

# Exhibitor Prospectus

2012 Annual Conference



**Refresh  
Revitalize  
Invigorate**

September 13-15 • San Diego

**Connect with your key end user, decision makers and purchasers.**

ENA Annual Conference is a cost effective way to interact face-to-face with nearly 3,500 emergency nurses. This opportunity will allow you to:

- Increase your sales closure and recruitment rates
- Demonstrate new products and services
- Obtain knowledge about the ever-changing product needs of your target audience

Plus, reach emergency department nurse attendees where:

- 99% of all attendees visit the exhibit hall
- 95% of all attendees state that the exhibit hall is valuable in learning about products and services
- 78% of attendees recommend the products and services used in their emergency departments

**Reach New Prospective Customers; Secure Your Booth Space Today.**

Visit [www.ena.org](http://www.ena.org) or contact Linda Moustis at [lmoustis@ena.org](mailto:lmoustis@ena.org) or 847-460-4077.

# Reach Your Target Audience With Promotional Opportunities

## Sponsorship Opportunities

**STRATEGIC SPONSOR:** Offers a year round affiliation with ENA and the ENA Foundation with many benefits, including exhibit space, access to ENA members through a focus group, survey opportunity, membership mailing list and an advertising credit in ENA publications. The Strategic Sponsorship provides maximum exposure to ENA members and constituencies.

The following packages are available specifically for ENA Annual Conference:

- **CONFERENCE SPONSOR:** Offers logo visibility and access to attendees for four months surrounding each sponsored conference. Additional benefits include: exhibit space, an exclusive sponsored event, exposure through the ENAopoly card and pre- and post-conference attendee lists for marketing purposes.
- **CONFERENCE SUPPORTER:** Offers access to conference attendees and benefits include exhibit space, exposure through the ENAopoly card, company name listing on conference signage and use of the post-conference attendee list.

### FOR MORE INFORMATION, PLEASE CONTACT EITHER:

- **Pierre Désy, Director of Development and Foundation**  
at 847-460-4102 or pdesy@ena.org
- **Patti Galuski, Sponsorship Coordinator**  
at 847-460-4101 or pgaluski@ena.org

## Advertising Opportunities

Be sure to include advertising opportunities in your exhibit plans.

**ENA CONNECTION:** Published 11 times per year, ENA's popular magazine reaches the entire membership of more than 37,000.

- **Product Advertising** Mindworks Communications:  
Kathy Huntley: 877-307-5255, ext. 249\* or khuntley@gomindworks.com
- **Recruitment Advertising** Mindworks Communications:  
Monique McLaughlin: 877-307-5255, ext. 200\* or mmclaughlin@gomindworks.com

*\*In New Jersey or outside the U.S., call 856-384-1793.*

**ONSITE PROGRAM GUIDE:** Available for ENA Leadership or Annual Conference and is provided to every attendee.

**ENA ANNUAL CONFERENCE BLOG:** Conference news, updates, features and photos posted live throughout the show.

**ENA MEMBER MAILING LISTS:** Call 800-708-list, ext. 3247 or visit [www.ena.org/education/maillinglists](http://www.ena.org/education/maillinglists).

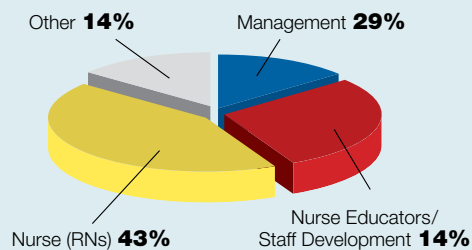
**PRE- AND POST-SHOW MAILING LISTS:** Available only to 2012 ENA Annual Conference exhibitors, pricing is \$350 for the pre-show list and \$450 for the post-show list delivered electronically in an Excel format. Contact Linda Moustis at 847-460-4077 or [lmoustis@ena.org](mailto:lmoustis@ena.org).

**JOURNAL OF EMERGENCY NURSING:** Published bi-monthly, *JEN* is ENA's official peer-reviewed journal featuring the latest in clinical practice and research findings.

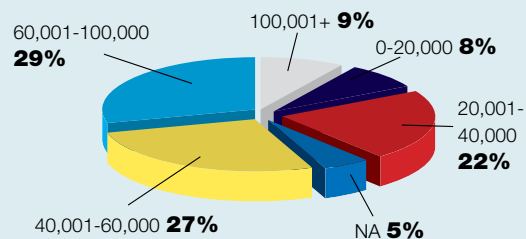
- **Product Advertising** RH Media LLC:  
Bob Heiman: 856-673-4000 or [bob.rhmedia@comcast.net](mailto:bob.rhmedia@comcast.net)
- **Recruitment Advertising** Elsevier: Barbara Blum: 215-239-3156 or [b.blum@elsevier.com](mailto:b.blum@elsevier.com)

## Attendee Profile\*

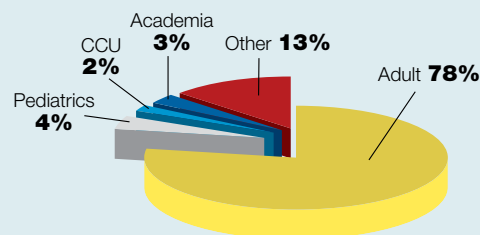
### Attendee Positions



### Size of Facility (# of ED visits/year)



### Areas of Practice



95%

Found the ability to learn about and evaluate new products and services to be very useful and beneficial

78%

Plan to take action purchasing equipment or services within next 12 months

\*2010 ENA Annual Conference Participant Purchasing Summary Survey

For more information, contact Linda Moustis at [lmoustis@ena.org](mailto:lmoustis@ena.org) or 847-460-4077.



# Booth Application and Contract Information

## BOOTH RENTAL

| Booth Size        | Booth Rental Fee |
|-------------------|------------------|
| 20' x 40' Island  | \$22,000         |
| 20' x 30' Island  | \$16,650         |
| 20' x 20' Island  | \$11,600         |
| 10' x 10' Corner  | \$2,750          |
| 10' x 10' In-line | \$2,400          |

Please contact Linda Moustis at [lmoustis@ena.org](mailto:lmoustis@ena.org) or call 847-460-4077 for additional configurations and fees.

## BOOTH CONSTRUCTION

ENA requires that all booths comply with the display rules and regulations set forth by the International Association of Exposition Management (see the section on Display Rules in the Exhibitor Services Manual for further information; it will be available online in early May).

Booths are 10' x 10' unless otherwise noted. Each booth is equipped with a standard 8'-high draped back wall, 36" draped side rails, and 7" x 44" booth locator sign with the company name, city/state, and booth number. Carpeting and furniture are not included in the booth fee.

**Island booths** are available as indicated on the floor plan. Drapes and booth locator signs are not provided.

## HEIGHT RESTRICTIONS

**In-line and Corner Booths:** 8'

**Island Booths:** 16'

## BOOTH ASSIGNMENT

Every effort will be made to assign booths as requested. In the event this is not possible, show management reserves the right to assign the exhibitor to a similar space. Upon receipt of your application and contract to exhibit, ENA will send you written confirmation of your booth assignment.

## DISPLAY RULES

**In-line or Corner Booth:** Exhibit fixtures, components and identification signs will be permitted to a maximum height of eight feet. All display fixtures over four feet in height and placed within 10 feet of an adjoining exhibit must be at least five feet from the aisle.

**Island Booth:** Exhibit fixtures, components and identification signs will be permitted to the maximum allowable height of 16 feet. Hanging signs are not allowed any higher than 20 feet to the top of the sign. Because an island booth is separated by the width of an aisle from all neighboring booths, full use of the booth area is permitted.

## CARPET AND SHOW COLORS

Exhibit Halls B and C are carpeted in bluejays aisle carpeting. Show colors are orange and white drapes with orange side drapes. Floor covering is mandatory in the booths. Exhibitors are responsible for the floor covering in their booths.

## DEPOSIT

A 50% deposit is due by November 11, 2011 or with the completed application and contract to exhibit. If the contract is submitted on or after July 9, 2012, the full booth rental fee is due with the completed contract.

## BALANCE DUE

Full payment for booth space rental is due by July 9, 2012. In the event that full payment is not received by that date, show management reserves the right to release space back into general inventory.

## CANCELLATION POLICY

Cancellation of exhibit space or reduction of reserved space must be made in writing and sent to Emergency Nurses Association, Exhibit Services, 915 Lee Street, Des Plaines, IL 60016-6569. In the event of cancellation, ENA has the right to use said space to suit its own convenience, including selling space to another exhibitor, without rebate or allowance to the canceled exhibitor.

### Cancellation Date

On or before 5/1/12  
5/2/12 – 7/9/12  
7/10/12 or later

### Cancellation Penalty

\$500 administrative fee  
50% of original contracted booth rental fee  
No refund

## BOOTH REASSIGNMENT

Show management will immediately contact the company involved if it is necessary to relocate an exhibitor after booth space has been confirmed. Every effort will be made to reassign the exhibitor to a similar space. In all cases of confirmed booth relocation, the exhibitor has the option to cancel and receive a full refund of all payments made.

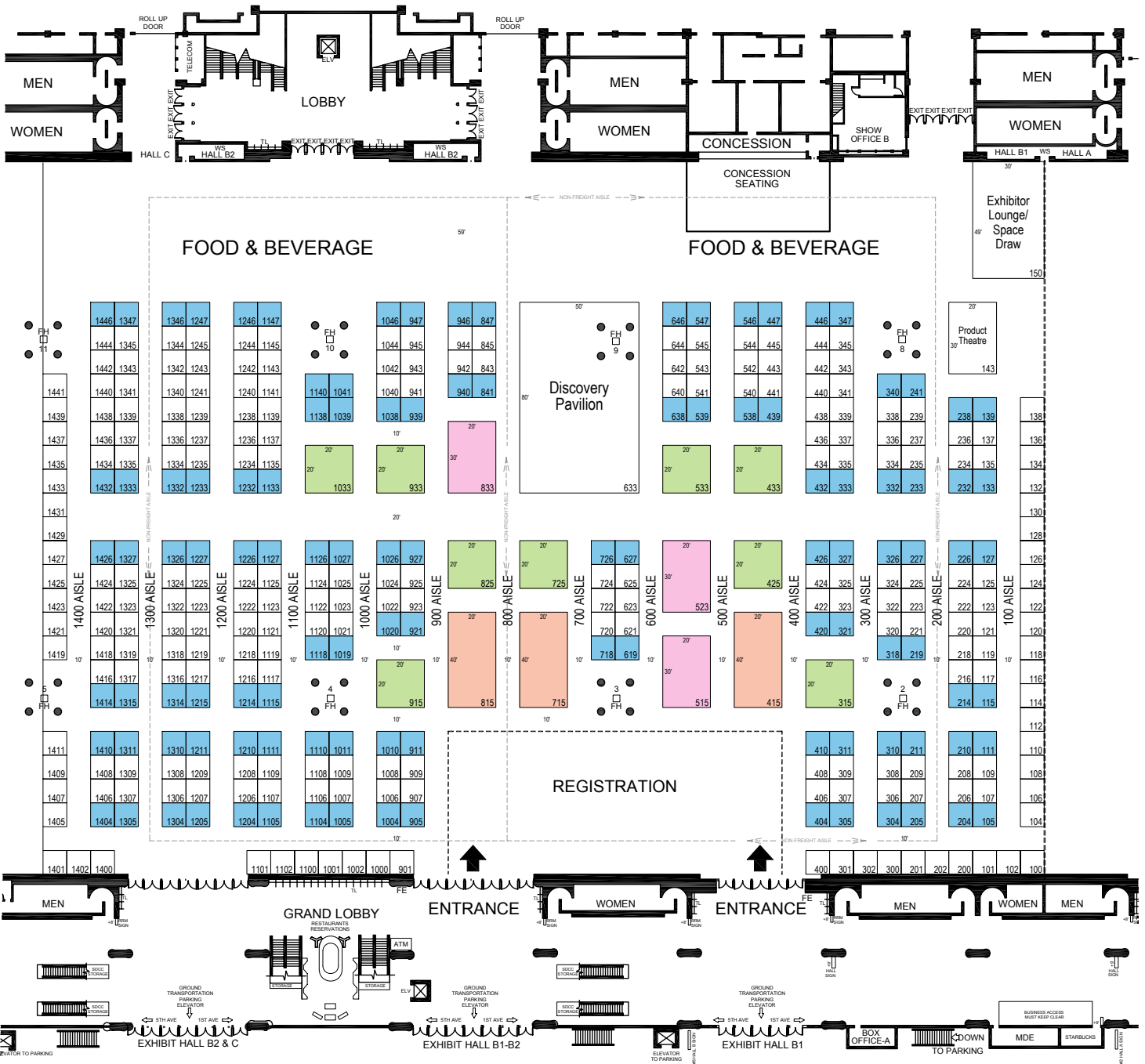
ENA reserves the right to make the final determination of any and all space assignments and to modify the floor plan in the best interest of the overall trade show.

## REGISTRATION AND HOUSING

Registration and housing information, including an exhibitor badge request form, will be in the Exhibitor Services Manual available online in early May. All hotel rooms will be assigned on a first-come, first-served basis.

# San Diego Convention Center Floor Plan - Exhibit Halls B & C

## 2012 ENA ANNUAL CONFERENCE



- 20' x 40' Island = \$22,000
- 20' x 30' Island = \$16,650
- 20' x 20' Island = \$11,600

- 10' x 10' Corner = \$2,750
- 10' x 10' Inline = \$2,400

For more information, contact Linda Moustis at [lmoustis@ena.org](mailto:lmoustis@ena.org) or 847-460-4077.



# Exhibitor Rules and Regulations —

## 2012 ENA ANNUAL CONFERENCE

(Note: "Conference" refers to the 2012 ENA Annual Conference; "Exhibitor" refers to applicant for exhibit space named on application; "Facility" refers to the San Diego Convention Center; "Show Management" and "ENA" refers to the Emergency Nurses Association and its authorized agents and employees.)

Only those products and/or services considered by ENA as relating directly to emergency nursing may be exhibited at the Conference. Exhibits, practices and presentations which may be judged by ENA, in its sole discretion, not in good taste, lacking in dignity, detracting or not in keeping with the purpose of the Conference are prohibited. ENA reserves the right, in its sole discretion, to restrict or evict Exhibitors for violations of this provision. ENA will not make any refunds or otherwise be responsible for expenses associated with such restriction or eviction.

### Rules, Regulations and Laws

It is integral to the success and growth of the Conference to actively contribute to an atmosphere of integrity and dignity. Exhibitor agrees to abide by (i) the rules and regulations set forth in this agreement, the ENA Exhibitor Prospectus, and ENA Exhibitor Services Manual; (ii) the rules and regulations of the Facility; and (iii) all applicable federal, state, provincial, and local laws and ordinances. This agreement shall be governed by the laws of the State of Illinois.

Further, Exhibitors agree to: (i) Interact respectfully and thoughtfully with all registrants in the exhibit hall, educational sessions, and networking situations; and (ii) respect the rights of other Exhibitors to conduct business without interference or improper interventions.

### Alcohol, Tobacco, Food, Beverage and Miscellaneous Giveaway Items

Distribution or use of alcoholic beverages and tobacco products in the exhibit hall, educational sessions, and other events is prohibited. The Conference is a smoke-free meeting and exposition.

Giveaways, awards or drawings are limited to prizes of an educational nature and/or in keeping with the character of the Conference and must be submitted to ENA for prior approval (written description acceptable). Giveaway: Exhibitor Form located in Exhibitor Services Manual must be submitted to ENA by August 24, 2012. Promotions not approved by ENA are not permitted. Exhibitors may not serve or dispense food or beverage of any type from their booths.

### Amendments

Any and all matters not specifically covered by this agreement and the rules and regulations contained in the ENA Exhibitor Prospectus, and ENA Exhibitor Services Manual shall be subject to the decision of Show Management. Show Management shall have the full power to interpret, amend, and enforce these rules and regulations, provided any amendments, when made, are brought to the notice of Exhibitors. Each Exhibitor, for itself and its employees, agrees to abide by the foregoing rules and regulations and by any amendments or additions thereto in conformance with the preceding sentence.

### Audio Visual Equipment and Photography

If closed sound systems cannot be arranged, open sound systems are permitted. However, sound "leakage" must not interfere with any other Exhibitor. Show management requires compliance and reserves the right to take any necessary corrective action. Video taping and photography in the exhibit hall is not allowed without written permission from ENA.

### Badge Policy

Admissions to the exhibit hall will be by badge only and you must be 18 years or over. Badges for preregistered exhibit personnel will not be mailed. Exhibitor badges will be available for pickup during exhibitor registration hours and will be held under the company name.

All exhibit booth personnel, as well as meeting attendees, are required to wear their official Conference badge. Security guards will be monitoring the entrance to the exhibit hall for proper identification. Only Conference attendees and registered Exhibitors will be admitted to the exhibit hall. No unregistered guests are allowed in the hall at any time.

### Booth Cleaning

Booth cleaning is mandatory after move-in and is not included in the booth rental fee. Show Management has the right to order daily cleaning if booth appearance is unsightly. The cost will be charged to the exhibiting company.

### Booth Manager

Each Exhibitor must identify one authorized representative as booth manager to be responsible for the exhibit throughout the Conference.

### Booth Staffing

Exhibitors must staff their exhibits during the exposition hours. ENA reserves the right to remove any booth left unattended for an extended period of time. The Exhibitor is responsible for all costs incurred in the removal of the booth from the show floor.

### Demonstrations, Interviews, Subletting

Demonstrations by Exhibitors should contribute to the attendee's knowledge in a professional way. Demonstrations and adequate space for interviews should be available within the confines of the individual Exhibitor's booth, and comply with all applicable laws, including, without

limitation, FDA regulations, and federal, state and local laws regarding the handling and removal of hazardous and/or infectious waste. Interference with normal traffic flow and infringement on neighboring exhibits is not permitted. No subletting or sharing of exhibit space is permitted unless it is within corporate divisions.

### Display Rules

In-line or Corner Booth: Exhibit fixtures, components and identification signs will be permitted to a maximum height of 8 feet. All display fixtures over 4 feet in height and placed within 10 feet of an adjoining exhibit must be at least 5 feet from the aisle.

Island Booth: Exhibit fixtures, components and identification signs will be permitted to the maximum allowable height of 16 feet. Hanging signs are allowed no higher than 20 feet to the top of the sign. Because an island booth is separated by the width of an aisle from all neighboring booths, full use of the booth area is permitted.

### Distribution of Advertising Material

Canvassing any part of the exhibit hall or meeting rooms by anyone representing or connected with a non-exhibiting company is strictly forbidden. Anyone doing so will be escorted from the Conference. Canvassing or distribution of advertising material by an Exhibitor will not be permitted outside of the Exhibitor's allotted booth space.

### Exhibitor Designated Contractors (EDC)

Exhibitors may employ the service of independent contractors to install and dismantle their display, providing the Exhibitor and the EDC comply with the requirements specified in the Exhibitor Services Manual. The Exhibitor must notify ENA Exhibit Services and GES/Global Experience Specialists of the intent to utilize an EDC no later than August 1, 2012 (30 business days prior to the first day of scheduled exhibit installation), furnishing their name, address, and telephone number. In addition, the Exhibitor shall provide evidence that the EDC has a proper Certificate of Insurance with a minimum of \$1 million liability coverage, including property damage, to ENA Exhibit Services and the GES/Global Experience Specialists no later than August 28, 2012 (at least 10 business days before show opening on September 13, 2012).

### Hospitality Suites, Focus Groups and Satellite Programs

Hospitality suites, focus groups and satellite programs sponsored by Exhibitors must be approved by ENA. No event may be scheduled to conflict with the Conference program hours, activity hours, or exposition hours. Contact ENA Exhibit Services for details.

### Labor Regulations

Exhibitors must conform to the local labor regulations. All work in connection with exhibit set-up and dismantle is to be performed by union personnel carrying the appropriate union card. Carpenters, painters, electricians, plumbers and other skilled labor, as well as common labor and porters, are to be arranged by GES/Global Experience Specialists at established rates. Information for arranging union labor will be included in the Exhibitor Services Manual.

### Liability

Exhibitor agrees to protect, indemnify, save and hold forever harmless ENA and its officers, directors, employees and agents, and the Facility, GES/Global Experience Specialists, the State of California and the City of San Diego, and their respective agents and employees (collectively, the "Indemnitees") against and from damages or charges imposed for violations of any laws, regulations, or ordinances, whether occasioned by the negligence of the Exhibitor or those holding under the Exhibitor, and further, Exhibitor shall at all times protect, indemnify, save and hold harmless the Indemnitees against and from any and all losses, costs, damages, liability, or expenses (including attorney's fees) arising from and out of or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Exhibitor, its agents, employees, and business invitees which arises from or out of or by reason of said Exhibitor's occupancy and use of the exhibition premises, or any part thereof, unless any such losses are the result of the sole negligence of the Indemnitees.

### 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 Facility. Neither ENA, the Facility, GES/Global Experience Specialists, the State of California, or the City of San Diego maintain insurance covering Exhibitors' property. Neither the Conference, ENA, nor the Facility can or will be responsible for damage to, loss, or theft of property belonging to any Exhibitor, its agents, employees, business invitees, visitors, or guests. Each Exhibitor is to carry its own insurance.

### Disability Provisions

Exhibitor represents and warrants (i) that its exhibit will be accessible to the full extent required by all applicable laws, ordinances and regulations; (ii) that its exhibit will comply with the Americans with Disabilities Act (ADA) and with any regulations implemented by that Act; and (iii) that it shall indemnify and hold Indemnitees harmless from and against any and all claims and expenses, including attorneys' fees and litigation expenses, that may be incurred by or asserted against

Indemnitees on the basis of the Exhibitor's breach of this paragraph or noncompliance with any of the provisions of the ADA.

### Music Licensing

Exhibitor represents and warrants that it shall not violate any copyright, trademark, or other similar intellectual property laws and that it shall comply with all copyright restrictions including, but not limited to, any license ENA may obtain or any other laws or restrictions with respect to the use or performance of music. Exhibitor further represents and warrants that it shall obtain any and all licenses or grants of authority required of Exhibitor under the copyright laws, and present Show Management with a copy of such license or grant no less than 30 days prior to the start of the Conference.

### Force Majeure

In the event the Facility or any part of the exhibited area thereof is unavailable whether for the entire Conference, or a portion of the Conference as a result of fire, flood, tempest, inclement weather or other such cause or as a result of governmental intervention, malicious damage, acts of war, terrorism, strike, lock-out, labor dispute, riot or other cause or agency over which ENA has no control, or should ENA decide that because of any such cause that it is necessary to cancel, postpone, or re-site the Conference, or reduce the move-in and installation time, show time, or move-out time, ENA shall not be obligated to indemnify or reimburse the Exhibitor in respect of any damage or loss, direct or indirect, arising as a result thereof.

### Products

ENA reserves the right to prohibit exhibition or advertisement of any product it deems unsuitable for the exposition. No ENA endorsement, express or implied, is connected with any product exhibited or advertised. Only products that have been approved by the FDA or other appropriate governmental agency shall be exhibited or advertised, unless approval is pending and a notice to that effect is prominently displayed with the product, or unless the product does not require such approvals.

### Property Care

Exhibitors must surrender booth space in the same condition as it was at the time of occupation and are liable for any damage caused by disregard of these rules and regulations. The Exhibitor is not to affix, nail, or otherwise attach anything to walls, doors, floors, or columns except where a nailing strip is provided. Exhibitors may not apply paint, lacquer, adhesives, or any other coating to the building columns, floors, or standard booth equipment. If there are any special requirements in this respect, the Exhibitor should call GES/Global Experience Specialists.

### Public Safety

Each Exhibitor is charged with the knowledge of all laws, ordinances and regulations pertaining to health, fire prevention and public safety while participating in this event. The Exhibitor assumes all responsibility for compliance with local, city, and state safety, fire and health ordinances covering installation of exhibit and operation of equipment. Compliance with such laws is mandatory for all Exhibitors and the sole responsibility is that of the Exhibitor.

All display materials must be reasonably located and protected by safety barrier guards. Radiological equipment may be displayed but not operated. No combustible decoration or materials, such as crepe paper, tissue paper, cardboard, or corrugated paper shall be used at any time. All bunting, draperies, or other fabrics must be fireproofed before use in the exhibit booth, with a certificate of fireproofing present in the exhibit booth during both installation and show hours. All materials and fluids that are inflammable are to be kept in safety containers. Open flames, butane gas, oxygen tanks, etc., are not permitted without permission of ENA, the Facility, and the San Diego Fire Department. Balloons filled with helium are not permitted.

Only three-prong grounded extension cords will be permitted in the exhibit hall. No zip cords are allowed for electrical connections.

Aisles must be kept completely clear and unobstructed. Fire exits and fire hose cabinets must be kept clear at all times. No hazardous display of any nature will be permitted. GES/Global Experience Specialists should be contacted if further information is required.

Special illumination, such as bare spotlights, must be indirect or adjusted so the beam does not offend neighboring Exhibitors or guests. The use of laser, strobe, flashing, or neon signs or neon-type lights of any kind will not be allowed in the exhibit hall.

### Selling in Exhibit Space

The selling of any products for delivery during the Conference and related taxes are the sole responsibility of the Exhibitor.

### Violations

Complaints of any violation of any rules and regulations are to be made promptly to ENA. Exhibitors and their personnel agree to abide by the decisions of ENA.

### Default

Exhibitors will not be permitted to set up their exhibits, or will be subject to eviction from the Conference without refund, if this agreement is violated.



# 2012 ENA ANNUAL CONFERENCE

**APPLICATIONS ACCEPTED  
UNTIL SHOW OPENS!**

## APPLICATION AND CONTRACT TO EXHIBIT

2012 ENA Annual Conference  
September 13-15  
San Diego Convention Center  
San Diego

AC12???

Make Checks Payable to:  
Emergency Nurses Association

### Mail or Fax BOTH SIDES OF THIS FORM and payment to:

2012 ENA Annual Conference Exhibits  
P.O. Box 1341  
Bedford Park, IL 60499-1341  
Phone: 847-460-4077  
Fax: 847-460-4004

*Only applications accompanied by a  
credit card payment may be faxed.*

COMPANY NAME (Print company name exactly as it should appear in the program, ENA promotional materials, booth signs, and representatives' badges.)

STREET ADDRESS

CITY STATE ZIP/POSTAL CODE COUNTRY

TELEPHONE FAX

CONTACT PERSON TITLE

E-MAIL ADDRESS WEB ADDRESS

STREET ADDRESS (IF DIFFERENT FROM ABOVE)

CITY STATE ZIP/POSTAL CODE COUNTRY

TELEPHONE FAX

### Who is the decision maker for educational programs or sponsorships?

NAME TITLE

TELEPHONE FAX

E-MAIL ADDRESS

**Is this the first time your company has exhibited with ENA?**  Yes  No

If yes, how did you hear about our show? \_\_\_\_\_

## BOOTH SELECTION

Please list up to six (6) preferred booth spaces; we suggest that you do not concentrate them in only one area of the hall. Every effort will be made to accommodate your request. Assignment will be based on the company's accumulated priority points.

1<sup>st</sup> \_\_\_\_\_ 2<sup>nd</sup> \_\_\_\_\_ 3<sup>rd</sup> \_\_\_\_\_ 4<sup>th</sup> \_\_\_\_\_ 5<sup>th</sup> \_\_\_\_\_ 6<sup>th</sup> \_\_\_\_\_

COMPANIES YOU DO NOT WISH TO BE CLOSE TO: \_\_\_\_\_

COMPANIES YOU WISH TO BE CLOSE TO: \_\_\_\_\_

## DEPOSIT AND PAYMENT INFORMATION AND SPONSORSHIP REQUEST

Size of space desired \_\_\_\_\_ x \_\_\_\_\_ Total Amount Due: \$ \_\_\_\_\_

From November 11, 2011, a 50 percent deposit must accompany the application and contract to exhibit. Deposit can be made by check (in U.S. funds payable to ENA), MasterCard, Visa, American Express or Discover. Full payment for booth space must be received by July 9, 2012.

Credit Card Information:  MasterCard  Visa  American Express  Discover

CARD NUMBER EXPIRATION DATE

CARDHOLDER NAME (AS IT APPEARS ON THE CARD) CARDHOLDER SIGNATURE

CARDHOLDER BILLING ADDRESS (IF DIFFERENT FROM ABOVE)

The above signature authorizes ENA to charge the above account. Should the total be incorrect, ENA is authorized to charge the correct total.

We agree to pay the balance due no later than July 9, 2012. We agree to abide by all of the requirements, restrictions and obligations set forth in the rules and regulations as stated in the exhibitor prospectus. All applications are subject to review and approval by ENA. This application will not become a binding contract until fully executed by both parties (exhibitor and show management) hereto.

NAME TITLE

AUTHORIZED SIGNATURE DATE

Please contact me regarding sponsorship opportunities at the 2012 ENA Annual Conference.

### FOR ENA USE ONLY

Points \_\_\_\_\_ Booth(s) Assigned \_\_\_\_\_ Combined Space?  Yes  No Combined Booth # \_\_\_\_\_

Deposit Payment Method  Credit Card  Check \_\_\_\_\_ Check # \_\_\_\_\_ Date Deposit Rec'd \_\_\_Accepted by

Balance Payment Method  Credit Card  Check \_\_\_\_\_ Check # \_\_\_\_\_ Date Balance Rec'd \_\_\_Accepted by



# Product Description/Categories for the Onsite Program Guide

## 2012 ENA ANNUAL CONFERENCE

COMPANY NAME (Print company name exactly as it should appear in the program, ENA promotional materials, booth signs, and representatives' badges.)

- 1 Is your organization PhRMA compliant?  Yes  No
- 2 Is your organization AdvaMed compliant?  Yes  No
- 3 PhRMA and/or AdvaMed guidelines pertain to my organization?  Yes  No
- 4 Do you sell medical/patient care products?  Yes  No  
If yes, are the medical/patient products Latex-free?  Yes  No
- 5 **Please provide the copy EXACTLY as it should appear in the Onsite Program Guide.** Describe your organization's product and/or services in detail using 50 words or fewer and return along with this document making sure to include your three selected categories (see below). You can either e-mail to: [lmoustis@ena.org](mailto:lmoustis@ena.org) or print and fax to Linda Moustis at 847-460-4004. Copy exceeding 50 words will be edited; ENA also reserves the right to edit grammar, clarity, spelling and style. This description must be submitted to ENA by July 16.

Please check the **three** categories that best describe your products/services. **Only the first three will be listed.**

- |  |   |  |
|--|---|--|
| <p>1 <input type="checkbox"/> APPAREL</p> <p>2 <input type="checkbox"/> ARCHITECTURAL</p> <p>3 <input type="checkbox"/> ASSOCIATIONS and ORGANIZATIONS</p> <p>4 <input type="checkbox"/> BENEFITS</p> <p>CARDIOVASCULAR</p> <p>5 <input type="checkbox"/> Catheters</p> <p>6 <input type="checkbox"/> Defibrillators</p> <p>7 <input type="checkbox"/> Fluid Warmers</p> <p>8 <input type="checkbox"/> IV Infusion Equipment</p> <p>9 <input type="checkbox"/> Pacemakers/Pacing Equipment</p> <p>10 <input type="checkbox"/> Patient Monitoring Systems and Accessories</p> <p>11 <input type="checkbox"/> Pressure Infusers</p> <p>12 <input type="checkbox"/> Vital Sign Monitors</p> <p>13 <input type="checkbox"/> CONSULTING and CONTRACTED SERVICES</p> <p>DIAGNOSTICS</p> <p>14 <input type="checkbox"/> Blood Gas Analyzers</p> <p>15 <input type="checkbox"/> Diagnostic Testing</p> <p>16 <input type="checkbox"/> Specimen Containers</p> <p>DOCUMENTATION</p> <p>17 <input type="checkbox"/> Chart/Charting Accessories</p> <p>18 <input type="checkbox"/> Assault/Abuse/Injury</p> <p>EDUCATIONAL RESOURCES</p> <p>19 <input type="checkbox"/> Educational Providers</p> <p>20 <input type="checkbox"/> Educational Simulators</p> <p>21 <input type="checkbox"/> Manikins</p> <p>22 <input type="checkbox"/> Moulage</p> <p>23 <input type="checkbox"/> EQUIPMENT ORGANIZERS</p> <p>ENT/MOUTH</p> <p>24 <input type="checkbox"/> Ear Irrigation Systems</p> <p>25 <input type="checkbox"/> Eye Irrigation Systems</p> <p>26 <input type="checkbox"/> Rhinology</p> <p>27 <input type="checkbox"/> Teeth</p> | <p>28 <input type="checkbox"/> FURNISHINGS</p> <p>GASTROINTESTINAL</p> <p>29 <input type="checkbox"/> Gastric Lavage/Gavage</p> <p>GENERAL EQUIPMENT</p> <p>30 <input type="checkbox"/> Ambulatory Assist Devices</p> <p>31 <input type="checkbox"/> Carts</p> <p>32 <input type="checkbox"/> Environmentally Safe Disposable Equipment</p> <p>33 <input type="checkbox"/> Instruments/Instrument Holders</p> <p>34 <input type="checkbox"/> Lighting</p> <p>35 <input type="checkbox"/> Needles/Syringes/Injection Devices</p> <p>36 <input type="checkbox"/> Scales</p> <p>37 <input type="checkbox"/> Stethoscopes</p> <p>38 <input type="checkbox"/> Trays</p> <p>39 <input type="checkbox"/> Tube Holders</p> <p>40 <input type="checkbox"/> INSURANCE</p> <p>INFORMATION TECHNOLOGY</p> <p>41 <input type="checkbox"/> ED Computerization</p> <p>42 <input type="checkbox"/> PCs, PDAs, Hardware</p> <p>43 <input type="checkbox"/> Software</p> <p>INTEGUMENTARY</p> <p>44 <input type="checkbox"/> Bandages/Dressings</p> <p>45 <input type="checkbox"/> Pain Management</p> <p>46 <input type="checkbox"/> Wound/Skin Care Products</p> <p>47 <input type="checkbox"/> Wound Closure Products</p> <p>MEDICATION ADMINISTRATION</p> <p>48 <input type="checkbox"/> Medication Systems</p> <p>49 <input type="checkbox"/> Pharmaceuticals/Supplies</p> | <p>ORTHOPEDIC</p> <p>50 <input type="checkbox"/> Orthopedic Splints/Supports/Immobilizers</p> <p>51 <input type="checkbox"/> Soft Goods</p> <p>PATIENT HANDLING EQUIPMENT</p> <p>52 <input type="checkbox"/> Exam Tables</p> <p>53 <input type="checkbox"/> Stretchers</p> <p>54 <input type="checkbox"/> Wheelchairs</p> <p>55 <input type="checkbox"/> Procedural Chairs</p> <p>56 <input type="checkbox"/> PUBLISHERS</p> <p>57 <input type="checkbox"/> RECRUITMENT/STAFFING</p> <p>58 <input type="checkbox"/> STRETCHER PADS</p> <p>RESPIRATORY</p> <p>59 <input type="checkbox"/> Airway Management/Accessories</p> <p>60 <input type="checkbox"/> Capnography, Capnometry, CO<sub>2</sub> Monitoring</p> <p>61 <input type="checkbox"/> Pulse Oximeters</p> <p>62 <input type="checkbox"/> Therapy Solutions</p> <p>SAFETY</p> <p>63 <input type="checkbox"/> Decontamination Equipment/Training</p> <p>64 <input type="checkbox"/> Infection Control Equipment</p> <p>65 <input type="checkbox"/> Personal Protection Equipment/Apparel</p> <p>66 <input type="checkbox"/> Restraints</p> <p>67 <input type="checkbox"/> Sharps Containers</p> <p>68 <input type="checkbox"/> SLIT LAMPS</p> <p>69 <input type="checkbox"/> THERMOMETRY</p> <p>70 <input type="checkbox"/> TRANSPORT (AIR/GROUND)</p> <p>UROLOGIC</p> <p>71 <input type="checkbox"/> Urological Supplies</p> <p>72 <input type="checkbox"/> OTHER _____</p> |
|--|---|--|

**Your product description and product categories must be submitted to ENA by July 16 for the Onsite Program Guide.**

**For more information, contact Linda Moustis at [lmoustis@ena.org](mailto:lmoustis@ena.org) or 847-460-4077.**



**Don't miss  
the space draw  
for 2013 ENA  
Annual Conference!**

The space draw will be held September 14, 2012 in the exhibitor lounge in San Diego. Information will be sent to exhibitors in September. Be sure to attend the space draw so you are assured of premium space in Nashville, TN, for the next ENA Annual Conference, September 12-14, 2013. Go to [www.ena.org](http://www.ena.org) for information and to access the Exhibitor Services Manual in early May 2012!

# Be a Part of THE ENA ANNUAL CONFERENCE

## 2012 Key Dates to Remember

### PRE-MEETING DATES

**Early May:** Exhibitor Services Manual available online.

**July 9:** Balance (50%) of booth rental fee due to ENA. Last day to obtain refund for canceled space—**NO REFUNDS GIVEN AFTER THIS DATE.**

**July 16:** Last day to submit exhibitor information for the ENA Annual Conference Onsite Program Guide.

**August 1:** Notification of intent to use exhibitor designated contractors due to ENA and GES Exposition Services.

**August 24:** Approval requests for giveaways, awards or drawings must be submitted by e-mail to [lmoustis@ena.org](mailto:lmoustis@ena.org).

**August 28:** Exhibitor designated contractors must have Certificate of Insurance on file with ENA and GES/Global Experience Specialists.

### ONSITE DATES

#### September 12

- Exhibitor installation 8 a.m. – 5 p.m.
- Exhibitor registration 8 a.m. – 5 p.m.

#### September 13

- Exhibitor installation 8 a.m. – 12 p.m.
- Exhibitor registration 8 a.m. – 7:30 p.m.
- Exposition open 3:45 – 7:30 p.m.

#### September 14

- Exhibitor registration 8 a.m. – 2:45 p.m.
- Exposition open 9:15 a.m. – 2:45 p.m.

#### September 15

- Exhibitor registration 8 a.m. – 12:30 p.m.
- Exposition open 9:15 a.m. – 12:30 p.m.
- Exhibitor dismantling 12:45 – 6 p.m.

#### September 16

- Exhibitor dismantling 8 a.m. – 12 p.m.

*\* Please note hours subject to change.*