Exhibitor Prospectus

View the application and contract for exhibit space at AAOMS.org/ExhibitorsDIC2020

View the Virtual Exhibit Hall at AAOMS.org/DICvxh
Why Exhibit with AAOMS?

The American Association of Oral and Maxillofacial Surgeons (AAOMS) – the non-profit professional association representing more than 11,000 oral and maxillofacial surgeons and professional staff – has served the specialty for more than 100 years. In pursuit of its mission to advance oral and maxillofacial surgery and support its Fellows and members through education, research and advocacy, AAOMS partners with like-minded organizations that share its vision of a technologically advanced specialty that provides safe and effective patient care.

Who Belongs to AAOMS? Your Potential Customer!
(as of Jan. 10, 2019):
- Fellows/Members: 5,069
- Provisional Fellows/Members: 292
- Affiliate Members (Foreign): 246
- Life Fellows/Members: 2,077
- Candidates for Membership: 289
- Resident Members: 1,194
- Retired Fellows/Members: 936
- Honorary Fellows: 23
- Inactive Fellows/Members: 121
- Allied Staff Members: 1,157

Total Membership: 11,404

Why Exhibit at the Dental Implant Conference?
The AAOMS Dental Implant Conference offers:
- Opportunities to maximize your presence through eye-catching promotional activities.
- Access to the entire dental implant team – oral and maxillofacial surgeons, other dental specialists, general dentists and dental implant assistants.
- Concentrated, cost-effective contact with your optimal target market.
- A multidisciplinary faculty of international experts who examine the most recent scientific and clinical advances.

Partnership Opportunities, Marketing and Advertising

AAOMS offers innovative partnership opportunities that enhance your promotional efforts and identify your company as a major contributor to the AAOMS Dental Implant Conference.

Review the available opportunities at AAOMS.org/CorporateSupport; then contact us to discuss how you can maximize your company’s exposure to today’s busy surgical and restorative teams. Advertising in select AAOMS publications and additional marketing opportunities also are available. Visit AAOMS.org/ExhibitorsDIC2020 for more information.

ACCCME Standards for Commercial Support

In accordance with the ACCME Standards for Commercial Support – and to maintain a clear separation between education and promotion – speakers at AAOMS educational sessions are prohibited from exhibiting products or services related to the content of their presentation(s). The names of speakers for the AAOMS educational program will be available for review on the AAOMS website at AAOMS.org/DIC.

Publicity

Please advise AAOMS of your planned media relations activities. Official press badges must be obtained for all reporters and film crews seeking admittance to the exhibition. Visit AAOMS.org/DIC or contact communications@aaoms.org for more information.

Corporate Forums and Educational Seminars

Exhibiting companies may host a Corporate Forum on Thursday during the designated times on Dec. 3 before the official start of the conference at Sheraton Grand Chicago. Educational seminars must be held during the conference’s program-free hours. See page 5 of this prospectus for more information.

Function Space Requests

Dental Implant Conference exhibitors are welcome to request function space for hosted lunches, dinners and receptions during the conference’s program-free hours. See page 5 of this prospectus for more information.
2020 Hours, Procedures, Rates and Fees

Exhibition Venue
Sheraton Grand Chicago
301 E. North Water St.
Chicago, IL 60611

Exhibitor Move-in
Thursday, Dec. 3
9 a.m. – 6 p.m.
Booths must be set and empty containers tagged by 4 p.m.

Failure to Occupy Booth Space
Arrangements for a delayed booth setup must be submitted in writing to the exhibition manager prior to Monday, Nov. 30. If any exhibit space has not initiated setup by 4 p.m. on Thursday, Dec. 3, AAOMS shall have the right to order the exhibit to be erected and the exhibitor billed for all charges. If no prior arrangements have been made, the booth space can/will be forfeited and no refund will be granted.

Exhibition Dates and Hours
Friday, Dec. 4
9:15 a.m. – 6 p.m.* Exhibitor Hall Open
4:30 – 6 p.m.* Attendee Reception

Saturday, Dec. 5
9:45 a.m. – 3:15 p.m.* Exhibit Hall Open
4:30 – 6 p.m.* Attendee Reception

*Subject to Education Schedule
Exhibit booth personnel wearing AAOMS exhibitor badges are allowed entrance to the Exhibit Hall 90 minutes before the exhibit hours noted above and may remain there 90 minutes after the hall closes. Requests to enter the hall earlier or stay later must be approved by AAOMS exhibition management.

Exhibitor Move-out
Saturday, Dec. 5
3:15 – 10 p.m.
Please allow sufficient time to obtain empty cartons and crates.

Official Service Contractor
GES Exposition Services
Exhibitor Services Call Center
Phone (within the U.S.): 800-475-2098
Phone (outside the U.S.): 011-702-515-5970
Fax: 866-392-1437
Website: GES.com

Exhibitor Check-in
Identification badges will be issued to all registered exhibitor personnel and must be worn at all times during the conference.
Badges are to be picked up at the Exhibitor Check-in desk located in the east foyer of the Sheraton’s Riverwalk Exhibition Hall. Exhibitor check-in and badge pickup hours:
Thursday, Dec. 3 9 a.m. – 6 p.m.
Friday, Dec. 4 7:45 a.m. – 4:30 p.m.
Saturday, Dec. 5 8:15 a.m. – 3:15 p.m.

Exhibitor Badge Requests
To maximize interaction with conference attendees, AAOMS has scheduled beverage breaks, lunches and a reception in the Exhibit Hall. Exhibitor badge fees include:
• Four beverage breaks in the Exhibit Hall
• Two lunch breaks in the Exhibit Hall
• Cocktail reception in the Exhibit Hall
• Exhibitor lounge
The above is valued at well over $300. Exhibitor lunch(es) will be delivered to each booth. The number of lunches is based on the booth size and the number of badges registered and purchased. Delivery will begin shortly after the morning attendee beverage break. A badge request form will be emailed in October 2020. Badges may be picked up at the Exhibitor Check-in desk starting at 9 a.m. Thursday, Dec. 3.

Exhibitor Badge Fees
All exhibitor personnel must pre-register or register onsite at the Dental Implant Conference. Complimentary badges will be fortified if not pre-registered. Badges must be worn at all times. One badge is included for each 8’x10’ booth purchased. Food and beverage are included for each individual issued a badge.

Number of booths
One 8’ x 10’ = One badge
Two 8’ x 10’ = Two badges
Three 8’ x 10’ = Three badges
Four 8’ x 10’ = Four badges
Exhibiting companies requesting badges in excess of those allocated by booth size will be charged an additional fee of $120 per badge. No refunds will be given after Nov. 6. MasterCard, Visa, Discover and American Express are accepted at Exhibitor Check-in.

Booth Cost and Application/Contract Deadlines
Priority point rank will be used for booth assignments for applications/contracts received by Jan. 24, 2020. For detailed information about priority points and booth assignments, see page 4 of this prospectus. Booth space will be charged at the rate of $3,454 for an 8’x10’ booth, which includes the $150 fee for the Virtual Exhibit Hall (VXH) and one food and beverage name badge for both days. An additional $300 will be charged for each corner booth. The fee for each additional 8’x10’ booth is $3,304.

Exhibit space fee includes:
• Rental of booth space
• Standard 8’ high draped backwall and 3’ high draped siderails
• Carpeted Exhibit Hall
• Booth identification sign
• 24-hour hall security
• General cleaning of hall aisles
• Admittance to G-Coded scientific sessions is permitted for all exhibitors who have an exhibitor badge (space permitting)
• Listing in the Dental Implant Conference Final Program and AAOMS mobile app with company name, address, phone, website and product categories
• Virtual Exhibit Hall (VXH) link to your company’s website for one full year
• One complimentary badge for each 8’x10’ booth space

The Exhibit Hall is carpeted. For safety reasons, cross aisle carpeting is prohibited. Due to space limitations, island booths are prohibited. A pillar may be present in some booth selections.

Exhibitor Services Kit
A comprehensive electronic service manual, including all order forms for labor and services, will be sent to exhibiting companies in October. The manual also will be available at AAOMS.org/ExhibitorsDIC2020 and at GES.com.

Reminder of Regulations
Please review all regulations in the Exhibition Regulations document. Share them with your booth representatives to ensure compliance.
Booth Assignment Procedure and Priority Points

Contracts received on or before Jan. 24, 2020, will be eligible for booth space based on the points earned and ranked up to Dec. 31, 2018.

A company’s priority point rank is kept confidential between AAOMS and the exhibiting company. The point assignment procedure is as follows:

• One point is earned for each 10’x10’ space occupied at the AAOMS Annual Meeting.
• One point is earned for each 8’x10’ space occupied at the Dental Implant Conference.
• Points are awarded for partnership contributions and royalties given to AAOMS and ROAAOMS, and are based upon the amount(s) given and advertising in selected AAOMS publications.
• Points more than 7 years old will be dropped from the calculation. Points are tabulated from 2012. Contributions/activities prior to Jan. 1, 2012, are not considered.
• The AAOMS Board of Trustees shall be the final arbiter of all ties or disputes related to the point system.
• Only partnership contributions are counted. Gifts from individuals cannot be counted. Contributions-in-kind (non-cash contributions) are not counted.
• In the event of a company merger/acquisition, only the higher point total of the two merging companies will be recognized. Merging companies may not combine their priority points to achieve a higher ranking. In other words, if Company A with 200 priority points merges with Company B, which has 100 priority points, the newly merged company will have 200 priority points, the greater of the two totals. This procedure permits the company with the highest point total to retain its priority ranking. The AAOMS exhibition manager must be notified in writing for the acquiring company to assume the higher point total.

Booth Space Selection – 2020 Dental Implant Conference: Space Selection

Applications must be received by Jan. 24, 2020, to be included in the booth selection process. The AAOMS Exhibition Department will – according to your point ranking – contact the main contact listed on your application via email and/or phone to select your booth for the 2020 Dental Implant Conference.

Booth selections will start occur March 3 – 5 (dates subject to change), with exact dates and timing notification issued about three weeks prior to Space Draw to all exhibitors who have submitted applications. The floor plan will be activated on the AAOMS Virtual Exhibit Hall website and updated every time an exhibitor selects booth space. You will then have the opportunity to view the most up-to-date floor plan at your assigned booth selection time.

Full payment is due upon receipt of invoice generated during your space selection appointment. Applications received after Jan. 24, 2020, will be considered in order of date and time received after the initial space selection process has been completed, space permitting. An exhibitor waitlist will be activated if necessary.
Corporate Forums
This is a perfect opportunity to conduct a seminar or product demonstration and earn priority points too! AAOMS has arranged for program rooms to accommodate Corporate Forums on Thursday prior to and/or immediately following preconference programs! AAOMS will assist your promotional efforts by providing a mailing list of registrants and a notice of your session in such Dental Implant Conference promotional materials as the conference webpage, meeting app and final print program.
Application deadline will be available upon application release.

Exhibitor-hosted Educational Programs
Education and research are vital to AAOMS’s mission and its relationship with its Fellows and members. Therefore, exhibitors agree not to conduct or sponsor seminars, lectures, clinics or other educational programs in the same geographic area as AAOMS programs. Because sites vary, the Association determines the geographic coverage areas on a meeting-by-meeting basis.
Exhibiting companies may host educational programs immediately prior to or immediately following the official dates of the AAOMS Dental Implant Conference. Such programs may be held on Wednesday, Dec. 4, and Sunday, Dec. 8. Written requests should be sent to the AAOMS exhibition manager as soon as possible to ensure space availability.
Deadline: Oct. 16, 2020

Exhibitor Event Space Requests
AAOMS recognizes that exhibitors frequently desire space beyond the confines of their booth perimeters and will assist in arranging space within the Sheraton Grand Chicago to host events such as dinners, receptions, staff meetings, etc. These events must be conducted during the following program-free hours:
Wednesday, Dec. 2
Open
Thursday, Dec. 3
8:30 p.m. – midnight
Friday, Dec. 4
6:30 p.m. – midnight
Saturday, Dec. 5
5 p.m. – midnight
Sunday, Dec. 6
Open
Submissions deadline will be available upon function space request release.

Get all the details and necessary paperwork to take advantage of these opportunities at AAOMS.org/ExhibitorsDIC2020

You can spend extra time with prospects and showcase your company, even outside the Exhibit Hall!
2020

Oct. 5 – 10
102nd AAOMS Annual Meeting, Scientific Sessions and Exhibition
Henry B. Gonzalez Convention Center
Grand Hyatt San Antonio
San Antonio, Texas

Dec. 4 – 5
AAOMS Dental Implant Conference
Sheraton Grand Chicago
Chicago, Ill.

2021

Sept. 27 – Oct. 2
103rd AAOMS Annual Meeting, Scientific Sessions and Exhibition
Music City Center
Omni Nashville Hotel
Nashville, Tenn.

Dec. 3 – 4
AAOMS Dental Implant Conference
Sheraton Grand Chicago
Chicago, Ill.

2019 Dental Implant Conference Exhibitors – Are You Listed?

360imaging
3D Diagnostix Inc
A. Titan Instruments
AAOMS Product Resource Center
ACE Surgical Supply Company
ACTEON North America
Anatometp
Anaxdent North America
Aseptico
Avante Medical Surgical / DRE
Benco Dental
BioHorizons
BirdEye
Black Talon Security, LLC
Boca Dental Supply
Boyd Industries
Brumaba USA, Inc.
Cain Watters & Associates
Carestream Dental
ClaroNav
ClearChoice Dental Implant Centers
Cool Jaw by Medico International
Criticare Technologies
Cytek
Dental Implant Technologies
Dental Tribune America
Dental USA, Inc.
Dentsply Sirona
Designs For Vision, Inc.
Dexta Corporation
Doctor Multimedia
DSN Software, Inc.
Elsevier
Firm Media
Garfield Refining Company
GCL Systems
Geistlich Biomaterials
Global Dental Shop
H & H Company
Handpiece Solutions, Inc
Hawaiian Moon
Hu-Friedy
Image Navigation
Impladent LTD
Implant Concierge
Infinity Massage Chairs
Integrated Dental Systems
Jeunesse Innovations
JK Dental Group
Karl Schumacher Dental
Kavo Kerr
Kensingtong Surgical
Keystone Dental
Kilgore International, Inc.
KLS Martin Group
Kubo
Legally Mine
Lighthouse
LightScalpel
Maxxeus Dental
Medical Purchasing Solutions
Medtronic
Meisinger USA
MTI
Navigate Surgical Technologies
Neocis
Neodent
Nobel Biocare
Nuvolum
OMS National Insurance Company, RRG
OMS Partners
OMS Preferred By MedPro Group
OMSVision
Ortho Traction Pads
OSADA, Inc.
Osstell
Osteogenics Biomedical
Pacira Biosciences, Inc.
Patterson Dental Supply, Inc.
PBHS Inc.
Piezosurgery Inc., a Mectron Company
PLANMECA
PREAT Corporation
Predictable Surgical Technologies
Preferred MedSurg, Inc.
Pro Med Sales, Inc.
Proceed Finance
Quintessence Publishing Co., Inc.
Resident Organization of AAOMS
RGP Dental
Rocky Mountain Tissue Bank
Salvin Dental Specialties, Inc.
Siren Group AG
Snap On Optics
Snosis Medical
Southern Anesthesia & Surgical, Inc.
Southern Implants North America
Southwest Medical & Dental
Sowingo
StellaLife
Straumann
SurFCT.com
The Evolutions Group
Trelor & Heisel, Inc.
Ultralight Optics
Versah, LLC
W&H Impex, Inc.
Xemax Surgical Products
X-Nav Technologies
Zero Gravity Skin
Zest Dental Solutions
Zimmer Biomet
Zoll Dental