

73rd

# SOUTHERN NEUROSURGICAL SOCIETY

## ANNUAL MEETING

**FEBRUARY 8-11, 2023** / JW Marriott Marco Island Beach Resort / Marco Island, Florida



### Exhibits Committee



**Peter Grossi, MD**  
*Chairman*



**Chris Nickele, MD**



**Mark Shaya, MD**



**Jamie Toms, MD**



## Dear Exhibitor:

We are pleased to invite you to participate in the *73rd Southern Neurosurgical Society Annual Meeting*, which will be held February 8–11, 2023 at the JW Marriott in Marco Island, FL.

The SNS Annual Meeting is popular for its well-paced program, collegiality, and world-renowned speakers. As an industry representative, your company will have the opportunity to showcase its products and services to a focused group of buyers, including senior surgeons and those just starting their careers.

## Why Exhibit at SNS 2023?

- Meeting draws **160+ neurosurgeons** from around the US, including leaders in the field and fellows just beginning their careers.
- **NEW** advertising opportunities **to reach all SNS attendees and connect with young surgeons.**
- Breakfasts, refreshment breaks, and **a welcome reception in the exhibit hall.**
- Ample time to **connect with surgeons in a relaxed atmosphere.**
- **Grand prize raffle** incentivizes surgeons to visit exhibits.
- **Numerous opportunities** for grant support, workshop participation, and advertising.

Thank you for your consideration, and we look forward to seeing you in Florida!

**JD Day, MD** —President

## Exhibits Committee

Peter Grossi, MD — *Chairman*;

Chris Nickele, MD; Mark Shaya, MD; Jamie Toms, MD

## 2022 Exhibitors & Supporters

Accelus  
Acumed  
Aesculap  
Armamentarium  
Barricaid  
Biocomposites  
Bioventus  
BK Medical  
Brainlab  
Cerapecics  
CERENOVUS  
CSL Behring  
DePuy Synthes  
DJO, LLC  
Eminent Spine, LLC  
Fehling Surgical Instruments  
Globus Medical  
GT Medical Technologies, Inc.  
IMRIS  
Integra LifeSciences  
Invenio Imaging  
Kelyniam  
Leica Microsystems  
Medtronic  
MicroVenture  
MiRus  
Mitaka USA  
Natus  
NICO Corporation  
NuTech Spine and Biologics  
NX Development Corp.  
Olympus  
Omniscient Neurotechnology  
One Azurity (Arbor Pharmaceuticals)  
Orthofix  
OssDesign  
Pacira Biosciences  
Penumbra, Inc.  
Phasor Health, LLC  
RosmanSearch  
Sophysa USA  
Spine Wave  
Spineology  
Stryker  
Surgeons Capital Management  
Sutter Medical Technologies USA  
Synaptive Medical  
TeDan Surgical Innovations  
Tobra Medical  
US IOM  
Zap Surgical Systems, Inc.  
ZEISS  
ZimVie

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# MEETING AT-A-GLANCE

## Meeting Dates

February 8 – February 11, 2023

## Location

The JW Marriott Marco  
Island Beach Resort  
400 S. Collier Boulevard,  
Marco Island, FL 34145



## Contact Info

SNS Annual Meeting Planning Office  
c/o BroadWater  
301 South County Farm Road, Suite L  
Wheaton, IL 60187

### Carly Franzen

T: (630) 681-1040 ext. 308  
F: (630) 682-5811  
E: cfranzen@broad-water.com

## Schedule At-A-Glance

### Wednesday, February 8, 2023

<b>2:00 – 6:00 PM</b>	<b>Exhibit Space Installation</b>
2:00 – 5:00 PM	Exhibitor and Medical Attendee Registration

### Thursday, February 9, 2023

<b>7:00 – 7:30 AM</b>	<b>Breakfast with Exhibitors</b>
7:30 – 9:30 AM	Scientific Program
<b>9:30 – 10:00 AM</b>	<b>Beverage Break &amp; Exhibit Viewing</b>
10:00 AM – 12:15 PM	Scientific Program
12:45 – 1:45 PM	Resident, Fellow, and Young Surgeon Lunch Workshop
<b>5:30 – 7:00 PM</b>	<b>Welcome Reception in Exhibit Hall</b>
7:00 – 9:00 PM	Young Surgeon Dinners

### Friday, February 10, 2023

7:00 AM – 1:00 PM	Medical Attendee Registration
<b>7:00 – 7:30 AM</b>	<b>Breakfast with Exhibitors</b>
7:30 – 10:15 AM	Scientific Program with Industry Presentations
<b>10:15 – 10:45 AM</b>	<b>Beverage Break &amp; Exhibit Viewing</b>
10:45 AM – 1:00 PM	Scientific Program

### Saturday, February 11, 2023

7:00 AM – 1:00 PM	Medical Attendee Registration
<b>7:00 – 7:30 AM</b>	<b>Breakfast with Exhibitors</b>
7:30 – 9:40 AM	Scientific Program
<b>9:40 – 10:10 AM</b>	<b>Beverage Break &amp; Exhibit Viewing</b>
10:10 AM – 12:20 PM	Scientific Program & Raffle Drawing
<b>10:10 – 1:30 PM</b>	<b>Exhibit Dismantling</b>

Hours and program subject to change

## Key Dates



**November 1, 2022**  
Exhibit and Support  
Applications Due



**December 6, 2022**  
Table Assignments  
Provided



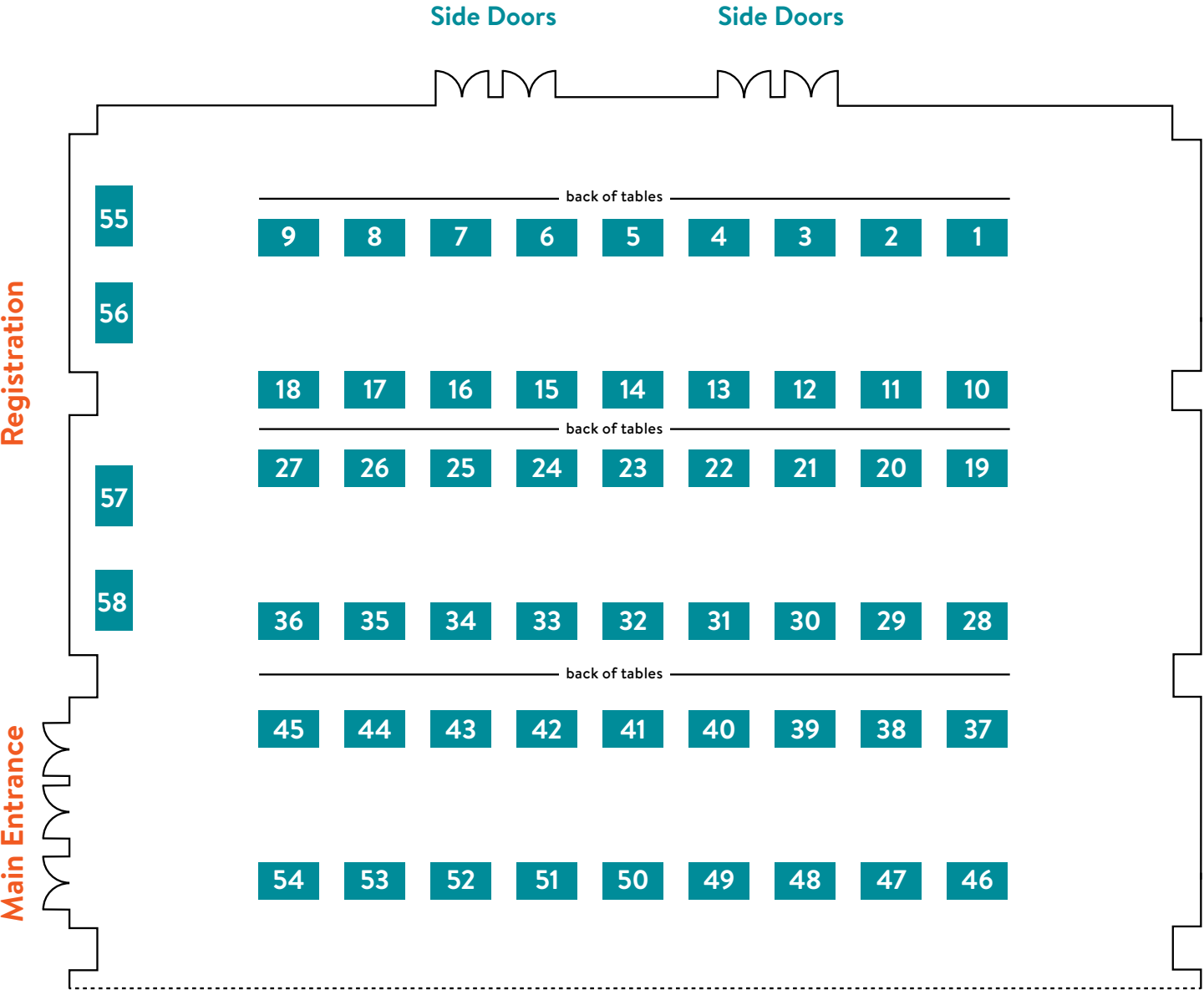
**January 9, 2023**  
Corporate Personnel  
Registration Deadline



**January 9, 2023**  
Hotel Registration  
Deadline

# EXHIBIT FLOOR PLAN

## BANYAN 1 & 2



### General Session

Please note: Food & beverage stations will be rotated throughout the exhibit hall.



### Attendee Raffle!

Each exhibit will be provided with raffle entry forms. Each time a surgeon visits your tabletop and speaks with a company representative, they will receive a raffle entry. Raffles prizes (including free registration and hotel for the 2024 meeting) will be distributed at the end of the course.

# TABLETOP EXHIBIT INFORMATION

## Tabletop Exhibit Space

**Fee: \$5,950 per tabletop includes:**

- One exhibit space located inside the exhibit hall
- 8' x 8' footprint (**all equipment must fit within this footprint**)
- 6' draped table
- Two chairs and one waste basket
- Two complimentary exhibitor badges

## Exhibit and Corporate Support Application Deadline

**November 1, 2022**

Turn your application in early to ensure you receive your tabletop choice!

**Note:** Companies submitting applications after January 1, 2023, may not be listed in program materials.

## Space Assignments & Exhibitor Details Distributed

**December 6, 2022**

Exhibit assignments along with audio visual and internet order forms will be emailed to the corporate contact person on or before December 6, 2022.

## Exhibit Location

All exhibits will be located in Banyan 1 & 2. All exhibit space is carpeted.

## Exhibit Hall Access

Exhibitor personnel will be permitted on the exhibit floor one half-hour prior to opening and may remain one half-hour after closing of the hall, with the exception of Wednesday, February 8 when set-up begins and Saturday, February 11 when dismantling begins.

## Badge and Meeting Guide Distribution

Badges will be distributed to exhibiting personnel commencing with set-up on Wednesday, February 8, 2023, and throughout Thursday–Saturday at the Course Registration Desk located in the Foyer. Exhibit fee includes two (2) complimentary Annual Meeting badges for company personnel. All registrations above the free allotment will be charged \$895 each before January 10, 2023, and \$1,045 each after January 10, 2023. Representatives without a badge will not be admitted to the exhibit hall. Badges are personal and non-transferable and must be worn in the exhibit area at all times. Attaching unapproved cards, ribbons, or other items to badges is not permitted.

## Exhibit Construction and Arrangement

**Please note that exhibits are intended to be tabletop only. If you plan on bringing large equipment (i.e., robots, microscopes, imaging machines, etc.), you must coordinate a dock reservation with the JW Marriott. The JW Marriott requires that you reserve dock space and may refuse delivery if dock space has not been reserved in advance.**

**It is the sole responsibility of the exhibiting company to make dock reservations and provide payment for any fees related to dock usage. The SNS meeting office is not responsible for arranging reservations or for refused shipments.**

All exposed parts of displays must be finished so as to present an attractive appearance when viewed from the aisles or from adjoining exhibits. If other exhibitors of the SNS object to any exposed portions of a display, the exposed portions will be draped or concealed by the SNS and billed to the exhibitor. Two-story tabletops are not permitted. Signage may not be higher than 8 feet. Tabletops must maintain a 50% see through to avoid excessively blocking the view of other exhibits. Exhibits may not exceed 8 feet along the back panel, and side panels may not rise above 3 feet 6 inches for more than 3 feet.



## COMMERCIAL SUPPORT OPPORTUNITIES

The Southern Neurosurgical Society recognizes the importance of partnership with industry to advance education and research. We are pleased to provide a variety of opportunities for our exhibitors to contribute to this meeting.

Exhibits		
<b>Tabletop Exhibit</b>	<ul style="list-style-type: none"> <li>• 8' x 8' footprint (all equipment must fit within this footprint)</li> <li>• 6' draped table</li> <li>• Two chairs and one waste basket</li> <li>• Two complimentary exhibitor badges</li> </ul>	\$5,950
CME Grant Opportunities		
<b>Online Program Guide</b>	The online program guide is available to all medical registrants at the meeting. In addition to overall support recognition, supporting company will be recognized on the online program book website.	\$7,500
<b>General Annual Meeting Support</b>	Show your support for the SNS Annual Meeting with a general support pledge of any amount of \$1,000 and up.	\$1,000+
Tech Updates & Young Surgeon Opportunities		
<b>Tech Update</b>	Present an 8-minute Technology Update Presentation during the Non-CME sessions on Friday.	\$6,500
<b>Young Surgeon Dinner</b>	Host a young surgeon event on Thursday evening. Company is responsible for arranging and paying for the event. SNS will guarantee a minimum of 8 Young Surgeons.	\$8,000
<b>Co-Supported Young Surgeon Lunch Workshop</b>	Receive a 5-minute speaking opportunity during the workshop on Thursday to present on your surgeon education and development programs. Company may also send representatives to the workshop. Up to 40 Young Surgeons will attend, along with SNS leadership and mentors.	\$6,000
On-Site Opportunities		
<b>Welcome Reception</b>	Support the reception on Thursday from 5:30–7:00 pm in the Exhibit Hall. In addition to overall support recognition, supporting company will be recognized on signage at the event. Company may provide branded napkins and drink stirrers for the reception.	\$10,000
<b>Breakfast Support</b>	Support the daily continental breakfast for surgeons and exhibitors. Supporting company may provide napkins and cups to use during the breakfast. In addition to overall support recognition, supporting company will be recognized on signage during breakfasts.	\$7,000

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## COMMERCIAL SUPPORT OPPORTUNITIES *(continued)*

On-Site Opportunities <i>(continued)</i>		
Themed Refreshment Break	Put the spotlight on your company by supporting a themed mid-morning refreshment break on Thursday or Friday. Choose between the “Barista & Donut” or “Tropical Mocktail” themes. In addition to overall support recognition, supporting company will be recognized prominently on course announcements, in a special email to attendees, and on signage during the beverage breaks. Company may also provide napkins or drink stirrers with your logo.	\$5,000
WiFi Access	Provide wireless internet access in the exhibit hall and general session for all SNS attendees. In addition to overall support recognition, supporting company will be recognized from the podium, in the program guide, and on signage with the wifi access instructions.	\$5,000
Wristband Room Keys	Reach all SNS attendees with your logo on each wristband keycard. The reservation deadline for this opportunity is November 1st.	\$5,000
Meeting Bags	Company is responsible for producing and shipping items. The design must receive approval from SNS.	\$4,000
Badge Lanyards		\$4,000
Meeting Pens		\$3,000
Meeting Guide Ad: Full-page	Advertise your product or technology in a full or half page ad in the Meeting Guide.	\$3,500
Meeting Guide Ad: Half-page		\$1,750
Digital Opportunities		
Exclusive Eblast to SNS Registrants	Reach SNS attendees 10 days prior to the meeting via an exclusive eblast. Company will provide the content and SNS will send on your behalf.	\$4,000
Exclusive Eblast to SNS Database	Reach the SNS database of 500+ surgeons.	\$5,000
Banner Ad in Eblast to SNS Registrants	Add a banner to an SNS eblast that will be seen by all attendees.	\$2,000
Banner Ad in Eblast to SNS Database	Add a banner to an SNS eblast that will be seen by the SNS database of 500+ surgeons.	\$3,000
Social Media Post	Your company provides the content and SNS will post on your behalf.	\$750
Social Media Video		\$1,000

## COMMERCIAL SUPPORT RECOGNITION

As a sign of appreciation for our corporate partners who support the Annual Meeting, SNS will offer the following recognition and benefits:



### **Platinum supporter** \$25,000 and above

- Complimentary ad in the Meeting Guide.
- Prominent recognition with logo on SNS Annual Meeting signage and course announcements.
- Four complimentary badges in addition to the 2 complimentary with tabletop space.
- Badge ribbons indicating support level.



### **Gold supporter** \$15,000 and above

- Complimentary half-page ad in the Meeting Guide.
- Recognition on SNS Annual Meeting signage and course announcements.
- Two complimentary badges in addition to the 2 complimentary with tabletop space.
- Badge ribbons indicating support level.



### **Silver supporter** \$11,000 and above

- Acknowledgement in Meeting Guide.
- Recognition on SNS Annual Meeting signage.
- Badge ribbons indicating support level

### Calculation of Support

All support, with the exception of corporate badge registration fees counts towards Total Support Level.





# SNS 2023 APPLICATION

COMPANY NAME (exactly as it should appear in course materials)

CONTACT NAME

CONTACT EMAIL ADDRESS

Tabletop Choices 1. \_\_\_\_\_ 2. \_\_\_\_\_ 3. \_\_\_\_\_

Competitors we *do not* wish to be near 1. \_\_\_\_\_ 2. \_\_\_\_\_

Companies we would like to be near 1. \_\_\_\_\_ 2. \_\_\_\_\_

Space assignment is at the sole discretion of the SNS Annual Meeting Planning Office.

Selection(s)	Cost	Subtotals
<b>8x8 Tabletop Exhibit Space</b>		
Quantity:	x \$5,950 =	\$
<b>CME Grant Opportunities</b>		
<input type="radio"/> Online Program Guide	\$7,500	\$
<input type="radio"/> General Annual Meeting Support	\$1,000+	\$
<b>Tech Updates &amp; Young Surgeon Opportunities</b>		
<input type="radio"/> Tech Update	\$6,500	\$
<input type="radio"/> Young Surgeon Dinner	\$8,000	\$
<input type="radio"/> Co-Supported Young Surgeon Lunch Workshop	\$6,000	\$
<b>On-Site Opportunities</b>		
<input type="radio"/> Welcome Reception	\$10,000	\$
<input type="radio"/> Breakfast Support	\$7,000	\$
<input type="radio"/> Themed Refreshment Break	\$5,000	\$
<input type="radio"/> WiFi Access	\$5,000	\$
<input type="radio"/> Wristband Room Keys	\$5,000	\$
<input type="radio"/> Meeting Bags	\$4,000	\$
<input type="radio"/> Badge Lanyards	\$4,000	\$
<input type="radio"/> Meeting Pens	\$3,000	\$
<input type="radio"/> Meeting Guide Ad <input type="checkbox"/> Full-page <input type="checkbox"/> Half-page	\$3,500 Full-page/\$1,750 Half-page	\$
<b>Digital Opportunities</b>		
<input type="radio"/> Exclusive Eblast to SNS Registrants	\$4,000	\$
<input type="radio"/> Exclusive Eblast to SNS Database	\$5,000	\$
<input type="radio"/> Banner Ad in Eblast to SNS Registrants	\$2,000	\$
<input type="radio"/> Banner Ad in Eblast to SNS Database	\$3,000	\$
<input type="radio"/> Social Media Post	\$750	\$
<input type="radio"/> Social Media Video	\$1,000	\$
<b>TOTAL</b>		<b>\$</b>

Continued on next page

# SNS 2023 APPLICATION *(continued)*

## Company Details

COMPANY NAME (exactly as it should appear in course materials)

WEBSITE

ADDRESS

CITY

STATE

ZIP

TELEPHONE (exactly as it should appear in course materials) FAX

CONTACT NAME

CONTACT EMAIL ADDRESS

## Billing Information

### ☐ Wire Transfer

Wire transfer and ACH information will be sent to you via invoice.

☐ Credit ☐ VISA ☐ MC ☐ AMEX ☐ DISCOVER

CREDIT CARD NUMBER

EXPIRATION DATE

SECURITY CODE

NAME (exactly as it appears on card)

SIGNATURE (I agree to pay according to the credit card issuer agreement)

**A 3% processing fee will be applied to all credit card payments.**

### ☐ Check made payable to:

Southern Neurosurgical Society, 301 S. County Farm Rd., Suite L, Wheaton, IL 60187

Check Number \_\_\_\_\_

## WAYS TO REGISTER

1. **Email** your applications to Carly Franzen at cfranzen@broad-water.com

2. **Mail** your application to:  
Southern Neurosurgical Society  
301 S. County Farm Road Suite L  
Wheaton, IL 60187

3. **Fax** your application to:  
(630) 682-5811

## WE AGREE

Payment in full is due by **November 1, 2022**, for tabletop space to be assigned.

All provisions of the Rules and Regulations and General Information, as hereby published, shall be a part of this contract.

**Application Deadline is November 1, 2022.**

We hereby apply, subject to the terms of the SNS printed Rules and Regulations, for exhibit space for our occupancy.

## CANCELLATION POLICY

Request for cancellation must be made in writing. Written cancellations received on or before **December 6, 2022**, will receive a refund, less an administrative fee of \$200. Cancellations received after December 6, 2022, will forfeit the entire cost.

# HOUSING INFORMATION

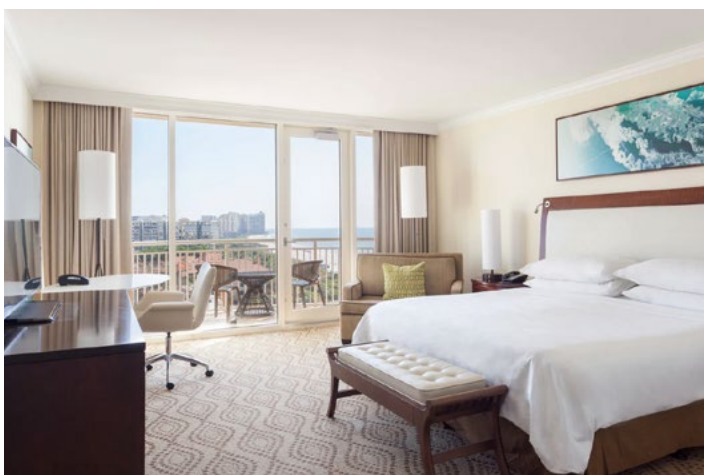
**JW Marriott Marco Island**  
400 S. Collier Blvd.  
Marco Island, FL 34145



## Hotel Reservations

**We encourage you to make your hotel reservations early, as our housing block typically fills before the deadline!**

Our discounted rates expire on **January 9, 2023**. The discounted rates may not be available after this date or if our room block sells out. Please reserve your room early to ensure availability.



Single/Double Guestrooms \$409 per night\*

*\*Plus tax and \$30 per night discounted Resort fee*

## Reservation Instructions

You may make your hotel reservation by either web or phone:

**VISIT:** [bit.ly/sns2023hotel](https://bit.ly/sns2023hotel)

OR call 239-394-2511 and tell them you are with the Southern Neurosurgical Society Annual Meeting.

*Cancellations made within 7 days of arrival will forfeit one night's room and tax.*



# RULES AND REGULATIONS

## INTERPRETATION OF RULES

The following Rule and Regulations are part of the contract between the exhibitor and the Southern Neurosurgical Society (SNS). All matters not covered in these Rule and Regulations shall be referred to SNS for adjudication and the decision of SNS shall be final. These Rules and Regulations may be amended at any time by SNS and all the amendments made shall be binding upon the exhibitor equally with these Rules and Regulations, and shall become a part thereof, providing the exhibitor is notified of the amendments. Notice may be verbal or in writing before or during the 2023 SNS Annual Meeting and may be given at any authorized agent or representative of the exhibitor.

## TABLETOP ASSIGNMENTS

Tabletop assignments will be allocated on the following basis: number of tables requested, corporate support dollars contributed to the 2022 and 2023 Annual Meeting, date of receipt of application and payment, and space availability.

SNS reserves the right to change the exhibit floor plan if conflict arises regarding space requests or conditions that are beyond SNS's control. SNS reserves the right to locate exhibitors demonstrating loud apparatus, conducting odor-producing activities or containing other disagreeable features in the area where the noise or aroma will not interfere with other exhibits. Show management (SNS Annual Meeting Planning Office) reserves the right to determine at what point sound, odor, etc. interferes with others and must be discontinued. Exhibitors with such equipment must agree to accept space assignments, which will abate reasonable objections to these annoyances.

## EXHIBIT CONDUCT

SNS reserves the right to approve all exhibits and activities related thereto. SNS may require that an exhibit be curtailed if it does not meet the standards set forth herein, if it reflects against the character of the Annual Meeting or if it exceeds the bounds of good taste as interpreted by show management. An exhibitor of questionable exhibit or activity relating thereto must submit a description of the exhibit or activity with the exhibit application approval. Inspection of the exhibit area will be made during installation hours. An effort will be made to advise exhibitors of any deviation from the rules at that time. Exhibitors must make all corrections requested by show management at their own expense or risk removal from the exhibition without notice and without obligation on the part of the SNS for any refund whatsoever. SNS reserves the

right to expel or refuse admittance to any representative whose conduct is, in its opinion, not in keeping with the character and/or spirit of the Annual Meeting. Exhibit personnel may not enter another exhibitor's tabletop without obtaining permission. Linger in the aisles surrounding another exhibitor's tabletop for the purpose of obtaining product information or distracting other tabletop personnel is strictly prohibited and may be cause for expulsion. An exhibit tabletop may not be photographed or videotaped without the permission of the legitimate occupants of that tabletop. SNS does not in any manner endorse any of the products or services related to the exhibits, which have been accepted for display during the Annual Meeting. Exhibitors may not sell any food or beverage on the exhibit floor. Distribution of any literature outside of an exhibitor's own space is prohibited. No procedures may be performed on any live tissue on the exhibit floor.

## TABLETOP CONSTRUCTION AND ARRANGEMENT

All exposed parts of displays must be finished so as to present an attractive appearance when viewed from the aisles or from adjoining exhibits. If other exhibitors of the SNS object to any exposed portions of a display, the exposed portions will be draped or concealed by the SNS and billed to the exhibitor. Two-story tabletops are not permitted. Signage may not be higher than 8 feet. Tabletops must maintain a 50% see through to avoid excessively blocking the view of other exhibits. Exhibits may not exceed 8 feet along the back panel, and side panels may not rise above 3 feet 6 inches for more than 3 feet.

## CHILDREN

Children under 18 years of age will NOT be permitted to enter the exhibit area at any time during the meeting, with the exception of the Welcome Reception. Children under 18 years of age will also NOT be permitted to enter the exhibit area at any time during the installation and dismantling of exhibits.

## CONTESTS, RAFFLES, AND DRAWINGS

Other than those run by the SNS Meeting Planning Office, contests, raffles, and drawings are not permitted at the 2023 SNS meeting.

## DEMONSTRATION AND LIABILITY

Exhibitions, demonstrations, or distribution of promotional materials by the exhibitor must be confined within the bounds of the exhibitor's assigned exhibit space and shall not interfere with aisle space. If the premises of the facility are defaced or destroyed by the exhibitor, its agent, or representatives, the exhibitor will be liable to the facility for such an amount as shall

be deemed necessary for restoration to the previous condition. No representative of the JW Marriott Marco Island Beach Resort has been or is authorized to make any representation, which varies from the express terms of this contract, though the contract may be supplemented in writing. In any legal action or arbitration or other proceeding brought on account of a breach of any provision of this Agreement, the prevailing party shall be awarded its attorney's fees and other cost incurred in such action or proceeding, in addition to any other relief to which it may be entitled. Any modifications or changes to this Agreement must be made in writing, and signed by both parties hereto.

## DISTRIBUTION OF PRINTED MATERIALS AND CANVASSING BY INDUSTRY

Canvassing in any part of the facilities used by SNS is strictly forbidden and anyone doing so will be asked to leave the meeting. Distribution of advertising or printed material by the exhibitor outside the exhibitor's allotted space will not be permitted unless the distribution or advertising is organized by SNS. These rules begin at 10:00 am on Wednesday, February 8 and ends at 1:00 pm on Saturday, February 11.

## FIRE REGULATIONS

All material used in the exhibit must be flame proofed and fire resistant in order to conform to local fire ordinances and in accordance with the regulations established by The JW Marriott Marco Island Beach Resort.

## LIABILITY/HOLD HARMLESS AGREEMENT

The exhibitor assumes all responsibility and liability for and agrees to protect, defend, indemnify, save and hold forever harmless SNS, Official Service Contractor/Decorator, The JW Marriott Marco Island Beach Resort and their respective agents, servants, employees, representatives, successors, and assigns, from any and against all claims, demands, causes of action, damages, costs, and expenses, including attorneys' fees, for injury to person or damage to property, including theft, misappropriation, or loss of property, arising out of or in conjunction with the exhibitor's occupancy or use of The JW Marriott Marco Island Beach Resort and its facilities, including but not limited to the installation, maintenance, and removal of the exhibit, and from and against any penalty, damages, or charges imposed for the violation of any law, ordinances, or regulations arising out of or in conjunction with the exhibitors occupancy or use of the JW Marriott Marco Island Beach Resort and its facilities, including but not limited to the installation, maintenance, and removal of the exhibit, and from and against any penalty, damages, or charges imposed for the violation of any law, ordinances, or regulations arising out of or in



conjunction with the exhibitors occupancy or use of The JW Marriott Marco Island Beach Resort, resulting from the negligent act or acts of its employee(s), or products. The exhibitor waives any and all claims it may have against any or all of the Official Service Contractor/Decorator and their respective agents, employees, representatives, successors, and assigns for injury and damage to persons or property, including theft, misappropriation, or loss of property, arising out of or in conjunction with the SNS Annual Meeting and the use of The JW Marriott Marco Island Beach Resort and its facilities, except as may arise solely from the gross negligence of one of the foregoing parties. The exhibitor further waives any claim against SNS and its agents, employees, representatives, successors, and assigns, arising out of the oral or written publication of any statement made in connection with the SNS Annual Meeting by anyone not an employee of SNS or BroadWater (the SNS Annual Meeting Planning Office) concerning the exhibitor or his/her exhibit. In the event that The JW Marriott Marco Island Beach Resort or any portion thereof is destroyed or damaged by fire other calamity so as to prevent the use of the premises for the purposes and during the period of the exhibit or in the event the SNS, The JW Marriott Marco Island Beach Resort, or Official Service Contractor/Decorator cannot use or occupy the premises because of strikes, acts of God, national emergency, or other causes beyond their control, the exhibitor's right to exhibit lease shall terminate and the exhibitor hereby waives any claim it may have against any of the foregoing parties by reason of such termination, except that if such event occurs prior to February 9, 2023 the opening day of the meeting, SNS shall refund the prepaid fee to the exhibitor.

## HANDOUTS AND GIVEAWAYS

Distribution of samples of products and souvenirs is permissible. Approval of samples and souvenirs must be obtained by the SNS Annual Meeting Planning Office prior to the meeting. Distribution of such products or souvenirs will be allowed, provided it is done in a dignified manner, does not create a nuisance, and causes no interference with adjoining exhibits. Unapproved items will be removed from the exhibit floor. For approval, send a sample of all giveaways and handouts to:

### Carly Franzen

SNS Annual Meeting Planning Office  
c/o BroadWater  
301 South County Farm Rd., Suite L  
Wheaton, IL 60187 USA  
(Samples will not be returned)

## INDUSTRY EVENTS

No entertainment functions, meetings, courses or social functions may be scheduled to conflict with SNS Annual Meeting program hours, activity hours, or exhibit hours. Entertainment and social functions must be in good taste and conform to the purpose of the meeting. The SNS Annual Meeting Planning Office should be notified in writing of any special activities (whether entertainment, educational, or promotional in nature) planned by an exhibiting company for the period beginning Thursday, February 9, through Saturday, February 11, 2023. Announcements and invitations addressed to members of the medical profession concerning such industry events should clearly indicate the name(s) of the corporate supporter and must in no manner imply directly or indirectly that the event is a part of, or an official activity of, SNS, or the SNS Annual Meeting.

## INSURANCE

The exhibitor acknowledges that none of the SNS, BroadWater, Official Service Contractor/Decorator nor The JW Marriott Marco Island Beach Resort shall be obligated to maintain property, liability, or business interruption insurance covering the exhibitor. It is the sole responsibility of the exhibitor to obtain such insurance and the exhibitor must do so at his/her own expense.

## PAYMENT

Payment in full must accompany the exhibit application in order for space to be assigned. Submission of a contract does not guarantee tabletop assignment. A 3% processing fee will apply to all credit card payments.

## PURPOSE OF EXHIBIT

The sole purpose for contracting exhibit space is to display and/or demonstrate equipment, supplies, and/or services.

## REFUND FOR CANCELLATION

Requests for cancellation of exhibit space must be made in writing. Written cancellations received on or before December 6, 2022, will receive a full refund minus a \$200 administrative fee. Cancellations received after December 6, 2022, will forfeit the entire cost of the tabletop.

## SECURITY

SNS will coordinate with The JW Marriott Marco Island Beach Resort to make sure the Exhibit Hall is locked after show hours beginning

Wednesday, February 8 through Saturday, February 11. Neither SNS, BroadWater, nor The JW Marriott Marco Island Beach Resort will be held responsible for any loss or damage to the exhibitor's property. Exhibitors must take precautions to protect their property against pilferage. The SNS Annual Meeting Planning Office will not be responsible for any lost or stolen items left at the meeting.

## SUBLETTING OF SPACE

The subletting, assignment, or apportionment of the whole or any part of an exhibitor's space by the exhibitor is prohibited. Exhibitors may not advertise or display goods in their exhibit other than those manufactured or sold by them in the regular course of their business. Exhibitors may not permit any other party to exhibit in their space any goods other than those manufactured or distributed by the contracting exhibitor.

## CANCELLATION DUE TO COVID

In the unlikely event that COVID prevents SNS from being held in person, 20% of the company's support of the meeting will be retained to help offset the significant costs that the meeting will incur prior to its cancellation.