

VERMONT EMERGENCY MEDICAL SERVICES CONFERENCE, INC.

P.O. Box 64755
Burlington, VT 05406-4755
802-863-7260
802-863-7577-FAX

December 2009

Dear Prospective Ambulance Vendor:

We are celebrating our 22nd year of our Annual Vermont EMS Conference. We cordially invite you to be an exhibitor for our upcoming spring conference. The sponsor of this conference is the Office of Public Health Preparedness and Emergency Medical Services, a division of the Vermont Department of Health. Our conference is being held on March 27-28, 2010 at the Sheraton Burlington Hotel & Conference Center located in Burlington, Vermont.

In light of the current economic situation and in spite of rising costs associated with the conference we are proud to announce that we have managed to keep the majority of our vendor fees the same as in past years. We are striving to keep our fees attractive for both exhibitors and attendees alike. Our intention is to continue attracting a large number of attendees and make it a success for all. We depend on the support of our industry vendors and look forward to your continued participation.

Again this year we will not provide a heated tent for vehicle displays. Due to rising costs it has become too exorbitant for vendor support. Therefore we will be providing roped-off parking lot space for vehicle displays and an indoor exhibit table for literature and sales opportunities with attendees.

Our conference is the largest gathering of Emergency Medical Providers, squads, fire departments and hospital personnel in the state of Vermont. Our objective is to offer a wide variety of EMS products, the latest EMS equipment, and vehicle displays that are of interest to these groups. We are also inviting exhibitors that may provide a personal interest product to this diverse group. We hope you will take advantage of this reasonable marketing opportunity and join us at our conference. We are anticipating 600-700 attendee's at this year's conference.

Please note that we offer 2 levels of registration fees. We offer an early-bird registration fee as a cost-saving effort for your organization. It is helpful for us to receive early registrations rather than late registrations so we encourage you to register early and save money!

Please find the enclosed general information and registration forms for the conference:

- ❖ General Vendor Information
- ❖ Vendor Registration Form (**Early registration fee deadline 2/12/10 & Late registration fee deadline 3/10/10**) **Please Note: Hotel reservations may be booked on-line or called in, hotel room deadline is 3/10/10.**
- ❖ Proposed Conference Schedule
- ❖ Sheraton Hotel Electrical Order Form (**Deadline 3/10/10**)

As an incentive for conference attendee's to visit each vendor display, we request that vendors furnish a door prize, which will be raffled off by Vermont EMS staff after the closing session. This has been a tradition for our conference and we have found it to be very successful for attendee's and vendors. We feel it allows one last opportunity to advertise your organization. Your participation is very much appreciated. If you choose to participate an EMS staff representative will collect door prizes on Saturday or give to a representative upon vendor check in on Friday.

We welcome and appreciate your participation as a vendor and hope you will consider attending. We encourage you to register early and take advantage of the early registration savings. Please return the enclosed form **on or before Friday, February 12, 2010 to take advantage of early registration fees (final deadline 3/10/10)**. Space is limited. Upon receipt of payment you will receive a confirmation.

If you have any questions please call the EMS Conference Hotline at 802-863-7260 or 800-244-0911 within Vermont. We look forward to seeing you at New England's premier EMS Conference.
Best Regards, Vermont EMS Conference Committee & Donna Jacob-VT EMS Administration Secretary

AMBULANCE VENDOR INFORMATION
2010 Vermont Emergency Medical Services, Inc. Conference
March 27- 28, 2010

Conference Vendor Fees:

The charge for display space will be \$450.00 for early registration postmarked on or before Feb. 12th and \$465.00 for late registration deadline postmarked by March 10th. This fee includes one 2x6 table in Exhibit areas, continental breakfast, lunch and breaks for two representatives for both days. Display space for 2 ambulances outdoors. Space is limited so register early. Additional representatives (over two) are welcome at the cost of \$30.00 per person per day. Additional space for a 3rd vehicle in the parking lot is \$25.00 per vehicle (over two). **Early deadline is Fri., Feb. 12th with a final deadline of March 10th.**

Space Assignments: Table space is assigned on a first paid, first served basis. Vendor tables will be located throughout the entire conference facility. On Friday, March 26th at 4:00pm a representative will be located at a registration table inside the Exhibit Hall to advise you of your table assignment. You will not be advised in advance of your "specific" table number.

Parking & Unloading:

Parking at the Sheraton is free. When arriving for set up please **do not** park and unload in front of the conference center doors (overhang). This area must be kept clear due to fire safety regulations. Please unload around the back of the Sheraton at the loading dock area or at the side garage door entering to the Exhibit Hall. You may also park in general parking and come in through the conference doors but you cannot park in front of the area. If possible bring along a small cart to unload product materials, since availability of carts at the hotel are quite limited.

Vendor Set Up & Breakdown: We request vehicle parking lot set up take place at 3:00pm. Vendors will have access to the Exhibit Hall beginning at 4:00p.m. for display table set up on Friday, March 26, 2010. Inside set up will continue until 9:00pm. A representative will be located inside the Exhibit Hall to give you your table assignment. Vendors are encouraged not to breakdown their exhibit until 2:00pm on Sunday, March 28th. The conference adjourns at 4:15p.m.

Vendor Exhibit Hours:

Saturday	– March 27, 2010	8:00a.m. - 6:00p.m.
Sunday	– March 28, 2010	9:00a.m. - 2:00p.m.

Door Prizes & Sponsorships:

As an incentive for conference participants to visit each vendor display, vendors are requested to furnish a door prize, which will be raffled off by Vermont EMS staff after the closing session. While we understand that many vendors hold their own raffles, conference participants look forward to the one held at the end of the weekend. This also gives one last opportunity to advertise your company. An EMS staff representative will collect your door prize on Saturday. Your participation is appreciated.

We also have available conference sponsorships, gold level - \$500.00, silver \$350.00, and bronze level \$200.00. See the registration form for details. This is another opportunity for vendors to receive additional recognition of their products.

Please see reverse side.

Electrical & Telephone Connections:

Electrical and telephone services are available through the Sheraton Hotel. Please indicate on your registration form if this service is required. You also need to complete and send the enclosed electrical order form directly to the Sheraton Hotel. Electrical fees are in addition to your booth fees and must be paid directly to the Sheraton. Fees will vary depending on your needs. The **deadline for electrical/telephone orders is March 10, 2010**. It is important that you indicate on your registration form if you do need electrical and send payment and electrical orders to the Sheraton. If you need to contact the Sheraton the number is 802-865-6600 or you may fax your order form to 802-865-6617.

Hotel Accommodations:

The Sheraton Burlington Hotel is offering a discounted rate of \$125.00 inclusive of tax (up to 4 persons allowed in the room). You may phone in your reservation by calling 802-865-6600 or 1-800-677-6576. Identify yourself as a vendor attending the VT EMS Conference in order to receive the conference hotel rate. You may also book your reservation on-line by using the following hotel link:

<http://www.starwoodmeeting.com/Book/VTEMS2010>

Registration deadline is March 10, 2010, reserve early because space is limited.

Directions – Exit 14W off I-89 or access www.sheratonburlington.com for directions.

Awards Banquet & Ceremony: Saturday, March 27th there will be an EMS Awards Dinner and presentation ceremony. At 5:30p.m. there will be a cash-bar cocktail hour, with dinner at 7:00pm and awards to follow, there will a DJ providing music for dancing. The Sheraton will be serving a sumptuous dinner buffet! The cost is 37.00 per person.

Pre-shipping:

The hotel has limited storage capacity for pre-shipped exhibit materials. It is not permitted to pre-ship for arrival at the hotel earlier than Monday March 22nd. All pre-shipped materials must be labeled according to the following example:

John Q. Smith
ABC Corporation
123 Country Rd.
Middletown, USA 12345

Hold for arrival on 3/26/10
John Q. Smith (please insert name of on-site rep)
Vermont EMS Conference
Sheraton Hotel Burlington
870 Williston Rd.
Burlington, VT 05403

Box #1 of 6

State of Vermont Department of Health
Office of Public Health Preparedness/EMS

2010 VERMONT EMS ANNUAL CONFERENCE

Sheraton-Burlington Hotel & Conference Center
Burlington, Vermont
March 27-28, 2010

AMBULANCE VENDOR REGISTRATION FORM - PLEASE PRINT

Organization _____ Contact Person _____

Street _____ City _____ State _____ Zip _____

Telephone _____ Fax _____ Email _____

Product Description

On-site Representatives: Please list all representatives requiring a name badge. Print the name, as you would like it to appear on the badge. Please advise all names by Friday March 10, 2010.

AMBULANCE VENDOR FEES:

_____ **Early Registration Fee - \$450.00 (postmarked by 2/12/10)**

We encourage you to register early due to space limitations and cost savings!

_____ **Late Registration Fee - \$465.00 (postmarked by 3/10/10)**

The fee for Ambulance Vendors includes outdoor display space for your vehicles (up to 2 vehicles) plus one display table located in the Exhibit Hall area. Early Registration Deadline is 2/12/10.

The above registration fees include one (1) 2' x6' table, continental breakfast, lunches and breaks for two representatives for Saturday and Sunday. Electrical service is available for indoor display space but not outdoors for your vehicles.

This fee does not include electrical needs please indicate if you need electrical and complete the form and send to the Sheraton. Thank you.

Display vehicles: Please indicate the total number of vehicles being displayed: _____

Additional Vehicle Fee over 2 is an additional \$25.00 per vehicle.

Electrical Service Required? Yes or No **Telephone Service Required?** Yes or No

Please complete enclosed electrical order form if applicable. Deadline for Electrical Order is **March 10th**.

As always we will do our best to position space assignments so as not to conflict with potential competitors. However there is limited space within the area.

Lunches: Number of representatives on Saturday March 27: _____ Sunday March 28: _____
(Please add **\$30.00 per person per day** for each representative above the 2 included in the space fee)

2010 Vermont EMS Conference Vendor Information

Here is an introduction to the proposed schedule (at the time of this mailing) for 2010. Listed below are key times, which will be helpful in planning high traffic times for attendees visiting your exhibits.

Friday – March 26, 2010

- 2:00pm-3:00pm Vehicle Sales Representatives arrive with their vehicles. There will be a designated area for washing trucks. Set up for vehicles within the parking lot will take place at 3:00pm, all vehicle vendors must arrive at the same time to arrange set up. Beginning at 4pm you may set up your inside table display.
- 4:00pm-9:00pm All other vendors arrive for set up within the Exhibit Hall areas. Vendor Registration will take place just inside the Exhibit Hall.

Saturday – March 27, 2010

- 8:00am – 9:00am Conference Registration for Attendees - Diamond Foyer
If you are a vendor checking in on Saturday, please wait and come to the registration area after attendee registration, approximately 9:15am.
Continental Breakfast is served in the Exhibit Hall
- 9:00am –10:10am Keynote Presentation - Emerald Ballroom
- 10:10am – 10:30am Morning Break-time – Exhibit Hall
- 10:30am- 12:00pm Conference Sessions begin
- 12:00pm – 1:15pm Buffet Lunch Served in the Exhibit Hall (11:30am for exhibitors)
- 1:15pm – 2:30pm Conference Sessions continue
- 2:30pm – 2:45pm Afternoon Break-time – Exhibit Hall
- 2:45pm- 4:15pm Conference Sessions
- 4:15pm-6:00pm Free time for attendee's to visit vendor booths.
- 6:00pm Exhibit Hall locked for the night.
- 6:00pm Cocktail Hour Emerald Promenade
- 7:00pm Awards Banquet Dinner & Ceremony – Emerald Ballroom
(advance ticket purchase required)

Sunday – March 28, 2010

- 8:00am – 9:00am Continental Breakfast Served in the Exhibit Hall
- 9:00am Conference Sessions Begin
- 10:15am – 10:30am Morning Break-time - Exhibit Hall
- 12:00pm – 1:15pm Buffet Lunch Served in the Exhibit Hall (11:30am exhibitors)
- 2:00pm Vendors begin breaking down exhibits.
- 4:15pm Conference Closing/Door Prize Drawings