

We Invite YOU to Exhibit at the

28th Annual Convention



Wisconsin Association of
Medical Equipment Services

Sept. 13 - 15, 2011
at the Chula Vista Resort
in Wisconsin Dells

Register
Today!

Exhibit
at the
best show
in the
Midwest!

Exhibitor Showcase 2011

TUESDAY SEPT. 13, 2011

- Golf Outing at the Cold Water Canyon Golf Course at Chula Vista Resort 1 p.m.
- Golfer's reception at 5:30 p.m.
- Bonfire for all at the Cold Water Canyon Golf Course at Chula Vista Resort 6:30 p.m.

WEDNESDAY SEPT. 14, 2011

- Educational Sessions — 8:15 a.m. - 3:30 p.m.
- Exhibitor Set up from Noon - 3 p.m.
- Awards Luncheon — Noon - 1 p.m.
- Exhibits and Reception — 3:00 - 6:00 p.m.
in separate exhibit hall
- Boat Ride
on the Wisconsin River - 7:00 p.m. - 9:00 p.m.

THURSDAY SEPT. 15, 2011

Greetings!

The Wisconsin Association of Medical Equipment Services, representing home medical equipment and services businesses, invites you to our 2011 Annual Convention. Changes in the home care market demands that suppliers enhance their marketing and operations skills. Educational sessions on topics of vital interest to home medical equipment and services suppliers and exhibitors showing the latest products and services, attract home medical equipment and services providers from all over Wisconsin and Illinois to the WAMES Annual Convention.

Attendees

There will be opportunities to present your products to over 100 owners, managers, clinicians and supervisory personnel from durable medical equipment/supplies, home infusion, respiratory and rehab companies from Wisconsin & Illinois, all in one location!

Benefits to You!

- Purchasing directors and sales departments invited! (free admission to hall with participating companies)
- Reasonable exhibit fees
- Discount on multiple exhibit spaces
- Customers who appreciate your support of the HME industry when you bring your products and services to their Annual Meeting.
- Reception with silent auction to be held in Exhibit Hall — those who contribute receive extra recognition! This event is a BIG draw!
- Dedicated exhibit hours

Exhibit Space Fees

Each 8' deep x 10' wide exhibit space includes all events and meals for two booth personnel.

	First Booth	Additional
WAMES Associate Member- See attached registration form		
Non-member Exhibitor	\$550	\$350
Additional Booth Staff (1st two are free)	\$50	\$50

Questions?

Any questions, please contact Ann Barrett, Executive Director at 715-366-7500 or via fax at 715-366-4501 or email at abarrett@uniontel.net

100 Customers in One Place!

Where else can you see 100 customers in one sales call? We are bringing the customers to you. Save on the cost of gas with one trip to Wisconsin Dells! The National Retail Federation states that a sales call costs approximately \$150. Knowing that, you can't afford to miss the WAMES 2011 Annual Conference!

Benefits of Exhibiting

- Meet more than 100 managers, purchasing agents and staff from HME companies
- Complimentary WAMES member list for promotion of your exhibit before the event for members
- List of attendees provided
- Description of your products in the Convention Program
- Fee includes attendance at all sessions and the reception for two people from the exhibiting company. Exhibit space with draped sides and back, 8' skirted table, ID sign

Exhibit Policies

- Exhibits are reserved based on receipt of completed application and full payment before setup.
- Written notice of cancellation is required. A 50% refund will be granted for cancellations received before Sept. 1, 2011. No refunds after this date.
- Every effort will be made to provide the location requested while insuring that direct competitors are not adjacent.

Liability

WAMES shall not nor shall any of its sponsors or agents be liable for damage to or loss of exhibitors' property through theft, fire accident or any destructive cause. Exhibitors shall insure their own exhibit and display materials. Exhibitors shall assume all responsibility for damage to the exhibit area and shall indemnify and exempt WAMES and the Chula Vista Resort from all liability which may ensue from any cause whatsoever, including injury to visitors, exhibitors or their agents. Conditions: The company listed herein hereby authorizes the Wisconsin Association of Medical Equipment Services to reserve space in WAMES 2011 Annual Meeting & Exhibition, to be held Sept. 13 - 15, 2011 in Wisconsin Dells, WI. It is understood that all displays are subject to approval from WAMES and that all exhibitors must adhere to the rules and regulations set forth by WAMES and the Chula Vista Resort. Completion of this application and payment of fees indicates agreement with all provisions listed herein.

Extra Equipment, Shipping & Electrical

Upon receipt of a completed Exhibit Application and full booth payment by WAMES, Chula Vista Resort will send each exhibitor a service packet for ordering extra booth furnishings or electrical.

Lodging:

The Chula Vista Resort has offered WAMES special room rates of \$119 single or double for the WAMES Annual Convention. For reservations, call the Chula Vista Resort directly at: 855-388-4782 and mention you are with the WAMES convention to receive this rate.

Reservations, Directions and General Info:
 The Chula Vista Resort
 2501 River Road
 Wisconsin Dells, WI 53965
 Phone 1-855-388-4782 or 608-254-8366
<http://www.chulavistaresort.com>

MORE MARKETING OPPORTUNITIES

Increase
your company's
visibility with



Sponsorship of the WAMES Convention!

Gain more exposure at the WAMES Annual Convention by sponsoring an event or speaker. WAMES will acknowledge your support in the conference program, offer you a more prime booth location, put your logo on our website for two months before and after the conference, display signage thanking you for your support, and make announcements to attendees during the sessions and provide coverage in the next newsletter. Sponsorship includes the introduction of you as the sponsor.

_____ Speaker Sponsorship \$500

Cover the honorarium and expenses of a speaker. Speakers available for sponsorship include keynote Louis Feuer, Wayne van Halem, Frank Margulis, and Wayne Link. Please contact Ann Barrett at 715-366-7500 or abarrett@uniontel.net for more information.

• Thank you to Invacare, Sunrise Medical, Philips Respironics, ResMed, ACHC, BSN Medical, DMETRAIN, The MED Group and Wipfli for their Speaker Sponsorships.

_____ Awards Luncheon \$1,000
 _____ Continental Breakfast \$500
 _____ General Conference Sponsorship \$100
 _____ Boat ride on the Wisconsin River \$1,800

Silent Auction!

Please bring a donation to the very popular silent auction to be held in the exhibit hall! Ideas include i-Pads, kindles, nooks, gift baskets, golf equipment or apparel, GPS systems, i-pods, Green Bay Packer paraphernalia, artwork, cameras, hotel packages, or anything else you'd like to donate. The item you bring will be placed next to your booth for all to bid on!

Floor Plan

Please indicate your first five booth choices below:

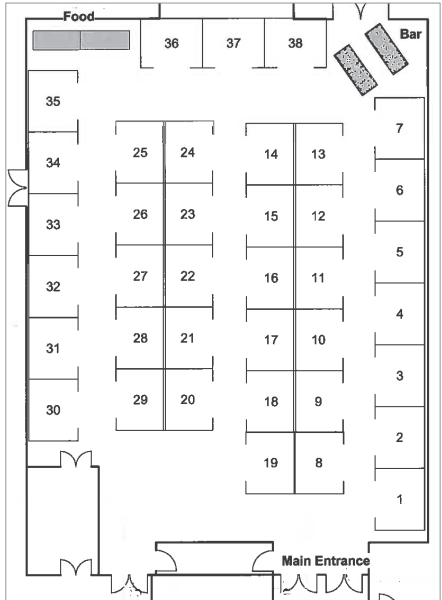
First _____

Second _____

Third _____

Fourth _____

Fifth _____



Conference Program Description

Please email a description your products/services for the conference program to abarrett@uniontel.net.
 Limit 50 words.



Wisconsin Association of
Medical Equipment Services

28th Annual Convention

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at the Chula Vista Resort
in Wisconsin Dells

EXHIBITOR APPLICATION

Contact Information (this information will be listed in our conference program)

1	Name & Title		
2	Name & Title		
	Company		
	Address		
	City / State / Zip		
	Phone	Fax	Email

Additional Booth Staff (two booth personnel are included in fee, additional booth staff \$50.00 ea.)

1	Name & Title
2	Name & Title
3	Name & Title

Registration

If you are already a WAMES member at the Gold level, two booths are included with your membership. If you have a Silver membership, you are entitled to one booth. Bronze membership does not include a booth. Booth fee covers two representatives. Membership info at www.wames.org

Membership Level	Booth Fee	Additional Booth	Join Now	Amount \$
<input type="checkbox"/> Gold Member	2 FREE	\$200	\$1,395	\$
<input type="checkbox"/> Silver Member	1 FREE	\$250	\$895	\$
<input type="checkbox"/> Bronze Member Booth Fee	\$400	\$300	\$595	\$
<input type="checkbox"/> Non-member Booth	\$550	\$350		\$
<input type="checkbox"/> Additional Booth Staff	\$50/ea.			\$
<input type="checkbox"/> Boat Ride	\$25/ea.			\$
<input type="checkbox"/> Sponsorship Contribution	See pg.3 for options			\$

TOTAL \$

Payment

CHECK — Make check payable to WAMES

Mail to:
WAMES
PO Box 389
Wild Rose WI 54984

CREDIT CARD — Fax to WAMES at 715-366-4501 with credit card information.

VISA MasterCard American Express

card number

exp. date

\$

amount

signature

Questions: Email or call Ann Barrett at WAMES at abarrett@uniontel.net, call 715-366-7500 or fax 715-366-4501