will provide these.
- 19. Session Speaker – \$2,500**
- 20. Commemorative Item in Tote Bag – \$2,000**
Your Company provides the promotional item to be included in the conference tote bags. Your item must be approved by the NATCO Executive Office (option to have NATCO provide the item for \$3,000). Limit of three sponsors.
- 21. Top Abstract/Case Study – \$2,000**
Financial support to the top abstract and case study submitted through NATCO's scientific abstract submission process



Take advantage of these sponsorship opportunities now!

Sponsorships are accepted on a first-come, first-serve basis. NATCO will attempt to meet your request. However, we cannot guarantee it will be available. If you are interested in helping NATCO achieve its mission through the support of the 37th Annual Meeting or partial support of one of these options, please complete the form on pages 9 and 10. If you have any questions, please contact Janene Dawson at jdawson@goAMP.com or (913) 895-4780.

Exhibit Opportunities Free Marketing Opportunity

Each day, a new exhibitor quiz will be provided to each attendee. Attendees who complete the NATCO exhibitor quizzes will become eligible to enter their name in a drawing for great NATCO-sponsored prizes. Winners will be announced on the show floor during the Welcome Reception and the Networking Reception and must be present to win. It's easy to participate. Just submit a true/false, multiple choice, or fill-in-the-blank question AND answer about your company. This can be included on your application. Quiz space is limited, and questions accepted on a first-come, first-serve basis.

Exhibit Installation Information:

Sunday, August 12, 8:00 a.m. – 3:00 p.m.

- All exhibits must be completely set up by 3:00 p.m. on Sunday, August 12.

Exhibit Dismantle Information:

Tuesday, August 14, 3:30 p.m. – 7:00 p.m.

- Please note: Without exception, exhibitors may not close their booths earlier than the close of the show. Exhibitors who make earlier flight plans must arrange for another party to man their booth.
- There are no exceptions to this policy. Violations of this policy may result in a \$250 fine.
- For safety reasons, children under age 18 are not allowed in the exhibit hall during installation or dismantling.

Booth Selection & Assignments

To ensure your top selection, provide the booth numbers of your top three choices on the application (see the exhibit hall floor plan on page 8). If you would like to request a location near or away from specific exhibitors, please note this on your application.

Premium booth spaces are indicated on the exhibit hall floor plan with the symbol (P). This symbol indicates booth spaces that are preferable because of their location. These locations are expected to have high exhibit traffic due to the placement of food and beverage stations, and/or entrances nearby.

Non-profit organizations with 501(c)(3) or 501(c)(6) status must submit an IRS verification letter of their non-profit status when submitting their exhibit application.

Requests for space cannot be accepted by telephone, but applications may be e-mailed to natco-info@goAMP.com or faxed to (913) 895-4652. Please note the booth assignments will not be made until after the DUE DATE of June 25. Then booths will be assigned, with conference sponsors receiving first priority, then on a first-come, first-serve basis. Only exhibitors who submit completed applications, including the appropriate payment, will be assigned.

Official Service Contractor

Viper Tradeshow Services is the official service contractor for the 37th NATCO Annual Meeting. Once your booth number has been assigned, your information will be forwarded to Viper Tradeshow Services, and an exhibitor packet will be sent to you. All furnishings and other services must be ordered from that kit including: Electricity, furniture, literature racks, internet access and audio/visual equipment. Note: the exhibit hall is carpeted. All shipments are to be sent through viper Tradeshow Services. ABSOLUTELY NO SHIPMENTS SHOULD BE SENT TO THE HOTEL. IF YOU SHIP YOUR MATERIALS DIRECTLY TO THE HOTEL, THIS COST WILL BE ADDED TO YOUR BILLING BY VIPER TRADESHOW SERVICES. If you have any questions, you may contact viper Tradeshow Services via e-mail to hank@vipertradeshow.com or call (816) 587-1882.

Important Dates

April 1

- Deadline for submission of Educational Symposia requests
- Deadline for application of Affiliate Marketing Activities

June 25

- Deadline to submit Exhibitor and Sponsorship Application and payment
- Deadline to submit company logo, 50-word company description, PDF advertisement, and exhibitor quizzes with answers

July 16

- Deadline to make hotel reservations at the NATCO Group Rate
- Deadline to submit booth representatives names

STEP ONE: Contact Information Please legibly complete all information below for use in the onsite publication.

Company Name: _____

Contact Name: _____ Contact Telephone: _____

Address: _____

City, State/Province, Country, Zip: _____

Company Telephone: _____ Fax: _____

Contact E-mail: _____ General Company E-mail: _____

Company Website Address: _____

Authorized Signature: _____ Date: _____

STEP TWO: Choose options in which you want to participate (May choose more than one):

Sponsorship

Level of Support:

- Platinum Gold Silver Bronze

Number of the activity(s) you wish to support (see assigned # beside item under sponsorship levels on pages 5-6: _____)

Sponsorship Total \$ _____

Select Your Exhibit Booth Size

- | | |
|----------------------------------|---------|
| ___ # 10' x 10' Premium Booth | \$2,150 |
| ___ # 10' x 10' Standard Booth | \$1,750 |
| ___ # 10' x 10' Non-Profit Booth | \$1,250 |

Exhibit Booth Total \$ _____

Preferred Booth Numbers

1st _____ 2nd _____ 3rd _____

List any potential exhibitors you wish to be near:

List any potential exhibitors you DO NOT wish to be near:

Exhibitor question and answer information for quiz:

Question: _____

Answer: _____

Exhibitor Representatives:

Exhibit booth registration includes one full conference registration and one exhibit hall representative. Additional booth representative badges can be purchased which allow access to the exhibit hall and meal functions only. Sponsors may have up to two additional complimentary registrations depending on sponsorship level.

Please provide the names of the company representatives who will need name badges.

1. Name (Complimentary full conference registration)

Name (Complimentary exhibit staff)

2. Name (Complimentary full conference registration for Platinum, Gold, or Silver Sponsor)

3. Name (Complimentary for Platinum Sponsor)

4. Additional name (Exhibit Hall only, includes meals) at \$250

5. Additional name (Exhibit Hall only, includes meals) at \$250

Booth Representative Total \$ _____

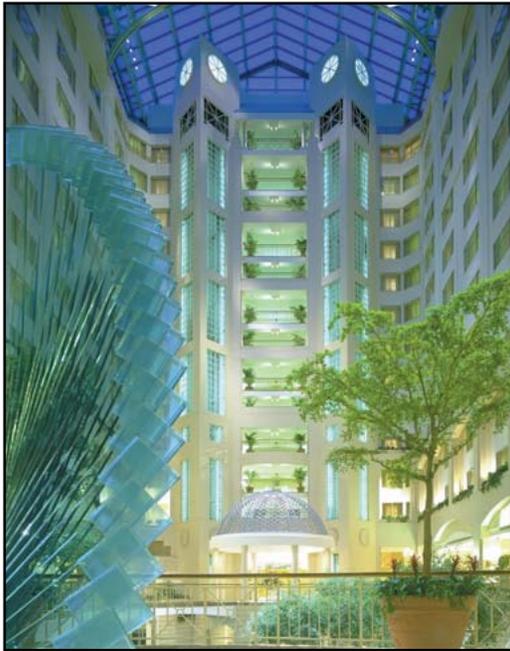
Additional conference registrations may be purchased through the registration brochure.

By signing here, I agree that I have read and understand the exhibitor policies and procedures included in this brochure. My company and its representatives agree to adhere to them. I will share this information with the onsite company representative(s).

(continued on page 10)

Hotel Information – Weather and Airport Information

Grand Hyatt Washington



Luxury and location converge in perfect balance in our nation’s capital. The Grand Hyatt Washington is conveniently located in the heart of Washington, DC just steps from the U.S. Capitol and minutes from the monuments, museums and other attractions. The Metro Center subway station is located just off the hotel lobby providing you easy access to this exciting city. Guest room accommodations feature Plush Grand Beds®, oversized work desk and office chair, 42-inch flat panel televisions, iHome® alarm clock radio, coffee maker, high-speed internet access in the guest room – complimentary for NATCO attendees. The hotel features a Regency Club®, health

club, indoor heated pool, Cure Bar & Bistro, Grand Café, Grand Slam Sports Bar, Zephyr® Deli and Starbucks® coffee and snacks.

Grand Hyatt Washington
1000 H. Street NW
Washington, DC 20001
(202) 582-1234

www.grandwashington.hyatt.com

Room rate: \$229 plus tax
For Reservations call: (888) 421-1442
Or Book online at

<https://resweb.passkey.com/go/natco2012>

For visitor information please click:
[Visit Washington DC](#)

The Weather and What to Pack: The summer temperatures range from lows in the 70s to highs in the upper 80s. The weather in Washington, DC can be a bit unpredictable so be sure to pack a jacket or sweater for the sessions, as meeting rooms can tend to be cold. Attire for educational sessions is business casual.

Transportation

From Ronald Reagan National Airport:

SuperShuttle – No advance reservations required. Shuttles are located at ground transportation. Proceed to the outside curb and contact the SuperShuttle representative. After hours, call (800) 258-3826 and press 1 for dispatch or 2 for reservations, which will transfer you to dispatch. Cost: \$10 one-way per person.

Metro – Take the Blue Line to Metro Center station. Follow 11th Street exit to the lobby of the Grand Hyatt. Cost: \$2.10 per person one-way (rates may change).

Taxi – Taxicabs are available at the exits of each terminal. The Grand Hyatt is approximately 15 minutes from the airport, depending on traffic conditions. Cost: \$12 to \$15, one-way.

From Dulles International Airport:

SuperShuttle – No advance reservations are needed. SuperShuttle stops are clearly identified on the Ground Transportation Level roadway outside the Main Terminal at Dulles. Shuttles operate on an on-demand basis. Cost: \$38 one-way per person.

Taxi – No reservation required. Proceed to the “Taxi Passengers” area on the lower level of the Main Terminal. A dispatcher is on duty 24 hours/day. A wheelchair-accessible mini bus is available for one person in a wheelchair plus three additional passengers. Smoking and non-smoking vehicles are available by request. Cost is approximately \$50 to \$60. The Grand Hyatt is approximately 40 minutes from the airport, depending on traffic.

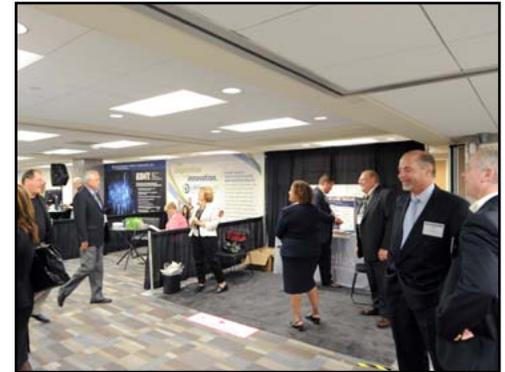
From Baltimore Washington International Airport

SuperShuttle – Shuttles are located at ground transportation. No advance reservations are needed. Cost: \$45 one-way per person.

Taxi – The BWI taxi stand is located just outside of the baggage claim area of the Lower Level of the BWI Airport Terminal. Cost: approximately \$65. The Grand Hyatt is 50 minutes from the airport, depending on traffic.

NATCO's Past Exhibitors include:

(this is NOT a comprehensive list)



Abbott Diagnostics
Aeropoint Delivery Solutions, Inc.
*AirNet Systems, Inc.
*AlloSource
Amber Pharmacy
*American Association of Tissue Banks (AATB)
*American Board for Transplant Certification (ABTC)
American Foundation for Donation & Transplantation
American Society of Multicultural Health & Transplant Professionals (ASMHTP)
The Apothecary Shops
*Astellas Pharma US, Inc.
*Barr Laboratories, Inc.
*BioScrip, Inc.
Biotest Pharmaceuticals Corporation
*Bristol-Myers Squibb
Clinical Computing, Inc.
Clinical Consulting Associates, Inc.
*Community Tissue Services
*CryoLife, Inc.
*CSL Behring
*CVS Caremark/Careplus
Cylex, Inc.
Cytonet, LLC
*Diabetes Research Institute
Echo Transplant Pharmacy
Edwards Lifesciences

eHealth Global Technologies, Inc.
*Essential Pharmaceuticals
Focus Diagnostics
*Genentech
*Genzyme Corporation
Health Promotions NOW
HKS Medical Information Systems
International Bioresearch Solutions
*International Institute for the Advancement of Medicine (IIAM)
Jet Logistics, Inc.
The Joint Commission
*Krolman
LIDCO, Limited
*LifeCell
LifeGuard America, Inc.
LifeLogics
*LifeNet Health
Management Science Associates, Inc.
MedActionPlan
Medical Dialogues Group
Memories Unlimited, Inc.
Miller Pharmacal Group, Inc.
MultiPlan, Inc.
*Musculoskeletal Transplant Foundation (MTF)
National Disease Research Interchange (NDRI)
National Foundation for Transplants (NFT)



National Kidney Foundation (NKF)
*Novartis Pharmaceuticals Corporation
nPOD: Network for Pancreatic Organ Donors with Diabetes
One Call Medical Transports
OneLegacy
*Organ Recovery Systems
*Pfizer
Pharmacare Specialty Pharmacy
PMO Pharmacy Management
Polar Tech Industries, Inc.
*Regeneration Technologies, Inc.
SK Logistics, Inc.
Soft MD
Statline, LLC
*Sterling Courier Services
Telereults Corporation
Teva Pharmaceuticals
*TMS Bioscience
Transcript Pharmacy, Inc.
Transplant Connect
United Network for Organ Sharing (UNOS)
Velos, Inc.
*VESTA Therapeutics
ViraCor Laboratories
Vital GO, Inc.
*Waters Medical Systems
*XDx, Inc.
*XVIVO

*Past Sponsors as well

By applying for exhibit space, your company agrees to comply with all rules and regulations outlined below and further agrees to abide by the decision of NATCO exhibit management with respect to interpretation of these rules. Please be sure that the company representatives attending the meeting are aware of and adhere to these rules.

1. **Exhibit Representatives.** Each exhibitor is entitled to one complimentary meeting registration (does not include pre-conference workshops). Each additional exhibit booth representative badge is \$250.
2. **Assignment of Space.** Space assignments will be made based on the following criteria: Sponsorship level, booth size and commitment date. Every effort will be made to respect the exhibitors' space choices whenever possible, but NATCO's (hereafter known as "exhibit management") decision shall be final. Exhibit management reserves the right to transfer assignments when such action is deemed to be in the best interest of the total exhibit effort.
3. **Payment.** Full payment of exhibit fees or sponsorship is required with this contract. Please make checks payable to: NATCO, P.O. Box 15384, Lenexa, KS 66285-5384, USA. All telephone inquires: (913) 895-4612; FAX (913) 895-4652. International funds must be submitted on a U.S. bank in U.S. equivalents.
4. **Refund for Cancellation.** Should the exhibitor be unable to occupy and use the exhibit space contracted for, he or she shall promptly notify exhibit management in writing. All sums paid by the exhibitor, less a service charge of \$250, will be refunded. No refunds will be made after July 1, 2012.
5. **Eligible Exhibits.** Exhibit management reserves the right to determine the eligibility of any company or product for inclusion in the exhibition.
6. **Booth Equipment and Services.** Includes the following: 10' x 10' deluxe booth consisting of polished aluminized telescopic frames with flameproof fabrics. Backdrops are 8' high. Side dividers are 36" high. The show colors are Maroon and Cream. The booth will contain a 7" x 44" ID sign, indicating booth number and company name only. All other items (i.e., table, chairs, etc.) can be purchased through the official decorating company.
7. **Contractor Service Information.** In the best interest of the exhibitors, exhibit management has selected Viper Tradeshow Services, contact person Hank Schlueter (816-587-1882), to serve as official contractors to provide various services to the exhibitors. It is agreed that the exhibitor will abide by and comply with the rules and regulations concerning local unions having agreement with the exhibition facility or with authorized contractors employed by exhibit management. Complete information, instructions and electrical work, and cleaning, etc. will be included in the Exhibitor's Service Kit, to be forwarded by the designated service company after space has been confirmed. An Exhibitors' Service Center will be maintained on the exhibit floor until the opening of the exhibit hall to facilitate service requests from exhibitors. Absolutely no shipments should be sent to the hotel. The hotel will not accept them. The Exhibitor's Service Kit will provide you with shipping instructions.
8. **Security.** Security will be provided during the hours that the exhibit hall is not open by exhibit management during the show, beginning on the day of setup until tear down. However, each exhibitor should make provisions to safeguard his/her goods from the time they are placed in the booth until the time they are removed. Exhibit management will not be responsible for loss or damage due to any cause. All Exhibitors must wear the official exhibitor's name badge for admission to and while in the exhibit hall.
9. **Booth Construction and Arrangement.** Exhibits shall be arranged as to not obstruct the general view, nor hide the exhibits of others. No speciality-built displays will be permitted due to a controlled show floor. It is expressly agreed by the exhibitor that in the event he or she fails to install his or her products in his or her exhibit space or fails to pay the space rental by the time specified, exhibit management shall have the right to take possession of said space and lease some or any part thereof to such parties and upon such terms and conditions as it may deem appropriate.
10. **No dismantling will be permitted before closing time.** No exhibitor shall have the right prior to closing of the exhibition to pack or remove articles in exhibit without permission from, and approval in writing by, exhibit management. Violation may result a \$250 fine. Please allow adequate time when making your travel plans.
11. **Use of Exhibit Space.** Exhibitors agree not to assign or sublet any space allotted to them without written consent of exhibit management, nor to display or advertise goods other than those manufactured or carried by them in the regular course of business. No persons, firm or organization not having contracted with exhibit management for the occupancy of space in the exhibit will be permitted to display or demonstrate its products, processes or services, distribute advertising materials in the halls or corridors, or in any other way occupy or use the facilities for purposes inconsistent with these regulations.
12. **Exhibitor Representative.** Each exhibitor must name at least one person to be his or her representative in connection with the installation, operation and removal of the exhibit. Such representative shall be authorized to enter into such service contracts as may be necessary, and for which the exhibitor shall be responsible.
13. **Restrictions.** Exhibit management reserves the right to restrict exhibits which are objectionable because of noise, glaring or flashing lights, method of operation, or any other reason, and also to prohibit or evict any exhibit which, in the opinion of exhibit management, may detract from the general character of the exhibit. This reservation includes persons, things, conduct, printed matter or anything exhibit management judges to be objectionable. In the event of such restriction or eviction, exhibit management is not liable for any refund of any amount paid hereunder. No display material exposing an unfinished surface to neighboring booths will be permitted. Demonstrations must be so located that crowds collected will be within the exhibitor's space, and not blocking aisles or neighboring exhibits. Contests of any kind must first be approved in writing by exhibit management. Photographing and video taping within the exhibit hall is prohibited except by the official NATCO photographer unless requested in writing to exhibit management for approval.
14. **Exhibitor Activities.** Exhibitor agrees not to schedule or conduct any outside activity, including, but not limited to, receptions, seminars, symposia and hospitality suites that are in conflict with the official program of NATCO, whether such activities are held at or away from the hotel, except with written approval of exhibit management. Exhibitor will submit to exhibit management by July 1, 2012, any program exhibitor intends to hold at, or in conjunction with, its exhibit, for written approval as to time and place.
15. **Responsibility.** If the exhibitor fails to comply in any respect with the terms of this agreement, exhibit management shall have the right, without notice to the exhibitor, to offer said space to another exhibitor, or to use said space in any other manner. This shall not be construed as affecting the responsibility of the exhibitor to pay the full amount specified by the contract.
16. **Compliance.** The exhibitor assumes all responsibility for compliance with all pertinent ordinances, regulations and codes of duly authorized local, state and federal governing bodies concerning fire, safety, health; together with the rules and regulations of the operators and/or owners of the property wherein the exhibit is held. Cloth decorations must be flameproof. Wiring must comply with fire department and underwriters' rules.
17. **Liability.** NATCO, Viper Tradeshow Services, Grand Hyatt Washington, and Applied Measurement Professionals, Inc., their agents or employees shall not be responsible for any loss, theft, or damage to the property of the exhibitor, his or her employees or representatives. Further, exhibit management will not be liable for damage or injury to persons or property during the term of this agreement from any cause whatsoever by reason of the use or occupancy of the exhibit space by the exhibitor or his assigns, and the exhibitor shall indemnify and hold harmless exhibit management from all liability, which might ensue from any cause whatsoever. If the exhibitor's materials fail to arrive, the exhibitor is nevertheless responsible for all amounts due hereunder. Exhibitors are advised to carry special insurance to cover exhibit material against damage and loss, and public liability insurance against injury to the person or property of others.
18. **Cancellation or Termination of Exhibition.** In the event that the premises where the exhibition is to be held shall, in the sole determination of exhibit management, become unfit or unavailable for occupancy, or shall be substantially interfered with, by reason of picketing, strike, embargo, injunction, act of war, act of God, fire or state of emergency declared by any government agency or by reason of any municipal, state or federal law or regulation or by reason of any other occurrence beyond the control of exhibit management, exhibit management may cancel or terminate the exhibition. In the event of such cancellation or termination, the exhibitor waives any and all claims the exhibitor might have against exhibit management for damages or expenses and agrees to accept in complete settlement and discharge of all claims against exhibit management the exhibitor's prorated share of the total amount paid by all exhibitors less all costs and expenses incurred by exhibit management in connection with the exhibition, including a reserve for future claims and expenses in connection therewith. In case exhibit management shall for any reason determine to cancel or terminate the exhibition, the exhibitor waives all claims the exhibitor might have against exhibit management for damages or expenses and agrees to accept in complete satisfaction and discharge of all claims against exhibit management a refund of all amounts paid by the exhibitor to exhibit management in accordance with this agreement.
19. **Management.** Exhibit management reserves the right to interpret, amend and enforce these regulations as it deems appropriate to ensure the success of the exhibition.