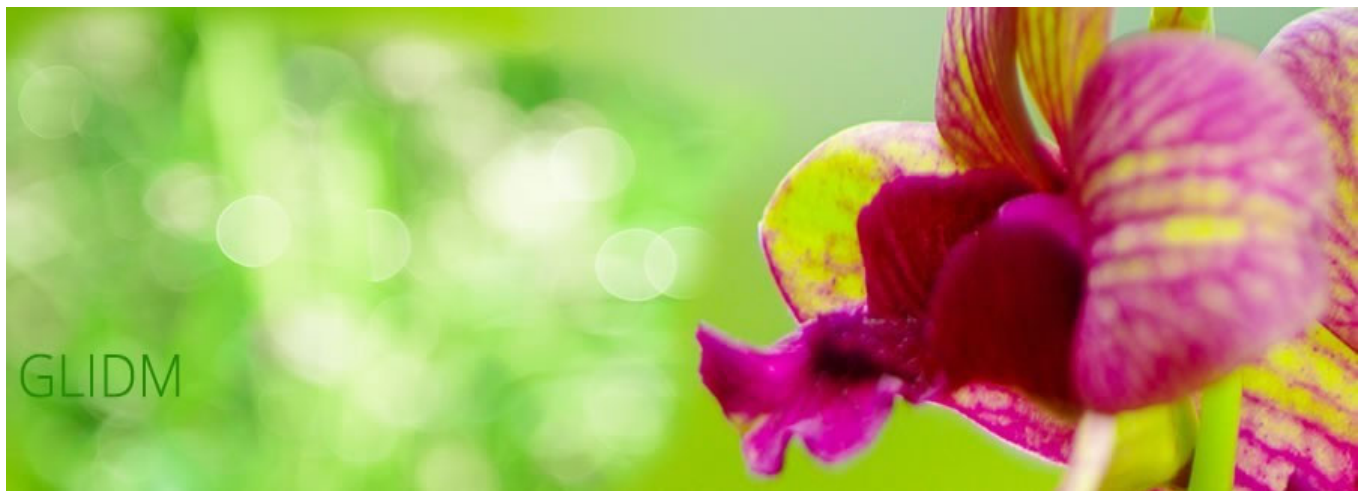


EXHIBITOR PROSPECTUS

THE GREATER LONG ISLAND  
DENTAL MEETING

2020



**MARCH 31<sup>ST</sup> &  
APRIL 1<sup>ST</sup>**

HILTON HOTEL  
MELVILLE, NEW YORK

## WELCOME

Dear Prospective Exhibitor,

It is both an honor and privilege to invite you to the 54<sup>th</sup> Annual Session of the Greater Long Island Dental Meeting, being held on Tuesday, March 31<sup>st</sup> and Wednesday, April 1<sup>st</sup> at the Hilton Hotel in Melville, New York. GLIDM is sponsored by the Nassau, and Suffolk County Dental Societies.

Our Annual Session will open on Tuesday, March 31<sup>st</sup> from 4:00 pm to 8:00 pm. A complimentary reception in the Exhibition Hall will include food stations, wine, beer and soda accompanied with live entertainment. Exhibitor raffles continue to be both fun and successful on Tuesday evening for both Exhibitors and Doctors. We have extended the raffles to include Wednesday for those Exhibitors who wish to participate a second day. GLIDM will provide all participating Exhibitors with raffle tickets and a bucket (information regarding the Exhibitor raffles will be included in the Exhibitor Show Packet sent in January).

We have assembled a world class line-up of scientific presenters. Scientific offerings include topics for the front desk, dental assistant and hygienist to help the doctor make informed decisions to enhance their practices. All doctors will be entered into the \$1,000 Grand Prize drawing on Wednesday to further lure the attendees to the Exhibition Hall and a "happy hour" from 5:00 pm to 6:00 pm will close the 2020 Annual Session. Market and advertise your booth number to your client base in billing statements and emails. The Exhibition Hall is always free to attend and make it worth it for the doctor to visit YOU at GLIDM!

Your contract will be accepted on a first come, first serve basis. Every effort will be made to respond to your requests regarding booth assignment. To reserve booth space, kindly fill out the enclosed application and remit to the Greater Long Island Dental Meeting, along with your deposit of \$750 per booth space (all major credit cards accepted).

Our Exhibitors are truly the foundation of GLIDM. We would like to take this opportunity to thank you for your years of continued support and look forward to having you join us in celebrating over 54 years of dental excellence on March 31<sup>st</sup> and April 1<sup>st</sup>. If you have any questions or need assistance with this process, please contact Fran McHugh at 631-244-0722 or email us at [glidm@aol.com](mailto:glidm@aol.com).

Sincerely,

GLIDM Planning Board

### 2019 ATTENDANCE

Overall Attendance.....	3,974	Office Staff.....	219
Dentists.....	1,823	Guests.....	87
Hygienists.....	347	Residents.....	212
Dental Assistants.....	339	Students.....	328

## TERMS AND CONDITIONS

**ASSIGNMENT OF BOOTH SPACE:** Each exhibit space shall be assigned solely by the Committee and no such assignment shall be deemed unless and until the requisite contract for specified space, duly signed by the Exhibitor, is delivered to and accepted by the Committee. We understand that requested assignments for booth space shall be honored whenever possible with the preferences indicated by each exhibitor. However, GLIDM cannot guarantee any particular space.

**TERMS OF PAYMENT:** A deposit of \$750 per booth space shall be paid on delivery of the Exhibitor's signed contract. The full remittance must be paid on or before the 1st of January 2020.

**CANCELLATION OF BOOTH SPACE:** It is agreed by the exhibiting company and the Greater Long Island Dental Meeting that prior to January 5, 2020, the Exhibitor without loss of deposit may cancel the contract. Cancellation after January 5, 2020 requires forfeiture of the entire amount paid.

**SET-UP:** Exhibit space will be available for set-up on Tuesday, March 31<sup>st</sup> after 11:00 am. All exhibit set-ups must be completed on Tuesday, March 31<sup>st</sup> by 4:00 pm. No setting up of exhibit space is allowed at any time thereafter.

**DISMANTLING OF EXHIBITS:** The Exhibition Hall closes on Wednesday, April 1<sup>st</sup> at 6:00 pm. All post-show exhibits not removed by 8:00 pm on Wednesday, April 1<sup>st</sup> 2020, will be removed by Ocean Rental Exposition Services, LLC or GLIDM at the express risk and expense to the exhibitor.

**SHOW CONTRACTOR:** Ocean Rental Exposition Services, LLC. **DO NOT SEND ANY MATERIAL DIRECTLY TO THE HILTON HOTEL.** All shipments by or for the Exhibitor must be sent to the above address with clear markings thereon for the Greater Long Island Dental Meeting. Companies located on Long Island should contact Ocean Rental Exposition Services, LLC for a more direct pickup and delivery to the Hilton Hotel. Neither the Committee nor the Hotel shall have any liability or responsibility whatsoever for any loss or damage or destruction of any of the equipment, materials, or property shipped by the Exhibitor.

**SUBLETTING OF SPACE:** The Exhibitor agrees that the display will be confined to the area of space reserved; and that subletting or showing products other than those manufactured or represented by the exhibitor, are strictly prohibited.

**ELECTRICAL CONNECTIONS:** **Each exhibit space will be supplied one (110 volt) outlet to accommodate a 100-watt bulb as well as WIFI Internet access.** If an Exhibitor has additional electrical or phone line needs, then the Hilton Hotel must be informed one month prior to the Meeting to make arrangements for these additional requests (a separate electrical form will be included in the Exhibitor Show Packet).

**SECURITY AND INSURANCE:** The Greater Long Island Dental Meeting will be providing watchmen security for the Exhibition Floor. The Exhibitor is urged to take all precautions necessary to protect their displays and property against any damage, loss or destruction. Neither the management of the Hilton Hotel nor the Greater Long Island Dental Meeting will be responsible for the safety of the Exhibits against theft, damage by fire, accident or other cause. Although the Committee plans to provide watchmen in connection with the conduct of the exhibition, the same shall not constitute the assumption by the Committee or the Hilton Hotel of any liability or responsibility for the safety or security of the Exhibitor, their agents, representatives, employees or guests, as well as their exhibit display or property. Any exhibitor wishing to insure his personnel or goods against injury, theft, damage by fire, accident or other cause, must do so at exhibitors own expense.

**SOLICITING RELATIONS:** It is forbidden to have any representatives of the company solicit their customers or attendance at any other area in the building other than their own booth or directly in front of their booth. Salesmen and representatives of companies not exhibiting will be prohibited from soliciting from the exhibit floor.

**CIRCUMSTANCES BEYOND CONTROL:** In the event that due to fire or other casualty, strikes, lockouts, construction operations, action or any condition by the Hilton Hotel, litigation, action of the elements, act of God, or other circumstances beyond the Committee's control, the Meeting is not held, the exhibition is barred, prevented or canceled, or the Exhibitor's space is not made available for its use (for reasons other than the Exhibitor's breach of default), then and in any of such events, the sole obligation of the Committee shall be to refund to the Exhibitor all sums theretofore paid to the Committee under the Exhibitor's contract, and both parties shall thereupon be deemed released of and from all further liability under said contract.

**COMMITTEE:** The Committee shall have the right to bar, eject and remove from the Exhibition and the area in which the same is conducted, any and all persons whom it may deem objectionable or who fail or refuse to comply with any of the Terms and Conditions stated.

# THE GREATER LONG ISLAND DENTAL MEETING EXHIBITOR CONTRACT

Date \_\_\_\_\_

Please reserve for our use at the Greater Long Island Dental Meeting being held at the Hilton Hotel in Melville, NY on March 31<sup>st</sup> and April 1<sup>st</sup> exhibit space on the official floor plan as requested. We understand that our use of this space is subject to the Terms and Conditions stated in this contract, which upon acceptance by the GLIDM, shall become a binding contract between the exhibitor and the Greater Long Island Dental Meeting.

A deposit of \$750 is required per booth. Make checks payable to GLIDM. American Express, MasterCard, Visa or Discover are accepted.

My signature below indicates that I agree to the terms and conditions as well as to the terms of the contract. Completed applications and payments should be forwarded to GLIDM, 7 Montauk Highway, West Sayville, NY 11796. Questions may be directed to Fran McHugh at 631-244-0722 or [glidm@aol.com](mailto:glidm@aol.com).

*Neither the Greater Long Island Dental Meeting, both the Nassau and Suffolk County Dental Societies, Ocean Rental Exposition Services, LLC nor their representatives, nor employees of the Hilton Hotel will be responsible for any injury, loss or damage which may occur to the exhibitor or exhibitor's employees or property for any cause whatsoever. The Exhibitor, on signing this contract, expressly releases the forgoing named GLIDM, Ocean Rental Exposition Services LLC, Hilton Hotel or individuals from any and all claims for such loss, damage or injury.*

Please type or print the information below as it should appear on any promotional information. All information below will be used for advertising purposes. Please complete in full – thank you.

COMPANY NAME \_\_\_\_\_

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

CITY, STATE, ZIP: \_\_\_\_\_

WEBSITE: \_\_\_\_\_ TELEPHONE: \_\_\_\_\_

CONTACT PERSON: \_\_\_\_\_ TITLE: \_\_\_\_\_

EMAIL: (REQUIRED): \_\_\_\_\_ PHONE: \_\_\_\_\_

LOCAL REPRESENTATIVE: \_\_\_\_\_ PHONE: \_\_\_\_\_

BOOTH # PREFERENCE: \_\_\_\_\_ 1<sup>ST</sup> \_\_\_\_\_ 2<sup>ND</sup> \_\_\_\_\_ 3<sup>RD</sup> \_\_\_\_\_ 4<sup>TH</sup>

SIGNATURE \_\_\_\_\_

## Method of Payment:

- CHECK (Payable to GLIDM)

- CREDIT CARD: AMEX MC VISA DISCOVER

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

CARDHOLDERS NAME: \_\_\_\_\_ AMOUNT: \_\_\_\_\_

SIGNATURE \_\_\_\_\_

## EXHIBIT BOOTH FEES

### Exhibit Booth & Table Top Display Prices:

6' x 8' (outside).....	\$1,900
8' x 10'.....	\$1,950
8' x 8' (corner).....	\$1,900
8' x 8'.....	\$1,800
7 X 8 (outside).....	\$1,900
2' x 4' (table top)....	.\$1,300

### Exhibit Booth & Table Top Display Includes:

- (1) 6' x 42" skirted table
- (2) counter height stools/(1) stool for table top display
- (1) 8' back drape
- (2) 3' draped side rails (exhibit booths only)
- (1) 7" x 44" identification sign
- (1) 110 volt electric outlet + WIFI access

## EXHIBITOR MARKETING /ADVERTISING OPPORTUNITIES

1. **WEBSITE AD**– Take advantage to highlight your company and advertise on the GLIDM website homepage (**\$450**). Your information must be submitted by December 1<sup>st</sup>. There will be no prorated fee for applying after December 1<sup>st</sup>. An email with the application will be sent in November for your participation.
2. **MAILING LIST** – A mailing list will be available to our Exhibitors by December 1, 2019 (**\$400**).
3. **E-BLAST**- Take advantage to highlight your company and advertise your company and any specials with our Email blasts starting on December 15<sup>th</sup>. A great opportunity to reach 8,500 doctors 20+ times (**\$400**).
4. **EXHIBITOR GUIDE** – ½ page Ad (**\$150**).

## EXHIBITOR SUPER PACKAGE!

### **COMPLETE PACKAGE - \$2,800 – SAVE \$400!!**

1. Exhibition Booth (8' x 8' – please add \$100 for corner, or outside and \$150 for 8x10)
2. Your company WEBSITE AD on the GLIDM WEBSITE HOME PAGE
3. MAILING LIST
4. E-BLASTS -Advertise your company 20+ times to over 8,500 dentists
5. EXHIBITOR GUIDE – ½ page Ad

Please list products/services your company will be showcasing to aid the Exhibit Committee in allocating exhibit booth space. If you would like to be near another company please also indicate your request.

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If you are interested in increasing your participation and exposure at GLIDM  
Please contact our office at  
631-244-0722 or email at [glidm@aol.com](mailto:glidm@aol.com)

**PLEASE NOTE THAT THE ENTIRE EXHIBITION AREA IS CARPETED**

## MEETING INFORMATION

**Meeting Dates:** March 31<sup>st</sup> + April 1<sup>st</sup>, 2020

**Venue:** Hilton Hotel, Melville, NY

**Address:** Hilton Hotel

598 Broadhollow Rd (Route 110)

Melville, NY 11747

Tel #: 631-845-1000

Contact: Brittney Scott

Email: [brittney.scott@hilton.com](mailto:brittney.scott@hilton.com)

**Official Service Contractor:**

Ocean Rental Exposition Services, LLC

P.O. Box 607

Barneget., NJ 08005

Tel #: 609-698-7110

Fax #: 609-939-9602

Contact: Maryann Passitore

Email: [mpassaitore@oceanrentalservices.com](mailto:mpassaitore@oceanrentalservices.com)

**Move In:** Tuesday, March 31<sup>st</sup> – 11:00 am to 4:00 pm

All Exhibits must be operational by 4:00 pm on Tuesday, March 31<sup>st</sup>, 2020

**Move Out:** Wednesday, April 1<sup>st</sup> after 6:00 pm

**Exhibit Hours:** Tuesday, March 31<sup>st</sup> – 4:00 pm to 8:00 pm

Wednesday, April 1<sup>st</sup> – 10:00 am to 6:00 pm

**Booth Personnel Registration:** A Pre-registration form requesting exhibitor attendees for badges will be sent by mid-January in the Exhibitor Kits. Exhibitor badges will be available for pickup onsite on Tuesday, March 31<sup>st</sup> at 11:00 am at the Exhibitor Registration area. Exhibitors who have not pre-registered may register on-site at the Exhibitors Registration Desk.

**Exhibitor Kits:** Exhibitor kits containing the GES Service Manual, additional electrical, booth personnel badges, booth signage, Exhibitor raffle form, hotel accommodations & directions will be emailed by mid-January.

For additional information or assistance in planning your event, please contact:

Fran McHugh, Coordinator

631-244-0722 or [glidm@aol.com](mailto:glidm@aol.com)

Greater Long Island Dental Meeting

GLIDM

7 Montauk Highway

West Sayville, NY 11796