Important Dates & Details

**Dates & Deadlines**

**January 31, 2020**
- Early booth rate expires

**April 3, 2020**
- Standard booth rate expires
- Booth rental fee balance due

**June 2020**
- Attendee registration opens
- Booth assignments and exhibitor packets emailed

**July 1, 2020**
- Exhibitor lunch orders due
- Forms in exhibit packet due

**September 24, 2020**
- Vendor Check-in and set-up 2:00 pm - 5:00 pm

**September 25, 2020**
- Exhibit Hall Open 9:00 am - 7:00 pm
  (Exhibit Hall Closed 1:30 pm - 2:30 pm)
- President’s Reception 5:30 pm - 7:00 pm

**September 26, 2020**
- Exhibit Hall Open 9:00 am - 1:00 pm
- Closing Lunch Reception 12:00 pm - 1:00 pm
- Exhibit Removal 1:00 pm - 3:00 pm

*NOTE: Exhibit removal is allowed only during designated removal hours.*

**Administrative Information**

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

**Service Contractor**
Exhibits, Inc.
5770 Thurston Ave., Ste. 106
Virginia Beach, VA 23455
(804) 788-4400 (phone)
(804) 788-0186 (fax)

*Advanced Shipping: August 18 - September 15. Please ship all freight to Exhibits, Inc. at this address.*

**Booth Details**

**YOUR BOOTH INCLUDES:**
- (1) 8’ x 10’ exhibit space
- Pipe and drape
- (1) 6 ft. x 2 ft. x 42 in. high draped table
- (1) Stool
- (1) Sign (your company name)
- (1) Lunch on Saturday

*NOTE: Show floor is carpeted.*
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 4 for the layout of the Exhibit Hall)

1st choice _________________________________ 3rd choice _________________________________
2nd choice _________________________________ 4th choice _________________________________

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 give the VDA permission to charge the above Credit Card for the remaining balance on April 3, 2020.

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

Signature __________________________________

Where To Send Your Application

Submit Application and $600 (per booth) non-refundable deposit to:

VIRGINIA DENTAL ASSOCIATION
Attn: Megan Wyman
3460 Mayland Court, Suite 110, Richmond, VA 23233
wyman@vadental.org • Fax: (804) 288-1880
Exhibit Hall Map

Hilton Norfolk – The Main
208 East Main Street, Norfolk, VA

THE MAIN BALLROOM FOYER / EXHIBIT HALL ENTRANCE

BOOTH INFORMATION:
• All booths are 8 ft. x 10 ft. (deep x wide)
• Show floor is carpeted
• Corner/Foyer booths (+$100)

Included with your booth:
• Pipe & drape
• (1) 6 ft. x 2 ft. x 42 in. high draped table
• (1) Sign (your company name)
• (1) Lunch on Saturday
• (1) Stool

ENDORSED VENDORS
Thank You 2019 Exhibitors

837 Design
A-dec
ACG
ADS South, LLC
Arminco Inc.
Asset Protection Group
Atlanta Dental Supply
Bank of America Practice Solutions
Best Card LLC
Big Smiles Virginia
C/O Smile America Partners
BIOLASE
Brasseler USA
CareCredit
Carestream Dental
Choice Transitions
Custom Smiles Dental Laboratory
ddsmatch transitions
Delta Dental of Virginia
DemandForce/HenrySchein One
Dental Recycling North America
DentaQuest
Dentegra Insurance Company
Designs for Vision
Doctible
Doral Refining Corp
Drake Precision Dental Laboratories
Eastern Dentists Insurance Company
Fotona, LLC
Garfield Refining Co.
GC America Inc.
GlaxoSmithKline Consumer Healthcare
Glidewell Dental Laboratories
Guardian
Health Trust Advisors
Heavenly Handpiece
Henry Schein
Hiossen Implant Company
iCoreConnect Inc.
JBA CPA, LLC
Joyner Fine Properties &
TowneBank Mortgage
Karl Shumaker Dental, LLC
Komet USA
Leadership By Design
Lendpro LLC
Light Wave Dental
Lighthouse 360,
a Henry Schein One Company
Liles Parker
LumaDent, Inc.
MedPro Group
Mobile Imaging Solutions, LLC
Northern Virginia Dental Lab
OraPharma, Inc.
Orascopic
Paramount Dental Studio
Patterson Dental
Philips Sonicare & Zoom
Practice Pathways-Zions Bank
Procter & Gamble - Crest Oral B
ProSites
Pulpdent Corporation
R.K. Tongue
R&D Services Amalgam Separators
Richmond AADOM Chapter
Schiff and Associates
SEO Dentals
Sherer Dental Lab
Solmetex
South State Bank
Sterisil
Stone Laboratories
SurgiTel
The Dentists Supply Company
The Gideons International
Tokuyama Dental America
TSI
UltraDent Products, Inc.
Ultragight Optics, Inc.
VDA Foundation
VDA PAC
VDA Services
Virginia Credit Union
Virginia Dental Assistants Association
Virginia Department of Health
and Dental Health Program
Virginia Health Catalyst
Virginia State Corporation Comission
VOCO America, Inc.
Weave
Wells Fargo Practice Finance

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

2020 Projected Attendance

Overall Attendance .....................1200
Dentists .......................................450
Hygienists ....................................200
Dental Assistants .........................100
Office Staff .................................110
Guests .......................................170
Exhibitors .................................120
Dental Students .........................157
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 5:00 pm on Thursday, September 24, 2020 the Virginia Dental Association reserves the right to remove, at the exhibitor’s cost to Exhibits, Inc. any way with the general view or the view of the exhibits. In such event 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 prorated 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, Richmond, 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 contract is not received by the Virginia Dental Association by August 25, 2020, 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 forfeited deposit. Any exhibitor with a remaining balance on Monday, September 14, 2020, will not be allowed to set up until full payment has been remitted in the form of certified check or money order.

9. 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.