

87TH SHOCK AND VIBRATION SYMPOSIUM

EXHIBITOR PROSPECTUS



OCTOBER 17 - 20, 2016
NEW ORLEANS, LOUISIANA

WHY EXHIBIT?

THE CONFERENCE

The continuous service record and the community rapport of the Shock and Vibration Symposium speaks for itself. With 86 Symposia under the community's belt, the 87th Symposium promises to deliver what the organization has come to pride itself on; a quality technical conference. With the conference comes over 200 technical papers, tutorials, meetings, discussion groups, and other fora presented from experts in their field.

ATTENDEE PROFILE

These presentations are geared toward an audience of approximately 350-500 representatives of the US Government and the commercial sector of the shock and vibration community. These attendees range in assignment from project engineers and program developers to project managers and product developers. We also have representatives from academia and have attendance from over a dozen different countries.

PARTIAL LIST OF PREVIOUS EXHIBITORS

We have attracted the largest names in measurement, testing, and equipment in our exhibit hall. Below is a list of many of the exhibitors who have joined us in the last few years. If your competitor is on this list, shouldn't you be?

Advanced Antivibration Corp.
Aberdeen Test Center
ABS Consulting
Aero Nav Laboratories
AFRL
AGM Container
Altair Engineering
Autodesk
Bodietech
Boeing
Bruel and Kjaer
Caparo Dynamics
Correlated Solutions
Crystal Instruments
Data Physics Corp
Dayton T. Brown
DEWESoft
DHS
Diversified Technical Sys
Dongling
Draper Laboratory
DTRA
Dytran Instruments
EADS NA / TYX Corp
E-Labs Inc.

Electric Boat Corporation
Enidine Incorporated
ETS Solution NA
HBM Test & Measurement
Hi-Techniques
HI-TEST Laboratories
Huntington Ingalls Industries
IOTech
IMC Corporation
Isolation Dynamics Corp
IST
ITT Enidine
Kellett Enterprises
KEMO Inc.
Kistler Instrument
Lansmont Corporation
m+p International
Meggitt Sensing Systems
Moog CSA Engineering
MREL Group
MSC Software
Muller BBM
National Instruments
National Technical Systems
NAVSEA Warfare Centers

NEi Software
Newport News Industrial
Northrop Grumman
NSWC Carderock
Orbital ATK
OROS
Pacific Instruments
PCB Aerospace & Defense
PCB Piezotronics
Precision Filters
Qinetiq
SEM
Shock Tech
SIMULIA
Spectral Dynamics
SPEKTRA
Taylor Devices
TEAM Corporation
Unholtz-Dickie Corp
US Army ERDC
Vibration Institute
Vibration Research Corp.
Vibro/Dynamics
Weidlinger Associates
Xcitex Inc

EXHIBIT PROVISIONS

BOOTH SPACE ASSIGNMENT

Booth assignments will be made based on a first-come, first-served basis with preference given to exhibitors participating as corporate supporters.

BOOTH FEE INCLUSIONS

A schedule of exhibit fees is provided on page 4. Included in these fees are: a 10'x10' space (ALL booth spaces are the same size unless a company purchases an adjoining booth), a table, two chairs, and one electrical outlet. If you require additional services (i.e. internet, AV, etc.), you may contact the hotel directly. All styles of exhibit booths (pop-ups, table-tops, etc.) are accepted.

EXHIBIT SCHEDULE

MONDAY, OCTOBER 17, 2016

Exhibit Setup*	12:00pm - 6:00pm
Pre-Reception (In Exhibit Hall)	6:30pm - 7:15pm

TUESDAY, OCTOBER 18, 2016

Exhibit Area Open	7:00am - 5:00pm
Breakfast (in Exhibit Hall)	7:00am - 8:30am
Luncheon (in Exhibit Hall)	11:00am - 1:00pm
Ice Cream Social	3:00pm - 3:40pm

WEDNESDAY, OCTOBER 19, 2016

Exhibit Area Open	9:00am - 2:00pm
Breakfast (in Exhibit Hall)	7:00am - 8:30am
Morning Break (in Exh. Hall)	9:45am - 10:15am
Exhibitors' Luncheon	12:00am - 1:30pm
w/ Passport Program Raffle	1:10pm - 1:30pm
Exhibitor Dismantle**	2:00pm - 5:00pm

* Booths MUST be operational by 6:00pm on 10/17/2016.

** Booths must be completely torn down and repackaged by 5:00pm on 10/19/2016.

EXHIBIT SUPPORT PERSONNEL

The 10' x 10' space is provided with (2) chairs to accommodate support personnel. Should more personnel be necessary, so long as it does not interfere with other exhibitors or traffic of the exhibit hall, they shall be allowed. Support staff must be registered. No fees will be assessed unless they attend technical sessions. Support personnel are allowed all meals and entry into all socials.

EXHIBITOR FLOORPLAN

The Symposium staff reserves the right to amend the floorplan, if, in its judgement, it is in the best interest of the Exhibition and overall needs of exhibitors.

EXHIBITOR DIRECTORY

Exhibitors may have a description of their organization listed in the conference program. The descriptions must be 50 words or less and must be submitted by August 15, 2016. Any descriptions exceeding 50 words will be edited at the discretion of the conference staff. Descriptions received after the due date will not be published. If your organization is hosting other activities (i.e. - hospitality suite, reception, etc.), and you would like this information publicized, send us the specifics of the activity, and we will announce it in event publications.

PAYMENT, CANCELLATION, AND REFUND

Reservations can be made by completing the exhibitor form. Payment is expected within 30 days of booth reservation, or by September 15th. Checks should be made payable to HI-TEST Laboratories and mailed to PO Box 165, Arvon, VA 23004.

All cancellations must be received in writing and submitted to Ashley Shumaker or Drew Perkins. The following schedule will be used in determining penalties (dates listed are when notice is received):

February 1– June 30:	0% penalty. 100% refunded.
July 1- August 31:	50% penalty. 50% refunded.
September 1-30:	75% penalty. 25% refunded.
October 1 or after:	100% penalty. 0% refunded.

LIABILITY STATEMENT

HI-TEST Laboratories, Inc. assumes no liability for loss, damage, or theft of goods rented or leased by the exhibitor. The exhibitor shall indemnify HI-TEST against and hold it harmless for any complaints, suits or liabilities resulting from negligence in connection with the exhibitor's use of the display space. HI-TEST is not responsible for damage sustained in delivery, storage, setup, or shipping of exhibitor's property.

RATES & PACKAGES

We strive to offer exhibit rates and packages that are flexible, fair, and beneficial for all parties. We appreciate the support from our exhibitors and the atmosphere that our exhibit hall exudes for our Symposium. Please review the published rates below and contact us with any questions about adjusting any of the packages or amenities.

EXHIBIT & CORPORATE SUPPORTER RATES

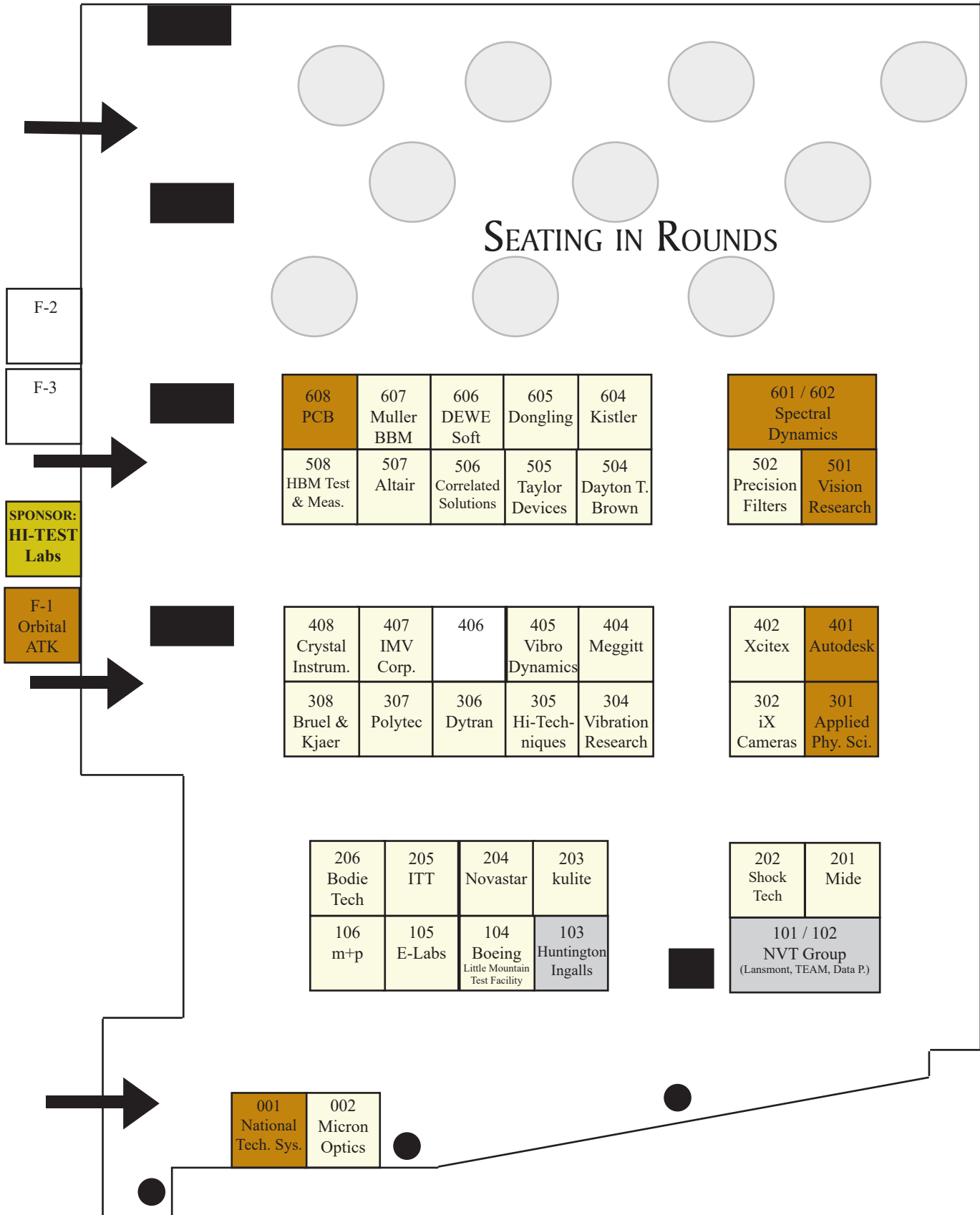
PACKAGE NAME	PACKAGE PRICE	INCLUDED FEATURES
Basic Exhibit Package	\$2,000	10x10 exhibit space, basic 110 electricity, two chairs, table, option to purchase (2) discounted Symposium Registrations for technical portion of event
Bronze Package	\$4,000	Basic Exhibit Package + (2) Complimentary Symposium Registrations, one tutorial per complimentary registrant, Calendar Ad, Coffee Sponsorship
Silver Package	\$6,000	Basic Exhibit Package + (4) Complimentary Symposium Registrations, one tutorial per complimentary registrant, Calendar Ad, Break Sponsorship
Gold Package	\$10,000	Basic Exhibit Package + (6) Complimentary Symposium Registrations, up to (2) tutorials per complimentary registrant, Calendar Ad, Breakfast/Lunch Sponsorship
Platinum Package (Event's FEATURED SPONSOR)	\$15,000	Basic Exhibit Package + (8) Complimentary Symposium Registrations, up to (2) tutorials per complimentary registrant, Calendar Ad, Welcome Package Sponsorship (Logo on all printed materials, ie. program, abstract book, website, event bags)

ADD-ON SPONSORSHIPS & ADVERTISING OPPORTUNITIES

DESCRIPTION	PRICE	# AVAILABLE	INCLUDES
Ice Cream Social	\$750	2 1	Signage, event recognition, ice cream handed out at/near sponsor's booth
Calendar Ads	\$1,000	12 * 0	8" x 10" Ad in 2017 Calendar <small>*Each corporate support package includes a calendar ad. The number of ads available equals 12 less the number of corporate supporters.</small>
Guest Program Package	\$1,000	2	Signage, event recognition
Technology Package	\$3,000	1	Internet provided at no charge to Symposium guests in "Internet Café," signage, event recognition
OTHER	If there is another type of sponsorship you are interested in, or a product you would like to provide to all of our attendees, please contact us at 434.581.3041 or by email to ashley.shumaker@savecenter.org		

- Bronze Corporate Supporter
- Gold Corporate Supporter
- Silver Corporate Supporter
- Platinum Corporate Supporter

SEATING IN ROUNDS



F-2

F-3

**SPONSOR:
HI-TEST
Labs**

**F-1
Orbital
ATK**

608 PCB	607 Muller BBM	606 DEWE Soft	605 Dongling	604 Kistler
508 HBM Test & Meas.	507 Altair	506 Correlated Solutions	505 Taylor Devices	504 Dayton T. Brown

601 / 602 Spectral Dynamics	
502 Precision Filters	501 Vision Research

408 Crystal Instrum.	407 IMV Corp.	406	405 Vibro Dynamics	404 Meggitt
308 Bruel & Kjaer	307 Polytec	306 Dytran	305 Hi-Tech- niques	304 Vibration Research

402 Xcitex	401 Autodesk
302 iX Cameras	301 Applied Phy. Sci.

206 Bodie Tech	205 ITT	204 Novastar	203 kulite
106 m+p	105 E-Labs	104 Boeing Little Mountain Test Facility	103 Huntington Ingalls

202 Shock Tech	201 Mide
101 / 102 NVT Group (Lansmont, TEAM, Data P.)	

001 National Tech. Sys.	002 Micron Optics
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VENDOR SESSION

Exhibitors have been a growing part of why the S&V Symposium is successful.

To provide exhibitors with more opportunities to reach attendees, the Shock and Vibration Exchange is organizing a vendor session.

HOW IT WORKS:

- Each vendor who registers below will be scheduled to provide a 10-minute presentation about their company or organization.
- If using PowerPoint, presentations should be 20 slides or less. Presenters may also use a prepared video presentation, perform a demonstration, or perform an oral presentation.
- It is recommended that the briefing be approx. 7-8 minutes long with the remaining time for Q&A.
- Any questions after the 10 minute mark should be addressed with a business card or invitation to the attendee to visit the exhibit booth after the session.

HOW TO PARTICIPATE:

COMPLETE AND RETURN THE FOLLOWING FIELDS BY **AUGUST 15, 2016:**

COMPANY NAME: _____

PRESENTER: _____

PRESENTER EMAIL: _____

TOPIC: _____

IE. "INTRODUCTION OF THE MODEL XX PRODUCT" OR "COMPANY OVERVIEW"

- Applications submitted after August 15 will be subject to availability.
- Presenters must attend the presenters meeting the morning of their presentation to load all presentations and materials onto the session computer.
- Exhibitors do not have to be registered with a session badge to attend this session. All symposium attendees and exhibitors will be able to attend the vendor sessions.

FOR QUESTIONS, CONTACT:

DREW PERKINS - DREW.PERKINS@SAVECENTER.ORG

ASHLEY SHUMAKER - ASHLEY.SHUMAKER@SAVECENTER.ORG

434.581.3041

PASSPORT PROGRAM

The Shock and Vibration Exchange has adapted a program that is popular amongst industry conferences. The Passport Program aims to increase attendance in the exhibit hall, as well as increase serious leads for our exhibitors. 2015 was the inaugural launch of the program at our 86th Shock and Vibration Symposium. Both attendees and participating vendors provided excellent positive feedback.

HOW IT WORKS:

- Each Symposium attendee will be given a “passport” with a listing of participating companies.
- Participating vendors will be given a customized stamp or sticker.
- Vendors will affix stamp to the passport of an attendee that visits and/or engages with the vendor.
- Attendees who collect the stamp of all participating vendors will turn in their passport to SAVE.
- A drawing from completed entries will be held in the exhibit hall by SAVE for advertised prizes. Additional prizes can be donated by participating vendors for inclusion in the drawing.

HOW TO PARTICIPATE:

- Do you want to increase traffic to your exhibit booth? Participate in this Passport Program!
- Only 20 vendors out of the 45 exhibit spaces will be allowed to participate in this program.
- Cost per vendor is \$100.
- Complete and return the following fields:

COMPANY NAME: _____

POINT OF CONTACT: _____

WOULD YOUR COMPANY LIKE TO DONATE ANY PRIZES TO THE DRAWING? Yes No

IF YES, WHAT NATURE OF PRIZE? _____
(GIFT CARD, ELECTRONIC DEVICE, VENDOR HARDWARE/SOFTWARE)

PAYMENT METHOD: CREDIT CARD CHECK

USE CREDIT CARD INFORMATION FROM PAGE 8 BELOW.

CREDIT CARD NUMBER: _____

EXPIRATION DATE : _____ CID: _____

CARDHOLDER EMAIL: _____

SPACE IS LIMITED TO 20 EXHIBITORS. SIGN UP TODAY.

REGISTRATION FORM

I. COMPANY/ORGANIZATION INFORMATION

COMPANY NAME: _____
 ADDRESS: _____
 CITY: _____ STATE: _____ ZIP: _____ COUNTRY: _____
 BOOTH CONTACT: _____ EMAIL: _____

II. REGISTRATION OPTIONS

<input type="checkbox"/> \$2,000 BASIC EXHIBITOR PACKAGE	OR	<p>CORPORATE SUPPORTER PACKAGES</p> <input type="checkbox"/> \$4,000 BRONZE PACKAGE <input type="checkbox"/> \$6,000 SILVER PACKAGE PLUS <input type="checkbox"/> \$10,000 GOLD PACKAGE <input type="checkbox"/> \$15,000 PLATINUM PACKAGE	<p>SPONSORSHIP ADD-ONS</p> <input type="checkbox"/> \$750 ICE CREAM SOCIAL <input type="checkbox"/> \$1,000 CALENDAR AD <input type="checkbox"/> \$1,000 GUEST PROGRAM SPONSOR <input type="checkbox"/> \$3,000 TECHNOLOGY PACKAGE
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DON'T FORGET FORMS FOR EXHIBITOR PASSPORT PROGRAM AND VENDOR SESSION REGISTRATION!

TOTAL FOR PACKAGE & ADD-ONS SELECTED IN SECTION II: \$ _____

III. BOOTH SELECTION & PERSONNEL

BOOTH PREFERENCE: (1) _____ (2) _____ (OTHER REQUESTS?) _____
 BOOTH STAFF NAMES*: (1) _____ (2) _____
 (3) _____ (4) _____

*These names are for Exhibit Support ONLY. If you have a staff member that will be attending technical sessions, they must fill out a standard attendance form and submit payment for any associated fees (including the staff members using the option to purchase the discounted registrations included as part of the Basic Exhibit Package). We understand the nature of the sales profession, and should any of these names change, please notify us with the change so we may update the event database and have a badge prepared for all attendees upon check-in.

IV. PAYMENT INFORMATION

PAYMENT AMOUNT SHOULD EQUAL TOTAL FROM SECTION II (REGISTRATION OPTIONS). IF YOU WOULD LIKE TO BE INVOICED, PLEASE CHECK THE APPROPRIATE BOX BELOW. PLEASE NOTE THAT PAYMENT MUST BE RECEIVED WITHIN 30 DAYS OF REGISTRATION. ACCEPTABLE METHODS OF PAYMENT ARE CHECK OR ANY MAJOR CREDIT CARD. WE DO NOT ACCEPT BANK TRANSFERS.

CHECK: *MADE PAYBLE TO HI-TEST LABORATORIES (NUMBER) _____ (DATE) _____
 CREDIT CARD:
 CC NUMBER _____ NAME ON CARD: _____
 EXP DATE: _____ BILLING ZIP CODE: _____ SECURITY CODE: _____
 EMAIL ADDRESS FOR RECEIPT: _____

SHIPPING INFORMATION

SHIPPING YOUR EXHIBIT EQUIPMENT & MATERIALS

All materials should be sent directly to the hotel hosting the Symposium. All shipments should be sent to:

SHERATON NEW ORLEANS
ATTN: 87TH SHOCK AND VIBRATION SYMPOSIUM
BOOTH ##
500 CANAL STREET
NEW ORLEANS, LA 70130

There is a receiving, storage, and delivery fee.
Hotel handling fees and instructions TBD.

SHIPMENTS SHOULD ARRIVE AT THE VENUE NO EARLIER THAN FRIDAY, OCTOBER 14, 2016.

BOOTH SETUP AND TEARDOWN

On October 17, all shipped exhibit materials will be delivered to the exhibit hall to the booth number indicated on the package. When the Exhibit Hall is open for setup, you may enter and begin construction of your booth space.

We do not use a drayage or union company to receive, setup, or handle exhibit materials. At the beginning of the designated setup time the hotel will have delivered all items shipped in to the exhibit booth location. It is the responsibility of each exhibitor to setup the booth.

Booth teardown will begin on Wednesday, October 19 at 4:00pm for interested. Dismantle will resume Thursday, October 20. If an exhibitor tears down their booth and leaves the conference area without properly labeling or shipping their supplies may be charged a storage and/or handling fee by the hotel or directly from HI-TEST.

SHIPPING YOUR MATERIALS OUT

Near the close of exhibit hours, our Exhibit Hall Manager will approach each booth with shipping options. FedEx or UPS labels will be provided to each booth. One pickup will be scheduled to the hotel. Each exhibitor must provide an account number to use these shipping services.

Exhibitors are also allowed to organize their own outbound shipment through a third party or private vehicle. There are FedEx, UPS, and standard postal facilities within the area of the hotel if you would prefer to ship your packages directly from one of these locations.

Please see the liability statement on page 3. HI-TEST Laboratories, Inc. is not liable for any damage, loss, or theft of exhibit materials during transportation to, from, or while at the Symposium.

The Sheraton New Orleans shall not be liable for safe or timely arrival of any packages sent to the Hotel by or for the Group. It is the Group's responsibility to check on the arrival of any packages and check to insure that the contents are intact. The venue accepts no liability for lost, stolen or damaged goods.

SHOCK & VIBRATION EXCHANGE
PO Box 165 | 1104 ARVON ROAD
ARVONIA, VA 23004

WWW.SAVECENTER.ORG

P: 434.581.3041



DREW PERKINS, PROGRAM MANAGER

DREW.PERKINS@SAVECENTER.ORG

ASHLEY SHUMAKER, MANAGER OF OPERATIONS

ASHLEY.SHUMAKER@SAVECENTER.ORG