

International Federation of Societies for Hand Therapy (IFSHT)

8th Triennial Congress

Entwining the World of Hand Therapy

Vendor Prospectus and Marketing Opportunities

24 - 26 June 2010 IFSHT Congress

Caribe Royale Orlando Hotel
and Convention Center
Orlando, Florida USA

Hosted by: **ASHT**
AMERICAN SOCIETY OF HAND THERAPISTS™

Table of Contents

- 2 About the Event
- 3 About the Attendees
- 4 Sponsorship Opportunities
- 5 Exhibitor Opportunities
- 6 Sponsorship Opportunity Descriptions
- 7 Sponsor and Exhibitor Application
- 8 Rules and Regulations





About the Event

IFSHT is pleased to announce the 8th Triennial Congress, coming in 2010 to Orlando, Florida USA.

Hand therapists from around the world will gather with the common goal of exchanging knowledge and advancing the practice of hand therapy. Take this opportunity to join us and have your products and services seen by leaders in the field from around the globe.

This is the first time the Congress will meet in the United States. Only minutes from the Walt Disney World®, the Caribe Royale is a preferred location for meetings, offering state-of-the-art facilities and an environment conducive to visiting delegates and their families.

The American Society of Hand Therapists (ASHT) is the host for 2010.

IFSHT represents more than 5,000 hand therapists worldwide. The purpose of IFSHT is to coordinate the efforts of the various societies for hand therapy and to increase and enhance the exchange of knowledge of hand therapy. This exchange is not only between therapists. Therapists look to conferences to meet with vendors and explore the latest technology and products.





About the Attendees

The IFSHT Congress will host more than 500 highly trained physical and occupational therapists, all with specialties in hand and upper extremity rehabilitation, leaders in their field and decision makers in their clinics.

The scope of practice for hand therapists includes, but is not limited to:

- Arthritis
- Arthroplasties
- Biomechanicals and ergonomics
- Brachial Plexopathies
- Carpal Tunnel Syndrome
- Cervical spine screening and treatment
- Complex Regional Pain Syndrome
- Cubital Tunnel Syndrome
- Dupuytren's Disease
- Evidence-based practice
- Flexor and extensor tendon injuries
- Fractures
- Functional activities
- Joint mobilization
- Laser therapy
- Modalities
- Myofascial Pain Syndrome
- Orthotic design and fabrication
- Peripheral nerve injuries
- Prosthetic issues and training
- Reimbursement issues and management
- Research design and protocol
- Sports injuries
- Strengthening and exercise
- Tendonitis and Tenosynovitis
- Tendon transfers
- Upper extremity evaluation
- Wound care

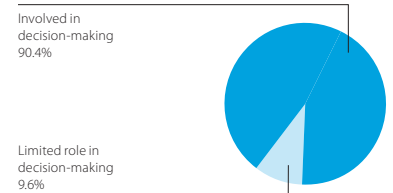
Attendees are expected from IFSHT member countries around the globe, including:

- Argentina
- Australia
- Belgium
- Brazil
- Canada
- Denmark
- Finland
- France
- Germany
- Greece
- Hungary
- India
- Ireland
- Italy
- Japan
- Korea
- New Zealand
- Norway
- Portugal
- Republic of Netherlands
- Slovenia
- Sweden
- Switzerland
- Turkey
- United Kingdom
- United States

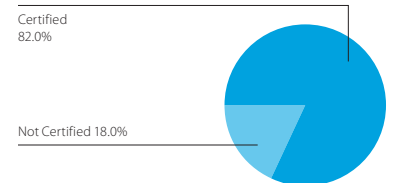
These types of product and service providers are traditionally present and receive great exposure to hand therapy meeting attendees:

- Daily living aids
- Education
- Employment services
- Ergonomic equipment
- Consultation
- First Aid supplies
- Injury prevention products
- Orthopedics
- Pain management devices
- Practice aids
- Practice management services and software
- Pre-fabricated orthoses
- Prosthetic devices
- Publishers
- Rehabilitation devices and equipment
- Splint fabrication equipment suppliers
- Therapeutic equipment suppliers

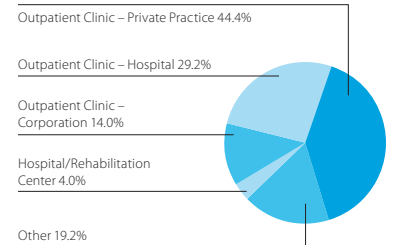
Target Audience at ASHT Annual Meeting*



Certified Hand Therapist



Primary Work Setting



*Demographics taken from ASHT Annual Meeting attendee survey.





Sponsorship Opportunities

There are a number of ways to increase your company's visibility at the IFSHT Congress. Sponsorship allows you to tailor the method and message that you deliver to attendees, and gives you an opportunity for exclusive exposure to your target audience.

Sponsorship Opportunities

Exclusive Welcome Reception.....	\$10,000 USD
Gala.....	\$8,000 USD plus Food and Beverage
Delegate Bags.....	\$7,500 USD
Lanyards.....	\$5,000 USD
Notepads.....	\$5,000 USD
Luggage Tags.....	\$3,500 USD
Exhibit Hall Lunch.....	\$3,000 USD
Coffee Break.....	\$2,500 USD
Shared Welcome Reception**.....	\$2,500 USD
Pens.....	\$1,750 USD
Program Brochure: Handouts.....	\$1,500 USD
Program Brochure: Abstract Book.....	\$1,400 USD
Sponsor an Attendee.....	\$1,350 USD plus airfare
Registration Bag Insert.....	\$500 USD
Passport to Prizes.....	\$350 USD

***Four co-sponsorships available if not already exclusively sponsored.*

Many IFSHT societies have developed business alliances, working to develop programs and meetings for their members. As the umbrella organization of these societies, IFSHT recognizes the importance of industry partnerships to help support and advance our mission to increase and enhance the exchange of knowledge of hand therapy. Your sponsorship makes it possible to offer a meeting of the highest quality and greatest benefit to our members and reaffirms your commitment to the federation and its members.





Exhibitor Opportunities

Only once every three years do delegates from around the globe gather for the IFSHT Congress. Take advantage of this unique opportunity to exhibit your products and services to leading physical and occupational therapists specializing in the hand and upper extremity.

First-time Exhibitor Booth Rates:

In-line Booth: \$1,800 USD per 10' x 10' (3m x 3m) booth
Corner Booth: \$2,000 USD per 10' x 10' (3m x 3m) booth

Returning Exhibitor Booth Rates:

In-line Booth: \$2,100 USD per 10' x 10' (3m x 3m) booth
Corner Booth: \$2,300 USD per 10' x 10' (3m x 3m) booth

Exhibit fee includes:

- Rental of booth space
- Standard 8' (2.4m) draped back wall and 3' (1m) draped side rails
- Exhibitor Services Manual
- 24-hour Exhibit Hall security
- General cleaning of Exhibit Hall aisles
- Listing in the 2010 IFSHT Congress Onsite Program
- Three complimentary Exhibit-only Badges
- Pre-and Post-Congress attendee list
- Listing on Vendor page of IFSHT Congress [Web site](#)

Exhibit Hall Hours:

Wednesday, 23 June 2010

09:00 – 17:00 *Exhibit Hall Move-in*
20:00 – 22:00 *Welcome Reception in Exhibit Hall*

Thursday, 24 June 2010

08:00 – 09:30 *Exhibit Hall Set-up*
09:30 – 16:00 *Exhibit Hall Open*
10:30 – 11:00 *Morning Break*
12:30 – 14:00 *Lunch*
15:30 – 16:00 *Afternoon Break*

Friday, 25 June 2010

09:30 – 16:00 *Exhibit Hall Open*
10:30 – 11:00 *Morning Break*
12:30 – 14:00 *Lunch*
15:30 – 16:00 *Afternoon Break*

Saturday, 26 June 2010

09:30 – 14:00 *Exhibit Hall Open*
10:30 – 11:00 *Morning Break*
12:30 – 14:00 *Lunch*
14:00 – 17:00 *Exhibit Hall Move-out*

Complete and return the Sponsor and Exhibitor Application to secure your space. Booth space will be assigned with first priority to sponsors, then on a first-come, first-served basis.

Booth Assignments will be confirmed on or about March 1, 2010



Sponsorship Opportunity Descriptions



Exclusive Welcome Reception

\$10,000 USD

Sponsor the opening reception, our official Congress kick-off event, where beverages and hors d'oeuvres will be served. Sponsor will have the opportunity to have a representative from the company welcome and meet and greet attendees, receive signage at the event and have its company logo printed on cocktail napkins. Sponsor also has the opportunity to provide giveaway item(s) at its expense.

Gala

\$8,000 USD plus Food and Beverage

Sponsor the Gala and provide the food and beverage for this networking event. Sponsor will receive signage at the event and have its company logo printed on cocktail napkins. Sponsor also has the opportunity to provide giveaway item(s) at its expense.

Delegate Bags

\$7,500 USD

Delegates will be excited to carry their convention bags with your company's logo on it! Place your logo, along with the IFSHT logo, on a registration bag that is provided to all Congress attendees when they arrive in Orlando. One registration bag insert is also included in this sponsorship (must provide materials to IFSHT for approval and inclusion).

Lanyards

\$5,000 USD

Attendees must wear their badges throughout the Congress to access sessions and events. Gain extra visibility for your company by placing your company logo on the Congress badge lanyard.

Notepads

\$5,000 USD

Your company name and logo will be printed on a notepad that is distributed in the attendee registration bag.

Luggage Tags

\$3,500 USD

Your company's logo and URL will be on luggage tags distributed to each Congress attendee in his/her registration bag.

Exhibit Hall Lunch

\$3,000 USD

Benefit from having your company's logo on display by purchasing this sponsorship. Your company's logo will be placed on signs in the lunch area, as well as a listing in the final program. Lunch will be served in the Exhibit Hall

Coffee Break

\$2,500 USD

Quench attendees' thirst while they break during the educational sessions. IFSHT will recognize you as the refreshment break sponsor by printing your logo on napkins and placing signage near the break areas

Shared Welcome Reception

\$2,500 USD

Sponsor the opening reception, our official Congress kick-off event, where beverages and hors d'oeuvres will be served. Sponsors will have signage at the event and have their company logos printed on cocktail napkins. Sponsors also have the opportunity to provide giveaway item(s) at their expense.

Pens

\$1,750 USD

Your company's logo will be on pens distributed to each attendee in his/her registration bag.

Program Brochure: Handouts

\$1,500 USD

Have your company's logo included on the session handouts distributed to delegates while attending the Congress

Program Brochure: Abstract Book

\$1,400 USD

Distributed to all delegates, this book will serve as a reference for navigating the sessions at the Congress. Your company's logo will appear on this widely used, frequently referenced guide

Sponsor an Attendee

\$1,350 USD plus airfare

Help make it possible for a delegate to attend the Congress. For more information, please contact IFSHT.

Registration Bag Insert

\$500 USD

Insert one (1) IFSHT-approved company literature/promotional item into each delegate registration bag. Limit of one (1) promotional piece per company.

Passport to Prizes

\$350 USD

Your company's name will be placed on the passport card distributed to all attendees in their registration bag. Attendees will visit your booth to receive a stamp from your company. Completed cards will be submitted into a drawing to win prizes donated by each participating company.





Sponsor and Exhibitor Application

8th Triennial Congress of IFSHT | 24-26 June 2010 | Caribe Royale Orlando Hotel and Convention Center
Exhibit Days: 24-26 June 2010

To register as a sponsor or exhibitor, please complete this form and return with full payment made payable to ASHT via postal mail, facsimile, or e-mail: American Society of Hand Therapists, 15000 Commerce Parkway, Suite C, Mt. Laurel, NJ 08054, Facsimile: 856.439.0525. Attn: BreAnne Clark ASHT/IFSHT Meeting and Exhibit Coordinator.

Questions may be directed to Cheryl Gallagher: cgallagher@ahint.com.

Application to exhibit dated (today's date) _____ by and between (company name) _____, hereinafter called "Exhibitor," and the American Society of Hand Therapists, hereinafter called "ASHT."

- In accordance with the following items, conditions and regulations governing exhibits of ASHT at the Caribe Royale Orlando Hotel and Convention Center, the undersigned hereby makes application for exhibit space(s), which application, when accepted by ASHT becomes a contract. Terms and conditions listed under Rules and Regulations, as well as those conditions under which exhibit space in the Royale Caribe Orlando Hotel and Convention Center is leased to ASHT are part of this contract.
- Each exhibitor shall be responsible for making his/her exhibit accessible to persons with disabilities as required by the Americans with Disabilities Act and shall hold ASHT harmless from any consequences of exhibiting companies who fail in this regard.
- Exhibitor company name and contact information to be listed in the program as follows:**

Company Name: _____ As you would like it to appear on booth sign: _____
 Company Contact: _____ Address: _____
 City: _____ State/Province: _____ ZIP/Postal Code: _____ Country: _____
 Phone: _____ Fax: _____
 E-mail: _____ Web site URL: _____

***Please send a brief description of your product or service for inclusion in the printed program (not more than 50 words) with your application to BreAnne Clark, Meeting/Exhibit Coordinator bclark@ahint.com. Note: Listings will be edited for grammar, length and style.*

4. List any probable exhibit/companies and/or products you do not wish to be in close proximity to your display.

- 5. Exhibit Fee:** (per 100 sq. ft. (30m)) First-time Exhibitor In-line Booth: \$1,800 USD Returning Exhibitor In-line Booth: \$2,100 USD
 First-time Exhibitor Corner Booth: \$2,000 USD Returning Exhibitor Corner Booth: \$2,300 USD

Total: _____

6. Additional Opportunities

Check all that apply

- | | |
|--|---|
| <input type="checkbox"/> Exclusive Welcome Reception..... \$10,000 USD | <input type="checkbox"/> Exhibit Hall Lunch..... \$3,000 USD |
| <input type="checkbox"/> Gala..... \$8,000 USD <i>plus F&B</i> | <input type="checkbox"/> Coffee Break..... \$2,500 USD |
| <input type="checkbox"/> Delegate Bags..... \$7,500 USD | <input type="checkbox"/> Shared Welcome Reception..... \$2,500 USD |
| <input type="checkbox"/> Lanyards..... \$5,000 USD | <input type="checkbox"/> Pens..... \$1,750 USD |
| <input type="checkbox"/> Notepads..... \$5,000 USD | <input type="checkbox"/> Program Brochure: Handouts..... \$1,500 USD |
| <input type="checkbox"/> Luggage Tags..... \$3,500 USD | <input type="checkbox"/> Program Brochure: Abstract Book..... \$1,400 USD |
| | <input type="checkbox"/> Sponsor an Attendee..... \$1,350 USD <i>plus airfare</i> |
| | <input type="checkbox"/> Registration Bag Insert..... \$500 USD |
| | <input type="checkbox"/> Passport to Prizes..... \$350 USD |

Total: _____

7. Payment Method:

- Check: Make payable to ASHT. Mail to: ASHT, 15000 Commerce Parkway, Suite C, Mt. Laurel, NJ 08054.
 Credit card: American Express MasterCard Visa

Card Number: _____ Expiration Date: _____

Name as it appears on card: _____ Signature: _____

- Fax to ASHT at 856.439.0525.



Rules and Regulations

Subletting of Exhibit Space

No exhibitor shall assign, sublet, or share allotted exhibit space or any portion thereof without expressed, written approval from ASHT.

Literature Distribution

Materials may be distributed from your booth only. No materials may be placed on seats, attached to walls, ceilings, or woodwork in the convention area or left in public places or distributed in the aisles of the Exhibit Hall. If you are interested in a chair drop or creative sponsorships, please contact Cheryl Gallager at cgallagher@ahint.com.

Liability

Neither IFSHT, ASHT, Caribe Royale Orlando Hotel and Convention Center, the decorating company, their respective directors, officers, representatives, agents, members, nor staff, will be responsible for any injury, loss, or damage that may occur to the exhibitor or the exhibitor's staff, guests, or property from any cause whatsoever, prior, during, or subsequent to the period covered by the exhibit contract. The exhibitor shall be fully responsible for any claims, liabilities, losses, damages, or expenses of whatever kind or nature relating to or arising from any injury to any person or any loss of or damage to property where such injury, loss, or damage is incident to, or arises out of, or is in any way connected

with the exhibitor's participation in the exhibit. The exhibitor shall indemnify and hold harmless and defend ASHT, its directors, officers, agents, members, and staff from all such claims, liabilities, losses, damages, or expenses, including reasonable attorneys' fees and costs of litigation, provided that the foregoing shall not apply to injury, loss, or damage caused by or resulting from the negligence of ASHT or its directors, officers, agents, members, and staff. In the case that said premises shall be destroyed by fire or the elements or by any cause, or in the case of government intervention or regulation, military activity, strikes, or any other circumstances that make it impossible or inadvisable for ASHT to hold the meeting at the time and place provided in the Sponsor and Exhibitor Application, then and thereupon the contract shall terminate and the exhibitor shall waive any claim for damages or compensation, except pro rata return of the amount paid for space, after deduction of actual expenses incurred by ASHT in connection with the Congress and there shall be no further liability on the part of either party.

Booth Construction and Arrangement

ASHT arranges for the installment of necessary draped backgrounds of uniform style and name signs with booth numbers. All exhibits and

equipment and materials to be located therein must be confined to the special limits of the booth as indicated on the floor plan. No part of in-line displays except equipment therein, may be higher than 8' (2.4m) along the back wall unless specific written permission is granted by ASHT.

Positioning

Display booths and other exhibits shall not be placed in such a manner as to interfere with other exhibits. Any construction in excess of 4' (1.2m) in height must be kept within 3' (1m) of rear of booth. This rule must be adhered to so no booth will interfere with other exhibits to the right or left of it. Any company that purchases two booths side-by-side at the end of an aisle may not have a solid backdrop that blocks the booths behind it. Further, no exhibit space shall exceed 8' (2.4m) in height except for booths along a wall, if applicable, which may not exceed 10' (3m) in height. No perpendicular obstruction 8' (2.4m) or more in height may extend forward more than 50 percent of the distance from the back wall, and none more than 36" (1m) in height shall extend forward from the remaining space to the front of the booth. (Exceptions are subject to ASHT/IFSHT written approval and requests must be made in writing 60 days prior to the meeting.) Booths shall not present an objectionable side appearance when viewed from adjoining





Rules and Regulations (continued)

booth areas. *Flammable materials must be flameproofed as governed by the Orlando and Orange County fire codes before being taken into the Exhibit Hall. Certification must be available if requested.* The operation of the exhibit and storage of materials at the exhibit must comply with all Orlando and Orange County fire regulations.

Care of Exhibit Space

Exhibitors shall care for and keep in good order all space which they occupy. Exhibitors will be held responsible for all damages to the building created by themselves or their employees or agents. No nails, tacks, or screws shall be driven into walls, woodwork, or floor of the building. Special cleaning and dusting of booth, display, equipment, and materials will be the exhibitor's responsibility and shall be performed at the exhibitor's expense. Exhibitors may not place anything in aisles during open hours of exhibition.

Conduct of Exhibitors

Exhibitors shall conduct themselves in an ethical and professional manner at all times and in conformance with these regulations. ASHT reserves the right to deny the privileges of the floor to any and all exhibitors who do not comply. Exhibitors' badges are personal, not transferable, and must be worn at all times.

Drayage Instructions

All shipments must be prepaid and consigned and sent per the instructions provided by the decorator in the Exhibitor Services Manual. No exhibitor shipments should be sent directly to the Caribe Royale Orlando Hotel and Convention Center.

Rental of Furnishings

Additional booth furnishings and other services (i.e., labor to install exhibits, special signs, flowers, cleaning service, electrical power, etc.) may be ordered from the decorator or other approved vendors. Forms for such items will be included in the Exhibitor Services Manual. Exhibitors will receive the Exhibitor Services Manual containing order forms, rates, and instructions, after confirmation letters are mailed and beginning approximately eight weeks prior to the Congress.

Entertainment and Private Meetings

ASHT reserves the right to control function space in the Caribe Royale Orlando Hotel and Convention Center for the Annual Meeting. No entertainment, meetings, or similar functions may be conducted by exhibitors during the hours of any official ASHT function.

Restrictions

ASHT reserves the right to establish restrictions for exhibits in order to enhance the success of the exposition. The restrictions include persons, animals, conduct, printed materials, noise levels, or anything of a character which may be objectionable to the meeting as a whole.

Rules and Regulations

ASHT's rules and regulations governing exhibitors are printed in this prospectus and are a part of the contract. All exhibitors and their representatives must abide by these rules. Acceptance of exhibitors by ASHT and assignment of booth space will be handled by the exhibits manager. Verification of acceptance will be sent to the exhibitor. The exhibitor understands and agrees that these rules and regulations are integral and binding parts of the exhibition contract.

Cancellation

Submission of the Sponsor and Exhibitor Application, payment and assignment of space shall constitute a contract with ASHT. Cancellations of exhibit space must be submitted in writing to ASHT Headquarters. Cancellations received prior to or on 15 March 2010 will forfeit 50 percent of the booth cost. No refunds will be granted for cancellations received after 15 March 2010.

