



88TH SHOCK AND VIBRATION SYMPOSIUM
OCTOBER 16 - 20, 2017
JACKSONVILLE, FLORIDA

EXHIBITOR
PROSPECTUS

SHOCK AND VIBRATION EXCHANGE
WWW.SAVECENTER.ORG

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EVENT INFORMATION

The continuous service record and the community rapport of the Shock and Vibration Symposium speaks for itself. With 87 Symposia under the community's belt, the 88th Symposium promises to deliver what the organization has come to pride itself on; a quality technical conference. With the conference comes over 200 technical papers, tutorials, meetings, discussion groups, and other fora presented from experts in their field.

These presentations are geared toward an audience of approximately 350-500 representatives of the US Government and the commercial sector of the shock and vibration community. These attendees range in assignment from project engineers and program developers to project managers and product developers. We also have representatives from academia and have attendance from over a dozen different countries.

We have attracted the largest names in measurement, testing, and equipment in our exhibit hall. Below is a list of many of the exhibitors who have joined us in the last few years.

| | | |
|---------------------------------|--------------------------------|----------------------------|
| Advanced Antivibration Corp. | Electric Boat Corporation | National Technical Systems |
| Aberdeen Test Center | Enidine Incorporated | NAVSEA Warfare Centers |
| ABS Consulting | ETS Solution NA | NEi Software |
| Aero Nav Laboratories | HBM Test & Measurement | Newport News Industrial |
| Air Force Rsch, Laboratory | Hi-Techniques | Northrop Grumman |
| Altair Engineering | HI-TEST Laboratories | Orbital ATK |
| Applied Physical Sciences | Huntington Ingalls Industries | OROS |
| Autodesk | IDC | Pacific Instruments |
| Bodietech | IOTech | PCB Piezotronics |
| Boeing | IMC Corporation | Precision Filters |
| Bruel and Kjaer | Instrumented Sensor Technology | Society of Exp. Mechanics |
| Correlated Solutions | ITT Enidine | Shock Tech |
| Crystal Instruments | Kellett Enterprises | SIMULIA |
| Data Physics Corp. | Kistler Instruments | Spectral Dynamics |
| Dayton T. Brown | Lansmont Corporation | SPEKTRA |
| DEWESoft | m+p International | Taylor Devices |
| Dept. of Homeland Security | Meggitt Sensing Systems | TEAM Corporation |
| Diversified Technical Sys | Moog CSA Engineering | US Army ERDC |
| Dongling | MREL Group | Vibration Research Corp. |
| Defense Threat Reduction Agency | MSC Software | Vibro/Dynamics |
| Dytran Instruments | Muller BBM | Weidlinger Associates |
| E-Labs Inc. | National Instruments | Xcitex Inc |

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EXHIBIT PROVISIONS

BOOTH SPACE ASSIGNMENT

Booth assignments will be made based on a first-come, first-reserved basis with preference given to exhibitors participating as corporate supporters.

EXHIBIT SUPPORT PERSONNEL

The 10' x 10' space is provided with (2) chairs to accommodate support personnel. Should more personnel be necessary, so long as it does not interfere with other exhibitors or traffic of the exhibit hall, they shall be allowed. Support staff must be registered. No fees will be assessed unless they attend technical sessions. Support personnel are allowed all meals and entry into all socials.

LIABILITY STATEMENT

HI-TEST Laboratories, Inc. assumes no liability for loss, damage, or theft of goods rented or leased by the exhibitor. The exhibitor shall indemnify HI-TEST against and hold it harmless for any complaints, suits or liabilities resulting from negligence in connection with the exhibitor's use of the display space. HI-TEST is not responsible for damage sustained in delivery, storage, setup, or shipping of exhibitor's property.

EXHIBITOR FLOORPLAN

The Symposium staff reserves the right to amend the floorplan, if, in its judgement, it is in the best interest of the Exhibition and overall needs of exhibitors.

REGISTRATION AND PAYMENT

Reservations can be made by completing the exhibitor form. Payment is expected within 30 days of booth reservation, or by September 15th. Checks should be made payable to HI-TEST Laboratories and mailed to PO Box 165, Arvonia, VA 23004.

CANCELLATION AND REFUND

All cancellations must be received in writing and submitted to Ashley Shumaker or Drew Perkins. The following schedule will be used in determining penalties (dates listed are when notice is received):

| | |
|---------------------|----------------------------|
| Jan. 1– June 30: | 0% penalty. 100% refunded. |
| July 1- August 31: | 50% penalty. 50% refunded. |
| September 1-30: | 75% penalty. 25% refunded. |
| October 1 or after: | 100% penalty. 0% refunded. |

SHIPMENT OF EXHIBIT MATERIALS

The Hotel is able to store meeting materials prior to your arrival. The following instructions should be followed to ensure proper handling of your meeting materials. Each item should be clearly marked with the following:

88TH Shock and Vibration Symposium
Hold for arrival 00/00/00
Name of your organizations on-site contact
c/o Hyatt Regency Jacksonville Riverfront
225 Coastline Drive East
Jacksonville, FL 32202

Packages may be sent for delivery up to three days prior to your scheduled event. The Hotel cannot be responsible for perishable items. A labor charge will be assessed if assistance is required for unloading vehicles and/or moving items to storage areas.

Hyatt Regency Jacksonville Riverfront package handling fees for incoming and outgoing packages are as follows:

Letter, package or envelope (next day) - FREE
Small Box (9 pounds or less) - \$8.00
Medium/Large Box (10-49 pounds) - \$12.00
XL Boxed/Small Cases (50+ pounds) - \$30.00
Standard Cases - \$50.00



RATES AND PACKAGES

We strive to offer exhibit rates and packages that are flexible, fair, and beneficial for all parties. Please review the published rates below and contact us with any questions about customizing the packages or amenities.

EXHIBIT & CORPORATE SUPPORTER RATES

| PACKAGE NAME | PRICE | INCLUDED FEATURES |
|--|----------|--|
| BASIC EXHIBIT PACKAGE | \$2,000 | 10x10 exhibit space, basic 110 electricity, two chairs, table, option to purchase (2) discounted Symposium Registrations for technical portion of event |
| BRONZE PACKAGE | \$4,000 | Basic Exhibit Package + (2) Complimentary Symposium Registrations, one tutorial per complimentary registrant, Calendar Ad, Coffee Sponsorship |
| SILVER PACKAGE | \$6,000 | Basic Exhibit Package + (4) Complimentary Symposium Registrations, one tutorial per complimentary registrant, Calendar Ad, Break Sponsorship |
| GOLD PACKAGE | \$10,000 | Basic Exhibit Package + (6) Complimentary Symposium Registrations, up to (2) tutorials per complimentary registrant, Calendar Ad, Breakfast/Lunch Sponsorship |
| PLATINUM PACKAGE (FEATURED SPONSOR) | \$15,000 | Basic Exhibit Package + (8) Complimentary Symposium Registrations, up to (2) tutorials per complimentary registrant, Calendar Ad, Welcome Package Sponsorship (Logo on all printed materials, ie. program, abstract book, website, event bags) |

ADD-ON SPONSORSHIPS & ADVERTISING OPPORTUNITIES

| DESCRIPTION OF SPONSORSHIP | PRICE | # AVAIL. | INCLUDED FEATURES |
|----------------------------|---------|----------|---|
| ICE CREAM SOCIAL | \$750 | 3 0 | Signage, event recognition, ice cream handed out at/near sponsor's booth |
| CALENDAR ADS | \$1,000 | 12 5* | 8" x 10" Ad in 2017 Calendar *Each corporate support package includes a calendar ad. The number of ads available equals 12 less the number of corporate supporters. |
| GUEST PROGRAM PACKAGE | \$1,000 | 2 | Signage, event recognition |
| TECHNOLOGY PACKAGE | \$750 | 3 2 | Internet provided at no charge to Symposium guests in "Internet Café" and Exhibit Hall, signage, event recognition |

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REGISTRATION FORM

I. COMPANY/ORGANIZATION INFORMATION

COMPANY NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____ COUNTRY: _____

BOOTH CONTACT: _____ EMAIL: _____

II. REGISTRATION OPTIONS

| | | |
|---|--|---|
| <input type="checkbox"/> \$2,000 BASIC EXHIBITOR PACKAGE <p style="text-align: center;">OR</p> <input type="checkbox"/> \$4,000 BRONZE PACKAGE <input type="checkbox"/> \$6,000 SILVER PACKAGE <input type="checkbox"/> \$10,000 GOLD PACKAGE <input type="checkbox"/> \$15,000 PLATINUM PACKAGE | SPONSORSHIP ADD-ONS <input type="checkbox"/> \$750 ICE CREAM SOCIAL <input type="checkbox"/> \$1,000 CALENDAR AD <input type="checkbox"/> \$1,000 GUEST PROGRAM SPONSOR <input type="checkbox"/> \$750 TECHNOLOGY PACKAGE <input type="checkbox"/> \$100 PASSPORT PROGRAM | PROMOTIONAL OPPORTUNITIES <input type="checkbox"/> \$100 PASSPORT PROGRAM* <input type="checkbox"/> \$0 VENDOR SESSION* <small>*COMPLETE FORM HEREIN FOR EACH</small> |
|---|--|---|

TOTAL FOR PACKAGE & ADD-ONS SELECTED IN SECTION II: \$ _____

III. BOOTH SELECTION & PERSONNEL (SEE PAGE 9 FOR EXHIBIT FLOORPLAN)

BOOTH PREFERENCE: (1) _____ (2) _____ (OTHER REQUESTS?) _____

BOOTH PERSONNEL: All booth personnel must complete the online registration form (print copy also available).

IV. PAYMENT INFORMATION

PAYMENT AMOUNT SHOULD EQUAL TOTAL FROM SECTION II (REGISTRATION OPTIONS). IF YOU WOULD LIKE TO BE INVOICED, PLEASE CHECK THE APPROPRIATE BOX BELOW. PLEASE NOTE THAT PAYMENT MUST BE RECEIVED WITHIN 30 DAYS OF REGISTRATION. ACCEPTABLE METHODS OF PAYMENT ARE CHECK OR ANY MAJOR CREDIT CARD. WE DO NOT ACCEPT BANK TRANSFERS.

CHECK: *MADE PAYABLE TO HI-TEST LABORATORIES (NUMBER) _____ (DATE) _____

CREDIT CARD:

CC NUMBER _____ NAME ON CARD: _____

EXP DATE: _____ BILLING ZIP CODE: _____ SECURITY CODE: _____

EMAIL ADDRESS FOR RECEIPT: _____



VENDOR SESSION

Exhibitors have been a growing part of why the S&V Symposium is successful. To provide exhibitors with more opportunities to reach attendees, the Shock and Vibration Exchange is offering a vendor session.

HOW IT WORKS:

- Each vendor who registers will be scheduled to provide a 10-minute presentation about their company or organization.
- If using PowerPoint, presentations should be 20 slides or less.
- Presenters may also use a prepared video presentation, perform a demonstration, or perform an oral presentation.
- It is recommended that the briefing be approx. 7-8 minutes long with the remaining time for Q&A.
- Any questions after the 10 minute mark should be addressed with a business card or invitation to the attendee to visit the exhibit booth after the session.

HOW TO PARTICIPATE:

COMPLETE AND RETURN THE FOLLOWING FIELDS BY **AUGUST 1, 2017**:

COMPANY NAME: _____

PRESENTER: _____

PRESENTER EMAIL: _____

TOPIC: _____

IE. "INTRODUCTION OF THE MODEL XX PRODUCT" OR "COMPANY OVERVIEW"

- Applications submitted after August 1 will be subject to availability.
- Presenters must attend the presenters meeting the morning of their presentation to load all presentations and materials onto the session computer.
- Exhibitors do not have to be registered with a session badge to attend this session. All symposium attendees and exhibitors will be able to attend the vendor sessions.

FOR QUESTIONS, CONTACT:

DREW PERKINS - DREW.PERKINS@SAVECENTER.ORG
ASHLEY SHUMAKER - ASHLEY.SHUMAKER@SAVECENTER.ORG
434.581.3041

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PASSPORT PROGRAM

The Shock and Vibration Exchange has adapted a program that is popular amongst industry conferences. The Passport Program aims to increase attendance in the exhibit hall, as well as increase serious leads for our exhibitors.

HOW IT WORKS:

- Each Symposium attendee will be given a “passport” with a listing of participating companies.
- Participating vendors will be given a customized stamp or sticker.
- Vendors will affix stamp to the passport of an attendee that visits and/or engages with the vendor.
- Attendees who collect the required number of stamps of participating vendors will turn in their passport to SAVE.
- A drawing from completed entries will be held in the exhibit hall by SAVE for advertised prizes. Additional prizes can be donated by participating vendors for inclusion in the drawing.

HOW TO PARTICIPATE:

- Only 20 vendors out of the 50 exhibit spaces will be allowed to participate in this program. **ONLY 5 SPOTS LEFT.**
- Cost per vendor is \$100.
- Complete and return the following fields:

COMPANY NAME: _____

POINT OF CONTACT: _____

WOULD YOUR COMPANY LIKE TO DONATE ANY PRIZES TO THE DRAWING? YES NO

IF YES, WHAT NATURE OF PRIZE? _____
(GIFT CARD, ELECTRONIC DEVICE, VENDOR HARDWARE/SOFTWARE)

PAYMENT METHOD: CREDIT CARD CHECK

USE CREDIT CARD INFORMATION FROM PAGE 5 ABOVE.

CREDIT CARD NUMBER: _____

EXPIRATION DATE: _____ CID: _____

CARDHOLDER EMAIL: _____

SPACE IS LIMITED TO 20 EXHIBITORS. SIGN UP TODAY.



EXHIBIT SCHEDULE

PLEASE NOTE THAT ALL TIMES BELOW ARE SUBJECT TO
CHANGE BASED ON TECHNICAL CONTENT AND MEETING
ROOM AVAILABILITY.

MONDAY, OCTOBER 16, 2017

| | |
|---|------------------|
| Exhibit Setup* | 12:00pm - 6:00pm |
| <i>*Booths MUST be operational by 6:00pm on 10/16/2017.</i> | |
| Reception (in Exhibit Hall) | 6:30pm - 8:30pm |

TUESDAY, OCTOBER 17, 2017

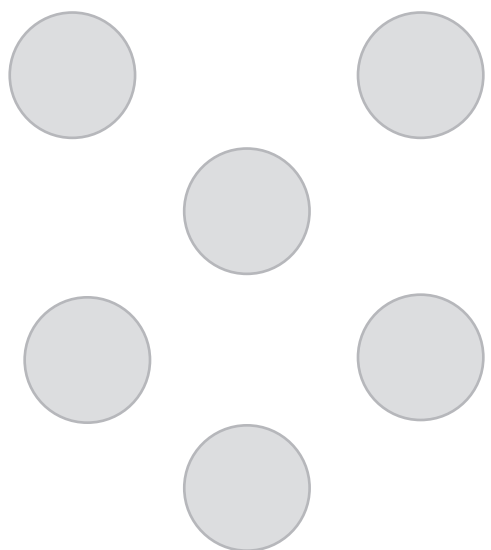
| | |
|-----------------------------|------------------|
| Exhibit Area Open | 7:00am - 5:00pm |
| Breakfast (in Exhibit Hall) | 7:00am - 8:30am |
| Luncheon (in Exhibit Hall) | 11:00am - 1:00pm |
| Ice Cream Social | 3:00pm - 3:40pm |

WEDNESDAY, OCTOBER 18, 2017

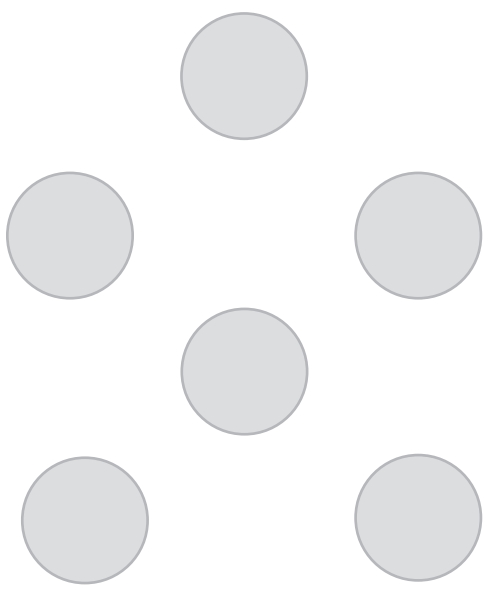
| | |
|----------------------------------|------------------|
| Exhibit Area Open | 9:00am - 4:00pm |
| Breakfast (in Exhibit Hall) | 7:00am - 8:30am |
| Morning Break (in Exh. Hall) | 9:45am - 10:15am |
| Exhibitors' Luncheon | 12:00am - 1:30pm |
| Break w/ Passport Program Raffle | 3:30pm - 4:00pm |
| Exhibitor Dismantle** | 4:00pm - 6:00pm |

***Exhibitors can also dismantle on Thursday until noon, if desired, or if additional time is needed.*

<-----54'-----> <-----54'----->



GRANDE BALLROOM 4
SEATING IN ROUNDS



GRANDE BALLROOM 5
EXHIBITS

| | |
|-------------------------------------|-----------------------------|
| 111 DEWESoft | 211 |
| 110 ITT Enidine | 210 |
| 109 Kistler | 209 |
| 108/ 107 Spectral Dynamics | 208 Precision Filters |
| | 207 Kulite |

| | |
|---------------------------|-----|
| 311 | 411 |
| 310 | 410 |
| 309 | 409 |
| 308 Taylor Devices | 408 |
| 307 Vibro/ Dynamics | 407 |

| | |
|----------------------------------|------------------------------|
| 106 NTS | 206 Dayton T. Brown |
| 105 Vibration Research | 205 PCB Piezotronics |
| 104 Crystal Instruments | 204 |
| 103 Polytec | 203 Huntington Ingalls |
| 102 Boeing | 202 Vision Research |
| 101 HBM Test & Measurement | 201 Bruel & Kjaer |

| | |
|--|-------------------------|
| 306 Correlated Solutions | 406 |
| 305 Meggitt | 405 |
| 304 Society of Exp. Mechanics (SEM) | 404 |
| 303 | 403 |
| 302 IMV Corp. | 402 |
| 301 SPEKTRA | 401 ETS Solutions |

132'

- BRONZE SPONSOR
- SILVER SPONSOR
- GOLD SPONSOR
- EVENT SPONSOR
- ICE CREAM SPONSOR



GRANDE BALLROOM FOYER

<-- TO ELEVATORS - TO GRAND BALLROOM 6 -->

SHOCK & VIBRATION EXCHANGE
PO Box 165 | 1104 ARVON ROAD
ARVONIA, VA 23004

WWW.SAVECENTER.ORG

P: 434.581.3041



DREW PERKINS, PROGRAM MANAGER

DREW.PERKINS@SAVECENTER.ORG

ASHLEY SHUMAKER, MANAGER OF OPERATIONS

ASHLEY.SHUMAKER@SAVECENTER.ORG