EXHIBITOR PROSPECTUS

2020 VASCULAR ANNUAL MEETING

TORONTO

JUNE 18–19, 2020

Metro Toronto Convention Centre
Toronto, Ontario, Canada

Sponsored by:

SVS | Society for Vascular Surgery

vsweb.org/VAM20
Dear Industry Partner,

Please join us as an exhibitor at the Vascular Annual Meeting, the new home of the vascular team. As the preeminent scientific meeting for over 1,800 surgeons and allied health professionals, this meeting is the place to share your products and services related to the management and treatment of vascular disease.

Again this year, VAM 2020 will be co-located with the Society for Vascular Nursing (SVN), as well as the Physician Assistant section of the Society for Vascular Surgery. The Vascular Annual Meeting is the one-stop destination for vascular professionals, which means as an exhibitor, you get more for your investment.

Over the past two years, we have re-invented the exhibit hall into a two-day event, with more networking events, non-CME education and training events than ever before in the exhibit hall. This year we are excited to move VAM to the Metro Toronto Convention Centre in Toronto, Ontario, Canada. Toronto is one of the top cities in North America for the human health sciences, employing nearly 30,000 life science professionals and contributing more than $2 billion to the local economy*.

Over 75% of the exhibit hall has already been reserved - do not hesitate to register as an exhibitor! We are eager to hear from you, and look forward to your company’s participation.

Sincerely,

Lara Fitts Gamache
Exhibit Manager
312-265-9639
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www.VSweb.org/VAM20

Ninety-five percent of VAM physician attendees are vascular surgeons. These health care professionals master the intricacies of vascular surgery as well as state-of-the-art endovascular techniques. Ten percent of attendees travel to VAM from outside the US.

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2019 VAM ATTENDANCE BREAKDOWN

- Surgeon: 64%
- Allied health professional (17% nurses, physician assistants, PhD's, researchers): 17%
- Scholarship recipient: 5%
- Surgery resident: 4%
- Medical student: 3%
- Faculty/ticket only: 7%

(Combination of all categories)

HOSPITAL-EMPLOYED: 59%
Multi-specialty group: 19%
Single specialty group: 14%
Other: 14%
Solo: 4%
Retired: 1%

55% of VAM surgeons are responsible for the management of a vascular lab.

TOP PRODUCTS OF INTEREST TO VAM ATTENDEES
1. Peripheral Vascular Products/Services
2. Stents
3. Grafts
4. Interventional Medical Devices
5. Medical Devices
6. Wound Care
7. Interventional Devices
8. Vascular Disease Treatment
9. Venous Disorder Treatment
10. Radiation Protection

TOP 4 MOST FREQUENTLY PRESCRIBED MEDICATIONS
1. Anti-coagulant
2. Anti-Platelets
3. Statins
4. Cilostazol

PERCENT OF ATTENDEES’ TIME SPENT

- In practice:
  - 76% or more: 56%
  - 51–75%: 26%
  - 26–50%: 10%
  - 1–25%: 6%
  - None: 2%

- In administration:
  - 76% or more: 7%
  - 51–75%: 10%
  - 26–50%: 17%
  - 1–25%: 58%
  - None: 8%

- In teaching:
  - 76% or more: 7%
  - 51–75%: 10%
  - 26–50%: 17%
  - 1–25%: 58%
  - None: 8%

Sources: SVS 2019 Attendee Evaluation and 2019 Registrant Profile Summary
EXHIBITOR INFORMATION

EXHIBIT HALL HIGHLIGHTS INCLUDE

• NEW! Excellence in Vascular Care Pavilion featuring:
  Workshops, Office-Based Lab Information, Simulations
• TWO networking receptions
• Daily attendee lunch
• Two coffee breaks each day
• Scavenger hunt prize game
• Vascular Live Presentation Opportunity
• Two Poster Sessions
• SVS Member Services Booth

EXHIBITOR BENEFITS

• Five badges per 100 square feet of exhibit space. Badges
  grant access to the exhibit hall and scientific abstract (ple-
  nary) sessions. Additional badges cost $100 each.
• Company listing in the on-site program book, online floor
  plan, mobile app and show daily
• Pre-meeting and post-meeting attendee mailing lists in-
  cluding emails
• Early sign-up for the 2021 Vascular Annual Meeting in San
  Diego, CA

EXHIBIT SPACE RATES

Inline Booths: $33.25 USD per square foot
Island Booth: $36.25 USD per square foot
Corner Charge: $100 USD per corner (inline booths only)

See the floor plan and reserve a booth online at
VSweb.org/VAM20.

PAYMENT SCHEDULE

A 50% deposit is required with reservation. Full payment
is due by March 2, 2020. Reservations made after March
2, 2020 must include full payment (USD). Exhibit Rules and
Regulations and cancellation policy can be found on the
booth reservation page.
WHAT TO EXPECT WHEN EXHIBITING IN CANADA

Exhibiting in Canada is not too different than exhibiting in the USA. Here are a few differences to note.

• All U.S. residents entering Canada will be required to travel with a valid passport. Your passport expiration date may not be within six months of your travel dates. For additional information (including passport requirements for international travelers), please visit the Canada Border Services Agency’s website.

• All exhibitors shipping materials to Canada are required to work with a customs broker to submit all necessary paperwork. SVS will provide an official customs partner for exhibitors via Freeman, the VAM General Service Contractor (GSC) to make this process quick and easy.

• Exhibitors will ship to the Freeman warehouse and Freeman will work with its customs partner to clear your goods with Canadian Customs. Both the U.S. and Canada require their own detailed customs forms.

• Invoices from Freeman and other vendors will be in Canadian dollars.

DATES TO NOTE
January 2020
Group housing opens
March 2, 2020
Full payment Deadline
March 2020
Housing & Registration Open
Mid-March 2020
Exhibitor Manual Online

QUESTIONS? CONTACT

BOOTH RESERVATIONS
Robert Drewniak
Exhibit Sales
Direct: 312-265-9662
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EXHIBITOR QUESTIONS
VASCULAR LIVE RESERVATIONS
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SPONSORSHIPS, MEETING ROOMS, EXHIBIT HALL OFFICES
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