



89TH SHOCK AND VIBRATION SYMPOSIUM
NOVEMBER 4 - 8, 2018
DALLAS, TEXAS

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 88 Symposia under the community's belt, the 89th 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.	ETS Solution NA	NAVSEA Warfare Centers
Aberdeen Test Center	HBM Test & Measurement	NEi Software
ABS Consulting	Hi-Techniques	Newport News Industrial
Aero Nav Laboratories	HI-TEST Laboratories	Northrop Grumman
Air Force Rsch, Laboratory	Huntington Ingalls Industries	Orbital ATK
Altair Engineering	IDC	OROS
Applied Physical Sciences	IOTech	Pacific Instruments
Autodesk	IMC Corporation	PCB Piezotronics
Bodietech	Instrumented Sensor Technology	Precision Filters
Boeing	ITT Enidine	Society of Exp. Mechanics
Bruel and Kjaer	Kellett Enterprises	Shock Tech
Correlated Solutions	Kistler Instruments	SIMULIA
Crystal Instruments	Kulite Semiconductor Products	Spectral Dynamics
Data Physics Corp.	Lansmont Corporation	SPEKTRA
Dayton T. Brown	m+p International	Taylor Devices
DEWESoft	Meggitt Sensing Systems	TEAM Corporation
Dept. of Homeland Security	Moog CSA Engineering	Thorntom Tomasetti
Diversified Technical Sys	MREL Group	US Army ERDC
Defense Threat Reduction Agency	MSC Software	Vibration Research Corp.
Dytran Instruments	Muller BBM	Vibro/Dynamics
E-Labs Inc.	National Instruments	Xcitex Inc
Electric Boat Corporation	National Technical Systems	

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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. The Hotel/venue also reserves the right to change the floorplan based on local codes and ordinances or construction requiring a change in the flow of the hotel.

REGISTRATION AND PAYMENT

Reservations can be made by completing the exhibitor form. All forms for special offerings or items requiring separate registration must also be completed.

Payment is expected within 30 days of booth reservation, or by September 15th. SAVE/HI-TEST accepts credit cards and corporate checks. Checks should be made payable to HI-TEST Laboratories and mailed to PO Box 165, Arvon, 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

Please find a detailed listing of inbound and outbound shipment instructions and associated fees on our website (www.savecenter.org). For questions regarding handling fees and storage fees, please contact the venue directly.



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	\$2,100	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. 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 0	8" x 10" Ad in 2019 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	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

\$2,100 BASIC EXHIBITOR PACKAGE

OR

\$4,000 BRONZE PACKAGE

\$6,000 SILVER PACKAGE

\$10,000 GOLD PACKAGE

\$15,000 PLATINUM PACKAGE

SPONSORSHIP ADD-ONS

~~\$750 ICE CREAM SOCIAL~~ **SOLD OUT**

~~\$1,000 CALENDAR AD~~ **SOLD OUT**

\$1,000 GUEST PROGRAM SPONSOR

\$750 TECHNOLOGY PACKAGE

PROMOTIONAL OPPORTUNITIES

~~\$100 PASSPORT PROGRAM*~~ **SOLD OUT**

\$0 VENDOR SESSION*

*COMPLETE FORM HEREIN FOR EACH

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, 2018:**

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 total exhibit spaces will be allowed to participate in this program.
- Cost per vendor is \$100.
- Complete and return the following fields:

COMPANY NAME: _____

POINT OF CONTACT: _____

WOULD YOUR COMPANY BE WILLING 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, NOVEMBER 5, 2018

Exhibit Setup*	12:00pm - 6:00pm
<i>*Booths MUST be operational by 6:00pm on 11/5/2018.</i>	
Reception (in Exhibit Hall)	6:30pm - 8:30pm

TUESDAY, NOVEMBER 6, 2018

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, NOVEMBER 7, 2018

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.*



SOLD OUT!
CALL FOR SPACE OPTIONS!

SEATING IN
 ROUNDS

STAGE /
 PODIUM

REUNION BALLROOM FOYER

**FOYER spaces are subject to change. There will be six spaces sold, but the layout may change based on hotel configuration.*

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

WWW.SAVECENTER.ORG

P: 434.581.3041



DREW PERKINS, PROGRAM MANAGER

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ASHLEY SHUMAKER, MANAGER OF OPERATIONS

ASHLEY.SHUMAKER@SAVECENTER.ORG