



Camino del Avion, Suite A131
Dana Point, CA 92629
949-498-8791

February 2018

Dear DLOAC CAD/CAM Expo & Symposium Exhibitor,

The Dental Laboratory Owners Association of California (DLOAC) cordially invites you to participate in the 15th Annual INTERNATIONAL CAD/CAM EXPOSITION AND SYMPOSIUM. We are excited to be moving to The Great Wolf Lodge in Garden Grove near Disneyland, California. The event will include two days of presentations and exhibit hall hours from 12:00–7:00 pm both Friday and Saturday with clinics held Thursday from 5:00 – 7:00 pm and throughout the program on both Friday and Saturday. Event dates are **Thursday–Saturday, October 11–13, 2018.**

The Expo this year will focus primarily on CAD/CAM technology developments for laboratories and material performance. Much of the feedback we have received has been that lab owners want to see the latest Technology Developments so they can educate themselves and leave our program knowing with confidence the technology they need to purchase. With that in mind, we highly encourage manufacturers to take advantage and participate in our speaking opportunities. Additionally, we have confirmed that **Lee Culp, CDT, Dr. Rella Christensen and Dr. Marko Tadros** will be speaking again this year covering their latest recommendations and insights in digital dentistry and materials.

Once again, lunch buffet and cocktail reception will be served both Friday and Saturday inside the exhibit hall to provide plenty of time for exhibitors to interact with attendees.

Show details are as follows:

Official set-up time is Thursday, October 11 @ 1:00pm – 7:00pm.

**Mandatory Presentation AV Check is Thursday, October 11 @ 5:00pm – 7:00pm
(If you cannot make this time, please contact Rachelle to make other arrangements)**

Official break down time is Saturday, October 13 @ 7:30pm – 10:00pm.

(We discourage early break down, however under special circumstances we can pre-arrange for you to do so by locating you in a booth appropriate location – contact Rachelle Kenyon)

Your contact person at the DLOAC is Rachelle Kenyon, our Executive Administrator. She is best reached at ExecSec@dloac.org or 949-498-8791.

We are looking forward to seeing you this fall.

Best Regards,

The DLOAC Board of Directors

Greg Nash – President

Stan Okon – Past President

Gary Ewing – Board Member

Henning Vissor – Board Member

Shellie Okon – Treasurer

David Workman – Board Member

Vicki Jones – Board Member



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****SPEAKER PRESENTATION PLUS EXHIBIT SPACE \$5000****

In addition to the exhibit-only option described below, a limited number of exhibitors may select an opportunity to present at our plenary session. Speaker presentations will be 20 minutes in length and will occur as scheduled by the DLOAC. Presenters are required to test electronic presentation materials (i.e. PowerPoint or Keynote files) at our pre-run session (Thursday, Oct. 11th @ 5pm) to ensure a smooth operation on presentation day. Projectors, video screens, microphone, audio system, podium and a laser pointer will be provided. Dongles and special connection cables must be provided by presenters. Speaker presentations will occur at both morning and afternoon sessions on both Friday and Saturday. Please note on your registration packet any special circumstances that would limit your options for your speaking slot. This option includes a space in the exhibit hall both days (October 12-13, 2018).

****SPEAKER PRESENTATION PLUS EXHIBIT SPACE (limited) \$4000****

In addition to the exhibit-only option described below, a limited number of exhibitors may select an opportunity to present at our plenary session in short form. Speaker presentations will be 10 minutes in length and will occur as scheduled by the DLOAC. Presenters are required to test electronic presentation materials (i.e. PowerPoint or Keynote files) at our pre-run session (Thursday, Oct. 11th @ 5pm) to ensure a smooth operation on presentation day. Projectors, video screens, microphone, audio system, podium and a laser pointer will be provided. Dongles and special connection cables must be provided by presenters. Speaker presentations will occur at both morning and afternoon sessions on both Friday and Saturday. Please note on your registration packet any special circumstances that would limit your options for your speaking slot. This option includes a space in the exhibit hall both days (October 12-13, 2018).

**** EXHIBIT SPACE \$2500 ****

The exhibit space is 8 feet x 8 feet and includes carpeting, pipe and drape siding, one draped table, two chairs and a wastebasket. Exhibit space cost includes display on both days (Friday and Saturday, October 11-13, 2018). Two exhibitor badges per day are also included. Lunch will be served in the exhibit hall, as well as a welcome reception on Friday & Saturday evening. Exhibit hall hours are approximately 12:00PM to 7:00PM on Friday and 12:00PM to 7:00PM on Saturday. Final schedule to be determined. Electrical, AV, and Internet service are arranged and paid for separately. Dedicated forms for these services will be included in confirmation packet.

CLINICAL SPACE \$350 PER/HOUR

This space can be reserved at a rate of \$350 per/hour for a more in depth look into your organizations product, process, and/or services. Clinical times are on Thursday, October 11, 2018 from 5:00 pm until 8:00 pm, Friday, October 12, 2018 and Saturday, October 13, 2018 throughout the day. Attendees are able to sign up for these courses at no additional cost. You are able to advertise these courses prior to the show however you like. Additionally, we advertise these courses for you on our website and our publications too.

**** Please see early registration pricing if you register by 6/1/18****

Cancellation Policy – If your company chooses to cancel their participation in our program the following fees will be applied:

Cancel By 6/1/18 – 80% Refunded

Cancel By 8/1/18 – 50% Refunded

Any Cancellations after 8/1/18 will not be subject to any refund



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EVENT FEATURE SPONSORSHIP

Opportunities to be featured as a sponsor of event meals are structured for specific recognition levels.

Platinum sponsorship includes exclusive sponsorship of one meal. Platinum level sponsors will be recognized at the Expo with special signage, announcement at the plenary session and inclusion in the event program. Sponsors will be featured in printed publications of the Expo schedule full page ad, receive a banner advertisement on our website, and in our member newsletter. Two additional exhibitor badges included. **\$1,000.**

Gold sponsorship includes semi-exclusive sponsorship of one meal. Gold level sponsors will be recognized at the Expo through inclusion in the event program and relevant announcements, named in printed publications of the Expo schedule ½ page ad, receive a banner advertisement on our website, and in our member newsletter. One additional exhibitor badge included. **\$750.**

Silver sponsorship includes non-exclusive sponsorship of one meal. Silver level sponsors will be recognized at the Expo through inclusion in the event program and relevant announcement, named in printed publications of the Expo schedule ½ page ad and in our member newsletter. One additional exhibitor badge included. **\$500.**

MEAL EVENTS

- Friday Continental Breakfast
- Friday Luncheon
- Friday Evening Welcome Reception
- Saturday Continental Breakfast
- Saturday Luncheon

Special Hosting Opportunity – Saturday Evening Appetizer/ Hors d'oeuvres **\$2000**
Only 1 opportunity, Call Rachelle Kenyon if interested @ 949-498-8791



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**15th Annual Dental Lab & CAD/CAM Expo & Symposium
 October 11– October 13, 2018**

❖ **EXHIBITOR/SPONSOR INVOICE** ❖
Payment & Information Due by 6/01/2018*

Company: _____

Address: _____

City, State, Zip: _____

Phone: _____ FAX: _____

Contact Person: _____

Email: _____ Phone: _____

Select one package below		Enter amount
<input type="checkbox"/> Presentation plus Exhibition Space (20 min)	\$5,000.00	\$ _____
	<small>*(if paid by 6/1/18 \$4,750.00)</small>	
<input type="checkbox"/> Presentation plus Exhibition Space (10 min)	\$4,000.00	\$ _____
	<small>*(if paid by 6/1/18 \$3,750.00)</small>	
<input type="checkbox"/> Exhibition Space	\$2,500.00	\$ _____
	<small>*(if paid by 6/1/18 \$2,200.00)</small>	
<input type="checkbox"/> Premium Exhibition Space	\$2,700.00	\$ _____
	<small>*(if paid by 6/1/18 \$2,450.00)</small>	
<input type="checkbox"/> Clinical Space	\$350.00/hour	\$ _____

Additional **Friday** Entrance Tickets:
 _____ # Additional tickets (\$75.00 per ticket) \$ _____
 (\$85.00 @ the Expo)

Additional **Saturday** Entrance Tickets:
 _____ # Additional tickets (\$75.00 per ticket) \$ _____
 (\$85.00 @ the Expo)

Indicate Sponsorship Level

<input type="checkbox"/> Platinum (exclusive sponsor)	\$1,000 ea.
<input type="checkbox"/> Gold (semi-exclusive)	\$750 ea.
<input type="checkbox"/> Silver (non-exclusive)	\$500 ea.

Select one or more meal events	Enter amount
<input type="checkbox"/> Friday Continental Breakfast	\$ _____
<input type="checkbox"/> Friday Luncheon	\$ _____
<input type="checkbox"/> Friday Evening Welcome Reception	\$ _____
<input type="checkbox"/> Saturday Continental Breakfast	\$ _____
<input type="checkbox"/> Saturday Luncheon	\$ _____
<input type="checkbox"/> Special Saturday Evening Hors d'oeuvre	\$See Rachelle

**** Premium Exhibition Booth Spaces are limited****



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PAYMENT BY CREDIT CARD

Indicate type of credit card: VISA MASTERCARD AMERICAN EXPRESS

CARD # _____ Name on card _____

Billing Address Zip Code

Expiration Date: _____ Security Code _____ Customer Code _____

PAYMENT BY CHECK payable to: Dental Laboratory Owners Association of California

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Official break down time is Saturday, October 13 @ 8:00pm – 10:00pm.*

(We discourage early break down, however under special circumstances we can pre-arrange for you to do so by locating you in a booth appropriate location) By completion of associated forms and payment of fees, we agree to participate as a 2018 CAD/CAM Expo Exhibitor.



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**15th Annual Dental Lab & CAD/CAM Expo & Symposium
 October 11– October 13, 2018**

◇ Advertising Invoice ◇
 Payment & Information Due by 8/09/2018

Company: _____

Address: _____

City, State, Zip: _____

Phone: _____ FAX: _____

Contact Person: _____

Email: _____ Phone: _____

Advertising (Print) Options		Enter Amount
<input type="checkbox"/> Event Guide– See Attached spec sheet	\$400.00	\$ _____
<input type="checkbox"/> Tote/Bag Logos – EPS or vector	\$350.00	\$ _____
<input type="checkbox"/> Flyer Inserts – 8 1/2x 11	\$200.00	\$ _____
<input type="checkbox"/> Symposium Hall Advertising	SEE RACHELLE	\$ _____

Advertising Combination Discounts		Enter amount
<input type="checkbox"/> Event Guide & Tote Logo	\$650.00	\$ _____
<input type="checkbox"/> Event Guide & Flyer Inserts	\$550.00	\$ _____
<input type="checkbox"/> Tote Logo & Flyer Inserts	\$500.00	\$ _____
<input type="checkbox"/> All 3 Advertisements	\$800.00	\$ _____

Advertising (Web) Options		Enter amount
<input type="checkbox"/> Banner Ad on DLOAC Website	\$500.00	\$ _____

Invoice Total (Amount of check or charge) **\$ _____**

PAYMENT BY CREDIT CARD

Indicate type of credit card: VISA MASTERCARD AMERICAN EXPRESS

CARD # _____ Name on card _____

Billing Address Zip Code _____

Expiration Date: _____ Security Code _____ Customer Code _____

PAYMENT BY CHECK payable to: Dental Laboratory Owners Association of California

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Thank you! email to: ExecSec@dloac.org or fax to: 949-951-6520 or mail.