Exhibitor Prospectus
September 13-17, 2017
The Omni Homestead Resort
Dear Prospective Virginia Meeting Exhibitor or Sponsor,

It is my pleasure to extend this invitation for you to join us at The Omni Homestead Resort, located in Hot Springs for the 2017 Virginia Meeting. I am looking forward to you being part of this meeting and I am certain that you’ll want to be there.

We look forward to Dr. Gordon Christensen headlining a wonderful list of speakers that will be sure to make this meeting a complete success. New this year, the Virginia Dental Association has reserved the whole resort and look forward to a sell-out event.

**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 hygienists, dental assistants, business staff, and dental students. Companies with a booth in our exhibit hall have the capability 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.** 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 2018.

On behalf of the Virginia Dental Association and the registrants who will benefit from your services, I thank you for helping to make our 2017 meeting the best one yet. I am looking forward to seeing you in September!

Sincerely,

Ralph L. Howell, Jr., DDS, MAGD
2017 Chairman, VDA Council on Sessions

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### Dates & Deadlines

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<tr>
<td>November 7, 2016</td>
<td>Booth registration begins</td>
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<tr>
<td>December 5, 2016</td>
<td>Early booth rate expires</td>
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<tr>
<td>April 3, 2017</td>
<td>- Standard booth rate expires&lt;br&gt;- Booth rental fee balance due&lt;br&gt;- Deadline for cancellation of booth space without 100% penalty</td>
</tr>
<tr>
<td>April, 2017</td>
<td>- Booth assignments and exhibitor packets mailed</td>
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<tr>
<td>June, 2017</td>
<td>- Attendee registration opens</td>
</tr>
<tr>
<td>July 3, 2017</td>
<td>- Exhibitor lunch orders due&lt;br&gt;- Forms in exhibit packet due</td>
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<tr>
<td>August 28, 2017</td>
<td>- Attendee registration closes</td>
</tr>
<tr>
<td>September 13, 2017</td>
<td>- Registration Only <em>(no set-up)</em>&lt;br&gt;3:00pm-8:00pm</td>
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<tr>
<td>September 14, 2017</td>
<td>- Booth set-up /Registration&lt;br&gt;8:00am-2:30pm&lt;br&gt;- Exhibit Hall Open&lt;br&gt;3:00pm-5:00pm&lt;br&gt;- Opening Reception&lt;br&gt;3:00pm-5:00pm</td>
</tr>
<tr>
<td>September 15, 2017</td>
<td>- Exhibit Hall Open&lt;br&gt;10:00am-5:00pm&lt;br&gt;- Closing Reception&lt;br&gt;3:00pm-5:00pm&lt;br&gt;- Exhibit removal&lt;br&gt;5:30pm-7:30pm</td>
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</table>

Exhibit removal is only to be done during these hours. Stay until the end to be entered to win a giveaway!

### Administrative Info

**Show Management**
Virginia Dental Association  
Megan Wyman  
3460 Mayland Court, Suite 110  
Henrico, VA 23233  
(804) 523-2193 (direct)  
(804) 288-5750 (main)  
(804) 288-1880 (fax)  
wyman@vadental.org

**Service Contractor**
Exhibits, Inc.  
4668 Kenworth Road  
Roanoke, VA 24019  
(804) 788-4400 (phone)  
(804) 788-0186 (fax)

*Advanced Shipping: August 14-September 8. 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 Deadlines**
By December 5, 2016  
$1100/$1200  
By April 3, 2017  
$1200/$1300  
By August 28, 2017  
$1300/$1400

### Special Offers!

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 w/ Meeting Special**
Meeting specials are what attendees want to see! Offer a meeting special at your booth and receive the mailing list (Included: Attendee type, First & Last Name, Physical Address) 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!
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 granted. 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 cannot be guaranteed.
- The $550 deposit is non-refundable. Balance on booth payments must be received by no later than April 3, 2017 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 2017 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 included in the packet that is mailed 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 Omni Homestead Resort.
- 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 Omni Homestead Resort. 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 2:30pm on Thursday, September 14, 2017. 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 5:30pm on Friday, September 15, 2017.
- Exhibit booths must have a representative present in the booth during all hours the exhibit hall is open.
- Please arrange all post-show shipping needs with your carrier or Exhibits, Inc. The VDA does not handle the return of packages.

How to Apply:
Submit Application and $550 (per booth) non-refundable deposit to:

Virginia Dental Association
Attn: Megan Wyman
3460 Mayland Court, Suite 110
Henrico, VA 23233
wyman@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 _______________________________________________________________________

Description of Product or Service _______________________________________________

Booth Information (Please see map on page 5 for the layout of the Exhibit Hall)
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. _______________________

Send completed application and $550 (per booth) non-refundable deposit to:
Virginia Dental Association
Attn: Megan Wyman
3460 Mayland Court, Suite 110, Henrico, VA 23233
wyman@vadental.org
Fax: 804-288-1880
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 that 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 2:30 pm on Thursday, September 14, 2017, 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 7:30 pm on Friday, September 15, 2017 may be removed The Omni Homestead Resort 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 Omni Homestead Resort or any of the furniture or 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 Omni Homestead Resort, 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 Marshal or the Police Department.

The exhibitor assumes entire responsibility and hereby agrees to protect, indemnify, defend and save harmless the Virginia Dental Association, The Omni Homestead Resort, 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 Omni Homestead Resort, 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 Hot Springs, VA area without approval of the Virginia Dental Association from August 31—September 30, 2017. 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 constitutes 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 Omni Homestead Resort 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 Omni Homestead Resort. 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 rated 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 25, 2017, 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 11, 2017, 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 purchase exhibit space only available at the 2017 Virginia Meeting. This special offer may be available at any time during the year. The VDA reserves the right to review special and decline any meeting special that does meet this qualification.
**Booth Information**

- All booths are 6 ft. x 10 ft. (Deep x wide)
- *Show floor is carpeted*

**Included with your booth:**

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

**Corner Booths/ (+$100)**

**Endorsed Vendors**
Sponsorship
Beyond the Booth

Continuing Education Sponsorships
CE Courses are a benefit for all attendees, be a part of this—attendees will thank you!

**Titanium ($10,000) - Includes 1 Exhibit Booth Space**
This exclusive, full-day course sponsorship comes with a complimentary Exhibit Booth Space, 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) - Includes 1 Exhibit Booth Space**
This exclusive, half-day course sponsorship comes with complimentary Exhibit Booth Space, 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 ($1,000), Silver ($750), and Bronze ($500) CE sponsorships are also available.

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

**Virginia Meeting Emails**
- Top Banner Ad ($1250)
- Bottom Banner Ad ($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! Specs—750px by 90px

**Registration Magazine Ads**
- Full-page inside front cover ($850)
- Full-page ($750)
- 1/2-page back cover ($500)
- 1/2-page ($400)

Mailed to all VDA member dentists and students (4,000 distributed) and contains critical meeting registration details! Stand out as attendees flip pages!

**Onsite Program Ads**
- Full page inside front cover ($750)
- Full-page back cover ($750)
- Full page ($600)

Handed to all attendees and is 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!

**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

**Turn Down Cards**
Be the first thing attendees see in their sleeping room each night! These Half Page Cards will be placed on the pillows in all of our attendees sleeping rooms. 3 nights available, Thursday, Friday and Saturday!

$500 per night (only 1 Sponsor per night)
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 ($1000), Silver ($750), and Bronze ($500) 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)

**Morning Beverages & Snacks**
Our attendees will thank you for giving them a boost to get their day started and keeping them going through a full schedule! Exhibit Hall Friday morning drink Sponsor now available!
Shared Sign—$500 per sponsor
Solo Sign—$1000/day

**Corn Hole Tournament**
Be remembered for the fun time had by all!
Overall tournament ($500)
Refreshments ($350)

**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!

**Tote 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)

For information about Sponsoring the VDAF Annual Celebration please contact Tara Quinn: quinn@vadental.org
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 wyman@vadental.org for inclusion on VDA signage.*

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
Atttn: Megan Wyman
3460, Mayland Court, Suite 110, Henrico, VA 23233
wyman@vadental.org
Fax: 804-288-1880
Thank you!
2016 Exhibitors

Accen Dental
ACG
A-dec
ADS South, LLC
Ameritas
AFTCO
Asset Protection Group, Inc.
Association Gloves
B&B Insurance Assoc., Inc.
Bank of America Practice Solutions
Banyan
BestCard LLC
BioHorizons
Biolase
Brasseler USA
CareCredit
Carestream Dental
Charles Lunsford Sons & Associates
Colgate
Commonwealth Transitions, LLC
Delta Dental of Virginia
Demandforce
Dental Care Alliance
DentaQuest
Dentegra Insurance Company
DENTSPLY
DENTSPLY Raintree Essix
DENTSPLY Sirona Endodontics
DENTSPLY Sirona Implants
Designs for Vision, Inc.
Digital Doc, LLC
 Dominion National
Doral Refining Corp
Drake Dental Laboratory
Enovative Technologies
GC America, Inc.
GlaxoSmithKline
Goodwin Dental Lab
Heavenly Handpiece Express
Henry Schein Dental
Hiossen
Hirschler Fleischer
Hu-Friedy
iMedicor
IMPACT Technology Group
Implant Direct
Ivoclar Vivadent, Inc.
K2 Dental Arts
Karl Shumaker Dental
Komet USA
Lab One Dental
Leadership By Design
Lending Club Patient Solutions
LumaDent, Inc.
MacPractice
MedPro
Microflex/Ansell
NanoSeptic Self-Cleaning Surfaces
National Practice Transitions, LLC
Nobel Biocare
Officite
Orascpicnt
Patterson Dental Supply, Inc.
Philips Sonicare/Philips Zoom
Pinpoint Dental Consulting
PNC Healthcare Business Banking
Porter Royal Sales
Proctor and Gamble Professional Oral Health
ProSites
Pulpdent Corporation
RK Tongue Co., Inc.
SDI (North America) Inc.
Smile Virginia...the mobile dentists
Solmetex, LLC
SolutionReach, Inc.
Sonendo
State Corporation Commission - Bureau of Insurance
Sunstar Americas
Surgi-Tel/General Scientific Corp.
The Gideons International
Tidewater Physical Therapy, Inc.
TSI-Transworld Systems, Inc.
Ultradent Products, Inc.
Ultralight Optics, Inc.
VADPAC
VCU School of Dentistry
VDA Services
Virginia Dental Assistants Association
Virginia Dental Association Foundation
Virginia Department of Health Services, Dental Health Services
Virginia Oral Health Coalition
Visit Norfolk
WEAVE
WorldPay US, Inc.

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

2016 Sponsors

ACG
American College of Dentists
Andrew J. Zimmer, DDS
Anthem Blue Cross Blue Shield
Apollonia Study Club
Asset Protection, Inc. & Fortress Insurance Company
Associated Printing
Atkins, Maestrello, Miller & Assoc. Pediatric Dentistry
Atlantic Dental Care
B&B Insurance Associates, Inc.
Banyon
Bayview Dental Lab
Bivins Orthodontics
Blue Ridge Dental Group
Blue Ridge Endodontics
CareCredit
Charlottesville Dental Health Partners - William Viglione, DDS
Colgate Oral Health Network
Commonwealth Endodontics
Commonwealth Oral and Facial Surgery
Cynthia M. Southern, DDS
Delta Dental of Virginia
Denta Quest-Marketplace
Denta Quest Smiles for Children
Dougherty, DDS
Dr. Brian Midgette
Dr. Frank Iuorno
Drs. Brown, Reynolds, & Snow
Drs. Kaugars & Miller
Drs. Ralph and Leroy Howell
Drs. Richardson, Overstreet & Glazier
Drs. Shivar, Peluso, & Andersen
Drs. Whistson, Patterson, & Corcoran
Eastern Virginia Oral & Maxillofacial Surgery
Endodontic Partners
Fairfax Oral and Maxillofacial Surgery
Ferris-Donne Foundation/Tidewater Dental Association
Fitz Vital Dental Laboratory
Gardner Orthodontics
Gloria E. Ward, DDS
Gus Vlahos, DDS
Hampton Roads Oral & Maxillofacial Surgery
Hancock, Daniel, Johnson, & Nagle
Harris, Hardy, & Johnstone
Henry Schein
HFI Wealth Management

Hortenstine and McCown, CPAs, PC
Hutchison & Gorman, DDS, PLLC
International College of Dentists
Ivoclar Vivodent, Inc.
Jacobson Brotman PC
Jeffrey N. Kenney, DDS
Jordan Endodontics
Life Net Health
Matika Irons and Associates
McPhillips, Roberts & Dean, PLC
Meares Bernier Endodontics
MedPro
National Practice Transitions, LLC
New England Handpiece Repair
Nobel Biocare
Norbo Dental
Northern Virginia Dental Society
Parks Orthodontics
Patterson Dental
Peninsula Dental Society
Piedmont Dental Society, Inc
Premier Dental
Richmond Dental Society
Roger Wood, DDS
Salvin Dental Specialties, Inc.
Saunders Dental Lab
Seaboard Dental Study Club
Shenandoah Valley Dental Association
Southside Virginia Dental Society
Southwest Virginia Dental Society
Steven G. Forte, DDS - Practice Limited to Endodontics
Suntrust
Ted Sherwin, DDS
Tidewater Family Dentistry
VCU School of Dentistry
VDA Services
Virginia Academy of Endodontics
Virginia Academy of General Dentistry
Virginia Association of Orthodontists
Virginia Beach Dental Study Club
Virginia Dental Laboratories
Virginia Family Dentistry
Virginia Oral and Facial Surgery
Virginia Society of Oral and Maxillofacial Surgeons
Yorktown Periodontics