

# **EXHIBIT OPPORTUNITY CANS**

**[www.cans1.org](http://www.cans1.org)**

**January 17<sup>th</sup> – 18<sup>th</sup>, 2020**

July 26<sup>th</sup>, 2019

July 26<sup>th</sup>, 2019

RE: California Association of Neurological Surgeons (CANS) 48<sup>th</sup> Annual Meeting

Dear Educational Grant Dept./Exhibits,

On January 17<sup>th</sup> – 19<sup>th</sup>, 2020 CANS will be celebrating its **48<sup>th</sup>** Annual Meeting in Sonoma, California. It will be the first time in over 30 year that CANS has held an annual meeting in the Napa and Sonoma area; we anticipate a large number of attendees and are excited to return to the region!

With its 400 members CANS is the largest and most active 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, featuring many national leaders in our specialty.

Our exciting program will focus on **Excellence in Transition**. We will feature neurosurgical programs and hospitals in transition, with presentations on how departments and healthcare systems strive for excellence while undergoing seismic changes. The program will offer a socioeconomic update from neurosurgical members of the California Medical Association, the American Medical Association, the Council of State Neurosurgical Societies, and neurosurgery's Washington Committee. We will review programs of leadership development in healthcare, with presentations from physician leaders from Kaiser Permanente, Stanford, and the Congress of Neurological Surgeons.

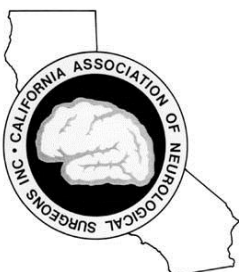
We value our exhibitors and our Educational Grant providers. We hope that you will consider a grant in the amount of \$15,000 (Platinum Level) to help offset the cost of our speakers and resident speakers that will be providing the educational content at our meeting. We have invited doctors from our National Organization to participate and also have invited Residents to present their abstracts during the Sunday Session. If that does not fit into the budget, an exhibitor is also available for \$3300.

We look forward to seeing you at CANS!

Sincerely,

John K. Ratliff, MD  
President, CANS

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



# California Association of Neurological Surgeons Exhibitor Registration

## CANS Annual Meeting

January 17<sup>th</sup> – 19<sup>h</sup>, 2020, Sonoma, CA

### Dear Exhibitor,

Thank you for your interest in exhibiting at the **CANS Annual Meeting** on Saturday and Sunday mornings, January 17-19, 2020 at **The Sonoma Mission Inn, Sonoma, CA** 100 Boyes Blvd, Sonoma, CA 95476, United States • Phone: (707) 938-9000 TOLL FREE: 800-257-7544. • 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. Sonoma Mission Inn pricing- (see shipping on pg.3). You can begin setting up at 5:00 p.m. Friday in the Sonoma Valley Room. 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 **Exhibitor Hall/Sonoma Valley Room** of the hotel from 7:00-8:30pm 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 TBD and lunch. 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 TBD if you wish to stay. The banquet is still being decided on Saturday night and is an additional cost (see registration page), check availability with Emily at 916 457-2267 or [emily@cans1.org](mailto:emily@cans1.org)

### HOTEL/AIRPORT

See page 4 for hotel information and note that reservation deadline is **December 16, 2019**.

**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](mailto:emily@cans1.org); [www.cans1.org](http://www.cans1.org)

The Sonoma Mission Inn, Sonoma, CA

## Shipping Instructions

Please address your labels as shown below:

### Shipping and Storage

If you would like to ship supplies/materials to the hotel for your tabletop exhibit, you should address your materials as follows and copy hotel contact, Debbe Dellinger, [debbe.dellinger@fairmont.com](mailto:debbe.dellinger@fairmont.com), on all tracking numbers and expected date of arrival:

**Hold for Guest: (Guest Name) (Guest Cell Number)**  
**C/o Fairmont Sonoma Mission Inn – Debbe Dellinger**  
**100 Boyes Blvd.**  
**Sonoma, CA 95476**  
**CANS Annual Meeting**

### SPECIAL SHIPPING INSTRUCTIONS:

- Packages should not be scheduled to arrive prior to January 13, 2010. If shipping packages to the hotel, you must contact Debbe Dellinger at [debbe.dellinger@fairmont.com](mailto:debbe.dellinger@fairmont.com).
- There will be a **\$4.00** per package handling fee assessed (oversized packages subject to increase). This will allow the hotel to deliver your packages directly to your table, otherwise you will need to arrange payment on-site to receive your packages. No packages will be delivered while attendees are in the exhibit area so please plan accordingly.

### HANDLING FEES:

- The hotel will give your rep a receipt for payment of these fees.

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

## THE SONOMA MISSION INN, SONOMA, CA

The iconic AAA Four-Diamond Fairmont Sonoma Mission Inn & Spa provides an impeccable setting to relish the enviable Sonoma lifestyle. Like the Native Americans who revered the site as a sacred healing ground, you'll live in harmony with nature through vast open spaces, beautifully landscaped grounds, majestic redwood trees and inspiring sunsets. Jack London best describes Sonoma Valley. "The air is wine. The grapes on a score of rolling hills are red with flame. Across Sonoma Mountain, wisps of sea fog are stealing. The afternoon sun smolders in the drowsy sky."

### HOTEL ROOMS - Make your room reservation now!

The special rate for the conference is \$279! Make your reservation by calling the Reservation Department at (707) 938-9000 or Toll free at 800-257-7544. You must ask for the California Association of Neurological Surgeons (**CANS**) rate in order to receive this special rate. Standard check-in time is 4:00pm 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 <https://book.paskey.com/go/cansannualmeeting2020>

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 16<sup>th</sup>, 2019 to ensure a room!**

### PARKING – Self Parking is Complimentary if staying at hotel!

**Dinner Menu** (Choices subject to change) \$200

**MUST PURCHASE TICKET to attend**

*Saturday, January 18<sup>th</sup>, 2020, Reception 6:30 pm; Dinner 7:00-9:30 pm*

**CHOICE of ENTRÉE** (Salad, dessert and wine included)

- TBD
- Fish
- 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](http://www.cans1.org)

### GRANTS/ADDITIONAL FUNDING OPTIONS

#### Support levels available (Grants/additional funding)

**Platinum** - \$15,000 and over | **Gold** - \$10000 | **Silver** - \$5000 | **Exhibit table** \*\$3300

#### 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. addt'l \$400)
- Company logo with link on our website (12 mo)
- Membership mailing list (\$400 value)
- Listing in the post-meeting newsletter
- Acknowledgment on CANS website Annual Meeting page
- **3 complimentary dinner tickets for company reps. \$450 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. addt'l \$400)
- Company logo with link on our website (6mo)
- Membership mailing list (\$400 value)
- Listing in the post-meeting newsletter
- Acknowledgment on CANS website Annual Meeting page
- **2 complimentary dinner ticket for company reps. \$300 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

#### SILVER

- 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. addt'l \$400)
- Company logo with link on our website (4 mo)
- 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. \$150 value (gold or platinum)**
- Poster acknowledgment in meeting hall (gold or platinum)
- Membership mailing list; (silver, gold or platinum)
- Newsletter ad for 4 months; \$1600 value
- Acknowledgement in program book

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

Educational Grants (Deadline October 1<sup>st</sup>, 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

\* Exhibit tables are available to purchase separately if you choose not to award CANS a larger sponsorship

File:AnnualMtg/sponsorship



# CANS California Association of Neurological Surgeons

5380 Elvas Avenue, Suite 215, Sacramento, CA 95819, [www.cans1.org](http://www.cans1.org)  
T: 916 457-2267; F: 916 457-8202; e-mail: [Emily@cans1.org](mailto:Emily@cans1.org)

## 2019 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 17-19, 2020 at Sonoma Mission Inn, Sonoma, CA

**REGISTRATION DEADLINE: December 1, 2019-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 **\$3300.00 per tabletop space**.

**\*\*Sponsor a Resident Neurosurgeon: travel and hotel for a resident or a prospective member, please remit an additional \$2000 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 (\$xxx per person, space is limited): Please indicate tbd, fish or vegetarian\_\_\_\_\_**

**Do you wish to sponsor a resident/prospective member for an additional \$2000 (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 \_\_\_\_\_

**Cancellations:** Before October 15, 2019 full refund; October 15, 2019 to December 1, 2019: 50% refund. **All credit card payments are subject to a 2.5% processing fee**