



TODS
M E E T I N G

THOMPSON
OKANAGAN
DENTAL
SOCIETY

Exhibit & Sponsorship Prospectus

October 19 - 21, 2023

General Information

The purpose of the Thompson Okanagan Dental Society is to provide high quality continuing education to its members by holding meetings, conferences, and clinical sessions. TODS promotes a high standard in the practice of dentistry, nourishes a sense of community among dental professionals and teams, and values giving back to the community in which its members reside. TODS represents the geographical region east to Revelstoke, west to Ashcroft, south to Osoyoos and north to Sicamous, in the southern interior of British Columbia, Canada.

At our annual conference in Kelowna, BC, TODS offers Supplier Showcases Events, full exhibit floor, workshops, Featured Speakers and social events. The TODS Meeting is a highly anticipated event for dentists, dental therapists, CDA's, DA's, dental hygienists, technicians, and office personnel with over 1000 annually.

Venue

Delta Grand Okanagan Resort &
Conference Centre
1310 Water Street
Kelowna, BC
Canada



Fundraiser

Proceeds support our **THOMPSON OKANAGAN DENTAL SOCIETY ENDOWMENT FUND**. Monies raised through our yearly fundraiser as well as charitable donations are permanently invested to provide ongoing support to dental related charities within the Thompson Okanagan Region. Please support this worthy initiative with a **contribution of \$25.00 added to the cost of exhibiting**.

Buyers Guide

All Exhibitors receive a **COMPLIMENTARY LISTING** in the Buyer's Guide Section of our 2023 TODS Meeting Program, which is distributed in August. This offers our registrants an opportunity to refer to this guide for more information about your company or to follow up with you after our TODS Meeting. Please complete the Buyers Guide Form and return with your Exhibit and Sponsorship Agreement Form. **The deadline to return the form to be included in the Buyers Guide is June 20, 2023.**

Supplier Showcase Events

Supplier Showcase Events are excellent opportunities for dental companies, laboratories, and manufacturers to demonstrate their products and services in a networking environment. **Up to seven (7) Supplier Showcases are offered on Thursday from 6:00 pm to 9:00 pm and Friday from 5:30 pm to 10:00 pm.** The program agenda is at the discretion of the sponsoring company. Upon confirmation from TODS, we **highly recommended that you investigate** whether your session is eligible for Continuing Dental Education Credits by contacting the BC College of Oral Health Professionals (BCCOHP). Supplier Showcases sell out early, so contact **TODS Meeting Co-Ordinator, Lane Shupe at shupe@direct.ca**

****Supplier Showcase Events are open to non-registrants and all members of the dental profession.***

Included in the Supplier Showcase Sponsor Fee is:

- Use of the room and set up of your choice.
- Onsite support and signage
- One speaker registration for TODS
- Marketing by TODS Meeting through our TODS website & distribution of promotional materials.

All other costs associated with the Supplier Showcase are at the expense of the sponsoring company, including food & beverages, audio visual equipment and labour, supplies and materials, catering, décor, and presenter costs (incl. travel and accommodation).

***To maximize this opportunity, it is strongly recommended to pursue promotions & marketing to your own internal client list.**



Exhibit Information:

AVOID DISAPPOINTMENT – REGISTER EARLY! EXHIBIT SPACE IS ANTICIPATED TO SELL OUT QUICKLY. There is no deadline for submissions – all exhibit space is reserved on a **FIRST come FIRST paid** basis until we are sold out. **Companies are NOT permitted to share exhibit space. Access to the Convention Centre is only available to individuals that are exhibiting.**

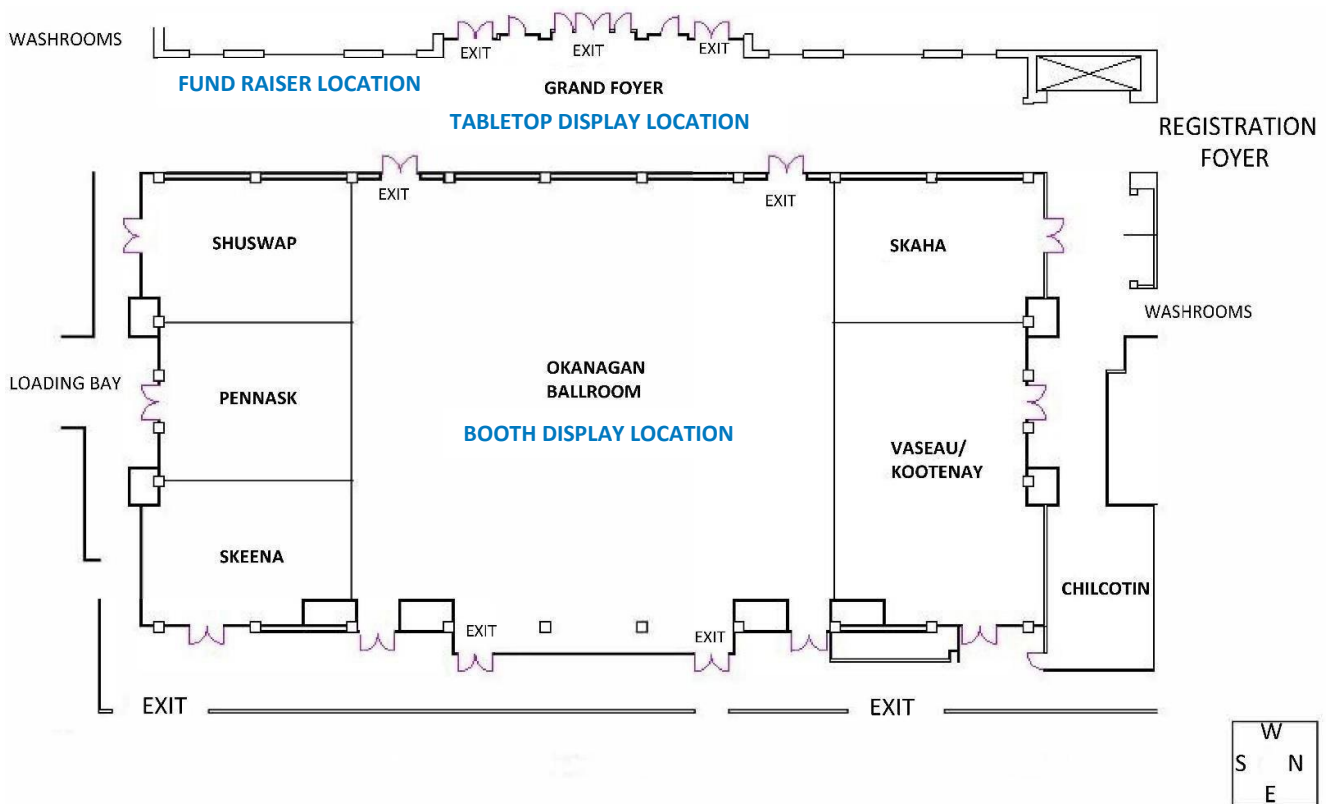
<p><u>Exhibit Hours</u></p> <p>Thursday October 19, 2023 5:00pm – 7:00pm <i>Open to all dental professionals</i></p> <p>Friday October 20, 2023 10:00am – 6:00pm <i>Restricted to TODS paid registrants only</i></p> <p>Absolutely no set up can be done AFTER 5:00pm Thursday October 19, 2023</p> <p>Exhibits MUST BE open & manned during exhibit hours</p>	<p><u>Move-In For Exhibits</u> Thursday October 19, 2023 from 12:00pm - 5:00pm</p> <p><u>TODS On-Site Registration Desk Opens</u> Thursday October 19, 2023 at 12:00pm</p> <p><u>Dismantling Exhibits</u> Friday October 20, 2023 from 6:00pm – 8:00pm*</p> <p>*Exhibits & materials must be completely removed by 8:00pm</p>
<p><u>Option 1:</u></p> <p>Display Booth: \$1,549</p> <p>Display booth with pipe & drape. Your display cannot exceed 8 feet in length and 8 feet in depth. We cannot allow a 10-foot display angled in the space.</p> <p>Display booths are located in the Okanagan Ballroom.</p>	<p><u>Option 2:</u></p> <p>Tabletop Display: \$1,249</p> <p>Tabletop display space has a back drape only. Space is limited to 6 feet in length and 6 feet deep.</p> <p>Tabletop displays are located in the Grand Foyer.</p>
<p align="center"><u>Included In the Rental Fee For Display Booths, Tabletop Displays & Exhibitor Personnel:</u></p> <ul style="list-style-type: none"> • One 6' boxed & skirted display table • Floor carpet • Wireless internet • 2 chairs • 1 power outlet (<i>may require extension cord</i>) • Security • Registration for ONE (1) exhibit personnel • Existing recessed ceiling lighting only • Coffee breaks, hot buffet lunch and one drink ticket for the Friday tradeshow reception • Complimentary inclusion in the Buyers Guide Section of the TODS Meeting Program. An online form will be emailed to you with your exhibit registration confirmation. The form must be returned by June 20, 2023 	
<p><u>Exhibitor Badges and Additional Exhibit Personnel</u></p> <ul style="list-style-type: none"> • Registration of exhibit personnel will be done via a link emailed to all confirmed exhibitors with the Exhibitor Manual in July 2023. Non-exhibiting personnel are not allowed access. • One (1) exhibit personnel registration is included in the Exhibit Booth or Tabletop Display Fees. • Up to five (5) additional exhibit personnel registrations may be purchased at \$215.00 each (before October 6, 2023) and \$255.00 each (after October 6, 2023). <i>Please see the above box for what is included in this registration fee.</i> 	



EXHIBIT AREA

- * Grand Foyer – Tabletop Display
- * Okanagan Ballroom – Display Booths

Display booths/tabletop displays will be assigned by the committee. All requests will be taken into consideration, and we do our very best to accommodate your requests.



Premier 2023 TODS Meeting Sponsorship

For companies wanting to extend your marketing reach to key dental professionals at the TODS Meeting, we invite you to consider the following sponsorship opportunities. Only companies who will be exhibiting at the 2023 TODS Meeting may additionally sponsor the following (*Exception for non-exhibitors is the Insert – see Item G on page 6*).

Premier Sponsorship can be purchased by contacting Lane Shupe – shupe@direct.ca or 250-212-2397

SOLD FOR 2023

GOLD SPONSOR \$5000.00 (one per meeting)

- Exclusive sponsorship
- **Four (4)** additional company exhibitor badges
- Company logo in the Official Conference Schedule and acknowledgement of your sponsorship in all meeting materials and on the TODS website.
- The opportunity to distribute one page of promotional material into the registrants' packages.
- Acknowledgement at the TODS Annual General Meeting
- Provision of Meeting Attendee Folders (1200 with your logo and messaging)

SILVER SPONSOR \$2500.00 (three per meeting)

- **Two (2)** additional company exhibitor badges
- Company logo in the Official Conference Schedule and acknowledgement of your sponsorship in all meeting materials and on the TODS website.
- The opportunity to distribute one page of promotional material into the registrants' packages.
- Acknowledgement at the TODS Annual General Meeting

BRONZE SPONSOR \$1500.00

- Your logo on one of our TODS Featured speakers' signage.
- Verbal acknowledgement by the speaker's host
- Company logo in the Official Conference Schedule and acknowledgement of the sponsorship in print materials and on the TODS website
- Acknowledgement at the TODS Annual General Meeting



Additional 2023 TODS Sponsorship Opportunities

For companies wanting to extend your marketing reach to key dental professionals at the TODS Meeting, we invite you to consider the following sponsorship opportunities. Only companies who will be exhibiting at the 2023 TODS Meeting may additionally sponsor the following (*Exception for non-exhibitors is the Insert – see Item G below*).

Item	Description	Sponsorship includes:
A. Coffee Breaks i) Thursday October 19 \$ 750 ii) Friday October 20 \$ 750 iii) Saturday October 21 \$ 750	Coffee breaks are offered during the TODS Meeting. Exclusive sponsorship per day, based on first- come, first-served.	* Tabletop signs with company logo placed in a prominent area at the coffee breaks * Coffee break arranged by TODS
B. Luncheon Tent Cards Friday or Saturday \$1,500	8.5 x 11 folded tent cards placed in the centre of lunch tables on Friday or Saturday. Opportunity to include a coloured Ad on 5.5 x 8.5 size	* TODS will print your colour Ad (provided by company) on each tent card and display on the tables for lunch for Friday and Saturday
C. Tradeshow Reception Drink Tickets \$1,500	Exclusive opportunity for your logo (front) and small ad (back) of the drink ticket. Size of the ticket is approx. 4 cm w x 12 cm h. Tickets distributed to all delegates for use at the Friday Tradeshow Reception	* TODS will print your logo (front) and a small Ad (back; provided by company) on each drink ticket
D. Name Badges \$1,750	Exclusive opportunity Company logo placed on every delegate name badge.	* Company logo placed in the lower right-hand corner of each name badge – adjacent to the TODS logo
E. Cell Phone Charging Station \$600	Exclusive opportunity Company logo placed on signage at Cell Phone Charging Station, acknowledging your sponsorship. One company promo piece may also be included in this area.	* Company logo placed on signage. * Promotional piece (provided by company) placed at the charging station. NOTE: TODS must approve promo piece
F. Floor Decal With Your Company Logo Contact Lane Shupe for Pricing & Availability	Limited opportunity Company logo imprinted on floor decal in prominent locations for the 3 days of the TODS Meeting.	* Company logo with promotional or directional information on the floor of the convention centre for the 3 days of the TODS Meeting.
G. INSERTS in the Delegate Registration Packages Exhibitor Dental* Company \$1/ pg. Exhibitor Non-Dental \$2/ pg. Non-Exhibitor Dental \$2/ pg. Non-Exhibitor Non-Dental \$4/ pg. *Dental company refers to a supplier, manufacturer or laboratory Pg. = page	Limited opportunity Companies may insert one double-sided 8.5 x 11 promotional piece. All inserts to be reviewed and approved by TODS. Companies may target specific groups (Dentists only; RDH's only or all groups). The fee is determined by the estimated number of attendees in the target group x \$/pg rate. Deadline to confirm: August 15, 2023 Material copy for approval: September 1, 2023 Material received at TODS: October 2, 2023	*One insert (provided by company and pre-approved by TODS) will be inserted into the delegate package.



Exhibitor Guidelines and Conditions

The following guidelines and conditions of exhibiting are designed to give structure to the relationships between TODS and exhibitors. TODS and its organizers are the sole authority for resolving questions or issues arising from the interpretation of the following guidelines and conditions. The authorized signing officer of this Agreement is responsible to ensure the company representatives will be aware of and comply with these guidelines.

- 1. Exhibit Rental Applications:** Confirmation and exhibit space assignments will be communicated in writing by the TODS Exhibit Manager, Lane Shupe. Applications are not considered completed without accompanying payment. Applications for exhibits will be accepted and space allocated by date of paid application until all space is sold. The TODS Meeting reserves the right to accept or reject an application and to assign all exhibit space at its discretion.
- 2. Exhibit access:** No display material can be brought through the front entrances of the resort or conference center. The services access is located at the south end of the Delta Grand Okanagan Resort and must be used to transfer all booth display materials and equipment or shipped via the Exhibit Display Provider, Show In Motion Display Services.
- 3. Display Booth:** Display booths are 8' x 8'. Displays must fit along the back wall of the space. **The Fire Marshall has dictated that a 10-foot display may NOT be angled in the space.** This will be strictly enforced. Displays arriving on-site that exceed the 8-foot length will be reduced by Show In Motion, at the exhibiting company's expense.
- 4. Display Tabletop:** is limited to 6' in length and 6' in depth.
- 5. Dismantling:** All materials must be removed from the hotel by 8:00 pm on Friday October 20, 2023.
- 6. Early dismantling** of your display is **NOT** permitted without the express permission of TODS Meeting Coordinator. If you chose to leave the Trade Show early without express permission the Exhibit Manager, your company will not be invited to participate in future TODS Dental Meetings.
- 7. Limitations:** The right to exhibit is limited to individuals, firms, manufacturers, and dealers, who have contracted, been accepted, and paid in full for exhibit space. Only authorized personnel shall participate in the set-up, operation and dismantling of the exhibits. Any violations may, at the sole discretion of the TODS Meeting result in the expulsion of the violator from the exhibit hall and convention without obligation by the TODS Meeting to refund fees or honor claims for damage. **The TODS Meeting restricts rental availability of 2 booths or 2 tabletop display spaces to a company, individual or association.**
- 8. No Sharing Exhibit Space:** Absolutely no sharing of exhibit booths or tabletop space is permitted unless they are subsidiaries owned by one parent company. **We restrict access to the Convention Centre exclusively to exhibitor personnel and company representatives that have paid and received confirmation of exhibit space. To protect the exclusive right of our exhibitors to do business we do not permit registration of individuals who are not exhibiting.**
- 9. Failure to set up,** open and staff your exhibit during the times outlined in this document will result in removal from the invitation list of all future TODS Dental Meetings. TODS reserves the right to re-sell the unoccupied exhibit space.
- 10. Cancellations, No Shows, Unmanned Exhibits and Returned Cheques:** The TODS Meeting assesses a service charge of **\$30.00** on cheques returned for any reason. We do not accept post-dated cheques or US Funds. If written cancellation is received by Lane Shupe, Exhibit Manager prior to September 19, 2023 and the cancelled exhibit space can be resold, the exhibit fees, less administration fees, will be returned. **There will be no refunds issued after September 19, 2023.**
- 11. Promotional Materials:** Nothing shall be posted on, nailed on or otherwise attached to columns, walls, floors or other parts of the building and furnishings of the Delta Grand Okanagan Resort. Neither the Delta Grand Okanagan Resort nor the TODS Meeting will be responsible for any loss, damage disappearance or theft of any exhibitor's materials.
- 12. Lighting:** TODS only provides ceiling lighting. Special and/or additional illumination of your exhibit and electrical requirements must be arranged in advance or on-site through Show In Motion Display Services. All electrical wiring, installation and connections shall be made at the exhibitor's expense and solely by designated, approved personnel. Illuminated display booths and electrical equipment on display must conform to the rules and regulations of the Canadian Standards Association.
- 13. Subletting:** No exhibitor shall sublet or apportion the whole or any part of the space allotted nor exhibit therein any goods other than those manufactured or handled by the exhibitor in the regular course of his business or take orders in the exhibitors' space for any such other goods.
- 14. Quality of Display:** Agents, solicitors, and representatives of firms selling commercial products in connection with the convention will not be permitted to use sample rooms and space elsewhere in the hotel for display of their products without prior written authorization from the TODS Meeting. Advertising, solicitation, and distribution of literature for commercial products will not be permitted except in the exhibit hall and in accordance with approval of the TODS Meeting.



15. **Booth Regulations:** No background may be placed to obstruct, block, or interfere with the lighting or visibility of an adjacent booth, aisle or exit. Aisle space may not be used for exhibit purposes or solicitation of business. Tabletop displays must stay within the confines of the tabletop and space directly between the exhibit table and the wall. Fire regulations do not permit spillage into the aisles or any other unused space. Distribution of materials outside the booth is also expressly forbidden.

Distribution of samples, etc. is permitted providing it does not interfere with an adjoining exhibitor and is conducted in a dignified manner. Noise makers, blinking lights, or any action which, in the opinion of the TODS Meeting Organizers, may be a source of annoyance or danger to the health or safety of others will not be permitted. Neither the Delta Grand Okanagan Resort nor the TODS Meeting **assume any responsibly** for samples, services or the content of printed materials distributed and provided by the exhibitor to the meeting attendees, hotel and TODS staff, or other exhibitors. Prizes, raffles, or contests must be conducted and contained within the individual booth or tabletop display. The TODS Meeting will not participate in the activity, advertise the activity or accept any responsibility for the distribution or solicitation of prizes or recipients.

The distribution of refreshments or other products for consumption not manufactured or related to the activities of the exhibitors are subject to the rules and regulations governing the Delta Grand Okanagan Resort.

No signs or other articles are to be fastened to the walls, drapes, ceiling, etc. of the hotel by any method whatsoever. The use of thumb tacks, scotch tape, nails, screws, bolts or any tools or material which could mark the floor or walls is prohibited. The exhibitor shall be responsible for all damage to the structure, furnishings, etc. which may be caused by his representatives, employees or guests, etc.

The TODS Meeting reserves the right to prohibit the installation or enforce the removal of any exhibit which in the opinion of the TODS Meeting may be detrimental to the convention or the interests of the TODS Meeting or to cancel at any time if an article exhibited herewith is misrepresented.

16. **Fire Regulations:** Fire hose cabinets must be always left accessible and in full view. All aisles must be kept clear and all exhibits to fire stairs unobstructed. All drapes, table coverings, display materials and papers used for decorating purposes must be flame proof and subject to inspection by the Fire Department and the Delta Grand Okanagan Resort. No flammable fluids or substances may be used or shown in the booths. Dust covers, if required, must be supplied by the exhibitor and must be flame proof.

17. **Insurance:** The TODS Meeting will take reasonable precaution to prevent loss to exhibitors' goods but under no circumstances will The TODS Meeting or the Delta Grand Okanagan Resort assume any responsibility for the loss or damage which may ensue from any cause in connection with transfer, installation, maintenance, or removal of exhibits. Neither the TODS Meeting nor the Delta Grand Okanagan Resort will be responsible in any way for goods while on exhibit. The TODS Meeting will not assume any responsibility for the loss or damage caused to exhibitors by theft, fire, damage, personal injury, or otherwise. Exhibitors are strongly advised to protect their display material and equipment and to cover their property and person with suitable insurance.

18. **Limitation of Liability:** In the event that it is impossible for the TODS Meeting to permit any exhibitor to occupy the premises the booth payment shall be refunded. The TODS Meeting is released from any kind and all claims for damage which may arise in consequence thereof. Neither the Delta Grand Okanagan Resort nor the TODS Meeting **assume any responsibly** for samples, services or the content of printed materials distributed and provided by the exhibitor to the meeting attendees, hotel and TODS staff, or other exhibitors. The exhibitor assumes all liability.

19. **Compliance with Regulations:** The TODS Meeting reserves the right to take such action and to make such changes as are considered necessary to the efficient and proper conduct of the exhibition. The TODS Meeting reserves the right to restrict exhibits which become objectionable. Non-compliance with regulations as determined by the TODS Meeting can result in removal of the exhibitor or closing of his exhibit without indemnity and the TODS Meeting is released from any kind and all claims for damage which may result thereof.

20. **Governing Law:** Each and all provisions of these Conditions and Guidelines shall be deemed an integral part of the contract for exhibit space with the same force and effect as if set forth in said contract. The law governing the interpretation and implementation of this contract is the law prevailing from time to time in the province of British Columbia.

21. **General:** All matters not covered in these regulations are subject to decision and contract of the TODS Meeting notwithstanding anything in the application for space or contained in these regulations. The TODS Meeting reserves the right to change the date but not reduce the aggregate time of the convention or to transfer the convention to another building if necessary, as deemed by the TODS Meeting.

22. **Variations:** Neither verbal arrangement nor any variation of this Agreement or its conditions is binding on the TODS Meeting unless confirmed to the Lease in writing by the TODS Exhibit Manager, Lane Shupe.

