



**40<sup>TH</sup> ANNUAL MEETING & EXHIBITION  
OCTOBER 27-28, 2021**

**RENAISSANCE COLUMBUS WESTERVILLE-POLARIS HOTEL • WESTERVILLE, OHIO**

**INVITATION TO EXHIBIT AND SPONSOR**

Meet and connect with the most influential group of HME business leaders in Ohio as an exhibitor and/or sponsor at OAMES' 40th Annual Meeting & Exhibition scheduled October 27 & 28 at the Renaissance Columbus Westerville-Polaris Hotel Westerville, Ohio. The annual conference exhibit hall is designed to provide attendees with firsthand information about medical products and services and bring buyers and suppliers of these items together to share a productive networking experience.

The exhibit program is an ESSENTIAL part of the overall educational program for this meeting. Each year, we try to incorporate changes and improvements that reflect member feedback to ensure a great experience for everyone involved. We hope you'll consider the sponsorship opportunities in addition to purchasing an exhibit display. If you have company promotional items and would like them included in our official packets, or other suggestions of ways to improve the on-site experience, please feel free to contact us in the OAMES office. Some ideas include:

- Your company lanyards, pens, notepads, sticky pads, hand gel, etc.
- Tote bags, registration packets/folios, etc.
- Gift cards, flash drives, memory sticks, etc.

The educational goal of this executive event is to give the decision-makers of Ohio's HME companies' technical insight and strategic business analysis into what the future holds for the HME community. As an important partner of this community, we welcome your participation in all aspects of this conference including the education sessions. Watch for a conference schedule in September. To learn more about OAMES, visit us on the web at [www.oames.org](http://www.oames.org) or call 614-876-2424.

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**CONTACT FOR QUESTIONS REGARDING EXHIBITS AND SPONSORSHIPS**

Kam Yuricich  
Ohio Association of Medical Equipment Services (OAMES)  
4182 Worth Ave., No. I-115 **\*\* NEW as of 4/01/21**  
Columbus, Ohio 43219  
Phone: 740-739-7638 or 614-581-2958 (Kam's cell)  
Fax: 614-467-2071  
eMail: [kam@oames.org](mailto:kam@oames.org)  
Website: [www.oames.org](http://www.oames.org)

## Part I: Exhibition Information

### EXHIBIT & NETWORKING HOURS

#### Wednesday, October 27

3:00 PM – 5:00 PM – Exhibitor Set-up

5:00 PM – 6:30 PM – Exhibit Viewing During Reception

#### Thursday, October 28

10:30 AM – 11:00 AM – Exhibit Viewing During Break

12:00 PM – 1:00 PM – Exhibit Viewing During Lunch

1:00 PM – Exhibitor Break-down

**EXHIBIT HALL HAPPY HOUR Social Reception in the Exhibit Hall** – Our evening social reception will be held in the exhibit hall again this year to maximize networking opportunities and capture the popular fun of “happy hour.”

**Don't forget!** We do not require you to be at your booth at all times. We want to encourage you to GO to where the best networking is, whether that be on the exhibit floor, in the general session, or chatting in the hall. Take advantage of this great Ohio audience!

### EXHIBIT FEES

- OAMES Associate Member: \$599.00 (Includes registration for two representatives)
- OAMES Non-member: \$849.00
- Additional reps: \$129.00/person

### BENEFITS OF EXHIBITING

- Meet face-to-face with OAMES members, establishing contacts and building relationships that would be difficult to achieve with traditional marketing channels. **Anticipated conference attendance: 50-60 executives**
- Your contact information and company description will be provided to all attendees as a part of our conference Exhibitor Directory.
- Acknowledgement of your participation will be highlighted on the OAMES website and published in a post-event eBulletin.
- Complimentary conference registration and meals for two of your company representatives.

### \*\*DOOR PRIZE DETAILS

We will be giving away various donated vendor items during our evening reception. If you would like to donate an item that represents your organization, that would be wonderful and gracious of you... not to mention another way to get some exposure and keep excitement in the hall! Past prizes range from products or services related to your company or unrelated popular items like gift cards, electronics, and other items.

### EXAMPLES OF PAST EXHIBITORS

Drive DeVilbiss	VGM Group	ACHC	ACU-Serve
First Quality Products	Invacare Corporation	Pride Mobility/Quantum Rehab	Compass Health
Cailor Fleming Insurance	Nestle Nutrition	Professional Medical, Inc.	Cardinal Health at- Home
Brightree	McKesson	Fisher & Paykel Healthcare	Prochant
Snapworx	OxyGo	GEMCO Medical	CAIRE Inc.

## **SAMPLE OF PROVIDER COMPANIES THAT ROUTINELY SEND ATTENDEES**

Genesis Respiratory Services  
Shield HealthCare  
NPL HomeCare, Inc.  
Aultman Home Medical  
Ohio Health Home Medical Equipment  
Seeley Medical  
Kaup Pharmacy  
Miller's Rental and Sales  
Cincinnati Children's Hospital  
DASCO Home Medical Equipment  
National Seating & Mobility

Central Ohio Specialty Care  
Hastings at Discount Drug Mart  
Numotion  
Health Aid of Ohio  
Leading Respiratory Services  
Nationwide Children's Hospital  
Shrivers Oxygen and Home Medical  
Mercy Health (Lima, Youngstown, Springfield)  
RSVP Homecare  
ProMedica Home Medical  
Advanced Medical Equipment

## **ASSIGNMENT OF SPACE**

Full payment is required with the signed *Application/Contract for Exhibit Space and Sponsorship*. Only PAID vendor registrations will be recognized as participants. No exceptions will be made to this rule. **Participants will be added to the vendor roster when payments are received, first come first served.** The *Application for Exhibit Space and Sponsorship* shall not constitute a contract until OAMES has accepted and acknowledged the application and payment with a confirmation.

On the *Application/Contract for Exhibit Space and Sponsorship*, there is a map of tables. We ask you to please choose your top three table choices. Some tables have already been sold to companies who pre-purchased in their 2021 membership dues package earlier this year. Tables are assigned when payment has been received. Spaces are available on a first come, first served basis. We will make every effort to grant your first choice; however, if your table is taken we will assign your second choice, and so on. We thank you in advance for your cooperation and understanding.

## **DISPLAY INFORMATION**

The exhibit program is limited to a 6' tabletop display with maximum height of 8 feet. Stationary construction of backdrops, display cases or additional display paraphernalia will not be allowed. The price of the table includes two chairs and two complimentary registrations per table. The display area is carpeted. Sufficient lighting is provided for adequate illumination of the exhibit area. There is a \$15 fee for electricity. Exhibitors that require electricity should include that line item in the application area.

## **CRITERIA FOR ACCEPTANCE**

Permission to exhibit may be granted to firms if their proposed exhibit meets the following criteria:

- Product/service relates specifically to the medical, scientific, educational aspects of the industry;
- Products/services to be displayed are safe when used in accordance with the instructions or recommendations of the applicant;
- Products/services are capable of safely performing in accordance with the claims made by the applicant;
- Products or services to be displayed contribute significantly to the educational goal of the overall program.

## Part II: Sponsorship Information

### SPONSORSHIP OPPORTUNITIES\*

We surveyed our previous exhibitors, and as a result have lowered our sponsor pricing structure. Supporting OAMES has never been more affordable!

**\$150 Conference Advertiser** - A popular option for anyone who is NOT attending. Send a promo item to be distributed at the meeting and we'll provide electronic copy of attendee contacts (post-show).

**\$250 Oct. 27 Afternoon Coffee Break Sponsor**

**\$250 Oct. 28 Morning Coffee Break Sponsor**

~~**\$300 Oct. 28 Exhibit Hall Dessert Buffet Sponsor**~~ **SOLD**

~~**\$300 Oct. 27 Breakfast Sponsor**~~ **SOLD**

~~**\$300 Oct. 28 Breakfast Sponsor**~~ **SOLD**

~~**\$400 Oct. 27 Lunch Buffet Sponsor**~~ **SOLD**

~~**\$500 Oct. 28 Lunch Buffet Sponsor in Exhibit Hall**~~ **SOLD**

~~**\$750 Oct. 27 Social Reception Sponsor in Exhibit Hall**~~ **SOLD**

Have an idea about other great sponsorship opportunities, or have a different budget number in mind that isn't reflected here? Please contact Kam Yurichich at kam@oames.org and we'll do our best to work with you towards a solution that's the most beneficial for OAMES and our associate partners!

*\* All sponsors receive website recognition, signage during their respective event, recognition in the on-site program, electronic copy of attendees' contacts post-conference and recognition in an association article highlighting conference in post-event OAMES eBulletin.*

### HOST HOTEL INFORMATION

OAMES host hotel is the Renaissance Columbus Westerville-Polaris Hotel where our meeting is being held. The property information is listed below along with instructions for making reservations:

#### **Renaissance Columbus Westerville-Polaris Hotel**

409 Altair Parkway  
Westerville, OH 43082

Overnight Dates: October 26 and 27, 2021

The OAMES room block for the Annual Meeting & Exhibition is now open for the discounted group rate of \$162/night at the hotel. **Use this link to make your reservation.** Cut-off date is October 5.

Or cut and paste this link into your web browser:

<https://www.marriott.com/event-reservations/reservation-link.mi?id=1608155071363&key=GRP&app=resvlink>

## Part III: Application / Contract

**Please complete the Application / Contract for Exhibit Space and Sponsorship and return it to us by the deadlines outlined. Exhibitors should also return the exhibitor table map with preferences marked.**

Upon receipt of your exhibitor contract, we will need **two** things:

- 1) Brief description of your company for the exhibitor directory that will be distributed at the show, and
- 2) High resolution logo (JPG, TIF, or GIF), preferably 300 dpi.

### **REGISTRATION FEES:**

#### **EXHIBITOR FEES:**

OAMES Members: \$599.00 or  Non-Members: \$849.00 \$ \_\_\_\_\_

Additional Reps \$ 129.00 X \_\_\_\_ (# of extra reps more than two included with table) \$ \_\_\_\_\_

Electricity \$15.00 (per table) \$ \_\_\_\_\_

2021 Conference Sponsor (see p. 4)

Name of sponsorship purchased: \_\_\_\_\_ (if applicable) \$ \_\_\_\_\_

**GRAND TOTAL** \$ \_\_\_\_\_

### **TO REGISTER:**

**1) Fax or scan the contract pages with credit card payment** to the attention of Kam Yuricich, fax number 614-467-2071 **(this is the quickest, best option to get first priority tables and sponsorship) OR**

**2) Mail contract pages and check payment** (made payable to OAMES) to:  
OAMES, 4182 Worth Ave., No. I-115, Columbus, Ohio 43219 **\*\*New as of 4/01/21**

Contact Person: \_\_\_\_\_  
(Additional exhibitor participants can be added on following page)

Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

Organization: \_\_\_\_\_

Address: \_\_\_\_\_

#### ***If paying by credit card...***

Card type (circle one): VISA / MasterCard / American Express

Name on credit card: (please print) \_\_\_\_\_

Acct #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_ CVV Code: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**ATTENDEE NAMES AND COMPANY DETAILS** *(For Exhibitor Directory listing and name badges.)*

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

**Primary Rep Name:** \_\_\_\_\_

Title: \_\_\_\_\_ Email: \_\_\_\_\_

**2nd Rep Name:** \_\_\_\_\_

Title: \_\_\_\_\_ Email: \_\_\_\_\_

**3rd Rep Name:** (additional \$129 required) \_\_\_\_\_

Title: \_\_\_\_\_ Email: \_\_\_\_\_

**4th Rep Name:** (additional \$129 required) \_\_\_\_\_

Title: \_\_\_\_\_ Email: \_\_\_\_\_

**Please provide a brief description (100 words or less) of your organization and service/product to be displayed:**

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**Don't forget!** Submit your high resolution logo (JPG, TIF, or GIF), preferably 300 dpi to [kam@oames.org](mailto:kam@oames.org) to ensure the best recognition for your company on conference related materials!

## EXHIBIT TABLE SELECTION

In order of preference, **please give us your top three choices for exhibit tables, per the exhibitor floor map below.** **Please note those marked with RED dot are already taken.** Tables are available on a first come, first served basis. The map reflects social distancing of the tables to meet hotel protocols. We will try our hardest to give you your first choice, but tables will go fast, typically we sell out each year, so please complete this form and turn it in as quickly as possible with your vendor registration form.

First choice: Table # \_\_\_\_\_ Second choice: Table # \_\_\_\_\_ Third choice: Table # \_\_\_\_\_

**\*\*Please note those marked with RED dot are already taken.**

Please list any competitors that you request to NOT be placed beside: \_\_\_\_\_

## CANCELLATION POLICY

No refund of any deposit or payments will be allowed for voluntary cancellation after October 13, 2021. No-shows will not receive any type of refund. All cancellations will be charged a \$25 administrative processing fee. For any questions regarding exhibits or sponsorship, contact Kam Yurichich at [kam@oames.org](mailto:kam@oames.org) in the OAMES office.

