

# 22nd Annual 2018 NPPA Conference



## Exhibitor Prospectus – Booths, Sponsorships & Promotional Opps

The 22nd Annual 2018 NPPA Conference (National Pharmacy Purchasing Association) offers your company the chance to come together with the key pharmacy purchasing decision-makers across the country (in pharmacies mainly from the institutional setting of hospitals, medical centers, health systems, clinics); as well as executives from the leading GPO companies who negotiate drug contracts for health systems.

Interact with between 280-320 pharmacy purchasing professionals—all your company's target audience, while presenting your products and services in our Vendor-Exhibit Hall on August 21 & 22 (for 2.5 to 3 hours each day). In addition to an Exhibit Booth Package, a wide variety of Sponsorships & Promotions are also available (see details within).

Exhibitors continue to tell us this is the **best** pharmacy convention they attend all year!

## August 21-23, 2018 • Bally's Las Vegas



**Contact:** NPPA (National Pharmacy Purchasing Association)

**Phone:** 858-581-6373 ♦ **Fax:** 858-581-6372

**Email:** [ExhibitInfo@PharmacyPurchasing.com](mailto:ExhibitInfo@PharmacyPurchasing.com)

**NPPA Website (for more info):** [www.PharmacyPurchasing.com](http://www.PharmacyPurchasing.com)

# EXHIBITOR PACKAGES & INCLUSIONS

## 2018 NPPA Conference - August 21 & 22 (exhibit days)

WHAT'S INCLUDED?	DIAMOND	PLATINUM	GOLD	SILVER	BRONZE
Exhibit Booth Size	20x20	10x40	10x30	10x20	10x10
Exhibit Package Fee (must pay in full by August 3)	\$19,200	\$15,200	\$11,400	\$7,600	\$3,800
NEW EXHIBITOR DISCOUNT When Paid in Full By May 31, Use Discount Codes Here	\$500 Off "DIAM500-B"	\$400 Off "PLAT400-B"	\$300 Off "GOLD300-B"	\$200 Off "SILV200-B"	\$100 Off "BRON100-B"
Company Logo on Cover of Attendee Program Binder	Yes	Yes			
Full Page Ad in NPPA- member-publication PPO (through December 2018)	2	1			
Support Ribbons on Rep Badges	Yes	Yes			
Ad Page/s in Attendee Binder	2	1	1		
Logo/Link on Sponsor Directory of NPPA Website (thru Sept. 2018)	Yes	Yes	Yes		
Company Name on Promotional Materials in PPO (thru Sept.)	Yes	Yes	Yes	Yes	
Sponsorship Ribbons on Badges For Reps with Sponsorships (as on Page 3 , Tote Bags, Lanyards, etc.)	Yes, if applies	Yes, if applies	Yes, if applies	Yes, if applies	Yes, if applies
Company Name in Exhibitor List on NPPA Website (all year)	Yes	Yes	Yes	Yes	Yes
6' Skirted Table, 2 Chairs, Waste- Basket, Signage on Booth Drape (In Fully Carpeted Ballroom)	Yes	Yes	Yes	Yes	Yes
Onsite Rep Passes for Exhibit Hall	25	20	15	10	5
Single Session Passes For Reps (Access to 1 Educational Session)	25	20	15	10	5

# SPONSORSHIPS AVAILABLE

## 2018 NPPA Conference, August 21-23



### **SCHOLARSHIP PROGRAM SPONSOR– \$3,518.20 for 5 Awardee Scholarships Reg & Hotel\* (multiple companies)**

- For Under-Funded Attendee-Facilities (to help Attendees not to pay out-of-pocket when facility won't cover).
- Your Company gets Recognition in Conference Attendee Program Binder, during Conference Opening Session, Poster Signage in Lecture Hall, on the NPPA Website, and in NPPA's member-publication (*PPO*).
- Receive a complimentary E-List of Scholarship Awardees.
- Contribute 10 or more Scholarships to Receive a \$400 discount off *NEXT* year's (2019) Exhibit Package.  
\*Each Scholarship Award covers 1 Attendee Registration & 4 Hotel Nights (at \$89/night+tax, NPPA's rate).

### **BADGE LANYARDS SPONSOR– \$5,000 (1 company)**

- Each Attendee & Exhibitor Rep will receive one of your Lanyards that holds their Name Badge (which must be worn at all times during the event).
- Lanyards are provided by you in quantity of 700, with your Company Name/Logo on them.
- See NPPA for options on Lanyard type/style.

### **TOTE BAGS SPONSOR– \$3,000 (1 company)**

- Tote Bags are provided to all Attendees, to hold Program Binders with Agenda & other materials.
- Design Tote Bags to Highlight your Company & Products, any way you see fit.
- Tote Bags will be provided by you in quantity of 350.

### **PROGRAM BINDER SPONSOR– \$3,500 (1 company)**

- Your Company's 1 page Ad will go on the Back Cover of Program Binders that each Attendee receives.
- Includes 1 *complimentary* Binder Ad Page (inside Program Binder), worth \$600.
- Ad will be printed and provided by you in quantity of 350.
- Or for printing, request a quote from NPPA's local printer (*cost will be billed to you separately*).

### **NOTEPADS & PENS SPONSOR– \$3,000 (1 company)**

- Your Company Logo on Notepads & Pens that Attendees use during the Educational Sessions.
- Notepads & Pens are provided by you, in quantity of 450 minimum (*or more if able, especially pens*).

### **CYBER CAFÉ SPONSOR– \$1,500 (1 company)**

- NPPA's Cyber Café will be available for Attendee use over *all* of the main event days.
- Your Company Name or Logo can be used as the Screensaver on the Computer Screens.
- Your Company's Website may be used as the Home Page.

### **HOSPITALITY EVENT SPONSOR– \$1,000 (multiple companies/events, but space is limited)**

**Note:** E-Vite is *only at no additional cost*, when in one of meeting rooms at *Bally's hotel*.

**Also note:** Date/Time *must first be approved by NPPA* (so it does not conflict with hours of Exhibit Hall, Opening Reception (unless sponsoring it), Educational Program, & other confirmed events).

- Meeting space rental provided at no cost (only when in one of meeting rooms at Bally's).
- Event Promotion: on our Website, Agenda, Program Binder, and NPPA's member-publication before the event (either off-site or at Bally's).

**SPONSORSHIPS & PROMOTIONAL OPPORTUNITIES ARE NON-REFUNDABLE  
& MUST BE PAID IN FULL AT TIME OF ORDER**

# PROMOTIONAL OPPORTUNITIES

## 2018 NPPA Conference, August 21-23



### **TOTE BAG INSERTS – \$1,500 (multiple companies, but space is limited)**

- Provide us with a small item to insert in the official Attendee Tote Bag, in Quantity of 400.
- Each Attendee Registrant receives a Tote Bag, which includes their official Program Binder & other materials.
- Items for stuffing must be approved before finalization of print/order for such on your end.
- Ask NPPA for suggestions on product ideas for insertion.

### **E-VITE & E-THANKS Attendee Email Transmissions – \$500 Includes 1 of each type (multiple companies)**

- NPPA sends all Registered Attendees your customized message in HTML, to invite to your Exhibit Booth or other approved function, and thank them for their participation and business after the show.
- Includes: 1 “E-Vite” (pre-show, sent by 8/1), and 1 “E-Thanks” (post-show, sent by 10/31).
- **Note:** message & invite content will *first be reviewed & approved by NPPA*, before email distribution. If inviting to function other than visiting at your Exhibit Booth, event’s date & date *must* first be approved by NPPA so it does not conflict with Exhibit Hall hours & other important events or educational program hours.

### **AD PAGES IN ATTENDEE PROGRAM BINDER – \$600/page, double-sided (multiple companies)**

- Program Binders contain all the necessary Conference info, which Attendees receive upon check-in.
- Ads are placed in the Exhibitor section of Binder, in company alpha order going by Exhibitor Package level.

#### Ad Specs:

- 1 Page, 8.5" x 11" (double-sided OK)
- 3-Hole Punched
- Quantity of 350, printed (or send us your PDF file & we will print at additional cost)
- **Send to Arrive By July 20, to:**

**NPPA, 4747 Morena Blvd. Suite 340, San Diego, CA, 92117-3468**

**Main office phone number: 858-581-6373**

\*Diamond Exhibitors receive 2 comped Binder Ad pages; Platinum Exhibitors receive 1 comped page; and Sponsor of Binder receives 1 comped page. However, your confirmation of participation is still required by choosing that option on the Order Form.

### **WEBSITE ADS on NPPA site (thru August) – \$1,500 (multiple companies, but space is limited)**

- Special Ad Rates & Time only for 2017 NPPA Conference Exhibitors.
- Ads with your Company’s Logo/URL, on one of NPPA’s Website Pages through August (see page placement options on Order Form page).
- Required Ad Specs will be provided after you have placed your order (*must be received by July 31*)

### **POP-UP MEETING – Complimentary to Exhibitors (space permitting, first-come-first served, must be pre-approved)**

- For Company Staff or Board Meetings **ONLY—no Attendees allowed (with exception of Advisory Boards).**\*
- Meeting space rental provided at no cost; your company responsible for costs of A/V & other needs.
- Send email with request & description of meeting type & needs (not included on Order Forms).

*\*For functions you’d like to invite Attendees to, see previous page for “Hospitality Event Sponsorships”.*

**SPONSORSHIPS & PROMOTIONAL OPPORTUNITIES ARE NON-REFUNDABLE  
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# Sample List of NPPA Attendee-Facilities

*See full 2017 Facility List on NPPA website*



Southcentral Foundation, Anchorage, AK  
Bartlett Regional Hospital, Juneau, AK  
Cullman Regional Medical Center, Cullman, AL  
Mobile Infirmary Medical Center, Mobile, AL  
Mercy Hospital, Fort Smith, AR  
North Arkansas Regional Medical Ctr, Harrison, AR  
Sun Life Family Health Center, Casa Grande, AZ  
Banner Health, Chandler, AZ  
Flagstaff Medical Center, Flagstaff, AZ  
Banner Gateway Medical Center, Gilbert, AZ  
Banner University Medical Center South, Tucson, AZ  
Comprehensive Pharmacy Services, Tucson, AZ  
Northwest Medical Center, Tucson, AZ  
St. Joseph Home Health, Anaheim, CA  
Mercy Hospital Downtown, Bakersfield, CA  
San Geronio Memorial Hospital, Banning, CA  
Mills-Peninsula Medical Center, Burlingame, CA  
Scripps Mercy Hospital, Chula Vista, CA  
Sharp Chula Vista Medical Center, Chula Vista, CA  
Antelope Valley Hospital, Lancaster, CA  
College Medical Center, Long Beach, CA  
Community Hospital, Long Beach, CA  
St. Mary Medical Center, Long Beach, CA  
VA Long Beach Medical Center, Long Beach, CA  
Children's Hospital Los Angeles, Los Angeles, CA  
Good Samaritan Hospital, Los Angeles, CA  
Keck Medical Center of USC, Los Angeles, CA  
St. Vincent Medical Center, Los Angeles, CA  
Scripps Mercy Hospital, San Diego, CA

Sharp Healthcare Central Pharmacy, San Diego, CA  
Sharp Memorial Hospital, San Diego, CA  
Sharp Mesa Vista Hospital, San Diego, CA  
UCSF Medical Center, San Francisco, CA  
Santa Rosa Memorial Hospital, Santa Rosa, CA  
Sonoma Valley Hospital, Sonoma, CA  
Sonora Regional Medical Center, Sonora, CA  
Yale-New Haven Hospital, New Haven, CT  
MedStar Washington Hospital Ctr, Washington, DC  
Christiana Hospital, Newark, DE  
Alfred I. DuPont Hosp. for Children, Wilmington, DE  
Sarasota Memorial North Port Hosp., North Port, FL  
Dr. P. Phillips Hospital, Orlando, FL  
Sarasota Memorial Hospital, Sarasota, FL  
Flagler Hospital, St. Augustine, FL  
Bayfront Health St. Petersburg, St. Petersburg, FL  
Nutrishare, Inc., Louisville, KY  
Touro Infirmary, New Orleans, LA  
Specialists Hospital, Shreveport, LA  
Beverly Hospital, Beverly, MA  
Massachusetts General Hospital, Boston, MA  
Cape Cod Hospital, Hyannis, MA  
Baltimore Washington Medical Ctr, Glen Burnie, MD  
King Faisal Hospital (Royspec), Hanover, MD  
MedStar Montgomery Medical Center, Olney, MD  
Premier, Inc., Charlotte, NC  
CarolinaEast Medical Center, New Bern, NC  
Novant Health, Inc., Winston-Salem, NC  
Nebraska Medicine, Omaha, NE



Nebraska Medicine-Bellevue, Omaha, NE  
Regional West Medical Center, Scottsbluff, NE  
Sidney Regional Medical Center, Sidney, NE  
Wentworth-Douglass Hospital, Dover, NH  
Dartmouth Hitchcock Medical Center, Manchester, NH  
St. Rose Dominican-San Martin, Las Vegas, NV  
Sunrise Hospital & Medical Center, Las Vegas, NV  
University Medical Ctr of Southern NV, Las Vegas, NV  
Valley Hospital Medical Center, Las Vegas, NV  
North Vista Hospital, North Las Vegas, NV  
Renown Regional Medical Center, Reno, NV  
Humboldt General Hospital, Winnemucca, NV  
Nicholas H. Noyes Memorial Hospital, Dansville, NY  
SUNY Upstate University Hospital, Syracuse, NY  
Faxton St. Luke's Healthcare, Utica, NY  
St. Vincent Charity Hospital, Cleveland, OH  
Ohio State University Medical Center, Columbus, OH  
Holzer Medical Center, Gallipolis, OH  
Wilson Health, Sidney, OH  
St. Luke's University Hospital, Bethlehem, PA  
Hospital of the University of PA, Philadelphia, PA  
Rapid City Regional Hospital, Rapid City, SD  
Avera McKennan Hospital, Sioux Falls, SD  
Memorial Hospital, Chattanooga, TN  
Laughlin Memorial Hospital, Inc., Greeneville, TN  
Regional One Health, Memphis, TN  
HealthTrust Purchasing Group, Nashville, TN  
Christus Spohn Hospital, Alice, TX  
Permian Regional Medical Center, Andrews, TX  
Texas Health Arlington Mem. Hospital, Arlington, TX  
Baylor Scott & White Health, Dallas, TX  
Hunt Regional Medical Center, Greenville, TX  
Hereford Regional Medical Center, Hereford, TX  
Comprehensive Pharmacy Services, Houston, TX  
Houston Methodist Hospital, Houston, TX  
Capital Medical Center, Olympia, WA  
Valley Hospital & Medical Center, Spokane Valley, WA  
Providence St. Mary Medical Center, Walla Walla, WA  
St. Agnes Hospital, Fond du Lac, WI  
Gundersen Lutheran Medical Center, La Crosse, WI  
Wyoming Medical Center, Casper, WY

And many more, including the top GPO companies  
(total attendees 275 to 320)

## Comments From Past Attendees

- "We need to get most or all, of our Buyers to attend NPPA's worthwhile Conference." (By David Billing, MS, R.Ph., Pharmacy Director of DePaul Medical Center in Bridgeton, MO, part of the SSM Healthcare system.)
- "I thoroughly enjoyed the NPPA Conference. The topics and speakers were very helpful and overall the presentations were great. I am truly amazed at the amount of knowledge I have received in the past 3 days. The displays are a lot of fun as well. Thanks for making this possible and hopefully I will be able to attend next year!"
- "This is my second year attending. As with the year before, I truly enjoyed it. It was very informative and interesting. I hope to return in the following years."
- "I really learned a lot. I will take what I have learned back to my hospital and apply it to my job."
- "I have been a buyer for 26 years and never had come to the NPPA Conference before, but I will never miss it again. It had an excellent variety of issues and topics. Also, there was great representation by suppliers – I got to meet & talk to lots of them during the display periods."
- "I feel that every Buyer should have the opportunity to attend this yearly convention hosted by NPPA."

# Become a Member of NPPA

## To Stay Tuned to the Pharmacy Buyer News

### And Save on Advertising In Member-Publication!

#### Corporate (Vendor) NPPA Member Benefits

- ◆ Support NPPA, the first Association of Pharmacy Buyers
- ◆ Receive 10 Editions a year of *Pharmacy Purchasing Outlook (PPO)*, the member-publication of NPPA
- ◆ Receive both the *RxVendor & RxBuyer eNews*, periodic e-newsletter distributions
- ◆ 7% Discount off Advertising (in *PPO* or *RxBuyer eNews*)
- ◆ 10% Discount off Advertorial-Type Ads (in *PPO* only)
- ◆ Submit your company's Press Releases on new product & services, for inclusion in *PPO*
- ◆ Stay Attuned to the Topics & Issues that NPPA's Pharmacy Buyer members read & care about

#### Advertise in NPPA's member-publication *Pharmacy Purchasing Outlook (PPO)*

- ◆ Truly cost-effective, since rates are less than the norm and it targets a specific group of your largest customers, the Pharmacy Buyers & Managers
- ◆ For details & orders, email: [Advertising@PharmacyPurchasing.com](mailto:Advertising@PharmacyPurchasing.com) (or see our site's Advertising page)

#### Testimonial from NPPA Corporate Member & Regular Advertiser

"We find NPPA's publication (*Pharmacy Purchasing Outlook*), to have a wealth of information, and none of our reps and staff (here at X-Gen), want to part with our own copies."

-Dave Potter, Marketing Manager  
X-Gen Pharmaceuticals, Horseheads, New York

*Note from NPPA: for many years now, X-Gen has also seen the value of advertising in every edition of Pharmacy Purchasing Outlook, and saves 7% on advertising fees with their NPPA-member discount.*

#### **New Corporate NPPA Membership Order** (complete & fax to 858-581-6372, or PDF page & attach to email)

Name: \_\_\_\_\_

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

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

City, ST/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

#### **Payment by Credit Card (Visa, M/C, American Express, & Discover):**

Total to Charge:     \$125, 1-year         \$216, 2-year        Date of Order (MO/DAY/YR): \_\_\_\_\_

Card#: \_\_\_\_\_        Expiration date (MO/YR): \_\_\_\_\_

Billing Street NUMBER: \_\_\_\_\_        Billing ZIP: \_\_\_\_\_        Card Code: \_\_\_\_\_

Cardholder Name/s (all) \_\_\_\_\_

Cardholder Signature: \_\_\_\_\_

# EXHIBIT BOOTH INFO & HOTEL RESERVATIONS 2018 NPPA CONFERENCE



## HOTEL RESERVATIONS, BALLY'S LV

- **Rate:** \$89/night plus tax (for Group “NPPA 2018”)
- **Resort Fee:** \$30/night+tax. Includes 2 Wi-Fi Devices, Fitness Center for 2 daily, Free Local Calls.
- **Dates:** Sunday 8/19 through Thursday 8/23
- **Online Reservations:**  
<https://aws.passkey.com/go/SBNPP8>
- **Phone Reservations:** 800-358-8777 (ask for “NPPA 2018” or Group Code “SBNPP8”)

**GES EXPO SERVICES:** will handle your booth setup/furniture needs, and the shipping & handling of your booth materials. About 90 days before the event, GES will send ordering details to all confirmed and paid NPPA exhibitors, via an email notice with a link to our NPPA Exhibitor Show Kit & Ordering Site, which will also include options for ground transportation services (with a special NPPA-deal), lead retrieval units for rent, and more.

**LEAD RETRIEVAL UNITS:** will be available to rent for use at your booth, to scan the name badges of NPPA attendees who visit you (& give their permission). Details & order forms will be included in your Show Kit as sent by GES Expo Services. LR units will also be available onsite (at a slightly increased rate).

**CONDUCT A RAFFLE FROM YOUR BOOTH:** Consider a raffle, to increase traffic to your booth over the 2 days of Exhibit Hall hours, with the following ideas.

- ◆ Order from GES or bring a bowl or ticket tumbler, and use your customized forms for attendees to fill out & drop in the bowl for your raffles (not all Attendees will have business cards).
- ◆ Announce winners on a raffle “board” at your booth (which can be ordered from GES).
- ◆ Hold drawings towards on the second Exhibit day or end of Exhibit hours, to keep Attendees around throughout the entire time period and returning on the second day.

**ONSITE REPS & LOCATION OF BOOTH:** At a later date, you will be contacted with further instructions, to provide both your Onsite Booth Reps as well as your preferred Booth space location on the Exhibit Hall floor (which is in a fully carpeted Ballroom).

**ADDITIONAL REP PASSES:** beyond those provided with each exhibit package (see page 2), will be available to order at a later date. Which is also when you will register your company’s Onsite Booth Reps going to the show.

Also available as an upgrade, is a “Full Program” pass, for access to our educational sessions, with ACPE-accredited CE.



# 2018 NPPA CONFERENCE, AUGUST 21-23

NPPA's annual event attracts more pharmacy purchasing professionals than any other. Here, you will find that all attendees are in charge of the Pharmacy Buying in their facilities (hospitals, medical centers, health systems, clinics, & homecare); or are GPO executive attendees, who negotiate the drug contracts for hundreds of their facility-members across the country.

When you help support this conference, the purchasing experts attending will take notice!

## WHY EXHIBIT?

- Spacious & Elegant Ballroom Exhibit Hall for 2 days (Aug. 21 & 22), open 2.5 to 3 hrs/day
- Hundreds of Purchasing Pros Who Have Authority to Buy!
- Major National Purchasing Group Directors who Negotiate Billions in Contracts
- Wide Array of Sponsorships & Promotional Opportunities Available
- More Purchasing Pros In 1 Location Than Reps Could Cover All Year

## EXHIBITORS OF LAST YEAR'S 2017 NPPA CONFERENCE

ABBVIE  
ACCORD HEALTHCARE  
ACUTE CARE PHARMA.  
ADVANCED MEDICAL SALES  
AKORN, INC.  
ALVOGEN INC.  
AMERICAN HEALTH PACKAGING  
AMERICAN REGENT  
AMERISOURCEBERGEN  
AMNEAL BIOSCIENCES  
AMPHASTAR PHARMA.  
ANDA, INC.  
APEXUS  
APOTEX CORP.  
ARBOR PHARMACEUTICALS  
AREVA PHARMACEUTICALS  
ASTELLAS  
ATHENEX  
AUROMEDICS  
AVADEL LEGACY PHARMA.  
AVELLA SPECIALTY PHARMACY  
AVKARE  
BEUTLICH PHARMACEUTICALS  
BOOTIEBUTLER  
CANTRELL DRUG COMPANY  
CARDINAL HEALTH  
CARTER-HEALTH  
CHIESI USA, INC.  
CLARIS LIFESCIENCES, INC.  
CONTEC, INC.  
CUTISPHARMA, INC.  
DR. REDDY'S LABORATORIES  
ELI LILLY & COMPANY  
EXELA PHARMA SCIENCES  
FFF ENTERPRISES

FRESENIUS KABI USA, LLC  
GENSCO PHARMA  
GERITREX LLC  
GRIFOLS USA, LLC  
GULF COAST PHARMA. PLUS  
HEALTH CARE LOGISTICS  
HEALTHTRUST  
HERITAGE PHARMACEUTICALS  
INMAR EXP  
INTERNATIONAL MEDICAL IND.  
ISO-MED, INC.  
J&J CONSUMER HEALTHCARE  
KRS GLOBAL BIOTECHNOLOGY  
LEADIANT BIOSCIENCES, INC.  
LEGISYM, LLC  
MAJOR PHARMACEUTICALS  
MCKESSON CORPORATION  
MEDI-DOSE, INC./EPS, INC.  
MEDSHORTS LLC  
MORRIS & DICKSON Co., LLC  
MYLAN, INC.  
NEOMED  
NEXUS PHARMACEUTICALS, INC.  
OCTAPHARMA  
PAR PHARMACEUTICAL  
PERRIGO PHARMACEUTICALS  
PFIZER INJECTABLES  
PHARMACEUTICAL ASSOCIATES  
PHARMEDIUM SERVICES, LLC  
PINNACLE 1 INVENTORY  
PIRAMAL CRITICAL CARE  
PRECISION DOSE, INC.  
PRODIGY HEALTH  
QUVA PHARMA, INC.  
REES SCIENTIFIC

RELIANCE WHOLESALE, INC.  
RENAISSANCE LAKEWOOD, LLC  
REVO BIOLOGICS  
RITEDOSE PHARMACEUTICALS  
RXSYSTEMS, INC.  
SAFE CHAIN SOLUTIONS  
SAGENT PHARMACEUTICALS  
SANDOZ, A NOVARTIS DIVISION  
SCA PHARMACEUTICALS  
SHIRE  
SKY PACKAGING  
SOMERSET THERAPEUTICS  
SUN PHARMACEUTICALS  
TEVA PHARMACEUTICAL  
THE STANDARD DISTRIBUTORS  
TRI-PHARMA  
UPSHER-SMITH LABORATORIES  
US WORLDMEDS  
VAXSERVE  
VELTEK ASSOCIATES, INC.  
VIRTUS PHARMACEUTICALS  
VISTAPHARM, INC.  
WEST-WARD PHARMACEUTICALS  
WG CRITICAL CARE  
WINFIELD LABORATORIES, INC.  
WOCKHARDT USA LLC  
X-GEN PHARMACEUTICALS, INC.  
ZYDUS PHARMACEUTICALS USA



# Order & Payment Form – EXHIBIT PACKAGES

## 2018 NPPA Conference - August 21-22, Bally's Las Vegas

**COMPANY NAME** (for listings): \_\_\_\_\_

**COMPANY WEBSITE** (for listings): \_\_\_\_\_

**EXHIBIT PACKAGE OPTION:**     DIAMOND     PLATINUM     GOLD     SILVER     BRONZE

**CORNER/END CAP UPGRADES:**     CORNER, \$300     END-CAP, \$500 (Silver Exhibitors Only)

**Exhibit Package Fee:**    \$ \_\_\_\_\_

**Discount Available:\***    \$ \_\_\_\_\_    Code: \_\_\_\_\_

*\*New Exhibitor discount available when paid in full by May 31 (see page 2 for details & codes).*

**Corner/End-Cap Upgrade Fee:**    \$ \_\_\_\_\_

**Total Due (Exhibit Package only\*):**    \$ \_\_\_\_\_

*\*Enter Sponsorship & Promotion orders separately, on Pages 11-12 here.*

**Initial Payment:**     Deposit (half)     In Full:    \$ \_\_\_\_\_

**PAYMENT BY:**     CREDIT CARD (all accepted)     ENCLOSED CHECK     CHECK IN PROCESS

**DATE OK TO CHARGE (ABOVE INITIAL PAYMENT AMOUNT)\*:** \_\_\_\_\_

*\*For Exhibitor Package payment ONLY. Sponsorships & Promotions Forms are on separate pages here (11-12).*

**CREDIT CARD #:** \_\_\_\_\_

**EXPIRATION DATE (MO/YR):** \_\_\_\_\_    **CARD CODE:** \_\_\_\_\_

**BILLING STREET NUMBER:** \_\_\_\_\_    **BILLING ZIP CODE:** \_\_\_\_\_

**CARDHOLDER NAME LISTING (All):** \_\_\_\_\_

**CARDHOLDER SIGNATURE:** \_\_\_\_\_

**SEND COMPLETED FORMS & SIGNED POLICIES PAGES AS BELOW**

Email: ExhibitInfo@PharmacyPurchasing.com ◆ Fax: 858-581-6372

**SEND CHECKS & MAKE PAYABLE TO:** NPPA (National Pharmacy Purchasing Association)  
4747 Morena Blvd Suite 340, San Diego, CA 92117-3468

**FOR QUESTIONS, CONTACT NPPA OFFICE DIRECTLY**

Phone: 858-581-6373 (8am-6pm Pacific) ◆ Email: ExhibitInfo@PharmacyPurchasing.com

# Exhibitor Contacts - 2018 NPPA Conference

## MAIN COMPANY CONTACT

FIRST & LAST NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

EMAIL: \_\_\_\_\_

FULL ADDRESS: \_\_\_\_\_

PHONE (w/Extension if have): \_\_\_\_\_

CONTACT ME FOR:  Exhibit Package & Sponsorships/Promos  Booth Orders/Shipping  Billing

WILL YOU ALSO BE ONE OF THE ONSITE BOOTH REPS?  YES  NO  NOT SURE YET

## ADDITIONAL COMPANY CONTACT—Optional

FIRST & LAST NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

EMAIL: \_\_\_\_\_

FULL ADDRESS: \_\_\_\_\_

PHONE (w/Extension if have): \_\_\_\_\_

CONTACT ME FOR:  Exhibit Package & Sponsorships/Promos  Booth Orders/Shipping  Billing

WILL YOU ALSO BE ONE OF THE ONSITE BOOTH REPS?  YES  NO  NOT SURE YET

**NPPA MEMBER REFERRAL:** Did an NPPA Pharmacy-Member refer you to us? If so, please provide their name and facility, so they can receive credit (does *not* affect your total Exhibit Package costs).

NPPA Member Name: \_\_\_\_\_

Member Facility & City/ST: \_\_\_\_\_

### **SEND COMPLETED FORMS & SIGNED POLICIES PAGES AS BELOW**

Email: [ExhibitInfo@PharmacyPurchasing.com](mailto:ExhibitInfo@PharmacyPurchasing.com) ♦ Fax: 858-581-6372

**SEND CHECKS & MAKE PAYABLE TO:** NPPA (National Pharmacy Purchasing Association)  
4747 Morena Blvd Suite 340, San Diego, CA 92117-3468

### **FOR QUESTIONS, CONTACT NPPA OFFICE DIRECTLY**

Phone: 858-581-6373 (8am-6pm Pacific) ♦ Email: [ExhibitInfo@PharmacyPurchasing.com](mailto:ExhibitInfo@PharmacyPurchasing.com)

# Order Form – SPONSORSHIPS & PROMOTIONS

## 2018 NPPA Conference - August 21-22, Bally's Las Vegas

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

Rep Name Completing Form: \_\_\_\_\_

**My Order Includes the following checked Sponsorships and/or Promotions (see next page for payment):**

- Lanyards:  \$5,000
- Notepads & Pens:  \$3,000
- Program Binder:  \$3,500
- Tote Bags:  \$3,000
- Scholarship Program:  \$3,518.20 (includes 5 Attendee Registrations & 4 Hotel Nights + tax)
- Tote Bag Inserts:  \$1,500    Insert Description: \_\_\_\_\_
- Cyber Café:  \$1,500
- Hospitality Event:  \$1,000    Type+Requested Date/Time \_\_\_\_\_

Binder Ad Pages:  \$600     COMPED if Diamond/Platinum Exhibitor or Binder Sponsor

E-Vite & E-Thanks e-blasts:  \$500 (includes 1 E-Vite pre-show & 1 E-Thanks post-show)

NPPA Website Ads:  \$1,500 per Ad (see available Placements below; only thru August)

A) Choose Position of Ad:\*     Banner (top of page)     Bottom

B) Choose Placement (see different page options at [www.PharmacyPurchasing.com](http://www.PharmacyPurchasing.com)):

Conference Pages:     Attendee Registration & Info     Program Agenda  
                                   Registered Attendee Info     Hotel Reservation Info

Membership Pages:     About NPPA     Member Incentives  
                                   Join NPPA (payment page)     About PPO

\*Note: some pages *may* not have *all* Ad Types available; you will be contacted to adjust as needed.  
Required Ad Specs will be provided after you have placed your order.

**SEND COMPLETED FORMS & POLICIES PAGES AS BELOW**

Email: [ExhibitInfo@PharmacyPurchasing.com](mailto:ExhibitInfo@PharmacyPurchasing.com) ♦ Fax: 858-581-6372

Questions? Call: 858-581-6373 (8am-6pm Pacific)

# Payment Form – SPONSORSHIPS & PROMOTIONS

## 2018 NPPA Conference - August 21-22, Bally's Las Vegas

Company Name\*: \_\_\_\_\_

Rep Name Completing Form: \_\_\_\_\_

**\*All companies must purchase an Exhibit Package to be eligible for Sponsorship/Promotional add-on's.  
Sponsorships & Promotions must be *paid in full* at time of order.**

**PAYMENT: We Accept All Credit Cards (Visa/MC, American Express, & Discover)**

CREDIT CARD #: \_\_\_\_\_

EXPIRATION DATE (MO/YR): \_\_\_\_\_

CARD CODE: \_\_\_\_\_

BILLING STREET NUMBER: \_\_\_\_\_

BILLING ZIP CODE: \_\_\_\_\_

CARDHOLDER NAME LISTING (All): \_\_\_\_\_

CARDHOLDER SIGNATURE: \_\_\_\_\_

TOTAL AMOUNT TO CHARGE\*: \$ \_\_\_\_\_

DATE OK TO CHARGE: \_\_\_\_\_

**\*Sponsorships & Promotions must be *paid in full* at time of order. For Exhibit Package Fee, see previous page.**

**SEND COMPLETED FORMS & SIGNED POLICIES PAGES AS BELOW**

Email: [ExhibitInfo@PharmacyPurchasing.com](mailto:ExhibitInfo@PharmacyPurchasing.com) ♦ Fax: 858-581-6372

**SEND CHECKS & MAKE PAYABLE TO: NPPA (National Pharmacy Purchasing Association)  
4747 Morena Blvd Suite 340, San Diego, CA 92117-3468**

**FOR QUESTIONS, CONTACT NPPA OFFICE DIRECTLY**

Phone: 858-581-6373 (8am-6pm Pacific) ♦ Email: [ExhibitInfo@PharmacyPurchasing.com](mailto:ExhibitInfo@PharmacyPurchasing.com)

# Exhibitor Policies & Information, 2018 NPPA

**DEPOSITS:** Fifty percent (50%) of the total cost of the Exhibit Package must be paid and received with this agreement as a non-refundable deposit. Checks and credit cards are acceptable forms of payment. No invoices will be issued for the deposit amount. Sponsorships & Advertisement options must be paid in full at the time of order.

**DUE DATES & LATE FEES:** Balance of the total fees due will be invoiced and expected in full no later than August 3. When you are able to pay in full by March 30, you may apply the appropriate discount as listed on Page 2, to your initial Exhibit order. Invoices not fully paid by August 3 will be subject to a 10% late fee. Exhibitors will not be allowed to set up until full payment is received.

**COMPANY TYPES FOR EXHIBITS & SPONSORSHIPS:** Companies that are solely promoting their pharmacy publications are *not* eligible to exhibit or sponsor this event. Press passes will be considered, with limitations.

**CANCELLATION/REFUNDS:** Exhibit packages that are canceled up to June 22, will receive a 50% refund on their remaining payment due (after the Deposit portion, which is non-refundable). No refunds will be paid after June 22. No credit will be provided for any unused portions of exhibitor packages. Sponsorships & Advertisement options are *non-refundable*. Corner and End-Cap Upgrades may be refundable, at the discretion of the NPPA Conference Team.

**EXHIBIT BOOTH LOCATION & EXHIBIT DAYS/HOURS:** Space assigned will be determined by promptness of deposit payment and company preferences once that time comes to choose at later date (final location may be determined by NPPA as needed). The Vendor-Exhibit Hall will be held Tues. August 21 & Wed. August 22, starting between 2:30pm to 3:30pm (*exact start time still TBD*), for 2.5 to 3 hours each day, in Bally's Las Vegas North Tower Casino-Level Meeting Rooms.

**ORDERS FOR BOOTH SETUP & DESIGN/SHIPPING:** Your Exhibit Services Show Kit/Ordering Site, to place your Booth Setup, Design, & Shipping Orders, will come from GES Expo Services via email starting approximately 90 days out from show date. It will be emailed to the person listed on your Order Form as your "Main & Alternate Contacts" for our event. It will include information on drayage, electrical services, furniture rental, etc., with a complete list of charges. Note: the Exhibit Hall at Bally's is already carpeted.

**EXHIBIT BOOTH SPACE & SET-UP/TEAR-DOWN GUIDELINES:** Companies *cannot* combine to share exhibit space or packages. Exhibitors agree not to erect a structure that obstructs the line of sight to adjacent booths. Activities taking place at your booth must be fully contained within the size booth you ordered and not protrude into aisles or other booths. Check-In for Onsite Booth Reps starts Monday afternoon August 20, and continues Tuesday morning August 21 until start of Exhibit Hall hours (approximately 2:30-3:00pm, still TBD). At least one (1) of your company's reps must be in their Exhibit Booth half hour before show start; and booths *must* remain in place & manned **through the end** of official Exhibit hours on the second day of Wed. August 22 (*exact end time still TBD*), or a \$500 fee will be charged.

**CONFLICTING EVENTS FOR ATTENDEE INVITES:** Exhibitors & Onsite Booth Reps must agree *not* to invite NPPA Attendees to events that conflict with any of the following: Exhibit Hall hours; Opening Reception; Educational Program (ask for details or see Agenda).

**EXHIBIT HALL PASSES FOR ONSITE BOOTH REPS:** We will contact you at a later date to register your Onsite Booth Reps. Exhibitor Badges will *only* be issued to employees or contracted representatives of your company, and Photo ID and business cards will be required upon check-in. Unused Exhibit Hall Passes for Onsite Booth Reps that come with your Exhibitor Package, will not be refunded. Onsite Reps must be made aware of conflicting event times not to invite Attendees during.

**PHOTO RELEASE:** I hereby give permission for images of my company representatives, captured during the 2018 NPPA Conference through video, and photo, to be used solely for the purposes of NPPA's promotional material and publications, and waive any rights of compensation or ownership thereto.

**LIABILITY INSURANCE:** Exhibitor agrees to obtain and maintain general liability insurance in an amount of no less than \$2 million per incident/occurrence, and cover the operations of the reps in their assigned space. Exhibitor shall provide a Certificate of Insurance naming NPPA/Summerdale Enterprises, Inc. as a certificate holder. Exhibitor agrees to indemnify and hold harmless NPPA from all claims & demands that may be made for injuries to persons or damage to property resulting from acts or omissions of exhibitor or which result from operation of their booth, including the loading, assembly, and unloading of their property by reps or GES Services.

**As a representative of the exhibiting company, I agree to the terms of this contract:**

**EXHIBITING COMPANY NAME:** \_\_\_\_\_

**YOUR NAME (in print):** \_\_\_\_\_

**YOUR SIGNATURE:** \_\_\_\_\_ **DATE:** \_\_\_\_\_