90TH
SHOCK & VIBRATION
SYMPOSIUM
EXHIBITOR PROSPECTUS
NOVEMBER 3 - 7, 2019 | ATLANTA
HILTON ATLANTA
WWW.SAVECENTER.ORG
WHY EXHIBIT AT OUR SYMPOSIUM?

The continuous service record and the community rapport of the Shock and Vibration Symposium speaks for itself. With 89 Symposia under the community’s belt, the 90th 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.

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.

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.

Advanced Antivibration Corp.  Electric Boat Corporation  NAVSEA Warfare Centers
Advanced Test Equip. Rentals  ETS Solution NA  NEi Software
Aberdeen Test Center  HBM Test & Measurement  Newport News Industrial
ABS Consulting  Hi-Techniques  Northrop Grumman
Aero Nav Laboratories  HI-TEST Laboratories  Orbital ATK
Air Force Rsch, Laboratory  Huntington Ingalls Industries  OROS
Altair Engineering  IDC  Pacific Instruments
Applied Physical Sciences  IOTech  PCB Piezotronics
Autodesk  IMC Corporation  Precision Filters
Bodietech  Instrumented Sensor Technology  Society of Exp. Mechanics
Boeing  ITT Enidine  Shock Tech
Bruel and Kjaer  Kellett Enterprises  SIMULIA
Correlated Solutions  Kistler Instruments  Spectral Dynamics
Crystal Instruments  Kulite Semiconductor Products  SPEKTRA
Data Physics Corp.  Lansmont Corporation  Taylor Devices
Dayton T. Brown  m+p International  TEAM Corporation
DEWESoft  Meggitt Sensing Systems  Thornton Tomasetti
Dept. of Homeland Security  Moog CSA Engineering  US Army ERDC
Diversified Technical Sys  MREL Group  Vibration Research Corp.
Defense Threat Reduction Agency  Muller BBM  Vibro/Dynamics
Dytran Instruments  National Instruments  Xcitex Inc
E-Labs Inc.  National Technical Systems 
ATTESTANCE FROM INDUSTRY LEADERS

- Naval Undersea Warfare Centers
- US Army Corps of Engineers
- Sandia National Laboratories
- Huntington Ingalls Industries
- Lockheed Martin Corporation

...ROUNDING OUT THE TOP 20
- Canadian Navy & Contractors
- Testing Laboratories
- Academic Universities
- Northrop Grumman
- Air Force Research Laboratory
- General Dynamics
- US Army ARDEC
- Independent Consultants
- Naval Nuclear Laboratory
- PCB Piezotronics
- Boeing
- NVT Group
- SUPSHIP
- Thornton Tomasetti

100% RETURN RATE FOR FIRST TIME EXHIBITORS

8 OUT OF 10 ATTENDEES HAVE PURCHASING INFLUENCE

ATTEENDEES FROM EVERY REGION OF THE US

20-30% NEW ATTENDEE POOL EACH YEAR
EXHIBIT PRICING

10’ x 10’ EXHIBIT PACKAGE  $2,500
INCLUDES: 10’X10’ EXHIBIT SPACE, STANDARD ELECTRICITY, TWO CHAIRS, TABLE, AND ONE BADGE TO ATTEND TECHNICAL SESSIONS

10’ x 20’ EXHIBIT PACKAGE  $4,500
INCLUDES: 10’X 20’ EXHIBIT SPACE (SUBJECT TO AVAILABILITY), ELECTRICITY, FOUR CHAIRS, TWO TABLES, AND ONE BADGE TO ATTEND TECHNICAL SESSIONS

CORPORATE SUPPORTER PACKAGES

BRONZE CORPORATE SUPPORTER  $4,000
INCLUDES: BASIC EXHIBIT PACKAGE + TWO (2) COMPLIMENTARY BADGES TO ATTEND TECHNICAL SESSIONS, ONE (1) TUTORIAL PER COMPLIMENTARY REGISTRANT, AND A 2020 CALENDAR AD

SILVER CORPORATE SUPPORTER  $6,000
INCLUDES: BASIC EXHIBIT PACKAGE + FOUR (4) COMPLIMENTARY BADGES TO ATTEND TECHNICAL SESSIONS, ONE (1) TUTORIAL PER COMPLIMENTARY REGISTRANT, AND A 2020 CALENDAR AD

GOLD CORPORATE SUPPORTER  $10,000
INCLUDES: 10’ X 20’ EXHIBIT SPACE (DUAL BOOTH), SIX (6) COMPLIMENTARY BADGES TO ATTEND TECHNICAL SESSIONS, TWO (2) TUTORIALS PER COMPLIMENTARY REGISTRANT, A 2020 CALENDAR AD, WELCOME PACKAGE SPONSORSHIP (LOGO ON EVENT PROGRAMS AND RECOGNITION IN THE WELCOME PACKET/BAG)
SPONSORSHIP OPPORTUNITIES

- **ICE CREAM SOCIAL SPONSORSHIP (3)** $750
  INCLUDES: SIGNAGE FOR EVENT, RECOGNITION DURING EVENT, AND ICE CREAM CART AND OR NEAR YOUR EXHIBIT SPACE FOR HANDING OUT DURING SOCIAL.

- **LANYARD SPONSORSHIP (1)** $500
  GET YOUR COMPANY NAME AND LOGO VISIBLE AROUND THE NECKS OF ALL SYMPOSIUM ATTENDEES. LANYARDS ARE TO BE PROVIDED BY SPONSOR AND WILL BE MADE AVAILABLE TO ALL ATTENDEES AT EVENT CHECK-IN.

- **NEW! CONFERENCE WI-FI SPONSORSHIP (1)** $500
  ACCESSIBILITY IS KEY IN THIS DIGITAL AGE! ATTENDEES SEE YOUR COMPANY’S LOGO ON THE SPLASH SCREEN* OR SET THE CONFERENCE WI-FI PASSWORD* TO YOUR COMPANY NAME!  *EXACT OPTION DEPENDS ON CAPABILITIES OF VENUE

- **NEW! CELL PHONE CHARGING STATION (2*)** $500
  A CELL PHONE CHARGING STATION SET UP NEAR YOUR BOOTH ATTENDEES WHO NEED AN EXTRA BOOST! SIGNAGE PLACED ON THE CELL PHONE CHARGING STATION WITH YOUR COMPANY’S LOGO. *1 INSIDE EXHIBIT HALL; 1 IN FOYER

- **NEW! NOTEPADS & PENS (1)** $500
  NOTEPADS AND PENS WITH YOUR COMPANY’S LOGO* WILL PROVIDED IN THE REGISTRATION PACKET OR IN MEETING ROOMS FOR ATTENDEES. SAVE STAFF WILL ORDER NOTEPADS AND PENS USING YOUR LOGO.

*SOLD!
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 offering a vendor session.

How it works:
• Each vendor who registers will be scheduled to provide a 20-minute presentation about a new technology, case study, or otherwise interesting topic of technical interest to our attendees. *(ie. This is not a 20-minuted marketing campaign or sales pitch!)*
• Presenters may also use a prepared video presentation, perform a demonstration, or perform an oral presentation.
• Any questions after the allocated time slot of the presentation 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 **July 1, 2019:**

- **Company Name:** ________________________________
- **Presenter:** ________________________________
- **Presenter Email:** ________________________________
- **Topic:** ________________________________

- Applications submitted after August 1 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 our office at 434.581.3041 or by email:**
**Drew Perkins - drew.perkins@savecenter.org**
**Ashley Shumaker - ashley.shumaker@savecenter.org**
PASSPORT PROGRAM

The Passport Program is popular amongst industry conferences. The Passport Program aims to increase attendance in the exhibit hall and increase serious leads for our exhibitors.

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 required number of stamps of participating vendors will turn in their completed entry form and be eligible for the drawings.
• SAVE provides three top prizes. However, we also appreciate donations by participating vendors to attract more participants.

How to participate:
• Cost per vendor is $100.
• Deadline to register is August 1, 2019.
• Complete and return the following fields:

  Company Name: ______________________________________________

  Point of Contact: ______________________________________________

  Will your company 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 11 herein.

  Credit Card Number: __________________________

  Expiration Date: ____ /_____  CID: __________

  Cardholder Email: __________________________
# Exhibitor List

<table>
<thead>
<tr>
<th>BTH #</th>
<th>Company Name</th>
</tr>
</thead>
</table>
| 001   | National Technical Systems  
Bronze Corporate Supporter       |
| 002   | MECALC                                           |
| 003   | SINUS Messtechnik GmbH                          |
| 004   | M+p International                                |
| 005   | Thornton Tomasetti  
Silver Corporate Supporter     |
| 006   | Huntington Ingalls Industries  
Silver Corporate Supporter   |
| 007   | HI-TEST Laboratories (EVENT SPONSOR)            |
| 008   | Photron                                          |
| 009   | Instrumentation & Engineering Services          |
| 101   | Crystal Instruments                              |
| 102   | E-Labs  
Ice Cream Social & Lanyard Sponsor          |
| 103   | Precision Filters                                |
| 104   | Endevco  
Notepads & Pens Sponsor                      |
| 105   | PCB Piezotronics  
Bronze Corporate Supporter &  
Ice Cream Social Sponsor           |
| 106   | Correlated Solutions                             |
| 201   | Spectral Dynamics  
& BRONZE CORPORATE SUPPORTER &  
& Ice Cream Social Sponsor         |
| 202   | HI-Techniques  
Wi-fi Sponsor                                |
| 203   | Dayton T. Brown                                  |
| 204   | Instrumented Sensor Technology                   |
| 205   | Vision Research                                  |
| 206   |                                                  |
| 301   | Bruel & Kjaer                                    |
| 302   | Vibration Research                               |
| 303   | Bodie Technology, Inc.                           |
| 304   | Dewesoft                                         |
| 401   | The Boeing Company                                |
| 402   | Altair  
Bronze Corporate Supporter &  
& Charging Station Sponsor            |
| 403   | Taylor Devices                                   |
| 404   | IX Cameras                                       |
| 405   | IMV Corporation                                  |
| 406   | Xcitex                                           |
| 501   | Advanced Test Equipment Rentals                   |
| 502   | Lansmont, Data Physics, & Team  
(NVT Group) - Bronze Corporate Supporter       |
| 503   |                                                  |
| 504   | Vibro Dynamics LLC                               |
| 505   | Shock Tech                                       |
| 601   | Siemens                                          |
| 602   | ETS Solutions                                    |
| 603   | Dytran Instruments                               |
| 604   | ITT Enidine  
Bronze Corporate Supporter                   |
| 605   | Applied Physical Sciences                        |
| 606   | Society of Exp. Mechanics                       |
| 607   | Weiss Technik Testing Services                   |
| 608   | Allied Defense Industries                        |
EXHIBIT PROVISIONS

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

Exhibit Support Personnel
Each booth space is provided with two chairs to accommodate support personnel. So long as additional personnel do not interfere with other exhibitors or traffic of the exhibit hall, they will be allowed. Staff must be registered. No fees will be assessed unless attending technical sessions. Exhibit staff are allowed all meals and entry into all socials.

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 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 storage, setup, or shipping of exhibit property.

Exhibitor Floorplan
SAVE/HI-TEST 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 the conference. The Hotel also reserves the right to change the floorplan based on local codes, ordinances, or construction requiring a change in the flow of the hotel.

Registration and Payment
Reservations can be made by completing the exhibitor form. All forms for special offerings or items requiring separate registration must also be completed.

Payment is expected within 30 days of booth reservation, or by September 15th. SAVE/HI-TEST accepts credit cards and corporate checks. Checks should be made payable to HI-TEST Laboratories and mailed to PO Box 165, Arvonia, VA 23004.

Cancellation and Refund
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):

- Jan. 1–June 30: 0% penalty. 100% refunded.
- July 1- Aug 31: 50% penalty. 50% refunded.
- Sept. 1-30: 75% penalty. 25% refunded.
- Oct. 1 or after: 100% penalty. 0% refunded.

Shipment of Exhibit Materials
Each exhibiting company is responsible for payment of inbound and outbound shipment fees as dictated by the venue and provided herein. For questions regarding handling fees and storage fees, please contact the venue directly.
EXHIBITOR REGISTRATION FORM

I. COMPANY/ORGANIZATION INFORMATION

Company Name: _____________________________________________________________

Address: __________________________________________________________________

City: ___________________ State: ________ Zip: ___________ Country: ________________

Booth Contact: _______________________________ Email: _______________________

II. REGISTRATION

<table>
<thead>
<tr>
<th>Exhibit Packages</th>
<th>Sponsorship Add-Ons</th>
<th>Other Promotional Opportunities</th>
</tr>
</thead>
<tbody>
<tr>
<td>$2,500 10' x 10' Exhibitor Package</td>
<td>-$750 Ice Cream Social</td>
<td>-$100 Passport Program*</td>
</tr>
<tr>
<td>$4,500 10' x 20' Exhibitor Package</td>
<td>-$500 Lanyard Sponsorship</td>
<td>$0 Vendor Session*</td>
</tr>
<tr>
<td>OR</td>
<td>-$500 Wi-Fi Sponsorship</td>
<td></td>
</tr>
<tr>
<td>$4,000 Bronze Package</td>
<td>-$500 Charging Station Sponsor</td>
<td></td>
</tr>
<tr>
<td>$6,000 Silver Package</td>
<td>-$500 Note pads &amp; Pens Sponsor</td>
<td></td>
</tr>
<tr>
<td>$10,000 Gold Package</td>
<td></td>
<td>*Complete form herein for each</td>
</tr>
</tbody>
</table>

Total for Package & Add-Ons Selected in Section II: $ ______________

III. BOOTH SELECTION & PERSONNEL (SEE PAGE 9 FOR EXHIBIT FLOORPLAN)

Booth Preference: (1) _________ (2) ___________ (Other Requests?) __________________

Booth Personnel: All booth personnel must complete the online registration form (print copy also available).

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 payable to Hi-Test Laboratories (Number) ___________ (Date) ___________

☐ Credit Card:

CC Number _______________________ Name on Card: __________________________

Exp Date: _________________________ Billing Zip Code: __________ Security Code: ______

Email Address for Receipt: _____________________________________________________
EXHIBIT SCHEDULE

PLEASE NOTE THAT ALL TIMES BELOW ARE SUBJECT TO CHANGE BASED ON TECHNICAL CONTENT AND MEETING ROOM AVAILABILITY.

MONDAY, NOVEMBER 4, 2019
Exhibit Setup* 12:00pm - 6:00pm
*Booths must be operational by 6:00pm on 11/4/2019.
Reception (in Exhibit Hall) 6:30pm - 8:30pm

TUESDAY, NOVEMBER 5, 2019
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, NOVEMBER 6, 2019
Exhibit Area Open 9:00am - 4:00pm
Breakfast (in Exhibit Hall) 7:00am - 8:30am
Morning Break (in Exh. Hall) 9:45am - 10:15am
Exhibitors’ Luncheon 12:00am - 1:30pm
Break w/ Passport Program Raffle 3:30pm - 4:00pm
Exhibitor Dismantle** 4:00pm - 6:00pm

**Exhibitors can also dismantle on Thursday until noon, if desired, or if additional time is needed.
SHIPPING INSTRUCTIONS & FEES

TBD
A/V RENTALS & INSTRUCTIONS
EXHIBITOR CHECKLIST & DATES

- Register as an exhibitor

- On or before June 30: Submit abstracts for technical presentations

- On or before July 1: Submit forms for vendor session participation

- On or before Aug 1: Register for passport program

- On or before Sept. 30: Register for symposium to take advantage of early bird discounted rate

Visit www.savecenter.org for instructions to register booth staff and technical attendees!

- By November 1: Have shipments arrive at Hilton Atlanta for exhibit booth