

We Invite YOU to Exhibit at the ...

**Wisconsin Association of Medical Equipment
Services'**

22nd Annual Convention

at the Marriott Milwaukee West

Waukesha, Wisconsin

June 16, 2004 - Golf Outing at Broadlands Golf Club Noon - 6:30 pm

June 17, 2004 - Trade Show 2:00 pm - 7:00 pm

Educational Sessions 8:15 am - 4:45 pm

June 18, 2004 - Legal & Legislative Sessions 8:00 am - Noon



"Committed to Quality Home Medical Care"

**WISCONSIN ASSOCIATION
OF
MEDICAL EQUIPMENT SERVICES**

Exhibit at the best show in the Midwest!

Exhibitor Showcase 2004

WAMES 2004 Annual Convention

June 16 - 18, 2004 at the Marriott Milwaukee West in Waukesha, Wisconsin

GREETINGS!

The Wisconsin Association of Medical Equipment Services, representing home medical equipment and services businesses, invites you to our 2004 Annual Convention. Rapid growth and change 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 to the WAMES Annual Convention.

ATTENDEES

There will be opportunities to present your products to over 75 owners, managers, clinicians and supervisory personnel from durable medical equipment/supplies, home infusion, respiratory and rehab companies all in one location!

BENEFITS TO YOU

- ☞ **Purchasing Directors & Sales Depts invited!**
(free admission to hall with participating cos.)
- ☞ 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.
- ☞ Thursday breaks to be held in Exhibit Hall to increase traffic
- ☞ 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 AGENDA - NOTE new times

Exhibit Set-up: 10:30 am - Noon on Thursday, June 17
Show Hours: 2:00 pm - 7:00 pm on Thursday, June 17
Includes a reception with hors d'oeuvres, prizes, and a silent auction from 5:00 pm - 7:00 pm. And, a delegation of int'l health care administrators will visit booths at 2:00 pm.
Tear Down: 7:00 pm - 11:00 pm on Thursday, June 17

EXHIBIT SPACE FEES

Each 4' deep x 8' wide exhibit space includes all events and meals on Thursday for **two** booth personnel.

	First Booth	Add'l
WAMES Associate Member	See attached reg form	
Non-member Exhibitor	\$495	\$400
Add'l Booth Staff (1st two are free)	\$50	\$50

LODGING INFORMATION

The Marriott has offered WAMES special room rates of \$99 single or double for WAMES Annual Convention. For reservations, call the Marriott directly at: 800/228-9290 or 262/574-0888 or www.marriotthotels.com and mention you are with the WAMES convention to receive this rate.

BENEFITS OF EXHIBITING

- ☞ Five hours of exhibit time
- ☞ Complimentary WAMES member labels for promotion of your exhibit before the event
- ☞ List of attendees provided
- ☞ Description of your products in the Convention Program
- ☞ Fee includes attendance at all sessions & the reception for two people from the exhibiting company. Exhibit space with draped sides and back, 8' skirted table, id sign and 1 chair. And, the exhibit area is carpeted.

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 June 1, 2004. No refunds after this date.
- ☞ While exhibitors may select preferred first and second choices for booth location, final assignment is at the discretion of WAMES. 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 Marriott Hotel 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 2004 Annual Meeting & Exhibition, to be held June 16 - 18, 2004 at Marriott Hotel in Waukesha, Wisconsin. 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 Marriott Hotel. Completion of this application and payment of fees indicates agreement with all provisions listed herein.

DECORATION & SHIPPING

Upon receipt of a completed Exhibit Application and full booth payment by WAMES, Valley Expo will send each exhibitor a service packet for ordering extra booth furnishings, equipment or electricity.

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

WAMES 2004 Annual Convention

Exhibitor Application

• June 16 - 18, 2004 • Marriott Milwaukee West, Waukesha •

• Contact Information

Name _____ Title _____
Company _____
Address _____
City/State/Zip _____
Phone _____ Fax _____ email _____

• Additional Booth Staff Names

Two booth personnel are included in fee: 1. _____
Additional booth staff \$50 ea.: 2. _____
3. _____
4. _____

• Conference Program Description

Please describe your products/services for the conference program
(limit 50 words): _____

• Registration

If you are a WAMES member at the Package B level, you have two booths that are included with your membership. If you have a Package A membership, you are entitled to one booth. Additional booths for either level may be purchased at \$350 each. Standard associate membership does not include a booth. (See insert for floor plan).

_____ WAMES * Package B Membership includes two booths: \$1,495.00 _____ indicate here if already paid
_____ Additional Member Booth Space (\$350.00)

_____ WAMES *Package A Membership includes one booth: \$995.00 _____ indicate here if already paid
_____ Additional Member Booth Space (\$350.00)

_____ WAMES Standard Associate Membership booth fee: \$350.00
_____ Additional Member Booth Space (\$350.00)

_____ Non-Member Exhibitor: \$495.00

_____ Sponsorship Contribution (see next page)

_____ **TOTAL ENCLOSED**

• Payment

Make check payable to WAMES and mail to: PO Box 389, Wild Rose, WI 54984: Any questions call Ann Barrett at 715/366-7500 or via fax: 715/366-4501 or email: abarrett@uniontel.net

or pay by Visa or MasterCard:

Card number _____ Exp date _____

Signature _____



PO Box 389
Wild Rose, WI 54984
715/366-7500
715/366-4501 fax
abarrett@uniontel.net

2004 Annual Convention

June 16 - 18, 2004
Marriott Milwaukee West
Waukesha, Wisconsin

*Exhibit Registration
Materials Enclosed
Register Today!*

Exhibitor Prospectus

for the
WAMES

22nd Annual Convention!

June 16 - 18, 2004

*at the Marriott Milwaukee West in
Waukesha, Wisconsin*