

An aerial photograph of Norfolk, Virginia, showing the waterfront area with the Nauticus building, the Norfolk Waterside Marriott, and other city buildings. The water is visible on the left side of the image.

THE
Virginia
MEETING®
A Program of the Virginia Dental Association

Exhibitor Prospectus

September 16-20, 2015

Norfolk Waterside Marriott

Dear Prospective Virginia Meeting Exhibitor or Sponsor,



It is my pleasure to extend this invitation for you to join us at The Norfolk Waterside Marriott in Norfolk, Virginia. I am thrilled about your interest in being part of this meeting and I am certain that you'll want to be there. Returning to Norfolk for the first time in 8 years is exciting as it is such a popular location for our attendees—and it's beautiful. As always, we have carefully considered the exhibitor feedback from last year and we have used your thoughts and ideas to make sure you have the best possible experience while you are with us.

That said, The Virginia Meeting is the perfect opportunity for you to showcase your products and services to our nearly 1,500 attendees! In addition to dentists, our attendees cover a wide range of occupations within the dental profession, including (but not limited to) hygienists, office staff, and dental students. Companies with a booth in our exhibit hall have the capacity to reach out to new customers and match their needs with the products and services your company can provide. ***It is also a chance for exhibitors to offer meeting specials to clients that won't be available at any other time. Our feedback from attendees indicates that this is one of the most anticipated highlights of the exhibit hall.*** I hope that you will take this opportunity to benefit your business and expand your base of clients.

Because of the support of our dedicated sponsors, the Virginia Meeting continues to provide attendees with a rich, comprehensive experience. We are appreciative of your unwavering support and are thrilled to see your business grow and thrive as attendees gain name recognition with your sponsorship. We hope that not only will our loyal sponsors continue to participate in the Virginia Meeting, but that additional companies will take this step as well. **There are endless opportunities for sponsorship, so take some time to find just the right one for your company.**

Please review this Exhibitor Prospectus carefully for more detailed information about this exciting event. We hope that you will return your application promptly as spaces tend to fill quickly. By responding right away, you can guarantee your company a spot and avoid the waiting list. Additionally, exhibitors and sponsors this year will be given first right of refusal to exhibit and sponsorship opportunities for 2016.

On behalf of the Virginia Dental Association and the registrants who will benefit from your services, I thank you for helping to make our 2015 meeting the best one yet. I am looking forward to seeing you in September!

Sincerely,

Cheryl Billingsley, DDS
Chair, 2015 VDA Council on Sessions

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Important Dates & Details

Dates & Deadlines

November 10

- Booth registration begins

December 19

- Early booth rate expires

March 27

- Standard booth rate expires
- Booth rental fee balance due
- Deadline for cancellation of booth space without 100% penalty

April

- Booth assignments and exhibitor packets mailed

June

- Attendee registration opens

July 1

- Exhibitor lunch orders due
- Forms in exhibit packet due

August 28

- Attendee registration closes

September 17

- **Booth set-up**
8:00am-1:00pm
- **Exhibit Hall open**
1:00pm-6:30pm
- **Opening Reception**
4:30pm-6:30pm

September 18

- **Exhibit Hall open**
8:00am-6:00pm
- **Closing Reception**
4:30pm-6:30pm
- **Exhibit removal**
6:30pm-9:30pm

Administrative Info

Show Management

Virginia Dental Association
Carter Lyons
3460 Mayland Court, Suite 110
Henrico, VA 23233
(804) 523-2193 (direct)
(804) 288-5750 (main)
(804) 288-1880 (fax)
lyons@vadental.org

Service Contractor

Exhibits, Inc.
2505 Glen Center Street
Richmond, VA 23223
(804) 788-4400 (phone)
(804) 788-0186 (fax)

Please ship all freight to Exhibits, Inc. at this address.

Booth Details

Your Booth Includes:

- (1) 6x10 exhibit space
 - Pipe and drape (navy & white)
 - (1) Counter-height table (6 ft.)
 - (1) Stool
 - (1) Sign (your company name)
 - (1) Boxed lunch
- *Show floor IS carpeted***

Booth Pricing

By December 19, 2014
\$1100/\$1200

By March 27, 2015
\$1200/\$1300

By August 28, 2015
\$1300/\$1400



Be **VISIBLE.**

We have the recipe for your success. Stand out from the competition by going beyond the pipe and drape. Bring attendees to your booth with the following strategies.

FREE Attendee Mailing List

Meeting specials are what attendees want to see! Offer a meeting special at your booth and receive the mailing list at no charge.

Discounted Booth Rate

Who isn't excited by an attractive display and an engaging sales rep? Our attendees vote every year and the winning booth receives a discounted booth and extra recognition throughout the year. Get competitive—and have fun!



Application Details

As an exhibitor, you agree to the following:

- Exhibit booths will be assigned in accordance with the exhibitor's preference in order in which completed agreements are received with the correct deposit. VDA cannot guarantee that booth space requested will be assigned. Booths are assigned based on seniority, sponsorships, number of spaces requested, and the date the contract was received. Also taken into consideration are competing companies if noted on the application. Shielding also cannot be guaranteed.
- The \$550 deposit is non-refundable. Balance on booth deposits must be received by no later than March 27, 2015 or booth may be subject to reassignment or cancellation. **All cancellations to booth space must be in writing. Refunds will be issued only if all booth space is sold. Requests to cancel within 30 days of the show will receive no refund.**
- Exhibiting companies must abide by the rules and regulations governing the Virginia Meeting as printed in the Exhibitor Prospectus. By applying for exhibit space, all company representatives agree to abide by the terms and conditions set forth on page 4 of exhibitor prospectus.
- Exhibiting companies will be mailed a registration packet in April with complete information on booth assignment, representative registration, booth furnishings, shipments, and other vital information regarding the tradeshow.
- Exhibits, Inc. has been selected as the official contractor for the 2015 Virginia Meeting of the Virginia Dental Association. An exhibitor's service kit containing information on drayage, furniture rental, labor, etc. with a complete list of charges will be mailed to exhibiting companies in April. Shipping, storage, and labor for assistance in unpacking, erecting, dismantling, and repacking will be handled by Exhibits, Inc. Freight should be prepaid. **Please do not send freight to the Virginia Dental Association or The Norfolk Waterside Marriott.**
- Standard booth backgrounds and side rails, decorated with show color drapery and uniform two-line signs will be provided by Exhibits, Inc. Individual booth backgrounds are eight feet in height and divider rails are 33 inches in height. Materials can be placed anywhere within the 6'x10' exhibit space. Materials cannot exceed 8 feet in height. All exposed parts of the display must be finished. Company representatives will be asked to rearrange their booth if the set-up does not conform to the specifications above or they are objectionable to other exhibitors or the VDA. The VDA reserves the right, in the best interest of exhibitors, to relocate selected objects in areas other than that selected by the exhibitor.
- Additional furniture and electrical needs can be purchased/rented through Exhibits, Inc. or the Norfolk Waterside Marriott. We encourage you to address these needs prior to the show and forms to do so will be included in registration packets mailed in April.
- All representatives must have a badge and wear it at all times. For security purposes, no one will be admitted in the exhibit hall without a name badge. Representatives will be given badges when they check in upon arrival at The Virginia Meeting.
- Exhibitors are required to finalize all booth preparations by 1:00pm on Thursday, September 17, 2015. All exhibits must be operational at this time. After this hour, no installation work will be permitted without special authorization by the VDA. Dismantling, removing, and/or packing of exhibits cannot begin earlier than 6:30pm on Friday, September 18, 2015.
- Exhibit booths must have a representative present in the booth during all hours the exhibit hall is open.

How to Apply:

Submit contract and \$550 (per booth) non-refundable deposit to:

Virginia Dental Association
Attn: Carter Lyons
3460 Mayland Court, Suite 110
Henrico, VA 23233
lyons@vadental.org
804-288-1880 (fax)



Application for Exhibit Space

Company Information

Company Name _____

Primary Contact: _____ Title _____

Street Address _____

City _____ State _____ Zip _____

Phone _____ Ext _____

Email _____ Fax _____

Information for Publication

Customer Service Number _____ Ext _____

Website _____

Please submit company logo (JPEG or EPS format) to lyons@vadental.org for inclusion on VDA website.

Booth Information (Please see map on page 5 for layout of exhibit hall.)

Description of Product or Service _____

1st choice _____ 3rd choice _____

2nd choice _____ 4th choice _____

If my choices are not available, I request the closest comparable booth possible.

If my choice are not available, please assign my booth at your discretion.

Payment Information

Please bill my credit card. (The VDA accepts all major credit cards.)

Credit Card Number _____ Expiration Date _____ / _____

Name on Card _____ Security Code _____

Address on Card _____

Amount to be Charged _____ Signature of Cardholder _____

I have enclosed a check payable to The Virginia Dental Association.

I have read and agree to abide by all the terms and conditions set forth by the VDA. _____

Signature

Send completed application and \$550 (per booth) deposit to: Virginia Dental Association
Attn: Carter Lyons
3460, Mayland Court, Suite 110, Henrico, VA 23233
lyons@vadental.org

TERMS AND CONDITIONS

1. SUBLETTING OF SPACE: The exhibitor agrees that the display will be confined to the area of the space reserved; and that subletting or showing products other than those manufactured or represented by the exhibitor is strictly prohibited. Only the company who purchased exhibit space may set up in an exhibit booth. Offending companies will be asked to leave the show and may have their exhibit privileges revoked for future years. The VDA has a NO TOLERANCE policy when it comes to this issue. In addition, only company employees will be allowed to obtain name badges for the show.

2. ARRANGEMENT OF EXHIBITS: The exhibitor agrees to arrange his/ her exhibits so as not to obstruct or interfere in any way with the general view or the view of the exhibits or other exhibitors, or the free passage of spectators. All exhibits must conform to the requirements of the Fire Department Board of Insurance Underwriters of Virginia. The decision of the Virginia Dental Association as to what constitutes such obstruction or interference is final. Should show management have to physically move an exhibit, the exhibiting company will be responsible for any and all related costs to Exhibits, Inc.

3. INSTALLATION AND REMOVAL OF EXHIBITS: In the event that any exhibitor fails to complete pre-show installation and arrangement for the removal of boxes and crates by 1:00 pm on Thursday, September 17, 2015 the Virginia Dental Association reserves the right to remove, at the exhibitor's expense and risk, all such exhibits and materials pertaining thereto from the space allotted to such exhibitor and cancel this contract. In such event the Virginia Dental Association shall retain the amount paid by such exhibitor as space rental and for liquidated damages covering expenses paid by the Virginia Dental Association and the loss of rental from other exhibitors. All post-show exhibits not removed by 9:30 pm on Friday, September 18, 2015 may be removed by the Virginia Dental Association or the Norfolk Waterside Marriott at the express risk and expense of the exhibitor.

4. CARE OF SPACE: The exhibitor agrees not to deface, injure, or mar the exhibition hall of the Norfolk Waterside Marriott or any of the furniture of fixtures contained therein, and/or any of the property of whatever nature placed therein by the Virginia Dental Association, and the exhibitor shall be liable to The Norfolk Waterside Marriott, and/or the Virginia Dental Association for any damage resulting to such exhibition hall and/or furniture and fixtures contained therein and/or such property placed therein by the Virginia Dental Association which shall occur by reason of the commissions or omissions of any exhibitor and/or his agents, servants or employees, and the exhibitor shall defend and save harmless the Virginia Dental Association from all claims and suits against said Virginia Dental Association arising from the aforesaid commissions or omissions of the exhibitor, his agents, servants or employees. All materials used by exhibitors must conform to the requirements of the Fire Department Board of Insurance Underwriters of Virginia. X-ray equipment is to be dead.

For one hour before the public is admitted each morning, and for one hour after the hall is closed to the public, exhibitor representatives with proper credentials will be permitted on the floor for chores they see fit to perform. During these periods only, while exhibitors are on station, hotel cleanup personnel will be permitted inside the exhibit hall. At all other times, the security guards will permit no individual to enter or leave the exhibit hall except by authority of the Fire Marshall or the Police Department.

The exhibitor assumes entire responsibility and hereby agrees to protect, indemnify, defend and save harmless the Virginia Dental Association, The Norfolk Waterside Marriott, its owner and operator, and their affiliated, and subsidiary companies, and their respective partners, directors, officers and employees and agents (the "Indemnities") against all claims, losses or damages to persons or property, governmental charges or fines and attorney's fees arising out of cause by the exhibition's installation, removal, maintenance or occupancy or use of the exhibition premises or part thereof, excluding any liability caused by the sole negligence of the Indemnities. In addition, the exhibitor acknowledges that the Virginia Dental Association, The Norfolk Waterside Marriott, its owner and operator, and any of the other Indemnities do not maintain insurance covering exhibitor's property and that it is the sole responsibility of the exhibitor to maintain business interruption insurance and property damage insurance covering such losses by exhibitor. The Virginia Dental Association is not responsible for items removed from booths while booths are left unattended.

5. CONDUCT AND RESTRICTIONS: The Virginia Dental Association reserves the right to restrict all exhibits which, because of noise, odor, food, drink, or other objectionable features, interfere with the orderly procedure of the exhibition; also to prohibit any display or procedure which in its judgment runs counter to the general character of the exhibition. Therapeutic products, or

products of a therapeutic nature, which do not meet the ethical standards of the dental profession will not be accepted for display. The solicitation of customers in the aisles will serve as grounds for expulsion from the exhibition. Exhibitors will conduct their business from the confines of the booths they have rented. Exhibitors may not presume the role of host at the Virginia Meeting of the Virginia Dental Association. Potential customers or personal friends may be invited on condition that such invited persons comply with the regulations applicable to all other registrants at the Virginia Meeting of the Virginia Dental Association. Revenue lost from violation of this rule will be recovered from the transgressing exhibitor who accepts the decision of the Virginia Dental Association in the event of a dispute between the "invitee" and the exhibitor. Dentists who are non-members of the American Dental Association are required to pay the non-member registration fee to enter the exhibit hall. Exhibitors may not register non-ADA member dentists unless the non-member fee is paid. Exhibitors may host no function in conjunction with the Virginia Meeting of the Virginia Dental Association without the written consent of the Virginia Dental Association, which shall not be unreasonably withheld. The exhibitor shall, during the meeting, use for exhibit, display or related purposes, only the space which has been contracted. No exhibitor will sponsor a seminar or presentation in the Norfolk, VA area without approval of the Virginia Dental Association from August 31—September 30, 2015. Exhibitors sponsoring prize drawings in conjunction with the meeting must prominently display any limitations on registering for or accepting the prize. The exhibitor must submit to the Virginia Dental Association no later than 30 days following the meeting a list of prizes offered, names and addresses of the respective winners and any limitations on the prizes. The rights reserved in this section apply as well to the conduct of agents and employees of the exhibitor and any property used by such exhibitors in the installation and operation of exhibits. The decision of the Virginia Dental Association as to what acts constitute a breach of the above conditions shall be final, and any exhibitor shall be subject to eviction without refund if he is judged to be in violation of the aforementioned conditions.

6. LIABILITY: The Virginia Dental Association shall not be liable for any damages in the event that performance of this contract is rendered impossible for any of the following causes: destruction of The Norfolk Waterside Marriott or any substantial portion thereof, by fire, earthquake, the elements, or a public enemy; strikes or other public disorder; impossibility of performance created by law or any public authority; and/or for any cause beyond its control or the control of The Norfolk Waterside Marriott. The Virginia Dental Association will, however, in the event of its not being able to hold the exhibition for any of the reasons set forth above, reimburse exhibitors pro rate on the amount of rental paid by each exhibitor as follows: total rentals paid by all exhibitors, less expenses incurred by the Association in constructing and installing the exhibits, shall be refunded to the exhibitors in the ratio of their rental payments prorated by the number of days the exhibits fail to proceed as scheduled.

7. CANCELLATION OF EXHIBIT SPACE: Request for cancellation of exhibit space should be presented in writing to the Virginia Dental Association, 3460 Mayland Court, Suite 110, Henrico, VA 23233. Each exhibitor shall be liable for the full space rental unless the space is subsequently resold to another exhibitor. All deposits are nonrefundable. Additionally, if cancellation is made less than 30 days prior to the meeting, the exhibitor will forfeit all deposits and payments received by the Virginia Dental Association.

8. PAYMENT: If any remaining balance of the full remittance of the booth(s) engaged by the exhibitor has not been received by the Virginia Dental Association by August 28, 2015, the Association reserves the right to cancel this contract without liability. In such event, the Virginia Dental Association shall retain the amount paid by such exhibitor as a forfeited deposit. Any exhibitor with a remaining balance on Monday, September 14, 2015, will not be allowed to set up until full payment has been remitted in the form of certified check or money order.

10. INTERPRETATIONS OF ABOVE RULES AND REGULATIONS: Above stated conditions are considered a part of this contract. The Virginia Dental Association reserves the right to interpret them as well as make decisions on all points the rules and regulations do not cover. Decisions of the Virginia Dental Association are final.

11. FREE ATTENDEE MAILING LIST: To qualify for a free mailing list, you must offer attendees a meeting special only available at the 2015 Virginia Meeting. This special offer may be available at no other time during the year. The VDA reserves the right to review specials and decline any meeting special that does not meet this qualification.

Marriott®

NORFOLK WATERSIDE

Norfolk Ballroom

Booth Information

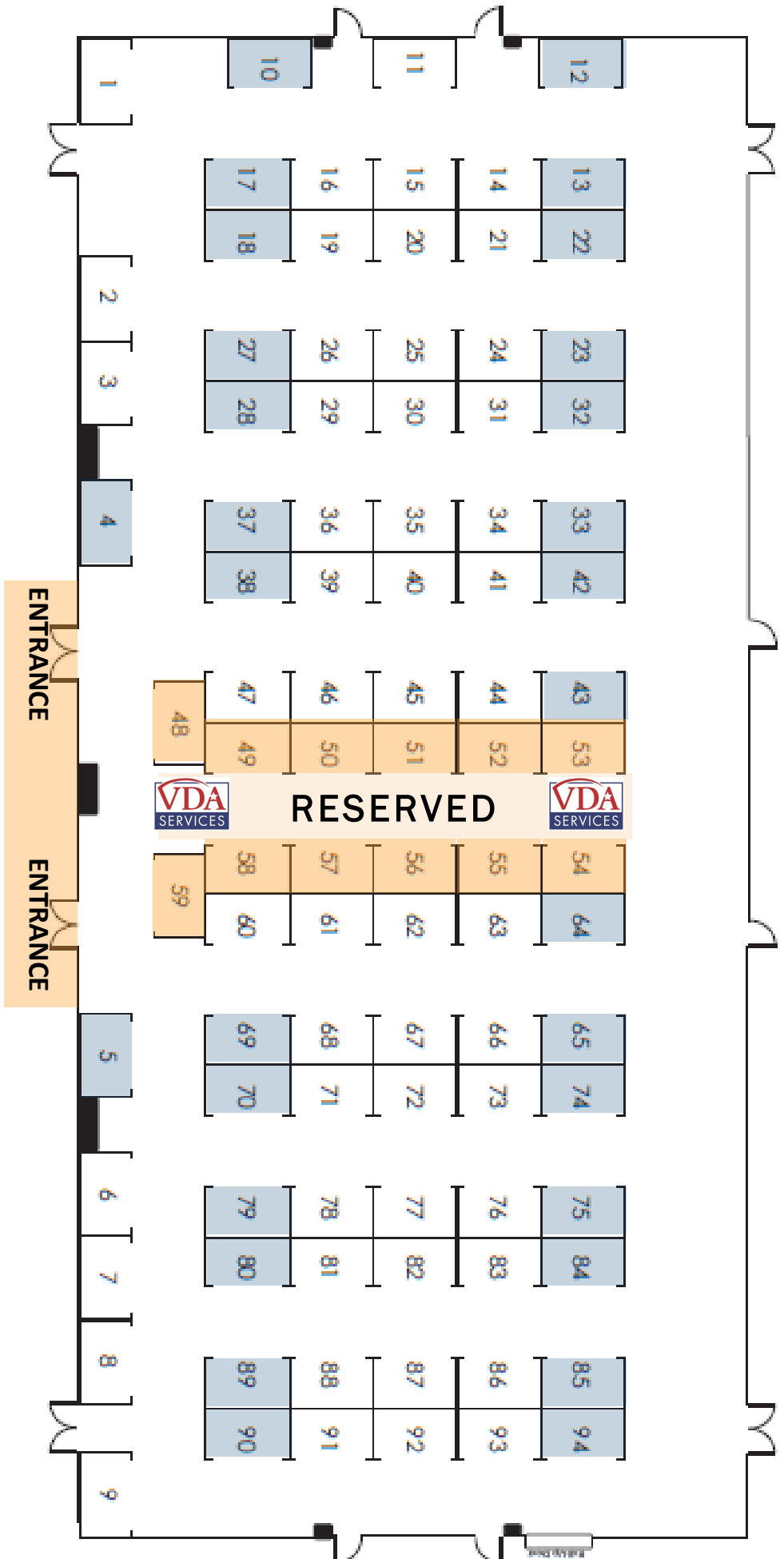
All booths are 6 ft. x 10 ft.
(Deep x wide)

Included with your booth:

- Pipe & drape (navy/white)
- (1) Counter-height table (6 ft.)
- (1) Stool
- (1) Sign (your company name)
- (1) Boxed lunch

Show floor IS carpeted

Corner Booths (+\$100)

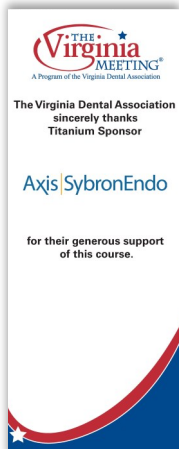




Sponsorship Beyond the Booth

Continuing Education Sponsorships

Be a part of making the greatest meeting benefit happen—attendees will thank you!



Titanium (\$10,000)

This **exclusive, full-day course** sponsorship comes with a banner in the course room, a sign at the course door, verbal recognition during the course, & logo in all printed meeting material.

Platinum (\$5,000)

This **exclusive, half-day course** sponsorship comes with a banner in the course room, a sign at the course door, verbal recognition during the course, & logo in all printed meeting material.

Diamond (\$2,500)

This course sponsorship comes with a sign at the course door, verbal recognition during the course, & logo in all printed meeting material!

Gold, Silver, and Bronze sponsorships are also available.

Advertise

Be visible to **every attendee** before they even arrive with these great opportunities!

Virginia Meeting Emails

- Top Line (\$1250)
- Bottom Line (\$1000)

Get noticed **all year long** with the purchase of ad space in Virginia Meeting emails. A minimum of 5 emails will be sent and VDA will develop all content. All you have to do is send us the ad!

Registration Magazine

- Full-page inside front cover (\$800)
- Full-page (\$700)
- 1/2-page back cover (\$450)
- 1/2-page (\$350)

Mailed to all VDA member dentists and contains critical meeting registration details! Stand out as attendees flip pages!

Onsite Program

- Full page inside front cover (\$700)
- Full-page back cover (\$700)
- Full page (\$550)

Handed to all VDA member dentists and full of crucial event details. Get creative, show off your company, and drive traffic to your booth!

Signage

The first thing attendees see when they arrive, ascend to another floor, or turn a corner? Your sign!

Escalator Banners

Imagine your logo (and booth number!) being the first thing an attendee sees at the top of an escalator! It's the perfect way to drive attendees to your booth by being visible all day long. We can make it happen!

\$5000 per banner

Directional Signs

Be the reason attendees don't have to ask for directions! We'll place your logo at the top of a directional sign and attendees will not only notice you, but they'll thank you later!

\$2500 per sign

Event Sponsorships

Our attendees are quite social—get noticed by being a sponsor of one of our beloved fun events!



VDA President's Party

The highlighted social event of the meeting, we encourage you to be visible at the celebration attended by dentists and their guests and staff, as well as all our VIPs, speakers, and VDA leadership. Sponsorship includes signage and verbal recognition, as well as inclusion in all printed meeting materials.

Gold (\$1,000), Silver (\$750), and Bronze (\$500) levels available.

Exhibit Hall Opening & Closing Receptions

Stand out during a reception hosted by exhibitors for all of our 1,500 attendees! These highly-anticipated events are popular with our guests and we offer many opportunities for you to be visible! Sponsorship includes signage and printed recognition in all meeting materials.

Gold (\$750), Silver (\$500), and Bronze (\$350) levels available for each event.



Golf Events

Our annual golf tournament and our putting tournament are events that our attendees look forward to—so don't miss your chance to be noticed! Many opportunities await!

**Overall tournament (\$2000, \$1000), Lunch (\$1500), Drink Tickets (\$1500)
Prize Sponsor (\$500), Individual Hole (\$425)**

Ping Pong Tournament

Always a "hit" with our attendees, be remembered for the fun time had by all!

**Overall tournament (\$500), Refreshments (\$350),
Ball/Paddle Sponsor (\$100)**

Morning Coffee & Snacks

Our attendees will thank you for giving them a boost to get their day started and keeping them going through a full schedule!

\$500 per sponsor

S.W.A.G. (Stuff We All Get)

Everyone loves a gift—be remembered by our attendees because of an item they take with them!

S.W.A.G Bags

Get maximum exposure by having your name on the bag that everyone carries around!
\$2000—limit of 3 sponsors

Jump Drives (Handouts)

We're using less paper! Be the one attendees thank for a copy of all meeting handouts!
\$3000—limit of 2 sponsors

Registration Inserts

Include ads, or better yet, COUPONS for our attendees when they visit your booth.
\$2000—limit of 3 sponsors

Brushing Stations

Promote oral hygiene AND get noticed! You have the chance to place toothbrushes, toothpaste, and/or mouthwash in the public restrooms for attendee use.

\$1000 per bathroom

Welcome Table Goodies

Every attendee stops by our welcome table. Get noticed by having an item there waiting for them. We'll hand it to them *and* thank your company for providing it.

\$1000—3 sponsorships available

Hotel Dark Channel and Meeting Space Reader Boards

The brightest way to reach attendees! This loop is played over and over on the hotel TVs and in all meeting space. The perfect way to generate interest and bring attendees straight to your booth!

\$2500 per day , per sponsorship (Dark channel and reader boards are separate sponsorships.)



Application for Sponsorship

Company Information

Company Name _____

Primary Contact: _____ Title _____

Street Address _____

City _____ State _____ Zip _____

Phone _____ Ext _____

Email _____ Fax _____

Sponsorship Information

Sponsorship: _____

Details: _____

(Name of speaker, preferred date of sponsorship, specific information or request related to sponsorship, etc.)

Information for Publication

Customer Service Number _____ Ext _____

Website _____

Please submit company logo (JPEG or EPS format) to lyons@vadental.org for inclusion on VDA website.

Payment Information

Please bill my credit card. (The VDA accepts all major credit cards.)

Credit Card Number _____ Expiration Date ____/____

Name on Card _____ Security Code _____

Address on Card _____

Amount to be Charged _____ Signature of Cardholder _____

I have enclosed a check payable to The Virginia Dental Association.

Send completed application to:

Virginia Dental Association

Attn: Carter Lyons

3460, Mayland Court, Suite 110, Henrico, VA 23233

lyons@vadental.org



Thank you!

2014 Exhibitors



Voted **BEST BOOTH** by attendees!



R Web Interiors will earn a discounted booth in 2015, as well as additional promotional opportunities.

Thank you for your outstanding efforts during our tradeshow!

3M ESPE
 A-dec
 ADS South
 AFTCO
 American Express Open
 Asset Protection Group, Inc./
 Fortress Insurance Co.
 Axis/Sybron Endo
 B&B Insurance Assoc., Inc.
 Bank of America Practice
 Solutions
 Benchmark Dental
 Manufacturing Co., LLC
 Benco Dental
 BioHorizons
 Brasseler USA
 CareCredit
 Carestream Dental
 Chas. Lunsford Sons & Associates
 Colgate
 Delta Dental of Virginia
 Demandforce
 DentaQuest
 Dentegra Insurance Company
 DENTSPLY Implants
 DENTSPLY North America
 Dentsply Tulsa Dental Specialties
 Designs for Vision, Inc.
 Digital Doc, LLC
 Doral Refining Corp

Drake Dental Laboratories
 Dynamic Dental Partners Group
 Elliott Davis
 Enovative Technologies
 First Citizens Bank
 Gateway Healthcare Professionals
 Gephart Marketing Solutions
 GlaxoSmithKline
 Great Expressions Dental Centers
 Healthcare Professional Funding
 Henry Schein Dental
 Implant Direct International
 IT Practice, Inc.
 Ivoclar Vivadent
 Johnson & Johnson
 Kerr Corporation
 Leadership By Design -
 Practice Transitions
 LumaDent, Inc.
 McPhillips, Roberts, & Deans, PLC
 Medical Protective
 Miles Global
 Morgan Stanley
 Wealth Management
 National Practice Transitions
 NIH Federal Credit Union
 Nobel Biocare
 Norfolk Waterside Marriott
 North East Dental Management
 OneMind Health
 Pan-Am Dental Lab

Patterson Dental Supply, Inc.
 Philips Sonicare/Philips Zoom
 Porter Royal Sales
 Proctor and Gamble
 Professional Oral Health
 ProSites
 R. Webb Interiors Design Firm
 RK Tongue Co., Inc./ Tongue/
 Gerner Financial Services, LLC
 Sabika Austrian Crystal Jewelry
 Saunders Dental Laboratory, LLC
 SciCan, Inc.
 Solmetex
 Solutionreach
 State Corporation Commission -
 Bureau of Insurance
 Straumann USA
 Sunstar
 Surgi-Tel/General Scientific Corp.
 The Gideons International
 Transworld Systems
 Ultradent Products, Inc.
 Ultralight Optics, Inc.
 VADPAC
 VDA Services
 Association Gloves
 Virginia Academy of Dental
 Sleep Medicine
 Virginia Dental Assistants
 Association
 Virginia Dental Association
 Foundation
 Virginia Dental Sleep Solutions
 Virginia Department of Health
 Virginia Oral Health Coalition
 VOCO America, Inc.
 Wildtree
 WorldPay
 Zimmer Dental
 Zoll Medical Corporation

We thank each of these companies for their support and presence in our exhibit hall!



Thank you!

2014 Sponsors

Titanium Level Sponsorship (\$10,000+)

Axis | Sybron Endo, VDA Services

Platinum Level Sponsorship (\$5,000+)

Bayview Dental Lab, Delta Dental of Virginia, Implant Direct, Medical Protective, Virginia Family Dentistry

Diamond Level Sponsorship (\$2,500+)

American College of Dentists, Bank of America Practice Solutions, Nobel Biocare

Gold Level Sponsorship (\$1,000+)

CareCredit, Commonwealth Endodontics, Commonwealth Oral and Facial Surgery, Drs. Whiston, Patterson, and Corcoran, Hampton Roads Oral and Maxillofacial Surgery, International College of Dentists, Northern Virginia Dental Society, PNC Bank, Richmond Dental Society, Tidewater Dental Association/Ferris-Donne Foundation, Virginia Oral and Facial Surgery, Dr. Roger Wood

Bronze Level Sponsorship (\$500+)

Bivins Orthodontics, Drs. Shivar, Peluso, and Andersen, HNGRI Labs, Jeffrey Friend, DDS, LifeNet, McPhillips, Roberts, and Deans, Meares Bernier Endodontics, Seaboard Dental Study Club, Vince Dougherty, DDS, Virginia Association of Orthodontists, Virginia Dental Assistants Association, WorldPay

Event Sponsorships

\$2,000—Patterson Dental Supply

\$1,000—\$1500—Past Presidents' Council, Shenandoah Valley Dental Association, Elliott Davis, Steven G. Forte, DDS—Practice Limited to Endodontics

\$100—\$500 - Associated Printing, Atkins, Maestrello, Miller, & Assoc. Pediatric Dentistry, Creative Dental Ceramics, Drs. Brown, Reynolds, & Snow, Drs. Ralph & Leroy Howell, Dr. Frank Luorno, Drs. Kaugars & Miller, Endodontic Partners, Fitz Vital Dental Laboratory, Gardner Orthodontics, Hancock, Daniel, Johnson, & Nagle, Harris, Hardy, & Johnstone, Morgan Stanley PC Wealth Management, Richardson, DMD—Overstreet, DDS, Ltd. Saunders Dental Lab, Suntrust Bank Medical Specialty Group, Virginia Academy of Endodontists, New England Handpiece Repair, Dr. Alonzo Bell, Goodwin Dental Lab, Lab One, Carl P. Roy, DDS, MS, PLC, Ted Sherwin, DDS, Virginia Hot Springs Realty, Andrew Zimmer, DDS, Michael Miller, DDS, Paddle Palace Table Tennis Co., First Citizens Bank

Golf Tournament Sponsors (\$425—\$1500)

Henry Schein Dental, Practice Booster, LLC, Delta Dental of Virginia, Hutchison & Gorman, DDS, PLLC, Southwest Virginia Dental Society, Anthem Blue Cross & Blue Shield, Blue Ridge Endodontics, Central Virginia Oral & Facial Surgery, Commonwealth Endodontics, Commonwealth Oral & Facial Surgery, Cynthia M. Southern, DDS, Drs. Morris & Taylor, LTD., Dr. Brian Midgette, Drs. Kirk & Justin Norbo, Goodwin Dental Lab, Gus Vlahos, DDS, Henry R. Hortenstien, III, CPA, PC, Jeffrey N. Kenney, DDS, Link, Jacobs, & Link, Oyster Point Oral & Facial, Patrick D. King, DDS, Patterson Dental, Pincrafters, Virginia Dental Lab, Yorktown Periodontics

Stuff We All Get (S.W.A.G.)

B&B Insurance, Medical Protective, OneMind Health, Pincrafters, Virginia Society of Oral & Maxillofacial Surgeons

Prizes and Donations

Colgate Oral Pharmaceuticals, Hilton Virginia Beach Oceanfront, Premier Dental, Proctor & Gamble, Vera Bradley