March 2017

Dear DLOAC CAD/CAM Expo & Symposium Exhibitor,

The Dental Laboratory Owners Association of California (DLOAC) cordially invites you to participate in the 14th 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 and one-half days of presentations and exhibit hall hours from 12:00-7:00 pm both Friday and Saturday with clinics held Thursday from 5:00 – 9:00 pm and Sunday from 8:00 – 12:00 pm. Event dates are Thursday-Sunday, November 16-19, 2017.

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 Dr. Rella Christensen will be speaking again this year regarding her latest statistics on Zirconia Performance.

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. We intend to hold break out sessions on Thursday and Sunday and outside symposium hours to ensure that attention remains on the exhibit hall and symposium presentations.

Show details are as follows:
Official set-up time is Thursday, November 16 @ 1:00pm - 7:00pm.
Mandatory Presentation AV Check is Thursday, November 16 @ 5:00pm – 7:00pm
(If you cannot make this time, please contact Rachelle to make other arrangements)
Official break down time is Saturday, November 18 @ 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
Jean Chiha – Immediate Past President
Stan Okon - Past President
Shellie Okon - Treasurer
Dennis Carreon - Board Member

www.dloac.org
**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, Nov. 16th @ 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. This option includes a space in the exhibit hall both days (November 17-18, 2017)

**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, Nov. 16th @ 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. This option includes a space in the exhibit hall both days (November 17-18, 2017).

**EXHIBIT SPACE $2200**

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, November 17-18, 2017). Two exhibitor badges per day are also included. Lunch will be served in the exhibit hall, as will 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.

**THURSDAY AND SUNDAY CLINICAL SPACE $350 PER/HOUR**

This space can be reserved on Thursday 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, November 16, 2017 from 5:00 pm until 9:00 pm and Sunday, November 19, 2017 from 8:00 – 12:00 pm. Attendees are able to sign up for these courses at no additional cost. You are able advertise these course prior to the show however you like. Additionally, we advertise these course for you on our website and our publications too.

** Please see early registration pricing if registered by 6/1/17**

- www.dloac.org
- ExecSec@dloac.org • fax 949-951-6520
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 ¼ page ad in our magazine *Dental Lab Entrepreneur*, 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 ¼ page ad in our magazine *Dental Lab Entrepreneur*, 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

*www.dloac.org* ♦  *ExecSec@dloac.org* ♦  *fax 949-951-6520*
14th INTERNATIONAL
CAD/CAM TECHNOLOGY EXPO & SYMPOSIUM
November 16- November 19, 2017
☆ EXHIBITOR/SPONSOR INVOICE ☆
Payment & Information Due by 6/01/2017*

Company: ____________________________________________
Address: ______________________________________________
City, State, Zip: __________________________________________
Phone: ______________________ FAX: ________________________
Contact Person: __________________________________________
Email: ______________________ Phone: ______________________

Select one package below
□ Presentation plus Exhibition Space (20 min) $5,000.00
  *(if paid by 6/1/17 $4,750.00) $________
□ Presentation plus Exhibition Space (10 min) $4,000.00
  *(if paid by 6/1/17 $3,750.00) $________
□ Exhibition Space $2,200.00
  *(if paid by 6/1/17 $1,900.00) $________
□ Premium Exhibition Space $2,400.00
  *(if paid by 6/1/17 $2,150.00) $________
□ Clinical Space (Thursday & Sunday) $350.00/hour
  *(if paid by 6/1/17 $325.00) $________

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
□ Platinum (exclusive sponsor) $1,000 ea.
□ Gold (semi-exclusive) $750 ea.
□ Silver (non-exclusive) $500 ea.

Select one or more meal events
□ Friday Continental Breakfast $________
□ Friday Luncheon $________
□ Friday Evening Welcome Reception $________
□ Saturday Continental Breakfast $________
□ Saturday Luncheon $________
□ Special Saturday Evening Hors d’oeuvre $See Rachelle

** Premium Exhibition Booth Spaces are limited**
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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Mandatory Presentation AV Check is Thursday, November 16 @ 5:00pm – 7:00pm
(If you cannot make this time, please contact Rachelle to make other arrangements)
Official break down time is Saturday, November 18 @ 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 2017 CAD/CAM
Expo Exhibitor.

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14th INTERNATIONAL
CAD/CAM TECHNOLOGY EXPO & SYMPOSIUM
November 16- November 19, 2017
✧ Advertising Invoice ✧
Payment & Information Due by 9/09/2017

Company: ____________________________________________
Address: ____________________________________________
City, State, Zip: ________________________________________
Phone: __________________ FAX: __________________
Contact Person: ________________________________________
Email: ________________________________________________

Advertising (Print) Options
☐ Event Guide- See Attached spec sheet $400.00
☐ Tote/Bag Logos – EPS or vector $350.00
☐ Flyer Inserts - 8 1/2x11 $200.00
☐ Symposium Hall Advertising SEE RACHELLE

Advertising Combination Discounts
☐ Event Guide & Tote Logo $650.00
☐ Event Guide & Flyer Inserts $550.00
☐ Tote Logo & Flyer Inserts $500.00
☐ All 3 Advertisements $800.00

Advertising (Web) Options
☐ Banner Ad on DLOAC Website (Live approx. 6/1) $500.00
☐ Banner Ad on new Expo App (Live in Sept.) $500.00
☐ Website and App Ad $750.00

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

* By completion of associated forms and payment of fees, we agree to participate as a 2017 CAD/CAM Expo Exhibitor.

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

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