



EXHIBIT OPPORTUNITY CANS

www.cans1.org

January 12th – 14th, 2018

June 6th, 2017

RE: California Association of Neurological Surgeons (CANS) 45th Annual Meeting

Dear Exhibitor,

On January 12th – 14th, 2018 CANS will be celebrating its **46th** Annual Meeting in San Diego, California. With its 400 members CANS is the largest state neurosurgical organization in the United States. We welcome you to participate in this meeting by demonstrating your products to a large gathering of neurosurgeons in an intimate setting.

Healthcare policy is on a roll coaster ride. The one thing we can all agree on is that further regulatory and legislative change is coming. Neurosurgery is facing many challenges in a very labile healthcare delivery landscape. Medical device manufacturers and pharmaceutical companies continue to be a target for reform and taxation and as such remain significant stakeholders. We will be examining these and many other issues.

Our annual program will have speakers addressing California and National healthcare regulation and legislation. We will also have a panel discussion on in folded fellowships and sub specialization in neurosurgery. This will be complemented by an exciting CME program focusing on socioeconomic topics which incorporate residents as well as attending neurosurgeons. Lastly will we have a talk on precision medicine.

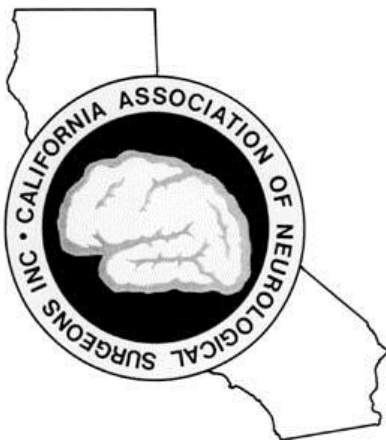
We value our exhibitors and our Commercial Support providers. We hope that you will consider commercial support in the amount of \$15,000 (Platinum Level) to help offset the cost of our speakers and resident speakers that will be providing the educational content at our meeting. We have invited doctors from our national organizations to participate as well as residents to present their abstracts during the Sunday Session. If that does not fit into the budget, other exhibitor packages are available starting at \$3000.

We look forward to seeing you at CANS!

Sincerely,

Kenneth Blumenfeld, MD
President, CANS

**Our tax I.D. number:
23-7364733**



California Association of Neurological Surgeons Exhibitor Registration

CANS Annual Meeting

January 12th – 14th, 2018, San Diego, CA

Dear Exhibitor,

Thank you for your interest in exhibiting at the **CANS Annual Meeting** on Saturday and Sunday mornings, January 12-14, 2018 at **The US Grant in downtown San Diego, CA** 326 Broadway, San Diego, CA, 92101, United States • Phone: 619-232-3121 • Hotel Reservations: 866-837-4270 Below is some information you will need to know.

SHIPPING/SET-UP/FLOOR PLAN

All charges associated with shipping/receiving boxes/materials and other special needs will be the responsibility of the individual vendor. Mark Hopkins pricing- (see shipping on pg.3). You can begin setting up at 5:00 p.m. Friday in the Peacock Court. Each Exhibitor will need to call to have their shipment delivered to that room. The Hotel will then require that each person sign and make their payment (when appropriate). Space will be assigned on a first-come basis (**see page 2**). **Upon your arrival, you will be given an envelope containing your dinner tickets (if purchased), name tags and any other pertinent information.** Exhibits can be taken down after the Saturday meeting or on Sunday at noon if you stay for the half-day session.

FRIDAY RECEPTION

You are invited to attend our opening reception (complimentary hors d'oeuvres and no-host bar) Friday evening in the **Peacock Court** of the hotel from 7:00-9:30pm where you will have an opportunity to meet with the neurosurgeons before the weekend meeting. This will be held in the exhibit room.

MEETING & EXHIBIT TIMES

Exhibit times will begin Saturday at 6:30 a.m. and during breaks that day. There will be a complimentary continental breakfast for everyone and lunch on Saturday for two representatives. Additional lunch guests must pay for lunch (see registration on last page). There are two breaks during the Saturday meeting at 10am and at 3pm. On Sunday, there will be a half-day CME course where you can exhibit during the continental breakfast from 7:30-8:00 a.m. and a break at 10am if you wish to stay. The banquet will be offsite on Saturday night and is an additional cost (see registration page), check availability with Emily at 916 457-2267 or emily@cans1.org

HOTEL/AIRPORT

See page 4 for hotel information and note that reservation deadline is **December 22, 2017**.

SATURDAY BANQUET –MUST Purchase ticket in advance CANS traditionally has a reception and dinner on Saturday evening 6:30 p.m. **Dinner tickets must be purchased in advance.**

Please return the registration form on last page to the CANS office as soon as possible.

FOR MORE INFORMATION

California Association of Neurological Surgeons (**CANS**)
5380 Elvas Avenue, Suite 215, Sacramento, CA 95819
t: **916-457-2267**; f: 916-457-8202; emily@cans1.org; www.cans1.org

The US Grant Hotel, San Diego, CA

Shipping Instructions

Please address your labels as shown below:

Shipping and Storage

- Label all boxes: c/o The US Grant 326 Broadway, San Diego, CA 92101, Group Name, Jan 12-14, 2018, Rep name, on site contact.
- Do not send to arrive any more than 3 days to start of Program
- All boxes that need to be sent from hotel must be properly packaged and labeled with Shipping instructions, return address and payment on your departure date.
- Please notify Emily@cans1.org with how many packages are being shipped to the US grant.
- Name of hotel Catering/convention Service Rep.
- Return Address including name, address AND Telephone number; How many packages
- Charges for boxes sent from hotel:

Special Shipping Instructions:

- Shipments should be sent to arrive no more than 3 days prior to setup date. At the end of the conference, arrangements should be made to ship items no more than 2 days after teardown date. Storage charges will be applied to shipments held more than 3 days.
- Handling of incoming items includes: Receiving item from carrier, up to 3 days of storage, delivery to the proper location inside the resort, pick up of packed items after the event, up to 2 days storage and placing items with carrier for shipment.

HANDLING FEES:

0-5LBS \$5 EA, 6-20LBS \$10 ea, 21-50 lbs \$15 ea, Over 50 \$25 ea, rates \$50 ea, Pallets \$75 ea

Please return the registration form on last page to the CANS office as soon as possible.

THE US GRANT- SAN DIEGO

With a local legacy and grand architectural character that make it one of the most celebrated luxury hotels in San Francisco, the InterContinental Mark Hopkins is a landmark Nob Hill destination with breathtaking views of the Bay Area. Offering an experience of class and character, this historic hotel has been updated with modern amenities, high-tech features and elegant design. With unbeatable views, luxurious accommodations and historic charm, the sophisticated San Francisco hotel is an ideal choice for travelers who appreciate the finer things in life.

HOTEL ROOMS - Make your room reservation now!

The special rate for the conference is \$249! Make your reservation by calling the Reservation Department at **Toll Free (888) 424-6835**. You must ask for the California Association of Neurological Surgeons (**CANS**) rate in order to receive this special rate. Standard check-in time is 3:00pm and check-out is 12:00pm. Any individual cancellations or changes must be made at least 48 hours prior to arrival date. Hotel link to reserve hotel online will be available soon on our website: www.cans1.org.

All attendee reservations must be accompanied by a first night room deposit, or guaranteed with a major credit card. The Hotel will not hold any reservations unless secured by one of the above methods. A cancellation less than 48hrs prior to arrival will result in a charge equal to one night's room + tax and the balance of unused reservation.

Please make your reservations no later than December 22nd, 2017 to ensure a room!

Dinner Menu (Choices subject to change) \$200

MUST PURCHASE TICKET to attend

Saturday, January 14th, 2018, Reception 6:30 pm; Dinner 7:00-9:30 pm

CHOICE of ENTRÉE (Salad, dessert and wine included)

- TBD
- TBD
- vegetarian

Please return the registration form on last page to the CANS office as soon as possible.

California Association of Neurological Surgeons

5380 Elvas Avenue, Suite 215

Sacramento, CA 95819 916 457-2267 Tel 916 457-8202 Fax www.cans1.org

Commercial Support/ADDITIONAL FUNDING OPTIONS

Support levels available (Commercial Support/additional funding)

Platinum - \$15,000 and over **Gold** - \$5000-\$14999 **Exhibit table** *\$3000

PLATINUM

- Tabletop exhibit space (Friday night-Sun morning)
- Participation in Friday night welcoming reception
- Invited to all scientific sessions
- Complimentary breakfast, lunch and dinner (2 reps; ea. add'l \$400)
- Company logo with link on our website
- Membership mailing list (\$400 value)
- Listing in the post-meeting newsletter
- Acknowledgment on CANS website Annual Meeting page
- **2 complimentary dinner tickets for company reps. \$400 value (gold or platinum)**
- Poster acknowledgment in meeting hall (gold or platinum)
- Membership mailing list; (silver, gold or platinum)
- Newsletter ad for 12 months; \$4800 value (gold or platinum)
- Acknowledgement in program book

GOLD

- Tabletop exhibit space (Friday night-Sun morning)
- Participation in Friday night welcoming reception
- Invited to all scientific sessions
- Complimentary breakfast, lunch and dinner (2 reps; ea. add'l \$400)
- Company logo with link on our website
- Membership mailing list (\$400 value)
- Listing in the post-meeting newsletter
- Acknowledgment on CANS website Annual Meeting page
- **1 complimentary dinner ticket for company reps. \$200 value (gold or platinum)**
- Poster acknowledgment in meeting hall (gold or platinum)
- Membership mailing list; (silver, gold or platinum)
- Newsletter ad for 6 months; \$2400 value
- Acknowledgement in program book

You can promote your company by sponsoring a speaker or social event:

Commercial Support (Deadline November 15th, exceptions can be made, discuss with Exec. Sec.)

Opening reception (Friday) \$8000

Continental Breakfast \$6000

Lunch (Saturday) \$7000

Dinner Wine (Saturday) \$2000

Cocktail Hour (Saturday) \$3000

Lanyards \$1500

** Exhibit tables are available to purchase separately if you choose not to choose a sponsorship level*

File:AnnualMtg/sponsorship



CANS

California Association of Neurological Surgeons

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T: 916 457-2267; F: 916 457-8202; e-mail: Emily@cans1.org

201+ Annual Meeting AGREEMENT FOR EXHIBITS

CALIFORNIA ASSOCIATION OF NEUROLOGICAL SURGEONS

This document sets forth the terms of the agreement between

_____ (**Exhibitor**) and the **California Association of Neurological Surgeons (Association)** for the Association's Annual Meeting January 13-15, 2017 at the Intercontinental Mark Hopkins in San Francisco, CA

REGISTRATION DEADLINE: December 1, 2017-SPACE IS LIMITED
SIGN UP TODAY!

1. **Booth Equipment and Space**

Each exhibit space will be provided with a 6' draped and skirted table and 2 chairs (electrical outlet by request). No walls, partitions, decorations or other obstructions may be erected which in any way will interfere with the view of another exhibitor. **Exhibitor is responsible for costs associated with the setup and transport of equipment/materials to and from the hotel.**

2. **Registration Fee**

Please remit a registration fee of **\$3000.00 per tabletop space**. If your company is considering being a **PLATINUM or GOLD** sponsor, an exhibit table is included and an Ad on our website! Please write in amount on reg form.

****Sponsor a Resident Neurosurgeon: travel and hotel for a resident or a prospective member, please remit an additional \$1500 to cover these costs. Your company name and logo will be featured prominently in our program.**

3. **Hold Harmless Clause**

Exhibitor assumes entire responsibility and hereby agrees to protect, indemnify, defend and save the Association, the Hotel, and its employees and agents harmless against all claims, losses and damages to persons or property, government charges or fines and attorney fees arising out of or caused by Exhibitor's installation, removal, maintenance, occupancy or use of the exhibition premises or a part thereof, excluding any such liability caused by the sole negligence of the Hotel, its employees and agents.

In addition, Exhibitor acknowledges that the Association and The Hotel do not maintain insurance coverage on Exhibitor's property and that it is the sole responsibility of Exhibitor to obtain business interruption and property damage insurance covering such losses by Exhibitor.

4. **Display Content**

The Association makes available display space to exhibitors to exhibit and demonstrate products and services used by neurosurgeons. Exhibits must have informational value and must be staffed by representatives qualified to explain products and answer questions.

5. **Contests, Lotteries, Raffles and the Promotion of Special Discount Offers.**

The Association will endorse raffles/drawings to promote interaction at each table by physicians. **You are encouraged to participate** and winners will need to be present to win.

6. **Modification of this Agreement**

This agreement may be modified only on the written consent of both Exhibitor and the Association.

7. **Agreement** The undersigned hereby agrees to the terms and conditions set forth above as well as any other terms and conditions necessary and incident to these requirements. (Please print clearly.)

Exhibitor (Full Company Name)

Address

City/State/Zip

Telephone

FAX

Contact Name

E-mail

Signature

Date

- Will you require electricity to your space? Yes_____ No_____**
- Names and e-mail addresses of your on-site representatives (if more than two, please submit a non-refundable \$200 fee for each additional person):**
 - 1. _____ e-mail address
 name
 - 2. _____ e-mail address
 name
- Tickets for the Saturday evening banquet must be purchased in advance (\$200 per person, space is limited):
Please indicate lamb, chicken or vegetarian _____**
- Do you wish to sponsor a resident/prospective member for an additional \$1500 (see previous page)? Yes__ No__**
- Provide a brief product description for our newsletter:**

- Please provide a high-resolution copy of your company logo for our website and subsequent newsletter.**

TOTAL AMOUNT DUE \$_____

PAYMENT METHOD (please print clearly)

Check (payable to CANS)_____ **or** All major cc accepted_____

Card Number: _____ - _____ - _____ - _____ Exp date_____

Name as it appears on card: _____

Address of cardholder:

(if different from above)

For CANS use only

Date rec'd _____

Confirm. sent _____

Log ___ Pgm ___ NameTag___

Resident Sponsor _____

Payment Status:

Date of check _____

Check # _____ Amount _____

For credit cards:

Settled _____ Ledger _____