



Kentucky Association of Health Care Facilities

## **2010 Annual Meeting & Trade Show**

# **Exhibitor Information**



**Annual Meeting – November 9 – 11**

**Trade Show – November 9 & 10**

**Galt House Hotel  
Louisville, Kentucky**

*The KAHCF Trade Show has become a favorite for exhibitors that specialize in long term care products and services. This three-day annual meeting offers education opportunities to more than 1,100 long term care professionals and a trade show with more than 130 exhibit booths. We invite you to take advantage of this opportunity to showcase your company at the largest trade show for long term care in Kentucky.*

## WHY SHOULD YOU EXHIBIT?

- Largest trade show in Kentucky dedicated to long term care professionals
- Launch new products/services, showcase product lines, provide demonstrations
- Generate new sales leads
- Maintain and strengthen existing client relationships to build loyalty
- Network with top long term care professionals

## WHO SHOULD EXHIBIT?

### *Companies that provide:*

- ancillary services/therapies
- clinical and healthcare consulting
- clothing and textiles
- food service management and equipment
- financial services
- furnishings/fixtures
- information systems/services
- insurance, legal services/advice
- patient lifts
- psychological therapy
- pharmaceutical/medical supplies
- physical, occupational, and speech therapies
- specialized training
- staffing solutions
- telecom and security services
- products or services that serve the long term care industry

## CONVENTION ATTENDEE LIST

Exhibitors will receive an electronic attendance list three weeks prior to the show and two weeks after the show. Email addresses must be included on the trade show contract to receive the list.

## TRADE SHOW SCHEDULE

### Tuesday, November 9

Exhibitor Move-In _____	8:00 am - 3:00 pm
Exhibitor Registration _____	10:00 am - 4:00 pm
<b>Executive Reception _____</b>	<b>4:30 pm - 5:30 pm</b>
<i>(Located in Trade Show specifically for Decision Makers)</i>	
<b>Trade Show Open to All Attendees _____</b>	<b>5:30 pm - 7:00 pm</b>
Customer Appreciation Party _____	9:00 pm - Midnight

### Wednesday, November 10

Trade Show Open _____	10:30 am - 1:30 pm
Complimentary Lunch _____	11:00 am - 1:00 pm
Exhibitors Move Out _____	1:00 pm - 3:00 pm



For information regarding exhibiting,  
contact Janice Smith:  
[jsmith@kahcf.org](mailto:jsmith@kahcf.org)

For information regarding membership or  
sponsorship, contact Steve McClain:  
[smcclain@kahcf.org](mailto:smcclain@kahcf.org)

(502) 425-5000

[www.kahcf.org](http://www.kahcf.org)

## TRADE SHOW EXHIBIT BOOTH FEATURES

- 8' x 10' booth
- Company listing in the conference registration brochure (**Must be registered by AUGUST 1ST to be included**)
- Company listing with brief profile in the on-site program (**Must be registered by OCTOBER 1ST to be included**)
- Executive Reception - exhibitors can network with owners, administrators, corporate office personnel, and department heads at this invitation-only event held in the Trade Show prior to opening to all attendees
- Customer Appreciation Party - socialize and network with registered attendees at this vendor-hosted party; music, dancing, and cash bar
- Complimentary VIP Passes for use at either the Trade Show or Customer Appreciation Party cash bar
- Exhibitor sign with company name and booth number
- 8' back wall drapes and 3' side drapes/rails
- Carpeted exhibit hall
- General maintenance of the common areas of the exhibit hall

**Booths DO NOT include furniture**, except for Platinum and Gold Members. Furniture and ancillary services must be ordered from George Fern Co., the trade show decorating company. Information will be emailed to exhibitors.

**Gold & Platinum members' booth ONLY also include the following, at no additional cost:**

- One 8' x 30" draped table
- Chair
- Wastebasket

## 2009 Trade Show Exhibitors

Abacus Paysystems	Express Mobile Diagnostic Svcs.	Lockett & Farley	Remedi SeniorCare Pharmacy
Abbott Nutrition	Extendicare Health Services	Martha Gregory & Associates	Rescare HomeCare
Accelerated Care Plus	First Quality Products	McKesson Corporation	Respiratory Partners
Access Diagnostics & Safety	Flav-O-Rich/Goldenrod Dairy	MDI Achieve	Respiratory Specialists
Accu-Med Services	Forcht Diagnostic Laboratory	Med Care Pharmacy	Sanofi-Aventis
Aegis Therapies	Forcht Pharmacy Inc.	Medical Nutrition USA	SCA Personal Care
American HealthTech	Functional Pathways	MEDLAB	Schaefer General Contracting
American Medical Technologies	Gamma Healthcare, Inc.	Medline Industries	SCM/True Air Technologies
AMS Temporaries, Inc.	Genesis Medical Inc.	Med-Mizer Inc.	Scrubs On Wheels
ArjoHuntleigh	GlaxoSmithKline Pharmaceuticals	Mentor ABI	Select Medical Rehabilitation
ARKRAY	Gordon Foodservice	Mid-South Bus Center	Seneca Medical
Avian Accents	Gulf South Medical Supply	Midwest Radiology	Silverchair Learning Systems
Basic American Medical Products	Hartmann USA, Inc.	Mobilex USA	Simply Thick
Biocodex, Inc.	Healthcare Services Group	NAPA HealthCare Connection	Skil-Care Corp.
Calderon Textiles	Healthcare Therapy Services	NCCAP	Skilled Care
Centocor Ortho Biotech, Inc.	Healthpoint, Ltd.	Neace Lukens Insurance	Source One Contract Group
Cincinnati Time Systems	Heritage Healthcare, Inc.	Nestle' Nutrition	Statewide Insurance Services
Citizens Security Life Insurance	Hill-Rom Co.	NHC Rehabilitation	SunBridge Healthcare
Cleaning Service Providers, Inc.	Holdaway Medical Services	Omnicare	SunDance Rehabilitation
Cleanlife Products	HPSI Corporation	OPC Pest Control	SYSCO Louisville, Inc.
CompuLogical	Hyland, Block & Hyland Insurance	Paradigm Health Services	Technical Service Corporation
ConvaTec	Innovatix, LLC	Paragon Rehabilitation Services	Tedrowe, Inc.
Covidien Healthcare	Invacare Continuing Care	PCA Pharmacy	The Gideons International
Custom Medical Solutions	Ivans, Inc.	Peoplefirst Rehabilitation	TheraStat
David B. Storm & Associates	J and J Industries	PharMerica	Tidewater Group Purchasing
Deming Malone Livesay & Ostroff	Joerns Healthcare, Inc.	Plante & Moran	TIS Insurance Services, Inc.
DermaRite Industries	Koorsen Fire & Safety	Posey Company	U.S. Foodservice
Dietary Consultants	Lacy Beyl & Company, Inc.	Preferred Management & Consulting	Watson Pharmaceuticals
Dinex-Carlisle	LG Electronics, USA, Inc.	Professional Medical Supply	Wehr Constructors Inc.
Elsevier	Life Gear, LLC	Quality Provider Services, Inc.	Wells Fargo Insurance Services
Encompass	Life Systems	Ragland & Associates LLC	Western KY Speech & Swallowing
EnduraCare Therapy Management	Logan's Healthcare	RehabCare	Wisdom For The Ages
Evergreen Rehabilitation	LTC Properties, Inc.	REM Company	

# Exhibitor Information and Regulations

**Eligibility** - The technical exhibit area is open to exhibitors whose products and services are directly related to the health care industry. The Kentucky Association of Health Care Facilities (KAHCF) reserves the right to reject applications for exhibit space of those exhibitors whose products or services do not meet this criterion.

**Payment for Exhibit Space** - Exhibitors shall pay all, or not less than 50% of total charge for exhibit space when submitting the contract. Balance due by October 1, 2010. Any optional costs shall be the exhibitor's responsibility and can be obtained through the official decorator for KAHCF. Contributions or gifts to KAHCF are not deductible as charitable contributions for federal income tax purposes.

**Cancellation and Refunds** - Cancellations made prior to September 1, 2010, will receive a full refund. Cancellations between September 1st and October 15th will be charged a \$400 fee. Cancellations after October 15, 2010 will not receive a refund. Cancellations must be made in writing.

**Use of Space** - Exhibitors may not assign, sublet, or apportion to others the whole or any part of the space allocated, and may not advertise or display goods or services other than those manufactured or sold by them in the regular course of their business. However, an exhibitor may use equipment or the product of another exhibitor in his booth for the purpose of better product presentation of his own product but may not give credit to the manufacturer.

**Installation of Exhibits** - Installations of exhibits may begin at 8:00 a.m. on Tuesday, November 9 and must be completed no later than 3:00 p.m. for the opening of the Exhibit Hall at 4:30 p.m.

**Removal of Exhibits** - Exhibits must close at 1:00 p.m. on Wednesday, November 10. Exhibitors must complete arrangements for removal of materials from The Galt House in accordance with the instructions provided from George E. Fern Co. All exhibits must be removed by 3:00 p.m.

**Storage** - The official storage contractor is the George E. Fern Company. An exhibitor packet will be mailed to you with the shipping address for the George E. Fern Company storage in the Louisville area or call their office for more information (502) 367-0254.

**Care of Exhibit Space** - The exhibitor must, at their own expense, maintain and keep in good order the exhibit and the space for which they have contracted. Special Visual and Sound Effects Audiovisual and other sound and attention-getting devices and effects will be permitted only if the prior written consent of the KAHCF is obtained and all motion picture exhibitors shall be governed by local union regulation.

**Liability and Security** - Each exhibitor must make provisions for the safeguarding of his goods, materials, equipment, and display at all times. Uniformed security personnel will be on duty all hours that the exposition is closed. KAHCF, nor the guard service, nor The Galt House Hotel will be responsible for loss of any material by or for any cause. KAHCF strongly recommends that each exhibiting company secure a rider policy through its insurance agent to cover all booth and display items during transportation to and from this meeting as well as during installation, exhibit days, and dismantling. The exhibitor must surrender space occupied by him in the same condition as it was at the time of occupation. The exhibitor agrees to protect, save and keep the KAHCF and The Galt House Hotel, the legal entities which own, lease and/or operate The Galt House Hotel, forever harmless from any and all damages or charges imposed for violation of any law or ordinance, whether occasioned by the negligence of the exhibitor or those holding under the exhibitor, as well as to strictly comply with applicable terms and conditions contained in the agreement between The Galt House Hotel, the legal entities which own, lease and/or operate The Galt House Hotel, and KAHCF regarding exhibition premises. The exhibitor assumes complete responsibility and liability for all injury to any and all persons and property or in any way connected with the exhibitor's display caused by the exhibitor, exhibitor's agents, representatives or employees. The exhibitor indemnifies and agrees to hold harmless the KAHCF, and the legal entities which own, lease and/or operate The Galt House Hotel, their members, officers, directors, and employees against any and all liability whatsoever arising from any damage to property or personal injury or loss caused by exhibitor or exhibitor's agents, representatives, employees, or any other person.

**Exhibitor's Representatives** - Each exhibitor must provide an attendant within the exhibit space at all times during the open hours of the Exhibit Hall as defined under Exhibit Hours. No one will be permitted in the exhibit hall without an Exhibitor Badge. **No more than 5 representatives of an exhibit booth space will be allowed in the booth at any one time** (1 booth = 5 exhibitors, 2 booths = 10 exhibitors, etc.). KAHCF will print 5 name badges per booth for exhibitors at no cost. **Any amount printed over 5 per booth will be assessed a fee of \$25 per name badge.**

No name badges will be printed onsite. Any representative not registered by Monday, November 8th will be given a **KAHCF Exhibitor** badge to gain access into the trade show.

**Attendance** - The exhibit is limited to individuals, business firms, manufacturers, and dealers who have contracted and paid for booth assignments. No other persons or concerns, including those persons or concerns are eligible to attend the exhibition and be on the exhibit floor, will be permitted to attend the exhibition for the purpose of demonstrating their products or distributing advertising materials at the exhibit hall. Any violation of this policy will be followed by the prompt eviction from the exhibit areas of the offending person.

**Social Functions** - Social functions in public areas of the hotel may be conducted by exhibitors during non-exhibit hours with the written approval of KAHCF. Social functions shall be scheduled at a time and place which will not interfere with activities scheduled by the KAHCF.

**Over-The-Counter Sales** - Exhibitors are encouraged to offer information that is educational, professional, and instructional. The over-the-counter sale of goods for onsite delivery is expressly prohibited everywhere in the exhibit hall. The prohibition includes the acceptance of credit cards by exhibitors.

**Food Service** - Free samples of food, beverage, or any product may be given away or otherwise distributed by any exhibitor with prior written approval of KAHCF. Samples must be limited to items that the vendor uses in the regular course of business or marketing.

**Violations** - Violations of any of these regulations on the part of the exhibitor or exhibitor employees or agents shall, at the option of the KAHCF, annul the right to occupy space, and such exhibitor shall forfeit to the KAHCF. All matters and questions not covered by the policies and procedures governing the 2010 Annual Convention and Trade Show are subject to the decision of the KAHCF. These policies may be amended at any time by the KAHCF, and all amendments that may be so made shall be equally binding on all parties affected by them, as are the original policies and procedures. In the event of any amendment or additions to these policies, written notice will be given by the Kentucky Association of Health Care Facilities to such exhibitors as may be affected by them.

## The Galt House Hotel Exhibit Rules & Regulations

- At no time is anything to be leaned against or near walls, drapes, doors, and/or windows.
- Storage areas are to be kept neat and orderly at all times.
- Nothing except carpet on carpet shall be pasted, tacked, nailed, or otherwise attached to walls, drapes, doors, windows, floors, or other parts of the facility or furniture contained in the facility. Carpet on carpet must be attached with carpet tape.
- Public hallways, corridors, lobbies, etc. are not to be used when transporting freight, equipment, etc. At no time are facility main entrances to be used.
- All exhibitors are subject to the Fire Marshal Regulations of the City of Louisville and the Commonwealth of Kentucky.
- Exhibitors utilizing special power requirements must contact the George E. Fern Co.
- At all times, service and/or freight elevators are to be used. Use of passenger elevators for transporting equipment, materials, etc. is not permitted.
- Galt House requests that dollies, preferably with pneumatic tires, be used for moving equipment and freight that cannot be hand carried.
- No transporting equipment is to come into direct contact with facility carpet. Protective covering must be laid for the distance that such equipment must travel within the facility.

If you have questions regarding compliance with The Galt House Hotel, contact the KAHCF office.