



AANS/CNS SECTION ON PAIN BIENNIAL MEETING  
MIAMI, FLORIDA • APRIL 13, 2012  
EXHIBITOR PROSPECTUS

**BENEFITS OF EXHIBITING**

You are cordially invited to exhibit during the 2012 AANS/CNS Section on Pain Biennial Meeting, to be held one day prior to the 2012 AANS Annual Scientific Meeting. Join us in Miami on Friday, April 13, 2012! Benefits have been designed to enhance your exposure to this prestigious neurosurgical audience, which include:

- Breakfast, lunch and both breaks served within the exhibit hall
- One 6-foot skirted table
- Two complimentary tickets for the meal functions, per tabletop contracted
- Company name listed in the Program Book
- Two complimentary registrations and Program Books, per tabletop contracted
- Two exhibit personnel are invited to attend all scientific sessions, space permitting

**COST OF EXHIBIT SPACE**

All exhibits will be tabletop displays. Each tabletop is \$2,200. Tabletop space is limited and allocation of space will be on a first come, first serve basis. Credit card payments will be accepted online, during the contract submission process. Checks must be received by the AANS/CNS Section on Pain within 5 business days of contract submission. Space will not be confirmed until full payment is received. A copy of your contract plus your check for the full amount due may be sent via US Mail to:

AANS/CNS Section on Pain  
7550 Eagle Way  
Chicago, IL 60678-1075

**IMPORTANT DATES**

- Meeting Date:** Friday, April 13, 2012
- Exhibit Date:** Friday, April 13, 2012
- Exhibit Location:** Loews Miami Beach
- Exhibitor Registration:** Friday, April 13, 2012  
7:00 AM – 5:00 PM
- Exhibit Installation:** Friday, April 13, 2012  
6:30 – 8:00 AM
- Exhibit Hours:** Friday, April 13, 2012  
8:00 AM – 5:00 PM
- Exhibit Dismantling:** Friday, April 13, 2012  
5:00 – 7:00 PM

**CONTRACT SUBMISSION PROCESS**

This online communication vehicle makes it easier than ever to submit a contract. To begin the submission process:

1. Visit [www.AANS.org](http://www.AANS.org).
2. Click [MyAANS.org](http://MyAANS.org), the third tab under the AANS logo.
3. Select one of the following:
  - Returning users: Login with your current username and password
  - New users\*: Register to create a login and password. Your login will be emailed to you within 24 hours.
4. Access Exhibitors Corner on the left side of the screen
5. Click the 2012 AANS/CNS Section on Pain Biennial Meeting contract.
6. For subsequent visits to Exhibitor’s Corner, simply type in your e-mail address and password to access the site. Show Management allows **ONE** company representative to be listed as Key Contact. Only the key contact will be able to access the exhibit account, to submit applications or make changes to that record after submission.

\*“New User” refers to the person, not the company. If your company has exhibited before,

but you are a new contact, you will need to register.

#### **CANCELLATION POLICY**

Requests for cancellation of exhibit space must be made in writing. Written cancellations received on or before February 17, 2012 will receive a full refund (minus a \$200 processing fee). Cancellations received on or after February 18, 2012 will forfeit the entire cost of the tabletop exhibit. Refunds will be made in the form of payment originally received by the AANS. Cancellation requests may be faxed to (847) 378-0652, or sent via email to [kjs@aans.org](mailto:kjs@aans.org).

#### **EXHIBIT SERVICES KIT**

A service manual will be sent to your main contact's e-mail address, which will include order forms for electricity, Internet access and phone lines.

#### **HANDOUTS AND GIVEAWAYS**

Distribution of samples of products and souvenirs is permissible. Approval of samples and souvenirs must be obtained from the Exhibits Manager at least three weeks prior to the meeting. Distribution of such products or souvenirs will be allowed, provided it is done in a dignified manner, does not create a nuisance, and causes no interference with adjoining exhibits. Unapproved items will be removed from the exhibit area. For approval, send a sample of all giveaways and handouts to:

Ken Schott, Exhibits Manager  
AANS  
5550 Meadowbrook Drive  
Rolling Meadows, IL 60008-3852

(Samples will not be returned).

#### **HOUSING INFORMATION**

##### **Loews Miami Beach Hotel**

1601 Collins Avenue  
Miami, Florida

Standard Room Rate: \$319 single/double per night, plus service charge and applicable taxes. Pain Meeting exhibitors will utilize the 2012 AANS Annual Scientific Meeting housing website.

#### **EXHIBIT HALL ACCESS**

Exhibit personnel will be permitted on the exhibit floor on Friday, April 13, 2012, from 6:30 AM to 7:00 PM (inclusive of installation dismantling hours).

#### **REGISTRATION, BADGE AND PROGRAM BOOK DISTRIBUTION**

Only confirmed exhibitors may register for the meeting. Distributor or guest exhibitor badges are not available. Exhibitors receive TWO complimentary booth personnel badges per tabletop contracted. Badges will be distributed to booth personnel at onsite exhibitor registration.

Attaching unapproved cards, ribbons or other items to badges is not permitted. Badges are non-transferable and must be worn in the exhibit areas at all times. Representatives without badges or displaying badges not prepared by the AANS/CNS Section on Pain will not be admitted into the exhibit hall and will be subject to penalty.

Each exhibiting company will receive one copy of the scientific program book per tabletop contracted. The designated key contact (listed on the exhibit contract) must collect books at exhibitor registration onsite.

## COMMERCIAL SUPPORT

Commercial support of the AANS/CNS Section on Pain Biennial Meeting emphasizes your company's commitment to the section's objectives, not only for this specific meeting, but to the advancement of the subspecialty of pain medicine as a whole. Reserve your preferred support opportunity today!

|                              |                    |
|------------------------------|--------------------|
| <b>CLOSING RECEPTION</b>     | <b>\$10,000 *</b>  |
| <b>GENERAL SESSION</b>       | <b>\$10,000 *</b>  |
| <b>PROGRAM BOOK</b>          | <b>\$5,000 ***</b> |
| <b>SPEAKER SPONSORSHIP</b>   | <b>\$4,000 *</b>   |
| <b>LUNCH</b>                 | <b>\$3,500 *</b>   |
| <b>MEETING BAGS</b>          | <b>\$3,000 **</b>  |
| <b>BADGE LANYARDS</b>        | <b>\$3,000 **</b>  |
| <b>CONTINENTAL BREAKFAST</b> | <b>\$3,000 *</b>   |
| <b>AM BEVERAGE BREAK</b>     | <b>\$2,500 *</b>   |
| <b>PM BEVERAGE BREAK</b>     | <b>\$2,500 *</b>   |

\* Benefits: Signage, slide in the General Session and listing inside the Program Book.

\*\* Benefits: Signage and listing inside the Program Book. Commercial support provides bags or lanyards. A pre-production proof must be submitted to the Exhibits Manager for approval by February 17, 2012.

\*\*\* Benefits: Signage, slide in the General Session, listing inside the Program Book and your company logo on the cover of the Program Book.

## COMMERCIAL SUPPORT PAYMENT

Commercial support opportunities are limited and will be allocated on a first come, first serve basis. Credit card payment will be accepted online, during the contract submission process. Checks with 100% payment must be received by the AANS/CNS Section on Pain within 5 business days of contract submission. Sponsorships will not be confirmed until full payment is received. Your check may be sent via US Mail to:

AANS/CSN Section on Pain  
7550 Eagle Way  
Chicago, IL 60678-1075

## QUESTIONS

For questions regarding exhibiting or commercial support please contact Ken Schott, Exhibits Manager at 847.378.0552 or [kjs@aans.org](mailto:kjs@aans.org).

## RULES AND REGULATIONS

### 1. INTERPRETATION OF RULES

The following Rules and Regulations are part of the contract between the exhibitor and the AANS/CNS Section on Pain (the Association). All matters not covered in these Rules and Regulations shall be referred to the Association for adjudication and the decision of the Association shall be final. These Rules and Regulations may be amended at any time by the Association and all the amendments so made shall be binding upon the exhibitor equally with these Rules and Regulations, and shall become a part thereof, provided the exhibitor is notified of the amendments. Notice may be verbal or in writing, before or during the AANS/CNS Section on Pain, and may be given to any authorized agent or representative of the exhibitor.

### 2. PAYMENT

Payment in full—must accompany the signed Agreement exhibit contract in order for space to be assigned to a company. Submission of a contract does not guarantee table exhibit assignment. Tabletop exhibits will be allocated on the following basis: date of receipt of contract and space availability.

### 3. TABLETOP ASSIGNMENTS

The Association reserves the right to change the exhibit floor plan if conflicts arise regarding space requests or conditions that are beyond the Association's control. The Association reserves the right to relocate exhibitors demonstrating loud apparatus or conducting odor-producing activities to an area where the noise or aroma will not interfere with other exhibits. AANS/CNS Section on Pain and the Loews Miami Beach Hotel reserve the right to determine at what point sound or odor interferes with others and must be discontinued. The Association reserves the right to relocate an exhibitor at any time, with the

understanding that if the exhibitor does not agree with such relocation to the extent that the exhibitor cannot participate in the Meeting, the deposit and/or full payment for exhibit space will be fully refunded.

#### **4. SUBLETTING OF SPACE**

The subletting, assignment, or apportionment of the whole or any part of an exhibitor's space by the exhibitor is prohibited. Exhibitors may not advertise or display goods in their exhibit other than those manufactured or sold by them in the regular course of their business.

Exhibitors may not permit any other party to exhibit in their space or display goods other than those manufactured or distributed by the contracting exhibitor.

#### **5. REFUND FOR CANCELLATION**

Requests for cancellation of exhibit space must be made in writing. Written cancellations received on or before February 17, 2012 will receive a full refund (minus a \$200 processing fee). Cancellations received on or after February 18, 2012 will forfeit the entire cost of the tabletop exhibit. Refunds will be made in the form of payment originally received by the AANS/CNS Section on Pain.

#### **6. DEMONSTRATION AND LIABILITY**

All exhibit material and equipment must be limited to the tabletop and not have floor standing equipment. Demonstrations by the exhibitor must be confined within the bounds of the exhibitor's assigned exhibit space and shall not interfere with other exhibit space. If the premises of the facility are defaced or destroyed by the exhibitor, its agent, or representatives, the exhibitor will be liable to the facility for such amount as shall be deemed necessary for restoration to the previous condition. This Agreement is made and to be performed in Miami, Florida and shall be construed in accordance with Florida law, but not against any party by reason of that party having drafted it. No representative of The Loews Miami Beach Hotel has been or is authorized to make any representation which varies from the express terms of this contract, though the contract may be supplemented in writing. In any legal action or arbitration or

other proceeding brought on account of a breach of any provision of this Agreement or to enforce any provision of this Agreement, the prevailing party shall be awarded its attorney's fees and other cost incurred in such action or proceeding, in addition to any other relief to which it may be entitled. Any modifications or changes to this Agreement must be made in writing, signed by both parties hereto. Any legal action in connection with this Agreement shall be brought in Miami, Florida.

#### **7. FIRE REGULATIONS**

All material used in the exhibit must be flame-proofed and fire resistant in order to conform to local fire ordinances and in accordance with the regulations established by the Loews Miami Beach Hotel.

#### **8. RESTRICTIONS**

Exhibitors who use noisy electrical devices, sound-producing movies, or other devices which prove objectionable because of noise, odor, or other disagreeable features, must agree to keep the noise and/or odor of such devices at an absolute minimum. Exhibitors with such equipment must agree to accept space assignments which will abate reasonable objections to these annoyances. X-ray equipment may be exhibited but not operated. Laser equipment may be operated only if the laser is contained within a safety shield. All equipment must be limited to the assigned tabletop.

#### **9. PURPOSE OF EXHIBIT**

The sole purpose for contracting exhibit space is to display and/or demonstrate equipment, supplies, and/or services. In accordance with IRS regulations, the solicitation of orders and/or the selling of any products or services for delivery during or following the meeting is strictly forbidden.

#### **10. FDA COMPLIANCE**

Any medical device exhibited must have fulfilled all applicable Federal Drug Administration (FDA) regulations. Unapproved devices with Pending Premarket Approval (PMA) applications or premarket notification (510 (k)) submissions should bear a label stating: "Pending 510 (K)/PMA, not available for sale within the

United States." Unapproved devices without a pending 510 (k) or PMA should bear a label stating: "Not available in the United States." Products in the development stage should bear a label stating: "Work in progress".

#### **11. TABLETOP EXHIBIT AND ARRANGEMENT**

All exposed parts of displays must be finished so as to present an attractive appearance when viewed from adjoining exhibits. If other exhibitors of the Association object to any exposed portions of a display, the exposed portions will be draped by the Association and billed to the exhibitor. All tables used in an exhibit space must be skirted.

#### **12. EXHIBIT CONDUCT**

The Association reserves the right to approve all exhibits and activities related thereto. The Association may require that an exhibit be curtailed if it does not meet the standards set forth herein, if it reflects against the character of the AANS/CNS Section on Pain or if it exceeds the bounds of good taste as interpreted by the Loews Miami Beach Hotel. An exhibitor of a questionable exhibit or activity relating thereto must submit a description of the exhibit or activity with the exhibit application for approval 60 days prior to the Meeting. Inspection of the exhibit will be made during installation hours. Every effort will be made to advise exhibitors of any deviation from exhibit rules at that time. Exhibitors must make all corrections requested by AANS/CNS Section on Pain or the Loews Miami Beach Hotel at their own expense or risk removal from the exhibition without notice and without obligation on the part of the AANS/CNS Section on Pain for any refund whatsoever. The Association reserves the right to expel or refuse admittance to any representative whose conduct is, in its opinion, not in keeping with the character and/or spirit of the Meeting. The Association does not in any manner endorse any of the products or services related to the exhibits which have been accepted for display during the Meeting. Exhibitors may not sell any food or beverage on the exhibit floor. Distribution of any literature outside of an exhibitor's own space is strictly prohibited, and if found, will be removed. No procedures may

be performed on any live tissue on the exhibit floor.

#### **13. CHILDREN**

Children are not permitted in the exhibit area or the meeting room.

#### **14. HANDOUTS AND GIVEAWAYS**

Distribution of samples of products and souvenirs is permissible. Approval of samples and souvenirs must be obtained by the Exhibits Manager at least three weeks prior to the meeting. Distribution of such products or souvenirs will be allowed, provided it is done in a dignified manner, does not create a nuisance, and causes no interference with adjoining exhibits. Unapproved items will be removed from the exhibit area. For approval, send a sample of all giveaways and handouts to: Ken Schott, Exhibits Manager, AANS, 5550 Meadowbrook Drive, Rolling Meadows, IL 60008-3852 (Samples will not be returned).

#### **15. CONTESTS, RAFFLES, AND DRAWINGS**

Approved contests, drawings, or raffles must comply with all local, state, and federal laws governing such contests, raffles, or drawings and have prior approval of show management. The rules must be posted at the exhibitors tabletop exhibit and include: eligibility, date and time of the drawing, the words "no purchase necessary to enter," odds of winning, how winners are notified, how participants obtain names of winners, etc. The exhibitor must agree to indemnify the Association, its Board of Directors, employees, and vendors in the event of any claims arising from the operation of the event. The Association must be notified of the winners and date the prize was awarded. The Association reserves the right to restrict contests, drawings, or raffles that it deems inappropriate or unprofessional.

#### **16. SECURITY**

Neither the Association nor the hotel will be held responsible for any loss or damage to the exhibitor's property. Exhibitors must take precautions to protect their property against pilferage.

**17. INSURANCE**

The exhibitor acknowledges that none of the American Association of Neurological Surgeons, nor the Loews Miami Beach Hotel shall be obligated to maintain property, liability, or business interruption insurance covering the exhibitor. It is the sole responsibility of the exhibitor to obtain such insurance and the exhibitor must do so at his/her own expense.

**18 LIABILITY/HOLD HARMLESS AGREEMENT**

Each exhibitor assumes full responsibility and liability for and agrees to protect, defend, identify, save and hold forever harmless the American Association of Neurological Surgeons (AANS), Congress of Neurological Surgeons (CNS), AANS/CNS Section on Pain and the Loews Miami Beach Hotel and their respective agents, servants, employees, representatives, successors, and assigns, from any and against all claims, demands, causes of action, damages, costs, and expenses, including attorney’s fees, for injury to person or damage to property, including theft, misappropriation, or loss of property asserted against either or all of them arising out of or in connection with the exhibitor’s occupancy or use of the Loews Miami Beach Hotel, including but not limited to the installation, maintenance, and removal of the exhibit, and from and against any penalty, damages, or charges imposed for the violation of any law, ordinances, or regulations arising out of or in connection with the exhibitor’s occupancy or use of the Loews Miami Beach Hotel and its exhibition space, resulting from the negligent act or acts of its employee(s) or products. The exhibitor waives any and all claims it may have against any or all of the employees, representatives, successors, and assigns for injury or damage to persons or property (including theft, misappropriation, or loss of property) arising out of or in connection with the AANS/CNS Section on Pain Meeting and the use of Loews Miami Beach Hotel, except as may arise solely from the gross negligence of one of the foregoing parties. The exhibitor further waives any claim against the American Association of Neurological Surgeons (AANS), Congress of Neurological Surgeons

(CNS), AANS/CNS Section on Pain and its agents, employees, representatives, successors, and assigns, arising out of the oral or written publication of any statement made in connection with the AANS/CNS Section on Pain Meeting by anyone not an employee of the AANS or CNS concerning the exhibitor or his/her exhibit. In the event that the Loews Miami Beach Hotel thereof is destroyed or damaged by fire or other calamity so as to prevent the use of the premises for the purposes and during the period of the exhibit or in the event the AANS/CNS Section on Pain Meeting, the Loews Miami Beach Hotel cannot use or occupy the premises because of strikes, acts of God, national emergency, or other causes beyond their control, the exhibitor’s right to exhibit lease shall terminate and the exhibitor hereby waives any claim it may have against any of the foregoing parties by reason of such termination, except that if such event occurs prior to April 13, 2012 the opening day of the meeting, the AANS shall refund the prepaid fee to the exhibitor.

**19. INDUSTRY SPONSORED EVENTS**

Except to hold entertainment or social functions, exhibitors must confine their activities to their allotted exhibit space. No entertainment functions, meetings, courses, or social functions may be scheduled to conflict with AANS/CNS Section on Pain Meeting program hours, activity hours, or exhibit hours. Entertainment and social functions must be in good taste and conform to the purpose of the meeting. The Association should be notified in writing of any special activities (whether entertainment, educational, or promotional in nature) planned by an exhibiting company for the period beginning Friday, April 13 through Saturday, April 14, 2012. Announcements and invitations addressed to members of the medical profession concerning such industry-sponsored events must be submitted and approved by Ken Schott, Exhibits Manager prior to production and distribution, and should clearly indicate the name(s) of the sponsor and must in no manner imply directly or indirectly that the event is a part of, or an official activity

of, the Association. Function space held by the Association will be released only to companies exhibiting at the Meeting.

**20. AMERICANS WITH DISABILITIES ACT**

Exhibitors are responsible for compliance with the Americans with Disabilities Act of 1992 for their exhibit space.