EXHIBITOR
PROSPECTUS

91st Shock & Vibration Symposium
April 18 - 22, 2021
Orlando

www.savecenter.org
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 91st 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.

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

TOP 5

- 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

8 OUT OF 10 ATTENDEES HAVE PURCHASING INFLUENCE

RETURN RATE FOR FIRST TIME EXHIBITORS

ATTENDEES 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 2021 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 2021 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 2021 CALENDAR AD, WELCOME PACKAGE SPONSORSHIP (LOGO ON EVENT PROGRAMS AND RECOGNITION IN THE WELCOME PACKET/BAG)
SPONSORSHIP OPPORTUNITIES

• ICE CREAM SOCIAL SPONSORSHIP (3) **SOLD!** $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) **SOLD!** $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.

• CONFERENCE WI-FI SPONSORSHIP (1) **SOLD!** $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

• CELL PHONE CHARGING STATION (2) **SOLD!** $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.

• NOTEPADS & PENS (1) **SOLD!** $500
  NOTEPADS AND PENS WITH YOUR COMPANY’S LOGO* WILL BE PROVIDED IN THE REGISTRATION PACKET OR IN MEETING ROOMS FOR ATTENDEES. *SAVE LOGO AND/OR EVENT NAME MAY ALSO BE USED

---

All sponsorships are secured on a first-come, first-served basis.

All sponsorships are subject to availability of resources, capability of venue, and other factors that cannot be controlled by SAVE staff.
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.
- Presenters may use a prepared video presentation, perform a demonstration, or perform an oral presentation.
- Any questions after the allotted 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 January 1, 2021:**

- **Company Name:** ___________________________________________________
- **Presenter Name:** ___________________________________________________
- **Presentation Title:** ___________________________________________________

**Abstract:** Please submit a brief abstract to Ashley Shumaker no later than February 1, 2021.

- Applications submitted after February 1 will be subject to availability.
- Presenters must submit their presentation in advance using the online upload link.
- 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
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 February 1, 2021.**
- 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:** ______________________________________________
<table>
<thead>
<tr>
<th>BTH #</th>
<th>COMPANY NAME</th>
<th>BTH #</th>
<th>COMPANY NAME</th>
</tr>
</thead>
<tbody>
<tr>
<td>FYR1</td>
<td>HI-TEST LABORATORIES - EVENT SPONSOR</td>
<td>401</td>
<td>CRYSTAL INSTRUMENTS - LANYARD SPONSOR</td>
</tr>
<tr>
<td>101</td>
<td>NVT GROUP (DATA PHYSICS, LANSMONT, TEAM)</td>
<td>402</td>
<td>APPLIED PHYSICAL SCIENCES</td>
</tr>
<tr>
<td>102</td>
<td>BRONZE CORP. SUPPORTER, NOTEPAD/PEN SPONSOR</td>
<td>403</td>
<td>DAYTON T. BROWN CHARGING STATION SPONSOR</td>
</tr>
<tr>
<td>103</td>
<td>E-LABS ICE CREAM SPONSOR</td>
<td>404</td>
<td>NATIONAL TECHNICAL SYSTEMS BRONZE CORPORATE SPONSOR</td>
</tr>
<tr>
<td>104</td>
<td>BRUEL &amp; KJAER</td>
<td>405</td>
<td></td>
</tr>
<tr>
<td>105</td>
<td>THORNTON TOMASETTI SILVER CORPORATE SPONSOR</td>
<td>406</td>
<td>DYTRAN INSTRUMENTS</td>
</tr>
<tr>
<td>106</td>
<td>CORRELATED SOLUTIONS</td>
<td>501</td>
<td>SPECTRAL DYNAMICS - BRONZE CORPORATE SPONSOR</td>
</tr>
<tr>
<td>107</td>
<td>ALTAIR</td>
<td>502</td>
<td>BRONZE CORPORATE SUPPORTER, CHARGING STATION SPONSOR</td>
</tr>
<tr>
<td>108</td>
<td>IX CAMERAS</td>
<td>503</td>
<td>SPEKTRA</td>
</tr>
<tr>
<td>201</td>
<td>ITT ENIDINE - SILVER CORPORATE SUPPORTER, ICE CREAM SPONSOR</td>
<td>504</td>
<td>AMETEK VISION RESEARCH</td>
</tr>
<tr>
<td>202</td>
<td>XCITEX</td>
<td>505</td>
<td>NEWPORT NEWS SHIPBUILDING SILVER CORPORATE SPONSOR</td>
</tr>
<tr>
<td>203</td>
<td>PRECISION FILTERS</td>
<td>506</td>
<td>ISOLATION DYNAMICS CORP.</td>
</tr>
<tr>
<td>204</td>
<td>VIBRO DYNAMICS</td>
<td>507</td>
<td></td>
</tr>
<tr>
<td>205</td>
<td>BOEING</td>
<td>508</td>
<td>ADVANCED TEST EQUIPMENT RENTALS</td>
</tr>
<tr>
<td>206</td>
<td>DEWESENDAL</td>
<td>601</td>
<td>TAYLOR DEVICES - BRONZE CORPORATE SPONSOR</td>
</tr>
<tr>
<td>301</td>
<td>HI-TECHNIQUES WIFI SPONSORSHIP</td>
<td>602</td>
<td>M+P INTERNATIONAL</td>
</tr>
<tr>
<td>302</td>
<td>PCB PIEZOTRONICS - BRONZE CORP. SUPPORTER, ICE CREAM SPONSOR</td>
<td>603</td>
<td>MECALC TECHNOLOGIES</td>
</tr>
<tr>
<td>303</td>
<td>PHOTRONOR</td>
<td>604</td>
<td></td>
</tr>
<tr>
<td>304</td>
<td>BODIE TECHNOLOGY</td>
<td>605</td>
<td></td>
</tr>
<tr>
<td>305</td>
<td>VIBRATION RESEARCH</td>
<td>606</td>
<td>ETS SOLUTIONS</td>
</tr>
<tr>
<td>306</td>
<td>SIEMENS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>307</td>
<td>INSTRUMENTED SENSOR TECHNOLOGY</td>
<td></td>
<td></td>
</tr>
<tr>
<td>308</td>
<td>SHOCK TECH</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
91st Shock & Vibration Symposium
April 18 - 22, 2021
Orlando

EXECUTIVE BALLROOM
PREFUNCTION SPACE

AVAILABLE BOOTHS
RESERVED BOOTHS

EXECUTIVE BALLROOM
GENERAL SESSIONS & LUNCHEONS

Charging Station

FYR1

TO SESSIONS
**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 formal written notice is received):
- Prior to Jan. 1: 0% penalty. 100% refunded.
- Jan 1- Feb 15: 50% penalty. 50% refunded.
- Feb 16 - Mar 15: 75% penalty. 25% refunded.
- After March 15: 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. In the event that all storage fees are charged to the SAVE Master Account, all exhibitors will be required to reimburse SAVE using published hotel handling rates.
EXHIBITOR REGISTRATION FORM

I. COMPANY/ORGANIZATION INFORMATION

Company Name: ____________________________________________________________

Address: __________________________________________________________________

City: _______________________ State: ___________ Zip: ______________ Country: __________

Booth Contact: _____________________________________________________________

Email: _____________________________________________________________________

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: ______________________________________________________

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

III. 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 Key Sponsorship</td>
<td>*Complete form herein for each</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 NotePads &amp; Pens Sponsor</td>
<td></td>
</tr>
<tr>
<td>☐ $10,000 Gold Package</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Submit completed form to ashley.shumaker@savecenter.org or fax to 434.581.3037.
EXHIBIT SCHEDULE

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

**Monday, April 19, 2021**
Exhibit Setup*  
12:00pm - 6:00pm  
*Booths MUST be operational by 6:00pm on 4/19/2020.

Reception (in Exhibit Hall)  
6:30pm - 8:30pm

**Tuesday, April 20, 2021**
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, April 21, 2021**
Exhibit Area Open  
9:00am - 4:00pm
Breakfast (in Exhibit Hall)  
7:00am - 8:30am
Morning Break (in Exhibit 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
FURNITURE, A/V RENTALS, & FEES

All booths are provided with two chairs, a draped table, and access to electricity.

No other pipe and drape, carpet, furniture, or A/V rentals are required or included. However, should your company wish to secure additional resources for your booth, please contact the Rosen Centre hotel directly.
IMPORTANT DATES & CHECKLIST

☐ ASAP: REGISTER AS AN EXHIBITOR
☐ BEFORE DEC 31: SUBMIT ABSTRACTS FOR TECHNICAL PRESENTATION
☐ BEFORE JAN 1: SUBMIT FORMS FOR VENDOR SESSION PARTICIPATION
☐ BEFORE FEB 1: REGISTER FOR PASSPORT PROGRAM
☐ BEFORE MAR 1: REGISTER FOR SYMPOSIUM EARLY BIRD RATE
☐ ON/BY APR 19: SHIPMENTS ARRIVE AT ROSEN CENTRE FOR BOOTH

PO Box 165
Arvonia, VA 23004

434.581.3041
434.581.3037

DREW.PERKINS@SAVECENTER.ORG
ASHLEY.SHUMAKER@SAVECENTER.ORG