

# 25<sup>th</sup> NAPA PAIN CONFERENCE

August 16-19, 2018



## Exhibitors & Sponsors **PROSPECTUS**

**THE MERITAGE RESORT**  
875 Bordeaux Way  
Napa, CA

**NAPAPAINCONFERENCE.COM**

From  
**Neuroventions**  
Education



# 25<sup>th</sup> Napa Pain Conference

August 16-19, 2018 Napa, California

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## THE NAPA PAIN OPPORTUNITY

At the Napa Pain Conference, exhibitors, sponsors, and attendees enjoy updates in the clinical practice of pain medicine, advancements in research and the development of new therapies, and in-depth explorations of pressing challenges, presented by global leaders.

We are committed to making this program a success for each vendor. Contact the conference planning office at [Education@Neuroventions.com](mailto:Education@Neuroventions.com) to discuss exhibit and sponsorship opportunities. Have a different sponsorship in mind? Let us know, and we'll see what we can achieve.

### What Sponsors Say

"It was a very strong meeting, great turn out. [Our company] felt completely at the top of their game but also felt like they were major partners with all of you, which as we all know makes a huge difference!"



### CONFERENCE CONTACT

Neuroventions Education

[Education@Neuroventions.com](mailto:Education@Neuroventions.com)

707.260.0849

[napapainconference.com](http://napapainconference.com)



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## GROWTH

The Napa Pain Conference has cultivated connections with attendees for nearly 25 years and is experiencing a surge in attendance.

2017 was another record-setting year, with a **9% increase** in attendance from 2016. To accommodate our expanding learner base and further our reach, our Program Committee continues to develop amazing programming to address the brightest opportunities, greatest challenges, and newest information in the field of pain.

This is the **25<sup>th</sup> Anniversary** for the Napa Pain Conference and it's a celebration! We're hosting a formal dinner Friday, August 17 in the newly-constructed Vintners' Room at the Meritage, in addition to the legendary Vineyard Dinner, Saturday, August 18.

Join us and celebrate the advancement of pain management.



## PRESENTED BY Neurovations Education

Neurovations Education designs national conferences in pain, neuroscience, chronic conditions, and emerging medicine. We take pride in creating one-of-a-kind, world-leading opportunities for learning, collaboration, and networking.

Through partnership with the Napa Pain Institute the Napa Pain Conference benefits the 501(c)3 HealthRoots Foundation for Global Health.

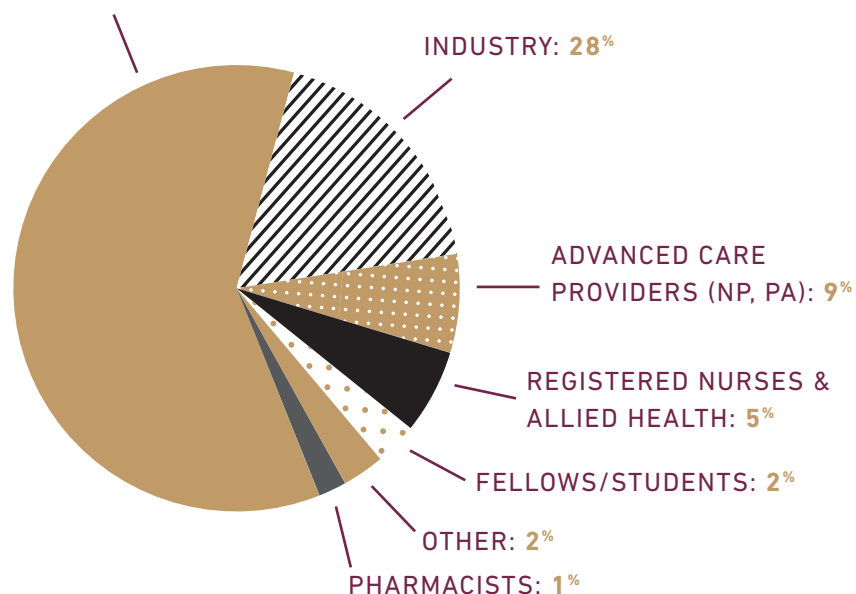
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## Audience

The Napa Pain Conference attracts predominantly senior, director-level physicians mixed with early and mid-career physicians, private practice owners, mid-level practitioners, researchers, industry, students and pharmacists.

PHYSICIANS: 63%



## ENGAGEMENT

By providing unique content, unrivaled education, and world-class events, the Napa Pain Conference stands above the competition.

**70%** of physicians rate NPC as their most educational CME activity of the past 12 months.

**95%** of attendees plan to return this year

## OUTREACH

NPC web, email, and print campaigns reach over 20,000 clinicians in pain management, family practice, anesthesia, neuroscience and regenerative medicine.





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## Keynotes

### CRISPR/Cas-9 and the Future of Medicine



**Emmanuelle Charpentier, PhD**  
CRISPR Co-Discoverer



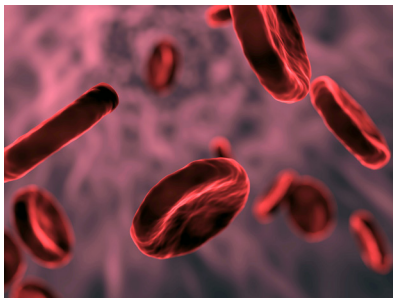
**Jennifer Doudna, PhD**  
CRISPR Co-Discoverer

The Co-Discoverers of CRISPR/Cas-9 gene editing, Drs. Emmanuelle Charpentier and Jennifer Doudna will be the 2018 Napa Pain Conference Lindahl Lecturers!

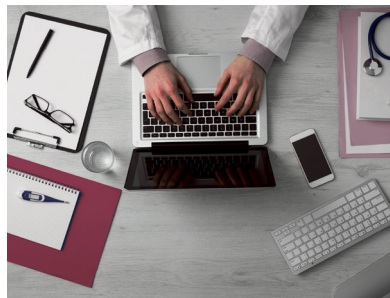
MIT Technology Review calls CRISPR-Cas9 “the biggest biotech discovery of the century.” The ability to edit genomic DNA within cells is revolutionizing research, medicine and biotech. Already, CRISPR is being studied for *In vivo* targeting of genes to treat chronic pain conditions and offer therapeutic approaches for managing chronic pain

## Pre-conference Workshops

Thursday, August 16



**Regenerative  
Medicine**



**Pain Medicine  
Business and  
Billing**

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## Venue

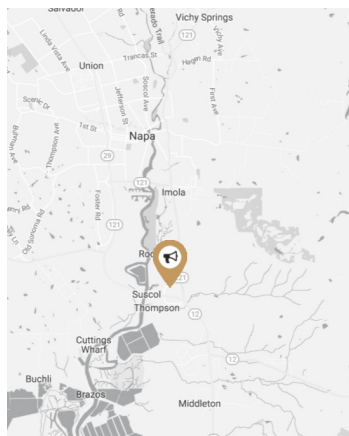
### THE MERITAGE RESORT & CONFERENCE CENTER

[Meritagecollection.com/meritageresort](http://Meritagecollection.com/meritageresort)



## Location

875 Bordeaux way  
Napa, CA 94558



## Shipping

The Meritage Hotel will only accept packages as follows:

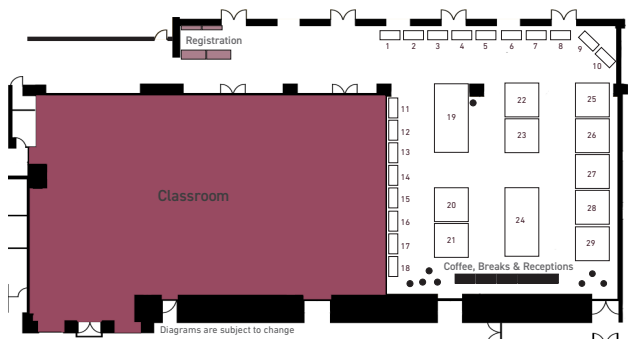
### LABELS

Boxes/packages may be sent for arrival a maximum of 48 hours prior to Group arrival (no earlier than August 14) and must be marked with the following:

**Attention:** [Name of your on-site contact]  
**Arriving:** [Date of arrival]  
**Conference:** Napa Pain Conference  
**Conference Services:** Elisse Peck

The Meritage Resort & Spa  
875 Bordeaux Way, Napa, CA 94558  
(707) 251-1900

## Exhibit hall



### HANDLING CHARGES

Small boxes (<40 lbs. and 2'x3'): \$3.00 per box  
Larger boxes/display cases: \$25.00 per box  
Pallets: \$100 per pallet

Labor charges may be incurred depending on the size of a shipment.

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## Discounted Rooms for Exhibitors and Attendees

The 2018 Napa Pain Conference continues our partnership with Napa's Meritage Resort and Conference center.

The Meritage is home to the award-winning Spa Terra and the renowned Trinitas Cellars Tasting Room.

Descend 40 feet underground and arrive at a state of total relaxation and rejuvenation, relishing in the lavishly appointed private treatment rooms, soaking pools, steam grottoes, and water walls of one of America's Top 100 Spas.

The Meritage offers convenient guest transportation to downtown Napa and Oxbow Public Market on a deluxe 27 passenger shuttle.

**\$299** AND UP + TAXES & FEES  
**SAVE OVER \$150 A NIGHT**  
**REGISTER TODAY.**

Clicking [Here](#) to make a reservation, or visit the [Hotel Website](#).





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## Advertising & Exhibit Packages

The best deals, exclusive items, and priority selections of everything from booth locations to hotel room assistance.

We're committed to making this program a success for you.

Don't see something you like? Let us know, and we'll see what we can achieve. Contact the conference planning office at

[Education@Neuroventions.com](mailto:Education@Neuroventions.com) or **707.260.0849** to discuss

sponsorship and exhibit opportunities.



	<b>SOLD</b> <b>PLATINUM</b> <del>\$75,000</del>	<b>GOLD</b> \$50,000	<b>SILVER</b> \$25,000
<b>Lunch Symposium</b> - Limit 1 per day Includes A/V, meal options may incur additional expense	•		
<b>Exhibit space</b>	20' x 10'	10' x 10'	Table top
<b>Full-color ad in the program book</b>	Full page	1/2 page	1/4 page
Conference registrations	12	9	6
Priority when selecting an exhibit location <b>Exclusive Package Benefit</b>	First	•	•
<b>Private meeting room</b> during conference <b>Exclusive Package Benefit</b> - Subject to hotel availability	•	•	•
<b>Priority housing assistance</b> for company attendees <b>Exclusive Package Benefit</b> - Subject to hotel availability	•	•	•
Tickets to the <b>Faculty Dinner</b> (8/17) <b>Exclusive Package Benefit</b>	4 seats	2 seats	1 seat
Tickets to the <b>Vineyard Dinner</b> (8/18)	8	6	4
Recognition on <b>conference signs</b>	•	•	•
Recognition in <b>program book</b>	•	•	•
Recognition on conference <b>website</b>	•	•	•
<b>Ribbons</b> for your company representatives	•	•	•
<b>Registration list</b> of conference attendees	•	•	•



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## Sponsorship Opportunities

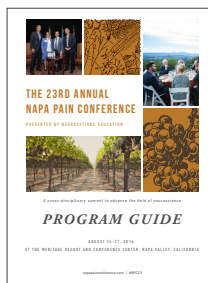
Let us help you reach your audience with a sponsorship and ad placement guaranteed to get attention.



## Print Ads

Put your ad into the hands of every attendee with full color materials in the conference program.

FULL PAGE (8½ X 11)	\$2,950
½ PAGE (8½ X 5½)	\$1,950
¼ PAGE (4¼ X 5½)	\$1,250



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## Lunch Symposia

Limit 1 per day:

~~Friday 8/17~~ **SOLD**  
~~Saturday 8/18~~ **SOLD**

~~\$39,995~~  
AND UP, WITH OPTIONS

Unopposed time in the program for  
your company to reach attendees.

You provide the speakers.

We'll handle the logistics.

## INCLUDES

- A/V
- Buffet lunch of NPC's choice
- Unopposed time in the schedule
- Acknowledgment in the program guide, on signs, and in the agenda



"Our VP of Marketing felt it was our best  
lunch yet!" - previous sponsor

"This was an incredibly successful  
lunch for us." - previous sponsor

Alternate A/V setups, specific meal and  
decor request can be accommodated,  
at additional expense.

Symposium content cannot be certified  
for CME or CE credit.





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## Attendee Items

Make an impression that lasts throughout the meeting. Sponsor items attendees see first, interact with, or repeatedly use throughout the conference.

### HOTEL ROOM KEY CARDS

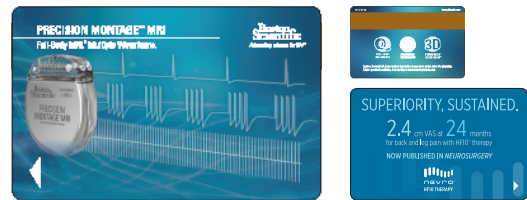
\$7,495

Limit 1 | ART DUE: JUNE 29

Put your brand into the hand of every attendee at the host hotel.

Be the first and last thing attendees think about each day.

Cost is all inclusive - you provide the art - we'll handle the rest.



### CHECK-IN GIFT OR ROOM DROP

\$7,495

Deliver your gift to all attendees at the host hotel, or a subgroup of your liking. Timing can be coordinated for a date and time of your liking.

Cost includes delivery. Sponsor must provide items to be delivered.



### BRANDED DO-NOT-DISTURB SIGNS

\$7,495

Limit 1

Display your brand throughout the halls of the hotel with full-color, guest room Do-Not-Disturb signs.

### CONFERENCE BAG INSERTS

\$2,995

Include your print materials in attendee bags.

Sponsor must provide printed inserts in advance of the event.





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## Food and Beverage

**Note:** All food and beverage must be paid directly from the Napa Pain Conference to the host hotel.



### OPENING WINE RECEPTION

Limit 1 Friday 8/17

Hosted in the Exhibit Hall, attendees flock to this reception on Friday evening where family-owned Napa wineries open bottles and let wine flow.

Sponsorship includes signs and a full-color banner hanging from the ceiling to highlight your sponsorship. The banner can include your logo and messaging.

Hors d'oeuvres, wine and your company's message are on the menu at this unique event.

~~\$14,995~~ **SOLD**



Example 12' x 3' banner



### BREAKFAST & MORNING BREAK

**\$7,495**

Limit 1 per day

85% of our attendees partake in the conference breakfast. Make sure attendees start the day with your company in mind.

Sponsorship includes large, full-color banners with your logo, displayed throughout breakfast and first break.

"Staff was great! Great food! Will be back!  
The wine tasting was awesome!"

### AFTERNOON BEVERAGE BREAK

**\$3,495**

Limit 1 per day

Conferences run on coffee; get noticed by attendees by giving them what they crave.

Sponsorship includes acknowledgment in the program guide and on break signs. Signs may include company logos and messaging.



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## Vineyard Dinner

Limit 1

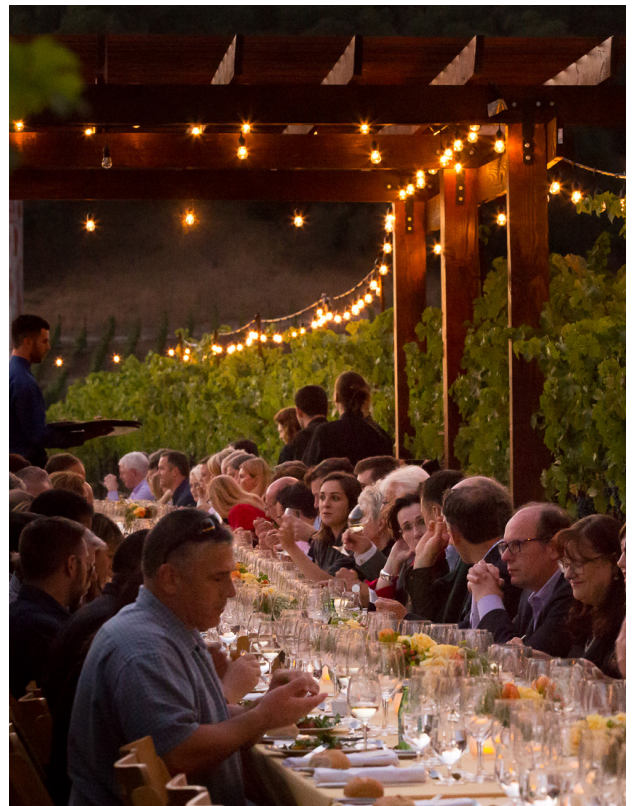
Saturday 8/18

~~\$14,995~~ SOLD

Be the sole sponsor of this magical event.

Sponsorship includes tickets for Sponsor's staff, printed logo and acknowledgment on the dinner menus and attendee tickets, and an opportunity to speak at the dinner.

The Vineyard Dinner sells out every year and the 25<sup>th</sup> Anniversary will be no exception. Be front-of-mind as the conference draws to a close and help us to create a memorable night of great food, amazing conversation, and unrivaled atmosphere.



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## Exhibits

### BOOTHS & TABLE TOPS

Exhibit space sold out in 2016 & 2017.

**We expect to sell out this year.**

Don't delay; secure the right booth for your company by being first in line.

### SPACE ASSIGNMENTS

Spaces are assigned according to:

- Sponsorship level
- Date payment is received
- History of exhibiting at Neuroventions conferences
- Special needs

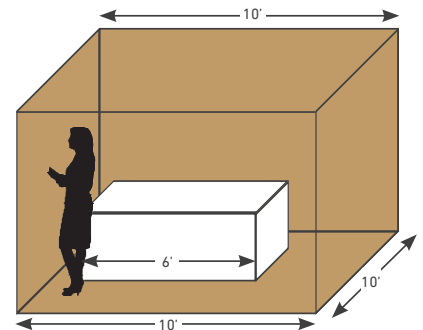
## Secure your space

To register today or ask questions, please email our events team at [Education@Neuroventions.com](mailto:Education@Neuroventions.com).

### RESERVE A BOOTH

Reserve your space by completing the **Exhibitor Application Form** at the end of this prospectus.

#### 10' X 10' BOOTH



#### 20' X 10' EXHIBITS ~~\$7,250~~

**SOLD**

- 20' x 10' floorspace
- Five (5) Exhibitor Badges
- Two (2) draped 6' x 30' tables
- Five (5) chairs
- Wastebasket

#### 10' X 10' EXHIBITS ~~\$3,950~~

**SOLD**

- 10' x 10' floorspace
- Three (3) Exhibitor Badges
- One (1) draped 6' x 30' table
- Three (3) chairs
- Wastebasket

#### TABLE TOPS ~~\$2,750~~

- One (1) draped 6' x 30' table
- Two (2) Exhibitor Badges
- Two (2) chairs
- Wastebasket

### ALL BOOTHS & TABLES RECEIVE

- Logos displayed online and in print materials
- Registration Lists of conference attendees
- 50 word description in the program book

### ADDITIONAL BADGES

Additional Exhibitor/Industry badges may be added to any level for \$695 per person, through July 20.

#### 20' X 10' BOOTH





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## Sponsorship and Exhibitor Application

COMPANY \_\_\_\_\_

MAILING ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

AUTHORIZED REP \_\_\_\_\_ TITLE \_\_\_\_\_

EMAIL \_\_\_\_\_ PHONE \_\_\_\_\_

WE WOULD LIKE TO SECURE THE FOLLOWING SPONSORSHIP/EXHIBITOR OPPORTUNITIES	PRICE
TOTAL	

### PAYMENT INFORMATION (Select one)

☐ Please send an invoice to our Authorized Rep (email above)

Or

☐ Pay by credit card

Applications are considered final upon approval and receipt of payment.

CARDHOLDER NAME \_\_\_\_\_

CREDIT CARD NUMBER \_\_\_\_\_ CCV \_\_\_\_\_

BILLING ZIP CODE \_\_\_\_\_ EXPIRATION \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_

#### CONFERENCE CONTACT

Neuroventions Education

[Education@Neuroventions.com](mailto:Education@Neuroventions.com)

707.260.0849

[napapainconference.com](http://napapainconference.com)

3444 Valle Verde, Dr

Napa, CA 94558

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## Exhibitor Badges

Please include the name and contact information for the exhibitor badges included in the exhibit/sponsorship package that you have selected. Additional copies of this form may be used for packages above 4 badges. Any changes to the information must be made prior to August 1.

### TABLE TOP EXHIBITS INCLUDE TWO (2) INDUSTRY BADGES

Additional Industry Badges may be added to any level for \$695 per person, through July 20, 2018.

#### PRIMARY

NAME \_\_\_\_\_

TITLE \_\_\_\_\_

EMAIL \_\_\_\_\_

CELL # \_\_\_\_\_

#### FOR ON-SITE CONTACT

#### #2

NAME \_\_\_\_\_

TITLE \_\_\_\_\_

EMAIL \_\_\_\_\_

#### #3

NAME \_\_\_\_\_

TITLE \_\_\_\_\_

EMAIL \_\_\_\_\_

#### #4

NAME \_\_\_\_\_

TITLE \_\_\_\_\_

EMAIL \_\_\_\_\_

## Booth Information

Please include the following information with your application and email everything to

[Education@Neuroventions.com](mailto:Education@Neuroventions.com).

- High resolution logo (300 dpi+)
- 50-word company description
- Company press kit, if available

#### EXAMPLE

**NEUROVENTIONS**  
CLINICAL RESEARCH AND EDUCATION IN PAIN AND NEUROSCIENCE

Driving innovations in Pain & Neuroscience.

Neuroventions is a leading clinical trial management and education company with expertise in pain, neuroscience, and the treatment of chronic conditions. Neuroventions Education creates unique learning experiences like the Kauai and Napa Pain Conferences, and partners with organizations to provide CME credits at national and regional events.

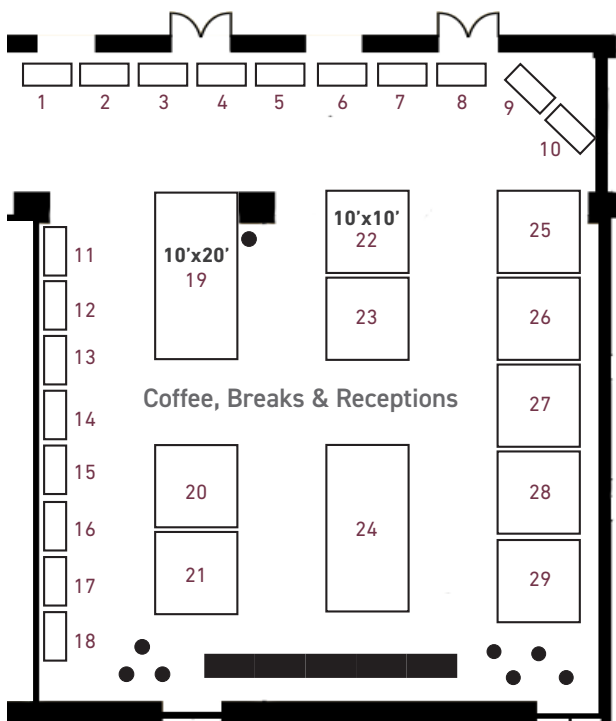
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## Location Requests

Identify your 3 preferred booth locations

Spaces are assigned according to the level of support, the date an exhibit payment is received, special needs and compatibility of exhibitors' products/services, and history of exhibiting at Neuroventions events.



Diagrams are subject to change

### TOP THREE (3) DESIRED SPACES

Placement is not guaranteed.

1 \_\_\_\_\_ 2 \_\_\_\_\_

3 \_\_\_\_\_

### SPECIAL REQUESTS

Such as, "If possible, place us near company X", or  
"We would like distance between us and company Y":

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**Please Note:** This is an application to exhibit.

All exhibitor applications are subject to review and approval by Neuroventions Education. Moreover, we reserve the right to deny exhibitor privileges to any applicant.

## Cancellations

Written cancellation notice must be received via fax, mail, or email by July 13, 2018 to receive a 50% refund on the full amount of the exhibitor/sponsorship opportunity requested. No refunds will be given after this date.

If the conference cannot take place due to acts of God, war, government regulations, disaster, strikes, civil disorder, or curtailment of transportation facilitating other emergencies making it inadvisable, illegal, or impossible to provide the facilities or to hold the meeting, each prepaid registrant/exhibitor will receive a copy all materials that would have been distributed. Fixed conference expenses will be paid from the pre-registration funds. Remaining funds will be refunded to pre-registrants/exhibitors. Neuroventions Education is not responsible for any other costs incurred by pre-registrants/exhibitors in connection with the conference.



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## Rules and Requirements

### ACCREDITATION COUNCIL FOR CONTINUING MEDICAL EDUCATION (ACCME) GUIDELINES

No commercial promotional materials shall be displayed or distributed in the same room immediately before, during, or after an educational activity certified for credit takes place.

Representatives of commercial companies may attend an educational activity, but they may not engage in sales activities while in the room where the educational activity takes place.

Grants and commercial support (financial or in-kind) of Continuing Medical Education (CME) activities does not influence booth space or assignment decisions.

Commercial entities may not discuss or influence the planning or presentation of CME content with speakers or planners of the activity.

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### AUDIO VISUAL USAGE IN EXHIBITS

Audiovisual equipment as part of a display is acceptable; however, sound equipment must be regulated so that it doesn't disturb neighboring exhibitors (providing headsets for attendees is acceptable). In addition, spectators may not obstruct aisles or interfere with access to other exhibits.

Conference staff reserve the right to determine when sound levels from equipment constitutes interference with others or is unacceptable. In such an event, sound must be reduced or equipment will be removed at the exhibitor's expense.

Exhibitors are responsible for obtaining appropriate licenses for any copyrighted materials, audio, and/or video utilized as part of an exhibit.

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### BOOTH STAFF

Exhibits must be staffed each day during exhibit hours. Representatives are expected to dress and conduct themselves in a professional manner consistent with a medical education meeting.

Neuroventions representatives and employees shall have free access to any exhibit at all times in the performance of their assigned duties.

Exhibits are required to remain in place during the conference. Contact [Education@Neuroventions.com](mailto:Education@Neuroventions.com) in the event that special arrangements are required. No exhibit may be dismantled or packed prior to the official closing of the exhibition, and exhibit dismantling must be completed during the hours specified.

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## BADGES

All company employees, representatives and guests are required to wear conference-issued badges at all times, in an unobstructed manner, while in the function space. Badges may not be altered in any manner. Company badges are not acceptable in lieu of official badges.

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## RESPECT FOR THE HOST LOCATION

Exhibitors may not install any permanent fixtures or deface property in any way. Upon completion of the meeting, exhibitors are expected to leave the exhibit space in the same condition that it was received.

Items and services, such as extra trash cans or wired internet, maybe contracted directly with the property and property's contractors (as applicable and available) at exhibitor's expense.

Balloons are not permitted as part of an exhibitor's display.

Photographing another exhibitor's booth is grounds for cancellation of an offending exhibitor's booth, at sole discretion of Neuroventions. Exhibitors will not be entitled to a refund in such a situation.

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## GIVEAWAYS

Giveaways of items with company logos, brand logos, or slogans readily visible are not permitted.

Companies regulated by the Pharmaceutical Research and Manufacturers of America's (PhRMA) codes governing interactions with healthcare professionals and the Advanced Medical Technology Association (AdvaMed), will be limited to giveaways allowed under such rules and codes of conduct. These items are those designed primarily for the education of patients or healthcare professionals.

Due to these codes, companies regulated by PhRMA or AdvaMed are not allowed the following giveaways: pens, pencils, notepads, small desk clocks, pocket calculators, desk calendars and mousepads.

Prescription drug samples may be distributed to physicians only in accordance with the Prescription Drug Marketing Act. Distribution of approved items must not create a nuisance or cause interference with adjoining exhibits.

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## DISPLAY OF DRUGS AND DEVICES NOT APPROVED BY THE FEDERAL FOOD AND DRUG ADMINISTRATION (FDA)

Any investigational product that is graphically depicted within the exhibit is subject to the following rules:

- Contain only objective statements about the product,
- Contain no claims of safety, effectiveness, or reliability,
- Contain no claims about how the product compares with marketed products,
- Must be accompanied by directions for becoming an investigator and a list of investigator responsibilities, and
- Prominently display the statement “Caution— Investigational Device—Limited to Investigational Use” on the product in a type size that is easy to read.

Exhibitors agree not to sell, promote, or distribute in any fashion any non-approved product, in whole or in part, during or in connection with the meeting to U.S. attendees. Exhibitors may, however, conduct sales activities for, and market and promote, non-approved products, solely to attendees who are non-U.S. doctors, exclusively for sales outside the United States, provided that such activities are in compliance with the relevant laws of any such non-U.S. jurisdiction. In accordance with U.S. Law, exhibitors may not sell and deliver Non-FDA approved products to U.S. physicians at the meeting. Exhibitors may sell and deliver Non-FDA approved products to non-U.S. physicians as long as they adhere to all applicable U.S. laws and regulations.

You can find further information and guidance on the subject at [www.fda.gov](http://www.fda.gov).

Penalties for non-compliance to the FDA rules and regulations include:

- Neurovations, at its sole discretion, will immediately shut down the exhibitor’s booth for the remainder of the meeting.
- The exhibitor will not be entitled to a refund.
- The exhibitor may face legal action from the U.S. government for failing to comply with the appropriate rules and regulations.
- The exhibitor may not be invited to participate in future meetings.

Easily visible signs stating “This device is not cleared by the FDA for distribution in the United States” or “This device is limited by federal law to investigational use only” must be placed near the device or drug and on any graphic depicting the device or drug.



# THE Meritage RESORT AND SPA®

## EXHIBIT REQUIREMENTS

### TMR TO COMPLETE

Group Name:  
TMR Planner:  
Date(s) of Event:  
Location:  
Set-Up Date:  
Set-Up Time:

### BOOTH OCCUPANT TO COMPLETE

Booth Name:  
Booth #:  
On-Site Contact:  
Phone #:  
E-Mail:

ITEM	PRICE	QTY	# of DAYS
Power Strip w/ Extension Cord	\$35* / day		
22" Tabletop Monitor	\$125* / day		
60" Monitor w/ Rolling Stand	\$650* / day		
80" Monitor w/ Stationary Stand	\$1700* / day		
Sign Easel	\$25* / day		
Flip Chart w/ Pens, Adhesive Pad & Easel	\$95* / day		
Wireless Internet Access	\$95* / day		

\*Subject to Labor Rates, Sales Tax (8%) & Service Charge (23%)

\*\*On-site additions are subject to overtime Setup Charges

## CREDIT CARD INFO

Cardholder Name: \_\_\_\_\_  
 Cardholder Address: \_\_\_\_\_  
 Phone#: \_\_\_\_\_ E-mail: \_\_\_\_\_  
 Credit Card #: \_\_\_\_\_  
 Exp. Date: \_\_\_\_\_ CVV2 (Security Code): \_\_\_\_\_ Credit Card Type: \_\_\_\_\_  
 Cardholder Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Please e-mail to [rmaust@avms.com](mailto:rmaust@avms.com) at  
least three weeks prior to your set date**

If you have any questions please call (707) 251-1953. You will have 72 hours prior to your event to cancel without incurring an equipment charge. Please note that booth set-up does not include Pipe and Drape.

\*\*Additional equipment and services available. Please call for Quote.



