



**T·O·D·S MEETING**  
THOMPSON OKANAGAN DENTAL SOCIETY

**Exhibit & Sponsorship  
Prospectus**

**October 20 -22, 2022**



## 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.**

<p><b>Exhibit Hours</b></p> <p><b>Thursday October 20, 2022 5:00pm – 7:00pm</b> <i>Open to all dental professionals</i></p> <p><b>Friday October 22, 2022 10:00am – 6:00pm</b> <i>Restricted to TODS paid registrants only</i></p> <p><b>Absolutely no set up can be done AFTER 5:00pm Thursday October 20, 2022</b></p> <p><b>Exhibits MUST BE open &amp; manned during exhibit hours.</b></p>	<p><b>Move-In for exhibits</b></p> <p>Thursday October 20, 2022 12:00pm - 5:00pm</p> <p><b>On-site Registration opens</b></p> <p>Thursday October 20, 2022 at 12:00pm</p> <p><b>Dismantling Exhibits</b></p> <p>Friday October 21, 2022 6:00pm – 8:00pm*</p> <p><i>*Exhibits &amp; materials must be completely removed by 8:00pm.</i></p>
<p><b>Option 1:</b></p> <p><b>Display Booth: \$1,500</b></p> <p>Display booth with pipe &amp; drape. Your display cannot exceed <b>8 feet</b> in length and 8 feet in depth. <b>We cannot allow a 10 foot display angled in the space.</b></p> <p>Display booths are located in the <b>Okanagan Ballroom.</b></p>	<p><b>Option 2:</b></p> <p><b>Tabletop Display: \$1,200</b></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 <b>Grand Foyer.</b></p>
<p><b>Included In The Rental Fee For Tabletop Displays And Display Booths:</b></p> <ul style="list-style-type: none"><li>• One 6' boxed &amp; skirted display table</li><li>• Floor carpet</li><li>• Wireless Internet</li><li>• 2 Chairs</li><li>• 1-power outlet (may require extension cord)</li><li>• Security</li><li>• Registration for <b>one</b> exhibit personnel</li><li>• Existing recessed ceiling lighting only</li></ul> <p><b>PLUS:</b> coffee breaks, mid-morning snack, hot buffet lunch and Friday trade show reception.</p> <p><b>AND</b> Complimentary inclusion in the <b>Buyers Guide Section</b> of the TODS Meeting Program. An online form will be emailed to you with your exhibit registration confirmation. The form must be returned by <b>June 30, 2022.</b></p>	

## Exhibitor Badges And Additional Exhibit Personnel

### NEW FOR 2022:

- Registration of booth personnel will be done via a link emailed to all confirmed exhibitors with the Exhibitor Manual in July 2022.
- One 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 \$199.00 each (before October 8, 2022 ) and \$237.00 each (after October 8, 2022).

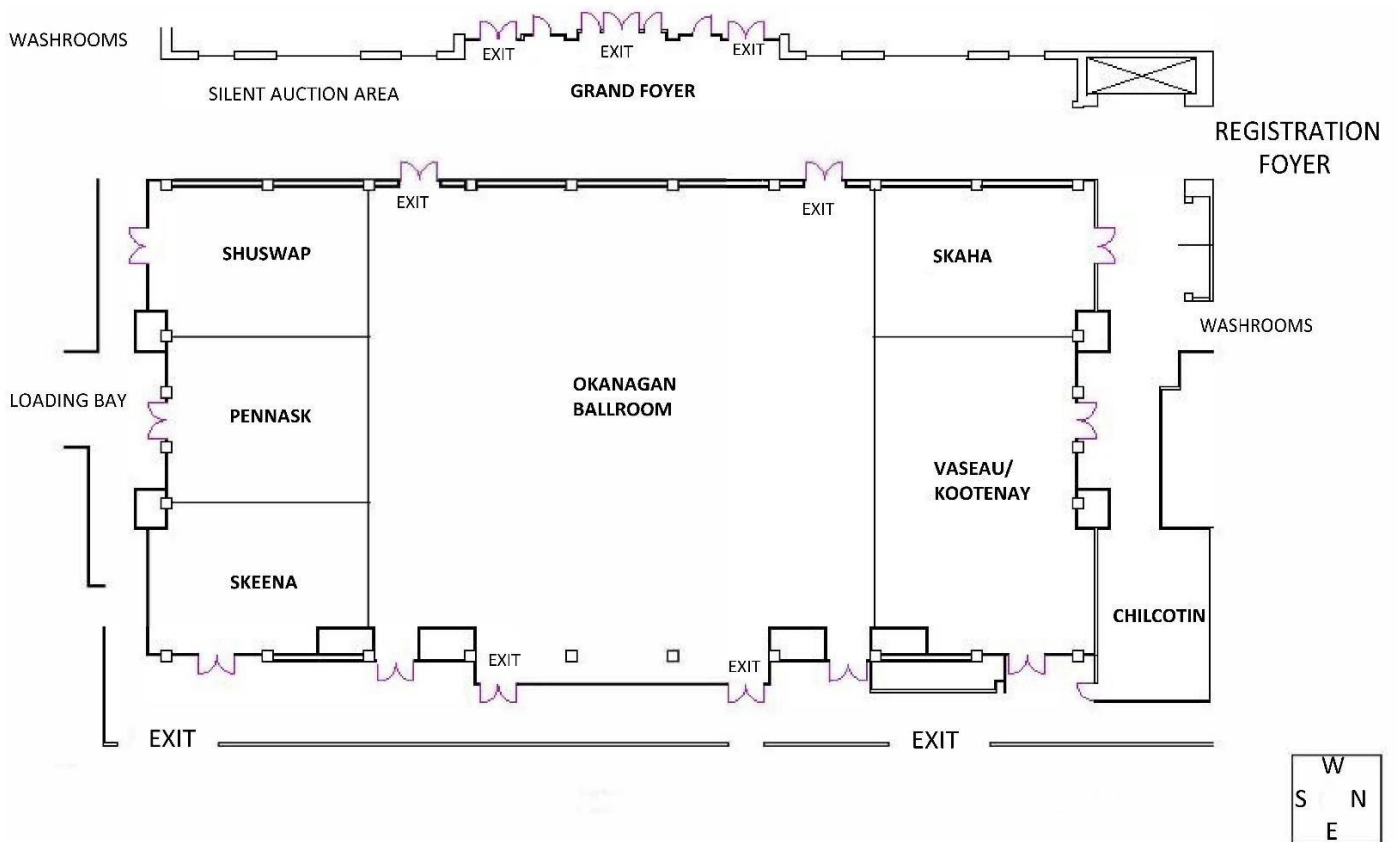


## EXHIBIT AREA

\* 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 will do our best to accommodate requests.



## 2022 TODS Meeting Sponsorship

For those 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 TODS 2022 may additionally sponsor the following (*Exception for non-exhibitors is the Insert – see Item G on page 6*). Indicate on **Form A: Sponsorship & Exhibit Request** if you're interested in any of the following:

### **SOLD FOR 2022** **GOLD SPONSOR \$5000.00 (one per meeting)**

- Exclusive sponsorship
- 4 additional company exhibitor badges
- Company logo on the cover of the Official Conference Schedule and acknowledgement of your sponsorship in print materials and on the TODS website.
- The opportunity to distribute promotional materials
- Acknowledgement at the TODS Annual General Meeting

### **SILVER SPONSOR \$2500.00 (three per meeting)**

- 2 additional company exhibitor badges
- Company logo in the Official Conference Schedule and acknowledgement of your sponsorship in print materials and on the TODS website.
- The opportunity to distribute promotional materials
- Acknowledgement at the TODS Annual General Meeting

### **TODS MEETING CO-SPONSOR \$1500.00**

- Your logo on One of our TODS Featured speaker's signage
- Your logo on the screen as you enter the speaker's room
- 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



## Additional 2022 TODS Sponsorship Opportunities

For those 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 TODS 2022 Meeting may additionally sponsor the following (*Exception for non-exhibitors is the Insert – see Item G below*). Indicate on **Form A: Sponsorship & Exhibit Request** if you're interested in any of the following:

Item	Description	Sponsorship includes:
<b>A. Coffee Breaks</b> i) Thursday October 20 <b>\$750</b> ii) Friday October 21 <b>\$1,000</b> iii) Saturday October 22 <b>\$750</b>	Coffee breaks will be 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>B. Tent Cards</b> Friday or Saturday <b>\$1,500 ea.</b>	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
<b>C. Tradeshow Reception Drink Tickets</b> <b>\$1,500</b>	<b>Exclusive opportunity</b> 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
<b>D. Name Badges</b> <b>\$1,750</b>	<b>Exclusive opportunity</b> 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
<b>E. Cell Phone Charging Stn</b> <b>\$600</b>	<b>Exclusive opportunity</b> 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, promo piece must be approved by TODS
<b>F. Meeting Folder &amp; Notepad</b> <b>\$3,000</b>	<b>Exclusive opportunity</b> Company logo placed on the front and back of the meeting folder and handed out to each participant. A notepad is included in the folder with the company logo at the top of the meeting pad.	* company logo placed on folder and notepad, adjacent to TODS logo.
<b>G. INSERTS in the Delegate Registration Packages</b> Exhibitor Dental* Company <b>\$1/ pg.</b> Exhibitor Non-Dental <b>\$2/ pg.</b> Non-Exhibitor Dental <b>\$2/ pg.</b> Non-Exhibitor Non-Dental <b>\$4/ pg.</b>	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 fee x estimated number of attendees per group.	One insert (provided by company and pre-approved by TODS) will be inserted into the delegate package  <i>Only a limited number of inserts will be sold.</i>
*Dental company refers to a supplier, manufacturer or laboratory  Pg. = page	<b>Deadline to confirm: September 1, 2022</b> <b>Material copy for approval: September 15, 2022</b> <b>Material received at TODS: October 2, 2022</b>	



# FORM A: SPONSORSHIP & EXHIBIT FORM

Please send this form, along with your payment details (Form B) via email to [shupe@direct.ca](mailto:shupe@direct.ca) or fax to (250) 764-2247.  
IT IS NOT POSSIBLE TO ACCEPT REGISTRATIONS BY TELEPHONE.

**Company Name:** \_\_\_\_\_

*As you wish for it to appear in printed materials*

**Contact Name:** \_\_\_\_\_ **Telephone:** \_\_\_\_\_

**Email:** \_\_\_\_\_ **Mobile:** \_\_\_\_\_

**Mailing Address:** \_\_\_\_\_

**City & Province:** \_\_\_\_\_ **Postal Code:** \_\_\_\_\_

**IMPORTANT: Local Contact:**

Please enter the contact details of your local representative. We will copy this contact on exhibit assignment, confirmations and exhibitor manual. **If this section is not completed, it is the main contact's responsibility to ensure all information is distributed to local reps.**

**Contact Name:** \_\_\_\_\_

**Email:** \_\_\_\_\_ **Telephone:** \_\_\_\_\_

**Exhibit Choice** (choose one):

**Booth** (\$1,500.00) \_\_\_\_\_ **Tabletop** (\$1,200.00) \_\_\_\_\_ **NO GST OR PST**

**TODS Endowment Fund** (optional):

**YES:** I would like to support the TODS Endowment Fund. Please add \$ \_\_\_\_\_ to my total exhibit fee.  
**Not this year**

**Sponsorship Opportunities** (from pages 5 & 6):

- |  |   |
|--|---|
| <p>A. <input type="checkbox"/> Thursday Coffee Break <b>\$750</b><br/> <input type="checkbox"/> Friday Coffee Break <b>\$1,000</b><br/> <input type="checkbox"/> Saturday Coffee Break <b>\$750</b></p> <p>B. <input type="checkbox"/> Tent Cards on Friday or <input type="checkbox"/> Tent Cards on Saturday <b>\$1,500 ea.</b></p> <p>C. <input type="checkbox"/> Tradeshow Reception Drink Ticket - <b>\$1,500</b></p> | <p>D. <input type="checkbox"/> Name Badges <b>\$1,750</b></p> <p>E. <input type="checkbox"/> Cell Phone Charging Stn <b>\$600</b></p> <p>F. <input type="checkbox"/> Meeting Folder &amp; Notepad <b>\$3,000</b></p> <p>G. <input type="checkbox"/> Inserts (<i>Exhibit Manager will contact you for pricing info</i>)</p> <p>H. <input type="checkbox"/> Meeting Sponsorship (<i>circle</i>) <b><del>\$5,000</del> \$2,500 \$1,500</b></p> |
|--|---|

**CATEGORY:**

Please choose a category that most closely reflects the core of your company's work

- |   |   |   |
|---|---|---|
| <input type="checkbox"/> Adhesives & Composites     | <input type="checkbox"/> Dental Manufacturers                 | <input type="checkbox"/> Office Services & Supplies   |
| <input type="checkbox"/> Anesthetics & Pain Control | <input type="checkbox"/> Dental Sales, Service & Equipment    | <input type="checkbox"/> Oral Health Care             |
| <input type="checkbox"/> Computers & Software       | <input type="checkbox"/> Dental Supplies                      | <input type="checkbox"/> Practice Appraisals & Sales  |
| <input type="checkbox"/> Consulting                 | <input type="checkbox"/> Education                            | <input type="checkbox"/> Preventative Dental Products |
| <input type="checkbox"/> Dental Equipment           | <input type="checkbox"/> Financial & Legal Services           | <input type="checkbox"/> Professional Associations    |
| <input type="checkbox"/> Dental Instruments         | <input type="checkbox"/> Implantology/Restorative Attachments | <input type="checkbox"/> Uniforms                     |
| <input type="checkbox"/> Dental Laboratories        | <input type="checkbox"/> Loupes & Lights                      |   |

Companies you would prefer **NOT** to be located beside: \_\_\_\_\_



## FORM B: PAYMENT SUMMARY

Ms. Lane Shupe  
TODS Meeting Coordinator  
4397 Hobson Road  
Kelowna, BC V1W 1Y4

TELEPHONE: (250) 764-2120  
FACSIMILE: (250) 764-2247  
CELLULAR: (250) 212-2397  
EMAIL: [shupe@direct.ca](mailto:shupe@direct.ca)

**COMPANY NAME:** \_\_\_\_\_

**Sub-total Form A:**

- Exhibit Fee \$ \_\_\_\_\_
  - TODS Endowment Fund \$ \_\_\_\_\_
  - Sponsorship Opportunity \$ \_\_\_\_\_
- TOTAL:** \$ \_\_\_\_\_

### PAYMENT

SEND FORM A & B BY EMAIL, MAIL OR FAX, ALONG WITH YOUR PAYMENT.

**Cheques** can be made payable to **Thompson Okanagan Dental Society**. Cheques must be in Canadian funds, drawn on a Canadian bank. Mail to the TODS Meeting Coordinator(address above). **US funds and post-dated cheques will not be accepted.** Applications are not considered complete without payment.

**Credit Card payments\*:**

*\*We accept Visa or Mastercard only*

Visa

Mastercard

CC#: \_\_\_\_\_ Expiry \_\_\_\_\_ / \_\_\_\_\_

CVV# (3-digit on back of card) \_\_\_\_\_ Dollar Amt \$ \_\_\_\_\_

Name of Cardholder \_\_\_\_\_

SIGNATURE OF CARDHOLDER \_\_\_\_\_

I, we hereby make application to lease from the Thompson Okanagan Dental Society, exhibit space to be assigned by the Society. By signing this document, I and our company representatives agree to abide by all rules and regulations governing the exhibition as printed in the **Exhibitor Guidelines and Conditions** enclosed in this application which forms part of this agreement. I/We acknowledge to have read and understood the said document and verify all information provided on this form is correct.

Authorized Company Representative (*print name*): \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

*We require the name of the Company Representative that is included in your Exhibit Fee so they can receive our 2022 Exhibitor Manual. You may also choose to register additional company representatives attending your exhibit space; a link to register your exhibitor personnel will be sent to you together with the Exhibitor Manual in July 2022.*

*On Friday October 21, 2022 **ONLY** paid registrants are permitted access to the convention center.*

**Thank You For Supporting Our 2022 TODS Meeting**





## 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 issue 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 also comply with these guidelines.

- 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.
- 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, Showtime Event & Display Services.
- 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 ShowTime Event & Display, at the exhibiting company's expense.
- Display Tabletop:** is limited to 6' in length and 6' in depth.
- Dismantling:** All materials must be removed from the hotel by 8:00 pm on Friday October 21, 2022.
- 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.
- 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 setup, 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.**
- 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 that are not exhibiting.**
- 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.
- 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 15, 2022 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 15, 2022.**
- 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.
- 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 Showtime Convention & Display. 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.
- 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.
- 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.

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 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 left accessible and in full view at all times. 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. All liability is assumed by the exhibitor.

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.

