

Ohio Pharmacists Association 139th Annual Conference & Trade Show & First OPA Independent Pharmacy Expo **NEW**



In business, it's all about
Location, Location, Location!



Get ahead of your competition and REGISTER TODAY for both the 2017 Annual Trade Show and the first annual Midwest Independent Pharmacy Expo. The 2016 Annual Conference's three Product Theatre/Booth packages sold out. Register now for a 2017 Product Theatre and Conference Sponsorship opportunities.

We are excited to announce that OPA will host its first annual Midwest Independent Pharmacy Expo, which offers one day of unique continuing pharmacy education and three hours of exhibit time for you to connect Ohio's independent pharmacists with your products and services.

Annual Trade Show Benefits—

- Over 1000 Conference attendees nine years in a row
- Four hours exhibit time with no concurrent CPE programming
- Prize Drawings for attendees and exhibitors
- Company listing and description in the March issue of the *Ohio Pharmacist* journal for all exhibitors reserving space by January 30, 2017
- Security services in the Exhibit Hall during non-show hours
- Two pharmacist exhibitors per booth are eligible for one free day of CPE and can attend additional days of CPE at a special discount
- Two lunches per booth served in the Exhibit Hall on Saturday
- Mailing list of 2017 OPA Conference Attendees emailed to company contact after the Conference
- One 6' skirted table, two folding chairs, carpeted floor, 8' high blue and white background drape, 3' high blue side drapes, and a 7" x 44" identification sign provided by Fern Expo Co.

Annual Trade Show Hours—

Friday, April 21

Exhibit Set-up 1:30 - 3:30 PM

Exhibit Hours 4:00 - 6:00 PM

Opening Reception offers snacks and a cash bar.

Saturday, April 22

Exhibit Hours 11:15 AM - 1:30 PM

Lunch will be served in the Exhibit Hall

Exhibitor Move Out 1:30 - 2:30 PM

NOTE: OPA requests that a company representative staff your booth at all times during Trade Show hours. Upon arrival at the Conference, each exhibitor must pick-up his/her own name badge at the registration desk. You must wear your name badge at all times during the Conference.

Why attend the Annual Trade Show and the Independent Pharmacy Expo?

Pharmacists recommend products to their patients every day, and patients accept their recommendations 90% of the time. OPA offers two opportunities to educate Ohio pharmacists on your products and services.

Reserve your 2017 Annual Conference sponsorship now!

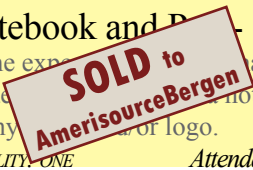
Favorite 2016 sponsorships are highlighted.

2016-2017 Sponsorship Packages **new** appear on page 3

Attendee Notebook and Pen - \$6,000

Every one of the expected pharmacist and student pharmacist attendees will receive a notebook and pen with your company name and logo.

SPONSORSHIP AVAILABILITY: ONE Attendance ≈ 1100



Conference Attendee Bags - \$5,000

Every one of the expected pharmacist and student pharmacist attendees will receive a bag with your company name and logo.

SPONSORSHIP AVAILABILITY: ONE Attendance ≈ 1100



Theatre and Booth - \$4,500

Present a 30-minute breakfast theatre about your product for up to 75 Ohio pharmacists. Includes a premium booth with four hours of exhibit time on Friday and Saturday.

SPONSORSHIP AVAILABILITY: THREE Attendance ≈ 75 AND 1000

Business Plan Competition - \$3,500

This student pharmacist competition is a key attraction for independent pharmacists and the businesses that support independent pharmacy.

SPONSORSHIP AVAILABILITY: ONE Attendance ≈ 200

OTC Challenge Sponsorship - \$3,000

College teams demonstrate OTC expertise of common self-care conditions and treatment in a fun, fast-paced continuing education session.

SPONSORSHIP AVAILABILITY: ONE Attendance ≈ 300

Student Activities - \$3,000

Student pharmacists compete in pharmacy games to help their college/school of pharmacy win the Pharmacy Olympics trophy.

SPONSORSHIP AVAILABILITY: ONE Attendance ≈ 200

Legislative Update - \$2,000

This session includes current legislation of interest in the Ohio Statehouse on pharmacy practice issues, how to effectively communicate those issues, and position oneself as an ongoing and reliable resource.

SPONSORSHIP AVAILABILITY: ONE Attendance ≈ 200

Dinner in the City- \$1,500

A Premier Social Event on the first night of the OPA Conference. Spend the evening with Ohio pharmacists by sponsoring an OPA Dinner venue for Conference attendees in one of downtown Columbus' fine restaurants. Use this opportunity to invite your clients, network with their colleagues and enjoy dinner together.

SPONSORSHIP AVAILABILITY: FOUR Attendance ≈ 70

WATCH FOR ADDITIONAL 2017 SPONSORSHIPS TO BE ANNOUNCED

OPA/Sponsor Lanyards - \$2,000* or Sponsor-provided Lanyards - \$1,000

All attendees will be given a neck cord with your company message or logo imprinted on it. *Special orders may have additional cost

SPONSORSHIP AVAILABILITY: ONE Attendance ≈ 1100

SPONSORSHIP MUST BE CONFIRMED BY JAN. 15, 2017. SPONSOR-PROVIDED LANYARDS MUST BE RECEIVED BY FEB. 15, 2017

Career Experts Panel - \$500

Sponsors and pharmacist leaders share career advice and network with practitioners, student pharmacists, and faculty.

SPONSORSHIP AVAILABILITY: FIVE Attendance ≈ 300

Managing Finances Session - \$2,000

This session, which includes strategies to invest money and pay off student loans, will attract new practitioners and student pharmacists.

SPONSORSHIP AVAILABILITY: THREE Attendance ≈ 200

\$750 for exhibitors

Conference Bag Inserts - \$1000 for non-exhibitors

Provide information about your company's products and services in the Conference tote bag.

SPONSORSHIP AVAILABILITY: FOUR Attendance ≈ 1100

President's Reception - \$2000

The reception is Saturday night following the formal induction of OPA's new officers. Ohio's pharmacy leaders gather to celebrate the future of OPA.

SPONSORSHIP AVAILABILITY: ONE Attendance ≈ 150

Name Badge Ribbon Display - \$800 **new**

Attendees can choose your company's ribbon to wear on their name badge with all the fun and serious Conference ribbons

SPONSORSHIP AVAILABILITY: ONE Attendance ≈ 1100

Attendees' Email List - \$200

Order a pre-conference email list of attendees to promote your presence or order a post-conference list to follow up. We again expect 1100 attendees.

SPONSORSHIP AVAILABILITY: EXCLUSIVE TO 2017 EXHIBITORS

Annual Conference Program Advertising -

A program containing educational information and events will be distributed to approximately 1000 individuals attending the Conference. Your investment allows placement of your company's four-color advertisement in the Conference Program. Quality, high-resolution advertisements must be received in PDF format.

SPONSORSHIP AVAILABILITY: LIMITED TO ONE ORGANIZATION EACH FOR OUTSIDE BACK COVER, INSIDE FRONT COVER AND INSIDE BACK COVER; Attendance ≈ 1100

\$900 - Back Cover Full Page

\$700 - Inside-Front or Inside-Back Full Page

\$550 - Full Page \$350 - 1/2 Page

2016-2017 Sponsor Package Snapshot

	OPA Partner \$20,000	Gold Sponsor \$10,000	Silver Sponsor \$5000	Bronze Sponsor \$2500
Annual Trade Show Exhibit	Two deluxe booths, preferred placement	One deluxe booth preferred placement	One premium booth	One standard booth
Annual Conference Attendee Confirmation	Prominent Logo placement	Logo included		
Annual Conference Meals & Breaks	Exclusive sponsor one meal & break	Sponsor one meal <i>(limited opportunities)</i>	Sponsor a break	
Annual Conference Chair Drop*	Given preferred event for drop - Awards lunch, LDF/PAC Breakfast or President's Banquet	One meal function <i>(limited opportunities)</i>		
Annual Conference Host Hotel	Two rooms, three nights & parking	One room, 2 nights & parking	One room, two nights	
Annual Conference Attendee Registration Code for Customers	Invite 10 of your customers to attend for free!	Invite 5 of your customers to attend for free!	Invite 2 of your customers to attend for free!	Invite 1 of your customers to attend for free!
Conference Sponsor Registration	Four 3-day registrations	Three 3-day registrations	Two 3-day registrations	One full-registration
Conference Awards Luncheon Tickets	4 tickets, preferred seating	3 tickets	2 tickets	1 ticket
Conference Dinner in the City Tickets	4 tickets, preferred seating	3 tickets	2 tickets	1 ticket
Annual Conference PAC Breakfast ticket	4 tickets	3 tickets	2 tickets	1 ticket
Annual Conference President's Banquet	4 tickets	3 tickets	2 tickets	1 ticket
Annual Program Advertising	Preferred Back cover full page placement	Preferred Inside front cover placement	25% discount on program ad	10% discount on program ad
Conference Bag Insert *	Included	Included		
Conference Featured Program Listing	featured 50-word description & logo	25-word description & logo		
Annual Conference Attendee Ebulletin	One pre & post-event	One Pre-event		
Ohio Pharmacy Newline ad	Three months of ads (6 x)	One month of ads (2 x)	1 issue	
Full page ad Ohio Pharmacist	Two pre-event and one post event ads	One pre-event ad, one post-event ad	One pre-event ad	
Midyear Meeting 2016 Customer Registration Code	Invite 5 customers to attend for free!	Invite 3 customers to attend for free!	Invite 2 customers to attend for free!	Invite 1 customer to attend for free!
Midyear Meeting 2016 & 2017 Bag Insert ^Δ	Included	Included	Included	
Midyear 2016 & 2017 Attendee Confirmation ^Δ	Prominent Logo placement	Logo included		
Logo in Midyear Meeting 2016 & 2017 Program ^Δ	Prominent placement	Included	Included	

* Promotional materials for the Annual Conference must be delivered to the OPA office by March 1, 2017 and meet OPA approval.

OPA Exhibitor Application/Contract and Sponsor Form

April 21 & 22, 2017 • Greater Columbus Convention Center, 400 North High Street, Columbus, Ohio 43215

AND/OR September 11, 2016 • Makoy Center, 5462 Center Street, Hilliard, Ohio 43026

Exhibit Coordinator _____ E-mail _____ Phone () _____
(Exhibit kit will be emailed to this person.)

This information appears in the Conference Program.

Company _____

Contact _____ Title _____

Address _____ City _____ State _____ Zip _____

Phone () _____ Website _____

Email _____

Interested in OPA Associate Membership? Yes No or already an OPA member

Select Annual Conference Sponsorships on pages 2 & 3 to support the OPA Conference

Contribution of \$ _____ for sponsorship(s) of _____

Yes, I am interested in sponsoring continuing pharmacy education at the OPA Conference.

Select the booth(s) size & location from the Annual Conference's exhibit hall floor plan and/or the booth space from the Midwest Independent Pharmacy Expo exhibit hall floor plan. Both layouts are found on page 6.

Please indicate any specific company(s) that you would prefer not to be next to:

Annual Trade Show EXHIBIT FEE:

- | | |
|--|-----------------------------|
| <input type="checkbox"/> \$1215 until 8/31/16 ^Δ | 10'x10'
Deluxe
Booth |
| <input type="checkbox"/> \$1315 9/1/16-12/31/16 | |
| <input type="checkbox"/> \$1425 beginning 1/1/17 | |
| <input type="checkbox"/> \$1150 until 8/31/16 ^Δ | 8'x10'
Premium
Booth |
| <input type="checkbox"/> \$1250 9/1/16-12/31/16 | |
| <input type="checkbox"/> \$1325 beginning 1/1/17 | |
| <input type="checkbox"/> \$1075 until 8/31/16 ^Δ | 8'x10'
Standard
Booth |
| <input type="checkbox"/> \$1175 9/1/16-12/31/16 | |
| <input type="checkbox"/> \$1225 beginning 1/1/17 | |

Number of booths to be purchased: _____

Preferred Annual location (booth number):
 1st Choice _____ 2nd Choice _____

Please check here if this is the first year you will exhibit at an OPA event

EXPO EXHIBIT FEE:

- \$1,500** until 7/31/2016
^ΔNote: With the introduction of the 2016 Independent Pharmacy Expo on Sunday, Sept. 11, OPA offers package deals through 8/31/2016 if you exhibit at both events.
- \$1,700** after 7/31/2016

Number of booths to be purchased: _____

Preferred Expo location (booth number):
 1st Choice _____ 2nd Choice _____

Please complete a 25-word description of your company for promotional purposes. _____

(turn to page 5 to complete the application)

OPA Exhibitor Application/Contract

Annual Trade Show Exhibit Hall Prizes:

Encourage attendance in the Exhibit Hall two ways - by donating to the "BIG" prize drawing and holding an in-booth raffle. "BIG" prizes will be awarded from the Ohio Pharmacists Foundation (OPF) booth and contributing companies will be recognized. Since attendees must visit your booth to qualify to enter the drawing, you will meet and greet hundreds of Ohio pharmacists and student pharmacists. In 2016, OPA attendees had a chance to win a TV, Kindle, selfie stick & more.



- We will donate \$50 to the "BIG" prizes drawing in the Exhibit Hall
 We plan to have an in-booth raffle
 We prefer to donate _____ to the "BIG" prizes drawing in the Exhibit Hall
 We will not have a raffle in our booth

Representatives who will staff Annual Trade Show exhibit: All representatives' names need to be provided by March 26, 2017. All exhibitors are encouraged to join Ohio pharmacists in continuing pharmacy education sessions. All exhibitors must wear their OPA Conference name badge to all OPA sponsored events/CPE sessions. **If your company representative is a pharmacist who would like to report the CPE from the OPA Conference, please check the days that he/she will be attending so that OPA may prepare his/her continuing education form. For each booth, two pharmacist exhibitors are eligible for one free day of CPE. If the pharmacist exhibitor wants a 2nd day of CPE, the discounted rate is \$69; for a 3rd day of CPE, the discounted rate is \$109. (The pharmacist exhibitor CPE fee offers a savings of \$150 or more off the pharmacist registration rate.)*

Name _____ suffix _____	Name _____ suffix _____
CPE attendance for RPh exhibitor* <input type="checkbox"/> 1 day CPE - Free <input type="checkbox"/> 2 days CPE - \$69 <input type="checkbox"/> 3 days CPE - \$109	CPE attendance for RPh exhibitor* <input type="checkbox"/> 1 day CPE - Free <input type="checkbox"/> 2 days CPE - \$69 <input type="checkbox"/> 3 days CPE - \$109
Nickname for badge _____	Nickname for badge _____
Email _____	Email _____
Emergency Contact _____ Phone _____	Emergency Contact _____ Phone _____

(If there are additional Annual representatives, please attach another page. For the Expo, we will contact you for representatives' information after the application is received.)

We agree to abide by the rules and regulations that are listed on the OPA Annual Trade Show exhibitor contract found at <http://tinyurl.com/OPA-Contract> and/or Independent Pharmacy Expo contract included. We agree to enclose a check, or include arrangements for payment, when submitting this contract. For an early bird rate, we understand that full payment must be received no later than August 31, 2016. For Annual Trade Show exhibit space reserved after 8/31/16, full payment must be received no later than March 17, 2017. All cancellations will forfeit at least a \$50 administration fee.

Authorized signature _____ Date _____

EXHIBIT & SPONSOR OHIO

Payment Information:

Conference Sponsorship _____	\$ _____
Annual Trade Show Fee _____	\$ _____
Annual Trade Show "BIG" Prize \$50 donation _____	\$ _____
Annual Conference RPh CPE (___ x \$69 or ___ x \$109)*	\$ _____
^ Package Discount Independent Expo & Annual Trade Shows _____	\$ _____
Midwest Independent Expo Trade Show Fee _____	\$ _____
Midwest Independent Expo Sponsorship _____	\$ _____
Total amount remitted _____	\$ _____

Consent to use of photographic images:

Registration and attendance at, or participation in, OPA meetings and other activities constitute an agreement by the registrant to OPA's use and distribution (both now and in the future) of the registrant or attendee's image in photographs, videotapes, and electronic reproduction of such events and activities.

Visa
 MasterCard
 American Express
 Check
 Make payable to: *Ohio Pharmacists Association* (Tax ID 31-4271660)

Account Number _____ Exp. Date _____

Name on Card (please print) _____ Security Code _____

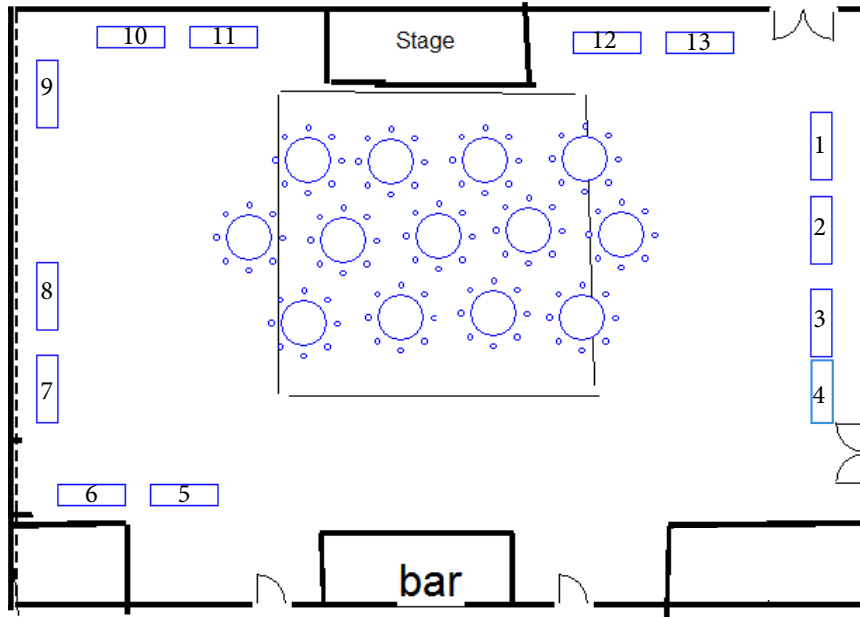
Billing Address (if different from page 4) _____

City _____ State _____ Zip _____

Please mail this two-page form to: Ohio Pharmacists Association, Attn: Janice Johnson, 2674 Federated Blvd, Columbus OH 43235, fax to: 614.389.4582 OR **register online** at www.ohiopharmacists.org. Questions? Call 614.389.3236

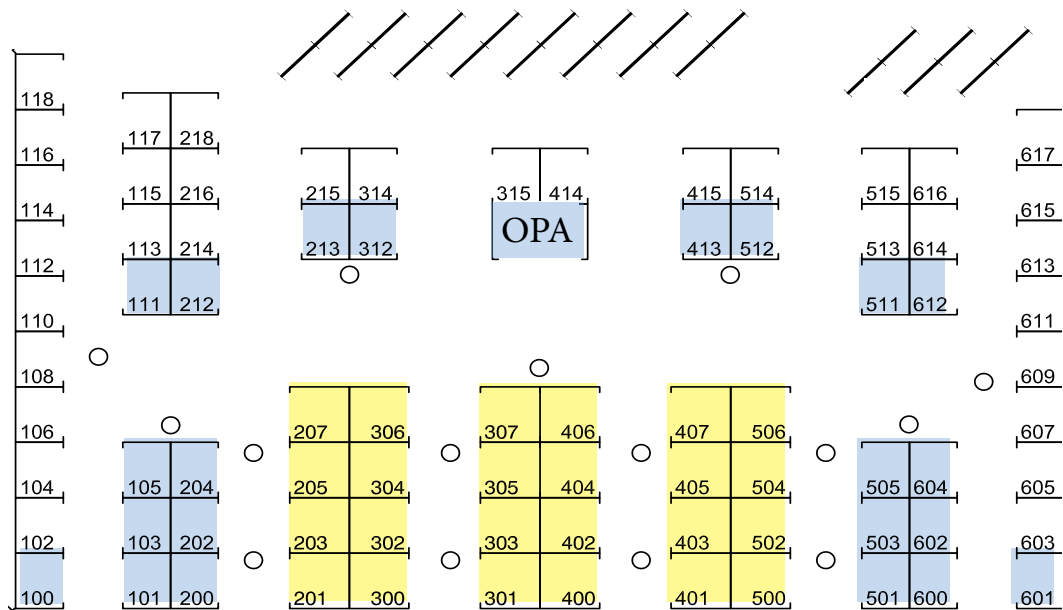
September 2016 Midwest Independent Pharmacy Expo floor layout

Please indicate your top two choices of exhibit space on page 4 of the application



April 2017 Annual Trade Show floor layout

Please indicate your top two choices of exhibit space on page 4 of the application



2016 EXPO Sponsor Snapshot

	OPA Partner \$15,000	Gold Sponsor \$10000	Silver Sponsor \$5000	Bronze Sponsor \$1750
Expo Exhibit	Two table tops, preferred placement	table top preferred placement	SOLD to RDC	table top
Expo Attendee Ebulletin	Included one Pre & post event	Included one Pre event		
Meals and Breaks Sponsorship	Exclusive sponsor of all meals & breaks			
Expo Chair Drop*	Given preferred time for drop - breakfast or lunch			
Expo Bag Insert *	Included	Included		
Expo Attendee Tickets for Customer	Invite 10 of your customers to attend the Expo for free!	Invite 3 of your customers to attend the Expo for free!	Invite 2 of your customers to attend the Expo for free!	Invite 1 of your customers to attend the Expo for free!
Expo Exhibitor Badges	4 badges	3 badges	2 badges	2 badges
Expo Program Advertising Logo in Expo Program	Inside front cover full page advertisement prominent placement included	One Full page ad in Expo program	25% discount on Expo program ad	
Featured Expo Listing	featured 50 word description & logo	25-word description & logo	25-word description	
Vendor listing on OPA website	Vendor listing through December 2018	Vendor listing through December 2017	Vendor listing through December 2016	
Full page ad Ohio Pharmacist	one pre-event and one post event ad	one pre-event ad		
Ohio Pharmacy Newline ad	three months of ads (6 x)	one month of ads (2 x)		
Expo Signage Recognition	signage in exhibit hall & registration	sponsor recognition	sponsor recognition	sponsor recognition
Annual Trade Show Booth	Deluxe 10 x 10 booth April 2017	Standard booth April 2017		
Featured Annual Program Listing	featured 50 word description & logo	25-word description & logo		
Conference Attendee Ebulletin	Included one Pre & post event	Included one Pre event		

Expo Sponsorships:

Expo Attendee Bag with Logo - \$500	SOLD to RDC	Breakfast Sponsor with Exhibit Experience - \$1,500	Back Cover ad Expo Program - \$800
Tote Bag Insert* - \$500		Break Sponsor with Exhibit Experience - \$750	Full page ad Expo Program - \$700
Chair Drop* - \$500		Lunch Sponsor with Exhibit Experience - \$2,000	Half page ad Expo Program - \$350
Expo Attendee Pens - \$300		Coffee Sleeve advertisement - \$350	Email List pre-Expo - \$200 or Email List pre & post Expo - \$250

* Promotional materials for the Expo must be delivered to the OPA office by August 1, 2016 and meet OPA approval.

NEW OPA Independent Pharmacy Expo | Sunday, September 11, 2016 | Makoy Center | Hilliard, OH

At the Independent Pharmacy Expo, exhibitors have an unprecedented opportunity to meet face-to-face with independent pharmacists in their home state. Over the course of one day, attendees will experience unique continuing pharmacy education programming for the independent pharmacist, technician and marketer. This is a wonderful opportunity for you to improve your business as an exhibitor. Networking here puts you directly in front of the decision-makers of Ohio independent pharmacies.

Who will attend?

Attendees can be new to independent pharmacy, professionals interested in owning an independent pharmacy, seasoned veterans, and decision makers in independent pharmacy. We anticipate hosting 100 total attendees at the first annual Independent Pharmacy Expo in 2016.



Exhibit Set-up

Sunday, September 11 6:00 – 7:00 a.m.

Exhibit Hours

Sunday, September 11 7:00 – 8:00 a.m.

. 10:00 – 10:30 a.m.

. 12:00 – 1:30 p.m.

Exhibit Breakdown

Sunday, September 11 1:30 – 2:30 p.m.

(Actual times are subject to change; total face-to-face time with registrants will not change.)

EXPO SPONSORSHIP OPPORTUNITIES

LOGO ITEMS

EXPO Tote Bags only – \$5,000

Tote bags will have your company's logo and/or marketing message on one side and the contact information on the other side. Sponsorship includes one insert of promotional messaging in each bag. Promotional materials must be printed and delivered to the OPA office in Columbus Ohio (at the sponsor's expense) no later than July 1, 2016.



EXPO Programs – \$3,000

The Expo provides each attendee with a program containing the meeting schedule with exhibitor and sponsor listings. Your company will receive a full-page color ad with premium placement inside the program.

Continental Breakfast with Exhibitor Experience – \$1,500

All attendees are invited to grab a bite to eat and visit exhibitors providing the latest products and services to advance the pharmacy profession.



Refreshment Break with Exhibitor Experience – \$750

All attendees are invited to refill their coffee and visit exhibitors providing the latest products and services to advance the pharmacy profession.

Lunch with Exhibitor Experience – \$2,000

All attendees are invited to gather in the exhibit hall to enjoy lunch and visit with vendors once again.

Attendee Email List Sponsorship

- \$200 pre-conference list only
- \$250 pre & post-conference list

Promote your participation at the conference and share your products and services in a direct email to attendees. Sponsors may send a one-time pre-show and/or one-time post-show email to attendees who, during registration, opted-in to receiving a promotional email from conference vendors. Sponsors will receive these attendees' name, email, and company name. This is offered exclusively to the 2016 OPA Independent Pharmacy Expo.

For additional sponsorship opportunities, see page 5 or contact Janice Johnson at jjohnson@ohiopharmacists.org or 614.389.3236.

EXPO EXHIBIT FEE:

- **\$1,500** early-rate through 7/31/2016 or discount combined with your 2017 Annual Trade Show registration through 8/31/2016
- **\$1,700** after 7/31/2016

Registration at both the Annual Trade Show and Independent Pharmacy Expo offers early-bird Package Discounts through **8/31/2016**

^Early-bird Annual Deluxe 10' x 10' booth and Expo Vendor Table

\$1,215 + \$1,500 = \$2615

^Early-bird Annual Premium 8' x 10' booth and Expo Vendor Table

\$1,150 + \$1,500 = \$2650

^Early-bird Annual Standard 8' x 10' booth and Expo Vendor Table

\$1,075 + \$1,500 = \$2575

Expo Exhibit includes: One 8' x 2 ½' draped table, fully-carpeted hall, and complimentary electricity access.

2 Exhibitor Badges with Continuing Education credit and access to all education sessions are included.

In addition, all exhibitors will receive:

- Recognition in conference materials and on-site signage
- Acknowledgment on the OPA website, *Ohio Pharmacist* monthly journal, and the bi-weekly email *Ohio Pharmacy Newsline*.

Locations will be assigned first come, first served for confirmed exhibiting companies. Exhibit hall layout on page 7. OPA reserves the right to adjust the diagram as needed.

This event is a product of the Center for Entrepreneurship

Exhibit Contract for the Ohio Pharmacists Association Independent Pharmacy Expo, September 11, 2016

SPACE ASSIGNMENTS

1. Space assignments will be made by the Ohio Pharmacists Association (OPA) on a first-come, first-serve basis according to the date that payment for the booth space is received for the Independent Pharmacy Expo to be held at the Makoy Center, 5462 Center Street, Hilliard, Ohio, 43026 on September 11, 2016.
2. The Ohio Pharmacists Association reserves the right to shift space assignments after the contract has been signed if they find it necessary to do so. Space is leased with the understanding that the Exhibitor will hold the Ohio Pharmacists Association blameless for any and/or all liability which may result for any cause whatsoever.

PAYMENTS AND CANCELLATIONS

1. In applying for space, the Exhibitor will pay for the full cost of the space with the application or as soon thereafter as possible. The cost of an 8' x 2' table exhibit space being \$1500 for the early rate until 6/31/16 or \$1700 by 9/7/2016. The contract and space reservations are not binding until payment for the booth space is received by OPA.
2. Written notice of cancellation must be received by the OPA office before July 11, 2016 in order for the Exhibitor to receive a refund less the \$50 administration fee. Any cancellations after that date, but before August 11, 2016, will receive a 50% refund. If notice is received after August 11, 2016, Exhibitor is obligated to pay full fee. In the event of a cancellation, OPA shall have the right to use said space for its own convenience.

EXHIBIT EQUIPMENT

1. The exhibit space will include 8' x 2' skirted table and two folding chairs. Any other items or services will be at each exhibitor's own expense and responsibility. The display area, which is fully carpeted, will be available for move-in of materials from 6:00-7:00 a.m. on Sunday, September 11, 2016. Set-up must be completed by 7:00 a.m. **Trade Show hours are Sunday, September 11, 2016 from 7:00 - 8:00 a.m.; 10:00 - 10:30 a.m. and 12:00 noon - 1:30 p.m.** Materials may not be removed before 1:30 p.m., Sunday, September 11, 2016 and must be completely removed by 2:30 p.m. on September 11, 2016. Under no circumstances will the delivery or removal of any portion of an exhibit be permitted during the show without permission first being secured in writing from OPA. *Note:* Exhibitors are advised to provide locked storage facilities within their own display area for excess merchandise.

USE OF EXHIBIT SPACE

1. All demonstrations and exhibits must be confined to the exhibit space. All Exhibitors must arrange their displays so they utilize only the area contracted for and in such manner as to recognize the right of other Exhibitors and show visitors to conform to the overall floor layout developed by OPA. OPA adheres to the IAEM guidelines for exhibits (available upon request). Heights: No constructed booth display or sign or advertising matter may exceed a height of ten feet (10') unless approved by the OPA Exhibit Manager. No lights, standards, signs, mirrors, advertising matter, display racks, display cases, other construction may exceed 42 inches in height in the front two-thirds of the space. Exhibitors who display machines or equipment that measure eight feet (8') in height must submit to OPA for approval of a floor plan showing the location of such equipment or machines by August 6, 2016. Lighting: Light bulbs or other light sources must not be visible from the aisles. The use of flashing electric signs or lights is not permitted. Appearance: An Exhibitor must arrange to remove excessive amounts of trash or waste materials during show hours. Fire regulations: All materials shall be fire-resistant. No Exhibitor shall assign, sublet or share the whole or any part of the booth space allocated.
2. Exhibitor agrees to pay when due all royalties, license fees or other charges accruing or becoming due to any firm, person or corporation by reason of any music, either live or recorded, or any other entertainment of any kind or nature, played, staged or produced by the Exhibitor, its agents, employees within the premises covered by this license agreement including but not limited to, royalties or licensing fees due to BMI, ASCAP, or SESAC. Exhibitor agrees to hold harmless OPA, its agents and employees against any and all such claims and charges, and to defend, at its own expense any, and all, such claims and charges. Exhibitor shall have the right, however, to protest and if desired, to litigate and adjudicate any and all such claims.
3. Only customary and descriptive product literature and samples may be distributed to meeting registrants and only within the space assigned to the Exhibitor presenting such material. Firms or organizations not assigned space in the Exhibit Hall will not be permitted to solicit business within the Hall. Food or drink distribution must be approved by the OPA exhibit manager.

DIRECTORY LISTING

The Exhibitor is solely responsible for his/her material contained in Exhibitor listing. The Exhibitor agrees to indemnify and hold harmless the OPA for any trademark, trade name, copyright or patent infringement claims or controversies arising out of, or related to this agreement or the program and Exhibitor listing.

LIABILITY AND INSURANCE

1. OPA, the Makoy Center, or any officer or staff member thereof will not be responsible for the safety of the property of the Exhibitor, his agents or employees from theft, damage by fire, accident, or any other cause.
2. The Exhibitor agrees that OPA and the Makoy Center or its employees: (a) will not be responsible for any damages to or for the loss or destruction of the Exhibitor's property or injuries to the Exhibitor, his representatives, or injury being expressly waived by the Exhibitor, (b) will be exempted from or indemnified for any claims for injury to any part of the Exhibitor's representatives, agents or employees.
3. OPA, its agents and employees, will not be liable for failure to hold the exhibit as scheduled. Payments for exhibit space will be returned in that event except that any actual expenses incurred in connection with the exhibit will be deducted if the exhibit is called off on September 11, 2016, because of fire, or any natural cause, or strike, or epidemic or any law or regulation of public authority, which makes it impossible or impractical to hold the exhibition.
4. The Exhibitor agrees to obtain the following insurance coverage during the OPA exhibition, including move-in, move-out times, and be prepared to furnish certificate of insurance to the OPA if requested: (a) Comprehensive general liability insurance coverage including protective and contractual liability coverage of not less than one million dollars for bodily injury, property damage, and product liability coverage and (b) Employers' liability insurance within minimum limits of \$250,000 per accident.

BUILDING RULES

1. Exhibitors must comply with all regulations; meet the requirements of the U.S. Government, the State of Ohio, Franklin County and municipal authorities, police and fire departments for Norwich Township/City of Hilliard and all regulations of the Makoy Center.
2. Fire regulations require that all display materials be flame proofed and all hangings must clear the floor. Electrical signs and equipment must be wired to meet specifications of the National Electrical Code Safety Rules.
3. Exhibitors shall not deface any part of the Exhibit Facility. The cost of repairing any damage to the Exhibit Hall caused by the Exhibitor, its employees, representatives, or agents will be billed to and paid by the Exhibitor. Nothing can be posted on, tacked, nailed, screwed, or otherwise attached to the columns, walls, floor, ceiling, furniture, or properties of the Exhibit Hall. All setup and dismantling of Exhibit space and equipment must be conducted within the Exhibit Hall.
4. **SMOKING IS NOT PERMITTED IN THE EXHIBIT HALL.**

OBJECTIONABLE MATERIAL AND ACTIVITIES

1. OPA reserves the right to request modification of any questionable exhibit. All products displayed in the exhibit booth must be suitable to the pharmacy market.

HANDLING AND STORAGE

1. The Makoy Center will not accept nor store exhibit materials or empty crates before Saturday, September 10, 2016.
2. All items must be shipped out on Sunday, September 11, 2016. Exhibitors must provide shipping labels for items and are responsible for all shipping charges. Shipping charges will not be accepted by the Makoy Center. If venue personnel are required to assist in loading your shipment, you will incur a \$5.00 per box and \$75.00 per skid charge. These fees stand for both incoming and outgoing packages. If necessary, an invoice will be sent to your business.

TERMINATION AND DEFAULT

If the Exhibitor shall fail to perform any of the covenants or obligations under this contract, OPA may, as its option, terminate this contract immediately upon written notice to the Exhibitor. Any termination by OPA under this contract shall be without prejudice to any other rights or remedies of OPA hereunder. The failure of OPA to exercise the right of termination herein granted at any time shall not constitute waiver of its rights therefore under subsequent default.

GENERAL

1. All matters and questions not covered by the contract provisions are subject to the decisions of the OPA Exhibit Manager. The contract provisions may be amended at any time by OPA, and all amendments or additions that may be so made shall be equally binding, on all parties affected, as the original contract provisions.
2. Severability. The intention of the parties to this agreement is to comply fully with all laws and public policies, and this agreement shall be construed consistently with all laws and public policies to the extent possible. If and to the extent that any court or competent jurisdiction determines it is impossible to construe any provision of this agreement consistently with any law or public policy and consequently holds that provision to be valid, such holding shall in no way affect the validity of the other provisions in this agreement, which shall remain in full force and effect.
3. Superceding Agreement. In case of conflict between any term of this agreement and the OPA contract with the Makoy Center, the latter shall control.
4. Arbitration. Any controversy or claim arising out of, or relating to, this contract, or its breach, shall be settled by arbitration, in accordance with the rules, then obtaining, of the American Arbitration Association, and judgment on the award rendered may be entered in any court having jurisdiction.