



# EXHIBITOR PROSPECTUS

THE WESTIN HARBOUR CASTLE  
TORONTO, ONTARIO

JANUARY 25-27

2024 OVMA CONFERENCE & TRADESHOW

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# WHY EXHIBIT AT OVMA?

Why should you exhibit at the 2024 OVMA Conference and Trade Show? The answer is simple. It's Where Business Does Business.

As you plan your participation in future industry events, here are the Top Ten reasons why OVMA should always be first on your list:

1. For more than two decades, the OVMA Conference and Trade Show has been Canada's largest annual veterinary event, and attendance continues to grow each year. Approximately 1,200 delegates attend the event annually.
2. Over the course of the event, Exhibitors have an incredible 21 hours to meet with delegates.
3. During more than 50% of that time, there are no competing CE sessions.
4. The compact, self-contained nature of the venue (The Westin Harbour Castle), makes it easy for delegates to maximize their time with exhibitors during session breaks.
5. Because OVMA limits the number of exhibitors at the conference, fewer companies are competing for delegates' attention, enabling you to spend more time with a greater percentage of attendees.
6. OVMA ensures that every exhibiting company is marketing products and/or services that veterinarians and hospital staff really want; there are no "fringe" exhibitors padding out the exhibit hall. The compact nature of the exhibit hall helps create excitement and reduces "exhibit hall fatigue".
7. OVMA has implemented several incentives to encourage booth traffic, including daily \$500 lunchtime exhibit hall draws, and holding staggered coffee breaks, and evening cocktail receptions in the exhibit hall.
8. OVMA works with exhibiting companies to enhance their overall exposure at the event by including promotional items in the conference kits, coordinating room drops, and suggesting other unique opportunities for product launches etc.
9. The downtown Toronto location provides industry partners with a wide range of venue and entertainment options if they wish to take clients to conference-related events.
10. Because so many key industry people attend the event, it is THE place to hold pre-conference corporate meetings, network with industry partners, or discuss ways to improve sales with key clients.

If you only exhibit at one conference in 2024, this is the place to do it. But don't delay – the OVMA Trade Show always sells out.

Looking forward to seeing you in January!



John Stevens  
Chief Executive Officer, OVMA

## PLACE OF MEETING

The Westin Harbour Castle  
1 Harbour Square, Toronto, Ontario M5J 1A6  
Telephone: 416-869-1600 • Fax: 416-869-0573

The natural harbour setting of the Westin ensures a feeling of quiet privacy – yet you are only minutes from the commercial and cultural centre of the city, where theatres, shopping, restaurants, and commerce thrive. Complete convention facilities include a glass-enclosed walkway linking the hotel to the Westin Harbour Castle Conference Centre – one of Canada’s largest and most complete flexible meeting spaces with 70,000 square feet available for large conventions and exhibits. Deluxe rooms, all with partial or full lake view, combine traditional comforts with a relaxing environment.

## ATTENDANCE

As the largest annual veterinary gathering in Canada, the OVMA Conference routinely attracts over 1,200 delegates from Ontario, Quebec, the Maritimes, and the North Eastern United States.

The 2023 OVMA Conference attendance number included:

616	Veterinarians
58	Ontario Veterinary College Students
177	Hospital Personnel
173	Veterinary Technicians
29	Veterinarian/veterinary personnel trade show attendees

More than 85 hours of continuing education, featuring top-rated speakers from the United States and Canada, will be presented over 3 days: January 25 – 27, 2024. A three-day trade show allows you to highlight your product lines to a targeted audience.

## OF SPECIAL NOTE

The OVMA reserves the right to approve all exhibitors wanting to participate in the conference.

Products to be exhibited must be germane to the practice of veterinary medicine. Illegal products of any kind are specifically prohibited from being exhibited. Foods of any kind may not be prepared or distributed in the exhibit booths without prior permissions from Show Management and/or the event venue.

Pharmaceutical companies should also be advised that they may display and promote labelled animal health products only. Off label promotions would be contrary to the Food and Drug Act.

# LOCATION OF EXHIBITION

## EXHIBIT HALL

The main exhibition will be held in the Metropolitan Ballroom, which is located on the second level of the Westin Harbour Castle Conference Centre. The room measures 170' x 147' with a ceiling height of 16', a total of 24,990 square feet of gross exhibit space. Floor load capacity is 125 lbs per sq.ft. Access to moving docks is from Queen's Quay between Bay Street and Yonge Street. Access to the Exhibit Hall will be through the doorway opening into aisle 400 (please see floor plan on page 23). All other doors will be kept closed and are for emergency access only.



## TABLE TOP DISPLAY HALL

Additional exhibition space has been secured in the Harbour Ballroom Foyer which is located on the Convention Level of the Westin Harbour Castle Hotel. This foyer is the delegate's main passage to the scientific sessions. The space will accommodate table top displays only. Please see the floor plan on page 22 to make a table top selection.



# EXHIBIT TRAFFIC BUILDERS

## LUNCH AND COFFEE BREAKS

Coffee for registered delegates will be served twice each day in the Exhibit Hall. Courtesy of the OVMA, coffee for the exhibitors will be provided prior to pre-scheduled session breaks for delegates.

The Exhibit Hall will be open to delegates during lunch on all three days of the conference. A buffet lunch will be served in the Frontenac Foyer. To draw delegates back to the Exhibit Hall, coffee and tea will be made available only in the Exhibit Hall.

Lunch tickets are not included with the exhibit fees. If you wish to purchase lunch tickets, you may do so by using the order form which will be included with your Exhibitor Service Kit in November. The cost of lunch tickets has been subsidized by OVMA and does not represent an income stream to the Association.

## LUNCHTIME EXHIBIT HALL DRAWS

On all three days, delegates visiting the Exhibit Hall over the lunch break will be entered in a special daily draw for \$500 cash. Delegates must be present to win.

## THURSDAY MARKETPLACE

Conference delegates will be drawn to the exhibit hall for a dedicated cocktail reception from 5:00 – 6:30 p.m. Be sure to take advantage of this time and encourage your on-site company representatives to mingle with as many delegates as possible.

## FRIDAY EXHIBIT HALL RECEPTION

Delegates will be drawn to the Exhibit Hall on Friday for refreshments from 5:00 – 6:30 p.m. where they will have a chance to visit with exhibitors and meet up with friends.

# SPONSORSHIP OPPORTUNITIES

The 2024 OVMA Conference Sponsorship and Advertising Flyer will be available by late-July. All prospective exhibitors will receive a copy of this publication. Be sure to take advantage of the many traffic building ideas made available in this flyer to engage and draw delegates to your booth.

Sponsorship options include:

- Scientific sessions
- Management sessions
- Tote bags, pens, portfolios, lanyards
- Advertising/marketing in all conference publications
- Numerous graphic locations throughout the venue to spread your brand
- Many other opportunities

Any inquiries or new sponsorship ideas should be directed to Ms. Sasha Basiri, OVMA's Manager of Events & Sponsorship, by email to: [sbasiri@ovma.org](mailto:sbasiri@ovma.org).

# MARKETING OPPORTUNITIES

Take advantage of as many marketing opportunities as you can to maximize your company exposure through pre- and on-site conference marketing opportunities such as:

## PRE-SHOW ON-LINE EXHIBITOR LISTING

All registered exhibiting companies will be listed on the OVMA website prior to the Conference. This will allow conference delegates to pre-plan their trade show visit. Registered exhibiting companies will be provided with an opportunity to expand their listing and stand out from the crowd.

Default listings on the OVMA website will include company name and booth numbers. Expand your listing to include company contact information, a short synopsis of product lines as supplied by the exhibiting company and an active link to your preferred URL.

Please be sure to check the upcoming Sponsorship Flyer for additional details and pricing.

## CONFERENCE PROGRAM ADS

The Conference Registration Program is the pre-conference promotional publication, and the Final Program is the official on-site delegate guide which includes all social and session details, meeting room locations, speaker information and timetables. Reach all attendees multiple times as these publications are used repeatedly to assist delegates in planning their conference schedules.

See the upcoming OVMA Conference Sponsorship and Advertising Flyer for circulation details, pricing, and additional submission details, and for other printed conference publication advertising opportunities.

# ALLOCATION OF SPACE

Given the continued demand for OVMA exhibit space and to ensure that all interested companies have an equal opportunity to acquire space in the trade show, OVMA has instituted a “lottery based” method of allocating trade show space. Please review carefully:

To recognize companies contributing to the Association, a system has been established to highlight OVMA’s Industry Partners. The system is based on financial contributions to both the Ontario Veterinary Medical Association and the Farley Foundation during the previous calendar year, as well as conference sponsorship participation for the current year. The level of annual support will determine whether a company is a Diamond, Platinum, Gold, Silver or Bronze partner.

Companies who may have met the Diamond level threshold each year will have the first opportunity to make their booth location selection for the upcoming conference, followed by the Platinum, Gold, Silver and Bronze Partners.

Once OVMA’s Industry Partners have had an opportunity to reserve space, exhibit space will be made available to all eligible companies having expressed interest in exhibiting with OVMA.

All other companies interested in exhibiting at OVMA will be provided with a specified timeframe to submit completed exhibitor contract forms. All companies submitting contracts within the stipulated time period will be entered in a lottery to determine the order of exhibit space allocations. Applications will be drawn at random from those submitted, and exhibit space will be assigned on that basis until all the available space has been allocated.

### *Allocation of Space (continued)*

Exhibitors may submit their application via fax or return e-mail and must include full payment. If making payment by cheque, wire transfer or EFT, the exhibitor has 14 days to submit full payment, or the space may be released to another company. This 14 day cheque/wire transfer/EFT payment submission deadline begins on the date the exhibitor application is accepted, and your company is allocated exhibit space. Invoicing for the cost of exhibit rental is not permitted. American Express is not accepted. All payments must be submitted in Canadian funds only.

Every effort will be made to accommodate the choices of as many exhibitors as is possible. However, in the event space cannot be allocated as requested, OVMA staff reserves the right to apply their own judgement in actual booth allocation. Hence, it is important to indicate your first-through-fourth choices on the Exhibitor's Application and Contract (please refer to the floor plans included with this document to make your choices.) Exhibitors will be notified of booth location in writing after all exhibit space has been sold and allotted.

OVMA reserves the right to determine the eligibility of any exhibit for inclusion with its Conference, either before or after the proper execution of the Contract / Application for exhibit space. All products and services to be exhibited must be directly related to veterinary medicine or it must otherwise enhance the Tradeshow. Companies that service small businesses generally or whose products are intended primarily for use by veterinary clients may be allocated space at OVMA's discretion and based on space availability. OVMA's acceptance of an Exhibitor does not constitute an endorsement of that organization's products and/or services.

Exhibitors must have their account in good standing to participate in OVMA's Tradeshow. Anyone with a delinquent balance will not be granted approval or be assigned booth space until the account is current.

*Of Important Note: As demand for exhibit space invariably exceeds the available supply, receipt of your completed exhibit application by OVMA within the designated time period does not guarantee that you will be allocated exhibit space through the lottery process.*

*Exhibiting companies will be limited to a maximum of four (4) spaces per company: equivalent to a 20' x 20' island, or any four (4) 10' x 10' booth configuration. A maximum of up to seven (7) Island locations will be allocated and are available to OVMA's Industry Partner companies only.*

## **NON-PROFIT ORGANIZATIONS**

Organizations with non-profit or charitable status may enter the general lottery draw for exhibit space upon receipt of completed applications within the stipulated timeframe (see above). Eligible organizations may reserve an exhibit space at a discounted rate (refer to Rental Fee). The Association will assign the actual booth or table top location and provide written confirmation once payment has been processed. For non-profits preferring to make their own exhibit location selection, full rental fees will apply.



# EXHIBIT CONFIGURATION

## EXHIBIT HALL

All standard booths are 10' x 10' with 8' high back drapes and 36" high side panels. There is patterned wall-to-wall carpeting throughout the exhibit hall in shades of blue, grey and gold. Additional carpeting is not required unless a specific carpet colour / flooring type is desired. Floor covering / carpet can be ordered through the show decorator (Stronco).

No exhibit construction over 42 inches in height is permitted in the front one-half of the booth. Construction in the back one-half of the booth space is limited to 8 feet in height – including signage. Exceptions may be made for those companies reserving an island location.

Exhibitors may arrange their exhibits as desired, but the arrangement must be in accordance with the above paragraph, must not interfere with the light or space of other exhibitors, and must keep within the general floor plan, preserving the open booth appearance.

Island Booths: a 20' x 20' space, with aisles on all four sides. Exhibit features, including all signage, will be permitted up to a maximum height of 16'. Because an island is separated by the width of an aisle from all neighboring exhibits, full use of the floor plan is permitted.

Due to the nature of the venue space, use of hanging signage (ceiling or otherwise) as part of any exhibitor's display is not permitted in the Exhibit Hall.

## TABLE TOP DISPLAY HALL

Displays will be 8' wide x 6' deep with 36" high back drapes. Because of a sloped glass wall directly behind each display, signage may only be affixed to the table skirting or be placed on top of the 8' table.

Each of the Table Top Displays are restricted to one (8 ft) white skirted table plus two grey stacking chairs. These furnishings will be included in the space rental fee at no additional cost. No substitutions or additional furnishings are permitted.

All activities of individual exhibitors shall be confined to their assigned display space and shall not interfere with normal traffic patterns in the area.

## TABLE TOP & EXHIBIT HALL ENTITLEMENT

Exhibiting companies in either the table top display hall or the main exhibit hall are entitled to the following:

- 24-hour perimeter security (non-booth areas) including during move-in, show hours and move-out.
- Four (4) complimentary exhibit personnel badge registrations per Table Top Display or 10' x 10' Exhibit Hall space rental. Please see the "Exhibitor Badge Registration" section for details and the "Exhibitor Badge Registration Form" on page <?>.
- Company name, booth number and product/service description printed in the Exhibitors' Directory which is distributed to all conference delegates (must be submitted in November to ensure inclusion.)
- Exhibiting company name with booth number on the OVMA website and the annual Conference App to assist delegates to pre-plan their visit to your booth.
- Cleaning of all aisle spaces is included. In-booth cleaning is not included. If in-booth cleaning service is required, the services can be arranged with the show's service company, Stronco.
- Food/beverage functions offered in the Exhibit Hall: coffee breaks, evening receptions.
- Final Conference Program with Exhibitors' Directory.

# OPERATION & USE OF EXHIBIT SPACE

All business activities of the Exhibitor must be confined to the Exhibitor's assigned space and shall not interfere with normal traffic. The aisles are common property and may not be obstructed or used to display additional exhibit materials or to conduct demonstrations. Exhibitors will not place demonstrations or entertainment areas near the aisle line of their exhibit if it is expected that many delegates will congregate at any given time. Should spectators interfere with the normal traffic flow in the aisle or overflow into neighboring exhibits, OVMA will request the limitation or elimination of the presentation.

All food/beverage for distribution from an exhibit space must be purchased and arranged directly through the Conference venue. No food or beverages may be distributed by Exhibitors in the exhibit hall unless arrangements have been made in advance. Any unauthorized food/beverage items will be confiscated. Additional fees may apply.

Each exhibit is to be staffed at all times during Exhibit Hall hours by bona fide employees or representatives of the exhibiting company. Exhibitors who fail to have their booths staffed during show hours are subject to loss of ability to participate in future events.

Distribution of literature or any materials is limited to the Exhibitor's assigned booth space and will not be permitted in any other part of the Conference venue, including, but not limited to meeting rooms or other areas of the Hotel. OVMA reserves the right to dispose of any and all unauthorized materials found outside of an Exhibitor's assigned space. Questions concerning the appropriateness of any promotional materials or activities should be directed to OVMA's Manager of Events & Sponsorship.

## SOUND/MUSIC

In general, exhibitors may use sound equipment in their booths so long as the noise level does not interfere with the activities in adjacent booths. Speakers and other devices should be positioned to direct sound into the booth, rather than toward the aisle.

## SUBLETTING OF EXHIBIT SPACE

Exhibitors may not sublet, subdivide or assign their space; nor purchase multiple space(s) for the purpose of subletting or assigning to third parties; nor issue exhibitor badges to any individual not directly employed by the registered exhibiting company without prior written consent of OVMA Show Management. Only companies contracted directly with the Association shall be listed in the Exhibitors' Directory.

***Any badges requested for or issued to individuals not directly employed by the registered exhibiting company may be denied or confiscated at OVMA's discretion.***

## SUITCASING BY NON-EXHIBITORS

The Exhibit Hall is limited to registered attendees of the Annual Conference as well as registered representatives of business firms, manufacturers, professional organizations, and dealers who are connected to the veterinary industry. No other persons or concerns will be permitted to demonstrate their products, distribute advertising materials, or solicit orders in the Exhibit Hall. Please report any violations you may observe to OVMA Show Management.

# EXHIBITOR BADGE REGISTRATION

Entrance to the Exhibit Hall will be on presentation of current OVMA Exhibitor Badges only. An Exhibitor is any employee of an exhibiting company. Exhibit representatives must therefore be pre-registered and must wear OVMA assigned badges and lanyards throughout the event. Alternate lanyards will not be accepted by security personnel on Wednesday January 24, 2024, and throughout all show hours..

Name badge lists must be submitted no later than December 15, 2023. Payment of \$175.00 for each badge over and above the entitled number (four per booth rental space) must accompany the “Exhibitor Badge Registration Form” (included with this package). One Badge Registration form per company, with only one form of payment for any additional badge requirements will be accepted.

*Name badge changes/cancellations must be received in writing. No refunds will be provided for badges paid for and not picked up.*

Exhibitor badges will be made available for pick-up at the Exhibitor Information desk, which will be located in the Metropolitan Ballroom Foyer, on the second level of the Westin Harbour Castle Conference Centre, outside the Exhibit Hall. The Exhibitor Information desk will open from 9:00 a.m. – 3:00 p.m. on Wednesday, January 24, 2024. Exhibitors are encouraged to pick up their badges as early as possible to avoid long wait times.

On-site registration of representatives will be made available for representatives who show documentation of company affiliation (business card, permanent company name badge, letterhead, pay stub etc.) and who pay the required on-site fee of \$200.00 per registration if more than the exhibiting company’s allotment of badges. Unregistered or improperly badged representatives will be asked to exit the exhibit hall.

To avoid extra charges and long wait times on-site please ensure that you pre-register all your company representatives.

OVMA reserves the right to limit the number of badges and to confiscate any badges improperly used.

**PLEASE NOTE THE FOLLOWING:**

*Exhibitor badges do NOT permit access to educational program sessions. Individuals interested in attending any of the educational programs must register as a conference delegate or purchase an Exhibitor CE Session Pass (see below). CE Credit is only available to registered delegates.*

*Exhibitor representatives will be asked to leave session rooms if not properly registered to attend the educational programs or may result in companies being billed directly for full individual conference registration fees.*

*Exhibitor badges are NOT transferrable between individual company representatives regardless of the length of time spent in the Exhibit Hall. Improperly badged personnel will be asked to leave the Exhibit area.*

*Failure to comply with the Exhibitor Badge requirements may hinder a company’s ability to exhibit at future events.*

## EXHIBITOR CE SESSION PASSES

In response to demand from OVMA exhibit representatives, OVMA is making “Exhibitor CE Session Passes” available. Please note the following regarding the availability of Exhibitor CE Session Passes:

- Passes will be made available for single day or full conference use. The cost per pass is \$225 per day or \$525 for the whole conference. Exhibiting companies may purchase multiple passes if they choose.
- Each Pass is transferable between all company representatives already registered to attend that company’s exhibit.
- Company representatives using the CE Session Pass must wear their “Exhibitor Badge/Lanyard” as well as a lanyard specifically assigned for the Session Pass. If both lanyards are not worn, they will be asked to leave the lecture room.

### Exhibitor CE Session Passes (continued)

- Each pass allows ONE representative at a time to attend any general program offering. They will not allow access to specialty sessions (i.e. Morning Plenary Sessions, Master Classes, Labs, Corporate Partner Symposia or any sessions requiring additional registration).
- Exhibitor CE Session Passes do not include luncheon vouchers.
- Exhibitor CE Session Passes are not eligible for CE Credit.

## EXHIBITION SCHEDULE

Exhibitors are required to staff their booths at all times that their exhibit area is open. The areas will be open as follows:

### EXHIBIT HALL

#### Thursday, January 25, 2024 10:00 a.m. – 7:00 p.m.

Coffee break	10:15 – 11:00 a.m.
Lunch break	11: 45 a.m. – 1:30 p.m.
Coffee break	3:30 – 4:15 p.m.
Marketplace	5:00 – 6:30 p.m.

#### Friday, January 26, 2024 10:00 a.m. – 6:30 p.m.

Coffee break	10:15 – 11:00 a.m.
Lunch break	11: 45 a.m. – 1:30 p.m.
Coffee break	3:30 – 4:15 p.m.
Reception	5:00 – 6:30 p.m.

#### Saturday, January 27, 2024 10:00 a.m. – 1:15 p.m.

Coffee break	10:15 – 10:45 a.m.
Lunch break	11: 45 a.m. – 1:15 p.m.

### TABLE TOP DISPLAY HALL

Thursday, January 25, 2024	10:00 a.m. – 5:00 p.m.
Friday, January 26, 2024	10:00 a.m. – 5:00 p.m.
Saturday, January 27, 2024	10:00 a.m. – 1:15 p.m.

### AFTER HOURS ADMISSION TO EXHIBIT HALL

For security reasons, the exhibit areas will be closed to all persons, including exhibitors from ½ hour after the close each evening and until one hour prior to opening each day. Additional hall access may be assigned by OVMA Show Management only.

# EXHIBITORS' DIRECTORY

All registrants for the OVMA Conference will receive a Final Program publication. This publication will include an Exhibitors' Directory which is the delegate's guidebook to the trade show. The Directory will outline details for each participating company (including telephone number and website address), its location on the floor plan and a short (40 word limit) synopsis of company products and services.

In order to meet publication print deadlines, company description submissions from confirmed OVMA exhibitors must be received before November 17, 2023. OVMA cannot guarantee inclusion for late submissions.

## PRIVATE EVENTS, MEETINGS & HOSPITALITY FUNCTIONS

Conducting private or corporate events or activities involving OVMA Conference delegates during scheduled conference session or Exhibit Hall hours is strictly prohibited. OVMA reserves the right to control all group activities organized by Exhibitors or other industry suppliers held in conjunction with the OVMA Conference, whether held on-site or outside the Conference venue. Requests for private or corporate meeting space during Conference Dates must be approved in advance by OVMA.

Exhibitor agrees not to conduct or schedule tours, CE meetings, activities, hospitality functions, or other private events inside or outside of the Conference venue during the scheduled Conference session or Exhibit Hall hours without OVMA's prior written approval. Violation of this may result in Booth cancellation and removal from the Conference and venue, at the Exhibitor's expense.

For more information, or to schedule a private meeting or function, please contact OVMA Show Management.

## RENTAL FEES

The rental fee for 2024 exhibit space based on location is as follows:

20' x 20' Island (limited)	\$23,699
10' x 20' Aisle Cap (limited)	\$8,299
10' x 10' Premium Aisle Corner	\$3,899
10' x 10' Premium Aisle In-line	\$3,599
10' x 10' Preferred Corner	\$3,699
10' x 10' Preferred In-Line	\$3,399
10' x 10' Standard Corner	\$3,499
10' x 10' Standard In-line	\$3,199
Table Top Display	\$3,199
Non-Profit Organization	\$2,199

Please add 13% HST to these fees.

**Please note:**

Exhibit spaces in aisles 100 and 600 are considered "Standard"  
Exhibit spaces in aisles 200 and 500 are considered "Preferred"  
Exhibit spaces in aisles 300 and 400 are considered "Premium"

# PAYMENT OF FEES

For expediency of submission, please return your completed, signed, contract by fax or email.

Payment can be made by cheque, Visa, MasterCard or Direct Wire Transfer. For information regarding payments by Direct Wire Transfer / EFT, please contact OVMA's Manager, Events & Sponsorship. Regardless of form of payment, FULL payment must be submitted within 14 days of the application being accepted, and space allocation to your company has been confirmed. Please note that we do not accept payment by American Express.

*Payment must be made in Canadian dollars. Invoicing for trade show rental space is not available.*

If paying by cheque, please send and make cheque payable to:

Ontario Veterinary Medical Association  
Attention: Ms. Sasha Basiri, OVMA's Manager of Events & Sponsorship  
420 Bronte St., S., Suite 205  
Milton, Ontario L9T 0H9  
tel 905. 875.0756 ext. 226  
email: sbasiri@ovma.org

# CANCELLATION POLICY

Should cancellation become necessary, the following will apply:

Prior to September 1, 2023: All space rental fees less \$100.00 administrative cost will be refunded.

Prior to November 1, 2023 The Association will retain 50 % of the booth cost.

On or after November 1, 2023: 100% of total rental fees are forfeited.

No refunds will be made if space is cancelled, is not used, nor for space used only for a portion of the exhibit period. Any space not claimed by the completion of move in, may be reassigned without notification or refund. The original contracting exhibitor shall be liable for the full amount of the rental fee whether or not the space is resold.

# CANCELLATION OR POSTPONEMENT OF THE SHOW

In the event that the exhibition is cancelled, postponed or relocated on account of pandemic, fire, flood, riot, earthquake, civil commotion, strike, lockout, labour disturbances, explosions, sabotage, accident, terrorism, World Health Organization, CDC or other governmental or international agency travel advisory, acts of God or other cause or casualties beyond the control of the OVMA, the Exhibitor waives any and all damages and claims of damages.

The Exhibitor hereby waives any claim against the Association for damages or compensation. The Association may return a portion of the amount paid for rental of exhibit space after deduction of any amount necessary to cover expenses incurred in connection with the Exhibit Program. Such expenses shall include, but not be limited to, all expenses incurred by the Association as a result of contracts with third parties for services or products incidental to the Exhibit Program, including out-of-pocket expenses and all overhead expenses attributable to the production of the Exhibit Program.

# MOVE IN

The Ontario Veterinary Medical Association Conference & Trade Show requires compliance with the legislation contained in the Occupational Health and Safety Act (O.H.S.A.) as governed by the Ontario Ministry of Labour.

Certain aspects of the Trade Show move in and move out could be interpreted as a, “construction site”. This falls within very specific regulations of the O.H.S.A. The OVMA and its contractors and venue management have been advised by the Ontario Ministry of Labour that, at the very least, this situation calls for the availability and wearing of approved hard hats and approved safety shoes/boots.

## EXHIBIT HALL

8:00 a.m. – 11:00 p.m., Wednesday, January 24, 2024

Move in to the main Exhibit Hall is scheduled to begin at 8:00 a.m. on Wednesday, January 24, 2024 and must be completed by 11:00 p.m. on that day. No exceptions to this timing will be made. Any space not claimed by 11:00 p.m., Wednesday, January 24, 2024, may be reassigned without refund.

The receiving area of the Conference Centre has two loading docks and one freight elevator. To facilitate an orderly and efficient move in, exhibitors will be asked to move in on a scheduled basis.

Move in times will be assigned based on each company’s location in the exhibit hall – those located closest to the front of the exhibit hall will be assigned the earlier move in times. Exhibitors will be informed of their scheduled move in time in early January 2024. It is most important that exhibitors adhere to this schedule to facilitate move in for all companies concerned, and to minimize inconvenience. It will be the responsibility of exhibitors to arrange set-up of their own exhibits.

If you DO NOT require use of the loading dock for your exhibit move in, please be sure to indicate this when completing your Contract form (page 24).

## TABLE TOP DISPLAY HALL

7:30 – 9:00 a.m., Thursday, January 25, 2024

Move in to the Harbour Ballroom Foyer will begin at 7:30 a.m. on Thursday, January 25, 2024 and must be completed by 9:00 a.m. on that day. Any space not claimed by 9:00 a.m., Thursday, January 25, 2024 may be reassigned without refund. No changes or exceptions to this move in schedule will be made.

It will be the responsibility of exhibitors to arrange set-up of their own exhibits. The hotel does not supply any manpower or equipment (dollies, carts, etc.) to bring convention equipment and supplies to the convention level. The show’s company, Stronco Show Services will not provide supplementary or move in services for our table top exhibitors.

It is expected that the type of display will allow for company representatives to carry in all materials by hand.

The hotel does not have any storage space available for crates or boxes. Please ensure that move in personnel can either store boxes under your display table or remove crates from the property.

# MOVE OUT

Any dismantling, packing or activity which would indicate closure of the booth/display, in part or in full, before official closing is prohibited. If an Exhibitor acts in breach of this provision, it will negatively affect their ability to participate in the following year's show.

## EXHIBIT HALL

1:30 p.m. – 7:30 p.m., Saturday, January 27, 2024

Exhibitors are asked to dismantle their booths no earlier than 1:30 p.m. on Saturday, January 27, 2024. It is the responsibility of exhibitors to arrange dismantling and removal of their own exhibits, and to have work completed by 7:30 p.m. Any material left on the floor not consigned after 7:30 p.m. will be removed and storage will be arranged at the exhibitor's cost.

## TABLE TOP DISPLAY HALL

1:30 p.m. – 3:00 p.m., Saturday, January 27, 2024

Exhibitors are asked to dismantle their table top displays no earlier than 1:30 p.m. on Saturday, January 27, 2024. It is the responsibility of exhibitors to arrange dismantling and removal of their own displays, and to have work completed by 3:00 p.m. The Hotel reserves the right to dispose of any items that are left unclaimed after 24 hours.

# MATERIAL HANDLING

Material handling at the receiving docks of the Westin Harbour Castle has been arranged with Stronco Show Services at OVMA's expense. This service is only available on Wednesday, January 24, 2024, and is for Exhibitors reserving space in the Exhibit Hall only. If you do not need this service, please ensure your company's representatives are available to move your shipment when it arrives. Several dollies will be made available to assist in moving heavy items to your booth. Please return the dolly immediately to allow others who need it, to use it.

# EXHIBITOR SERVICE KIT

The Exhibitor Service Kit will be made available in early November 2023. Registered exhibiting companies will be notified and provided with a direct link to its location on the conference website as soon as it is available.

The Exhibitor Service Kit contains forms for ordering all conference supplementary services such as: electrical service, telephone and internet hook-up, lead retrieval services, equipment rental (furnishings, decorations, signage, audiovisual) and many other important show information forms and instructions.



# CUSTOMS

The service of a customs brokerage firm is strongly recommended for all shipments originating outside of Canada. This will eliminate the possibility of materials being held at the border by Canada Customs due to improper or insufficient documentation resulting in these same materials arriving too late or not at all. Stronco Show Services has been appointed as the official customs broker for the OVMA Conference. Additional information will be provided in the Exhibitor Service Kit.

# SHIPPING AND STORAGE

In order to facilitate the most efficient and cost-effective service possible, Stronco Show Services has been appointed the official air and ground transportation carrier to handle all domestic and international exhibit shipments.

The Westin Harbour Castle will not have the facilities for advance storage. It is therefore important that prior arrangements be made with Stronco if advance warehousing / storage is needed.

All supplies, handouts, literature, and samples must be confined to the Exhibitors' space(s). Additional on-site storage for these materials is not available.

# SECURITY

The Association will provide 24-hour perimeter security. This security is to prevent unauthorized entry into the Exhibit Hall. **It is not intended to protect individual exhibit booth contents.** The Association will not be responsible for the loss of any material or for any cause for injury to persons and urges booth personnel to use good judgement in securing their supplies, instrumentation, and confidential information during and after exhibit hours.

## EXHIBIT HALL

Security will be provided from 8:00 a.m. Wednesday, January 24, until 1:30 p.m. Saturday, January 24, 2024, and will also patrol the exhibit area during the times that the hall is closed.

## TABLE TOP DISPLAY HALL

A security guard will be provided from 7:30 a.m., Thursday, January 25, until 1:30 p.m. Saturday, January 27, 2024, and will also patrol the foyer during the times that the area is closed.

# BOOTH CLEANING

Each exhibitor is responsible for maintaining the daily cleanliness of their own booth space. Cleaning of booths shall take place at times other than show hours. Booth cleaning services will be made available through Stonco. Service order information will be included with the Exhibitor Service Kit in November. The Association will be responsible for the cleaning of aisle space and public areas only.

# ONTARIO ELECTRICAL SAFETY CODE & ONTARIO REGULATION 438/07

According to Ontario's Electrical Safety Code and Ontario Regulation 438/07, all electrical products offered for sale, sold, displayed, or connected to a source of power in Ontario must be approved by a recognized certification agency or field evaluation agency accredited by Standards Council of Canada. Approved products have been assessed to ensure that they meet the safety requirements of Canadian standards. Electrical products that do not bear the mark of a recognized certification agency or field evaluation agency may be unsafe and could pose serious electrical shock and/or fire hazards.

Unapproved products may not be advertised, offered for sale, sold, displayed, or connected to a power source.

Exhibitors must check electrical products to ensure that they have been approved.

More information, including a list of recognized marks and labels can be found by visiting:

<https://esasafe.com/electrical-products/recognized-certification-marks>

Representatives from the Electrical Safety Authority may access the show at any time to ensure that all electrical equipment on displays is:

- a. approved, or
- b. if unapproved, exhibitors have obtained from ESA one of the following:
  - i. Permission to Show, or
  - ii. Permission to Show & Energize such equipment.

Permission must be granted by the ESA for any non-approved equipment prior to the start of the Trade Show. *Failure to comply with these Rules or the Regulation is an offence and upon conviction, a person or director/officer of a corporation could be found liable to a fine of up to \$50,000 and /or imprisonment of not more than a year. A corporation may be found liable to a fine up to \$1,000,000.*

To ensure compliance, "Applications to Show / Energize" (as required for unapproved equipment), can also be found on the website noted above.

## MINISTRY OF LABOUR RADIATION REGULATIONS

Exhibitors are reminded that according to regulations under the Occupational Health and Safety Act, any X-ray source must be registered with the Ontario Ministry of Labour:

Section 5. (1) An X-ray source shall not be used at a workplace unless the employer who has possession of the X-ray source is registered with the Director.

(2) An application for registration under this section shall be in Form 1 and shall be filed with the Director.

If an exhibitor intends to display an X-ray unit capable of producing radiation, it must be registered, regardless of whether or not it is plugged in or activated. For more information on registration of radiation sources, please visit the Ministry of Labour's website at

[http://www.labour.gov.on.ca/english/hs/about\\_rps.php](http://www.labour.gov.on.ca/english/hs/about_rps.php) .

# OTHER REGULATIONS

Fire hose cabinets and exit doors must be left accessible and in full view at all times. All display material must be flameproof and subject to inspection by the Fire Department. No inflammable liquids or substances may be used or shown in the Exhibit Hall or Table Top Display Hall.

Advertising and distribution of promotional material must be limited to the confines of the booth of each respective exhibitor. Distribution of noise-making devices of all kinds is prohibited.

OVMA reserves the right to ban objectionable premiums or novelties and to prevent the sale or distribution of articles and/or products which it believes might endanger the health or safety of those visiting the exhibition.

No signs or other articles shall be fastened to wall brackets or other electrical fixtures. The use of thumbtacks, double sided tape (rubber backing type), scotch tape, nails, screws, bolts and spikes or any tool or material which could damage the floor or walls is prohibited. Only masking tape or a material that can be removed easily without damage to walls or surfaces can be used for affixing signs, banners, etc.

No adhesive backed (stick-on) decals or similar promotional items are permitted in the hotel or Conference Centre.

Exhibitors will be held responsible for any damage done to the Westin Harbour Castle by them or their employees. No nails, tacks, or screws shall be driven into walls, woodwork, or flooring of the building.

Electrical and other apparatus must be muffled so noise does not interfere with other exhibitors. Audio-visual presentations must be kept at such a level so as not to disturb other exhibitors or interfere with traffic flow.

Management reserves the right to restrict exhibits which, because of noise or any other reason, become objectionable; and to prohibit future participation or evict any exhibit that, in the opinion of the Association, detracts from the character of the Conference, or fails to adhere to the rules and regulations as outlined herein.

Only registered exhibitors may distribute advertising hand-outs.

# POACHING & SCAMMING ALERT

Please be aware of companies calling you directly to offer to reserve your hotel reservations. These companies are in no way affiliated with OVMA or the Westin Harbour Castle; however, they may tell you that they are. **Please be aware that OVMA, nor its contracted hotel, the Westin Harbour Castle, will not contact you directly to solicit hotel reservations.**

Do Not Ever provide these companies with your credit card information as this may result in your credit card number being stolen or compromised. They may also promise a reservation that simply does not exist and upon arrival you may be told that you do not have a room.

Information and a direct link to make your hotel room reservations will be provided with the Exhibitor Service Kit in November, 2023.

# LIABILITY

Ontario Veterinary Medical Association (“OVMA”) will not be responsible nor liable for injury to the person or property of the exhibitors, their guests, invitees, employees, or agents. Furthermore, the exhibitor agrees to hold harmless and defend OVMA, its officers, directors, employees, and agents from any liability of personal injury and loss or property damage. All property of an exhibitor is understood to remain in his/her care, custody, and control in transit to or from within the confines of the Exhibit Hall. Should the exhibit fail to arrive, the exhibitor is nevertheless responsible for the booth rental fees.

Furthermore, the exhibitor assumes the entire responsibility and liability for losses, damages and claims arising out of injury to persons or damage to the exhibitor’s displays, equipment or other property brought upon the premises of the Hotel. The exhibitor also agrees to indemnify, defend and hold harmless the OVMA, Starwood Hotels & Resorts Worldwide and its owners, servants, agents, employees and Stronco Show Services against all claims or expense for such losses, including reasonable attorney’s fees, arising out of or caused by its installation, removal, maintenance, occupancy or use of the exhibition premises or a part thereof, excluding any such liability caused by the sole gross negligence of OVMA or its Board of Directors and employees, the Hotel and its employees, agents and employees of Stronco Show Services.

The exhibitor understands that neither the OVMA, nor the Hotel, maintain insurance covering the exhibitor’s property and that it is the sole responsibility of the exhibitor to obtain such insurance. Each exhibitor acknowledges that they are responsible for obtaining property insurance for its exhibit and display materials including coverage for damage, theft or injury of an nature, and any claims arising from any activities conducted through the duration of the Conference, including move-in, Conference days and move-out.

All OVMA Exhibitors are required to obtain Liability Insurance with limits not less than \$2,000,000 per occurrence. The required policies must name as “Additional Insured”: Ontario Veterinary Medical Association; SCG Aquarius Toronto Hotel, Inc. d/b/a The Westin Harbour Castle, Toronto and Stronco Show Services, and their respective directors, officers, employees, agents, representatives, parent companies, subsidiaries and affiliates and any additional entities. Proof of such insurance may be requested, and certificates must be provided upon request. Failure to do so may result in the revoking of exhibit space.

## ENFORCEMENT OF EXHIBITORS’ PROSPECTUS TERMS

The terms outlined in the OVMA Exhibitors’ Prospectus are intended to bring order and fairness to the medium. OVMA reserves the right to restrict or terminate an exhibit without notice if an Exhibitor violates any of the terms herein. In the event of such restriction/eviction OVMA is not liable for any refunds, rentals, or other exhibit expenses.

In addition to being subject to restriction or termination of an exhibit, violation of these terms by exhibitors may negatively affect a company’s ability to participate in future OVMA trade show events.

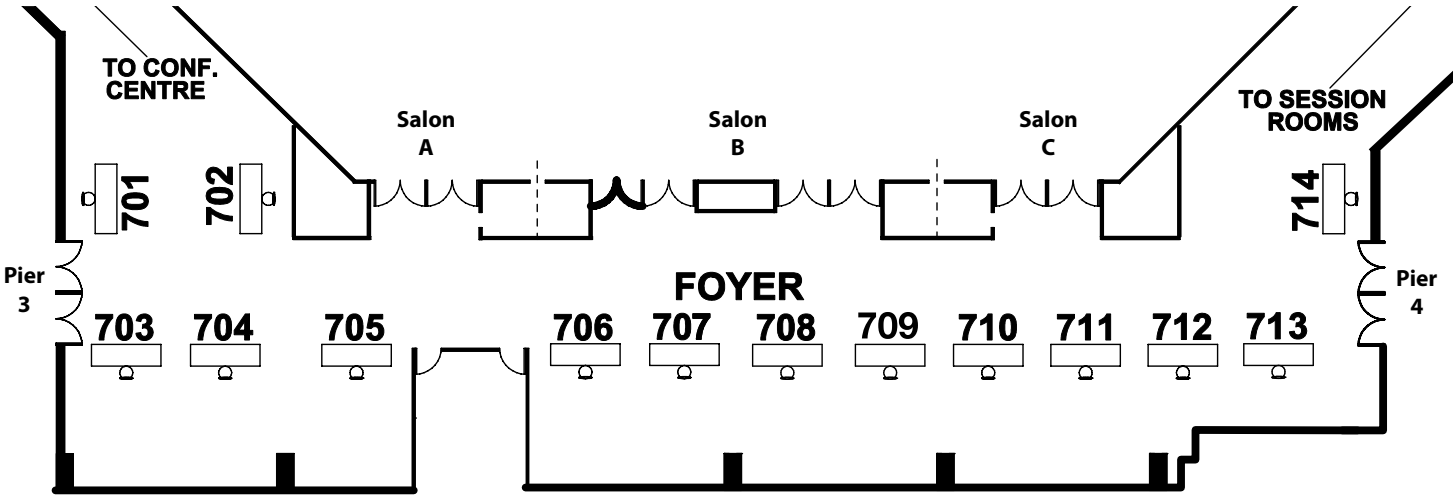
By submitting an application for booth space, the exhibitor agrees to abide by the terms as outlined in the yearly OVMA Exhibitors’ Prospectus and all applicable rules and regulations of the Conference venue. The OVMA reserves the right to make all final decisions regarding the interpretation and enforcement of these Rules & Regulations. OVMA will endeavor to inform exhibitors of any amendments in a timely manner.

# 2023 OVMA CONFERENCE EXHIBITORS

- A**  
Alpha Vet Science  
Andone Pharma  
Animal Dental Chart  
ANTECH  
Artistree Construction Inc.  
Aventix
- B**  
BD Canada  
Benson Medical Industries Inc.  
BMO Bank of Montreal  
Boehringer Ingelheim
- C**  
Canadian Animal Blood Bank  
Canadian Animal Rehab Services  
CDMV  
Central Sales Ltd  
Ceva Animal Health  
Chiron Compounding Pharmacy  
Christian Veterinary Mission Canada  
College of Veterinarians of Ontario  
Companion Animal Health  
Concord Veterinary Supplies  
CWB National Leasing
- D**  
Dispomed  
Dragon Veterinary  
DynaTech 2000
- E**  
Eickemeyer Veterinary Technology for Life Inc.  
Elanco Canada  
Elimedical Inc.
- F**  
Farley Foundation  
Fear Free Pets
- G**  
Gateway Pet Memorial  
Georgian Anesthesia and Medical Corp.  
GerVetUSA  
Grey Wolf Animal Health
- H**  
Heska Canada  
Hill's Pet Nutrition  
HK Medical Instruments  
Humm Group
- I**  
IDEXX  
Interpath – 4CYTE
- K**  
Kane Veterinary Supplies  
Karl Storz Veterinary Endoscopy
- L**  
Lendcare Capital  
LifeLearn Animal Health  
Login Canada
- M**  
MagGas Medical Inc  
Manulife Securities, McGill Wealth Management  
MBC Brokerage  
Medicom Inc.  
Medtronic  
MedVant  
Merck Animal Health  
Millpledge Veterinary  
Modern Veterinary Therapeutics  
Movora  
myVETstore Canada
- N**  
Nestlé Purina Petcare  
NVA Canada
- O**  
Ontario Association of Veterinary Technicians  
Ormond Veterinary Supply  
OVMA Pet Health Insurance  
OVMA Resource Centre – Ontario Veterinary Medical Association  
– Farley Foundation  
– OVMA Insurance Program (Brokerlink Insurance)
- P**  
P3 Veterinary Partners  
Pets Plus Us Pet Insurance  
Pharmacy.ca Vet Compounds  
pi Veterinary Consultants  
Prevail Disinfectants by Virox Technologies  
Pro Concepts Animal Health  
ProNorth Medical Corp.
- R**  
Rayne Clinical Nutrition  
RBC Healthcare Professionals  
ROI Corporation Brokerage  
Rose Micro Solutions  
Royal Canin
- S**  
Scotiabank  
Serona Animal Health  
Shor-Line MFG Co.  
Simmons & Associates Canada  
Smart.Vet  
Summit Veterinary Pharmacy
- T**  
Talkatoo  
Tavin Pharma Inc.  
Thornell Corporation  
TRH Services  
Trupanion
- U**  
Universal Imaging  
UXR Inc.
- V**  
ValleyMed  
VCA Canada  
Vet Clinic TV  
VetCare Canada  
Vet CPA  
Veterinary Emergency Clinic and Referral Centre  
Veterinary Purchasing  
Vet-Kem  
VetMed Solutions  
Vetoquinol  
VETREX Group Inc.  
Vetster  
VetStrategy  
Vettrix Supplies Inc.  
Virbac Canada
- W**  
Ward & Uptigrove CPA  
Wound Closure Solutions
- Z**  
Zoetis

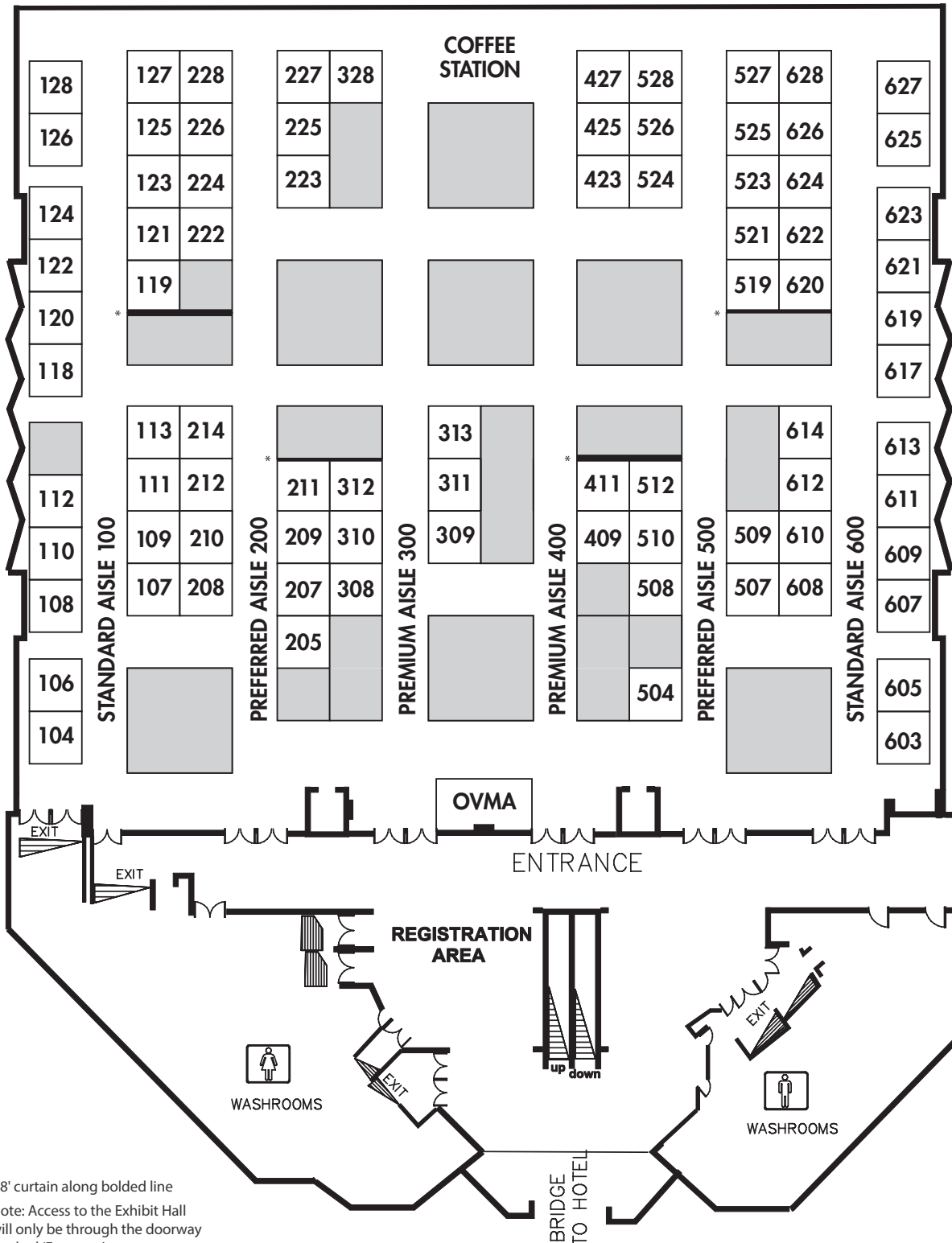
# TABLE TOP DISPLAY HALL

## HARBOUR BALLROOM FOYER



# EXHIBIT HALL FLOOR PLAN

WESTIN HARBOUR CASTLE CONFERENCE CENTRE  
METROPOLITAN ROOM



\* 8' curtain along bolded line  
Note: Access to the Exhibit Hall will only be through the doorway marked 'Entrance'

# OVMA EXHIBITOR'S APPLICATION & CONTRACT

January 25 – 27, 2024 • The Westin Harbour Castle, Toronto, ON

COMPANY NAME	
ADDRESS	CONTACT PERSON
CITY/PROVINCE/POSTAL CODE	CONTACT OFFICE PHONE (required, will not be printed) Ext.
NAME OF ORGANIZATION (as is should appear in Conference publications)	CONTACT MOBILE TELEPHONE (required, will not be printed)
TELEPHONE (as is should appear in Conference publications)	
WEBSITE ADDRESS (as is should appear in Conference publications)	CONTACT E-MAIL ADDRESS (required, will not be printed)
CLASSIFICATION OF PRODUCTS TO BE EXHIBITED (see list included)	

**BOOTH SELECTION:** Referring to the floor plan, indicate your booth space selection(s) below. If all choices are not available you will be contacted to make an alternate choice based on current availability:  EXHIBIT HALL or  TABLE TOP DISPLAY HALL

Move in times will be assigned in early January 2024. Please check here if you DO NOT require the loading docks for move in

1st Choice	2nd Choice	3rd Choice	4th Choice
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List any companies that you do not wish to be near (If you do not complete this section OVMA will not be responsible for conflicts with booth space assignments).

**RENTAL FEE & PAYMENT** (OVMA HST#107801037RT0001)  
EXHIBIT HALL (all prices in CDN dollars)

20' X 20' ISLAND (LIMITED)	\$23,699	RENTAL FEE	\$ _____
10' X 20' AISLE CAP (LIMITED)	\$8,299	HST (13%)	\$ _____
10' X 10' PREMIUM AISLE CORNER	\$3,899	TOTAL (FULL payment required)	\$ _____
10' X 10' PREMIUM AISLE IN-LINE	\$3,599		
10' X 10' PREFERRED CORNER	\$3,699	<b>METHOD OF PAYMENT</b> ( <i>Invoicing not available</i> )	
10' X 10' PREFERRED IN-LINE	\$ 3,399	<input type="radio"/> Cheque (CAD only)	<input type="radio"/> Visa
10' X 10' STANDARD CORNER	\$3,499	<input type="radio"/> EFT/Direct Wire Transfer	<input type="radio"/> Mastercard
10' X 10' STANDARD IN-LINE	\$3,199	Card # _____	
TABLE TOP DISPLAY	\$3,199	Expiry Date: _____ 3 digit CVV: _____	
NON-PROFIT ORGANIZATION	\$2,199	Cardholder Name _____	

**\*\*APPLICATION MUST BE SIGNED AND COMPLETED IN FULL\*\***

On behalf of my company, I agree to all provisions of this contract and any and all applicable rules and regulations described in the Association's Prospectus for this Exhibit.

SIGNATURE \_\_\_\_\_ DATE \_\_\_\_\_

**FOR OVMA USE ONLY**

DATE RECEIVED	BOOTH(S) ASSIGNED	ACCEPTED BY OVMA	DATE
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# OVMA EXHIBITOR BADGE REGISTRATION & EXHIBITOR CE SESSION PASS FORM

January 25 – 27, 2024 • The Westin Harbour Castle, Toronto, ON

Please type/ print clearly your information and return to:

Attention: Sasha Basiri / Fax: 1-877-482-5941 / Email: sbasari@ovma.org

Each exhibiting company is provided four (4) complimentary exhibitor registrations per 10' x 10' booth, or table top display rental. Additional registrations are available at a fee of \$175 per person. **These individual exhibitor registration badges are not transferable, and do not include access to educational sessions.**

Exhibitor CE Passes will be made available for single day or full conference use. The cost per pass is \$225 per day or \$525 for the whole conference. Exhibiting companies may purchase multiple passes if they so choose. Each CE Pass is transferable between all company representatives already registered to attend that company's exhibit.

Please refer to the Exhibitors' Prospectus for full details. Payment for additional exhibitor registrations, or CE Session Passes must accompany this form. Invoicing is not permitted. Any changes to this list must be made in writing **before the exhibitor registration deadline of December 15, 2023.**

Company Name to appear on badges: \_\_\_\_\_ Booth #: \_\_\_\_\_

Company Contact: \_\_\_\_\_ # of Badges Included with Booth: \_\_\_\_\_

## Exhibitor Registration List

1 _____	11 _____
2 _____	12 _____
3 _____	13 _____
4 _____	14 _____
5 _____	15 _____
6 _____	16 _____
7 _____	17 _____
8 _____	18 _____
9 _____	19 _____
10 _____	20 _____

Additional badges \_\_\_\_\_ x \$150 = \$ \_\_\_\_\_

Thursday CE Pass \_\_\_\_\_ x \$250 = \$ \_\_\_\_\_

Friday CE Pass \_\_\_\_\_ x \$250 = \$ \_\_\_\_\_

Saturday CE Pass \_\_\_\_\_ x \$250 = \$ \_\_\_\_\_

Full Conference CE Pass \_\_\_\_\_ x \$575 = \$ \_\_\_\_\_

SUBTOTAL \$ \_\_\_\_\_

HST (13%) \$ \_\_\_\_\_

**TOTAL \$ \_\_\_\_\_**

## Payment Information

Visa  MasterCard

Card Number \_\_\_\_\_

Expiry \_\_\_\_\_ 3 digit CWV \_\_\_\_\_

Name on Card \_\_\_\_\_

Email \_\_\_\_\_

(For Payment Receipt)

# CLASSIFICATION OF PRODUCTS & SERVICES

January 25 – 27, 2024 • The Westin Harbour Castle, Toronto, ON

Company Name: \_\_\_\_\_

*\*please check all that apply and return with your completed Application and Contract form*

- |  |   |
|--|---|
| <input type="checkbox"/> Allergy Testing & Immunology                                      | <input type="checkbox"/> Monitor Equipment  |
| <input type="checkbox"/> Anesthesia, Scavenging & Monitoring Equipment                     | <input type="checkbox"/> MRI & CT Services  |
| <input type="checkbox"/> Animal Bathing & Clipping Equipment, Supplies                     | <input type="checkbox"/> Nutritional Supplements                                    |
| <input type="checkbox"/> Animal Containment, Housing & Fencing Systems                     | <input type="checkbox"/> Ophthalmic   |
| <input type="checkbox"/> Animal Identification, Implants, Microchips                       | <input type="checkbox"/> Optics   |
| <input type="checkbox"/> Animal Memorialization and Memorial Products                      | <input type="checkbox"/> Oral Care  |
| <input type="checkbox"/> Apparel, Uniforms & Protective Clothing                           | <input type="checkbox"/> Orthopedics  |
| <input type="checkbox"/> Architectural & Construction Services                             | <input type="checkbox"/> Pain Management Treatments & Equipment                     |
| <input type="checkbox"/> Behaviour Management Systems & Consultations                      | <input type="checkbox"/> Parasiticides  |
| <input type="checkbox"/> Biologics, Vaccines & Immunomodulators                            | <input type="checkbox"/> Pet Foods: Normal Animal Feeding                           |
| <input type="checkbox"/> Blood Transfusion Products & Services                             | <input type="checkbox"/> Pet Foods: Therapeutic Dietary Management                  |
| <input type="checkbox"/> Business & Pharmacy Forms, Labels & Stationary                    | <input type="checkbox"/> Pet Insurance  |
| <input type="checkbox"/> Chemistry & Hematology Analysis                                   | <input type="checkbox"/> Pet Products & Supplies                                    |
| <input type="checkbox"/> Cleaning & Sanitizing Equipment & Supplies                        | <input type="checkbox"/> Pet Skin Care Products                                     |
| <input type="checkbox"/> Client Education: Software, Information & Materials               | <input type="checkbox"/> Pharmaceuticals  |
| <input type="checkbox"/> Cohesive Bandages   | <input type="checkbox"/> Pharmacy & Custom Compounding Services                     |
| <input type="checkbox"/> Complimentary/Alternative Medicine                                | <input type="checkbox"/> Physical Therapy & Rehabilitation Equipment                |
| <input type="checkbox"/> Computer Data Backup Services                                     | <input type="checkbox"/> Portable Light Source                                      |
| <input type="checkbox"/> Computer Systems & Services                                       | <input type="checkbox"/> Poison Information for Pets, Helpline                      |
| <input type="checkbox"/> Critical Care Equipment & Supplies                                | <input type="checkbox"/> Practice Design & Construction Services                    |
| <input type="checkbox"/> Dental Operatories, Instruments & Materials                       | <input type="checkbox"/> Practice Management Consultants                            |
| <input type="checkbox"/> Diagnostic Testing Services                                       | <input type="checkbox"/> Practice Management Software                               |
| <input type="checkbox"/> Digital Radiography   | <input type="checkbox"/> Prescription Packaging                                     |
| <input type="checkbox"/> Distributors  | <input type="checkbox"/> Prosthetic & Orthotic Devices                              |
| <input type="checkbox"/> Educational Institution   | <input type="checkbox"/> Publishers: Books, References & Multimedia                 |
| <input type="checkbox"/> Employment Opportunities  | <input type="checkbox"/> Radiation Monitoring Equipment & Services                  |
| <input type="checkbox"/> Endoscopy Equipment & Supplies                                    | <input type="checkbox"/> Reconditioned & Used Equipment Specialists                 |
| <input type="checkbox"/> Exam/Operating Room Furniture & Equipment                         | <input type="checkbox"/> Regenerative Veterinary Medicine                           |
| <input type="checkbox"/> Exotic Animal Equipment & Supplies                                | <input type="checkbox"/> Stem Cell Therapy & Laboratory Services                    |
| <input type="checkbox"/> Filing: Equipment, Supplies                                       | <input type="checkbox"/> Surgical & Medical Exam Gloves                             |
| <input type="checkbox"/> Financial Services: Consumer/Treatment Payment Plans              | <input type="checkbox"/> Surgical Instruments: General, Specialty & Microsurgery    |
| <input type="checkbox"/> Financial Services: Credit Card Processing                        | <input type="checkbox"/> Surgical Positioning Equipment                             |
| <input type="checkbox"/> Financial Services: Leasing and Financing: Property & Equipment   | <input type="checkbox"/> Surgical Sterilization & Disinfection Equipment & Supplies |
| <input type="checkbox"/> Financial Services: Practice Acquisitions, Real Estate, Start Ups | <input type="checkbox"/> Surgical Sutures & Wound Care Soft Goods                   |
| <input type="checkbox"/> Flooring/Matting  | <input type="checkbox"/> Syringes & Supplies  |
| <input type="checkbox"/> Fluid Administration Equipment & Supplies                         | <input type="checkbox"/> Telemedicine   |
| <input type="checkbox"/> Hospital Lighting & Illumination Equipment                        | <input type="checkbox"/> Teleradiology  |
| <input type="checkbox"/> Insurance: Business Owners, Worker's Compensation                 | <input type="checkbox"/> Therapy Equipment: Low Intensity Laser & Magnetic Field    |
| <input type="checkbox"/> Insurance: Health, Life & Disability                              | <input type="checkbox"/> Ultrasonographic Equipment & Supplies                      |
| <input type="checkbox"/> Inventory Management  | <input type="checkbox"/> Video Otology  |
| <input type="checkbox"/> Laboratory Equipment, Reagents & Diagnostic Kits                  | <input type="checkbox"/> Veterinary Supplies  |
| <input type="checkbox"/> Laboratory Reference Services & Consultants                       | <input type="checkbox"/> Warming Therapy & Fluid Warming                            |
| <input type="checkbox"/> Lasers: Surgical & Therapy  | <input type="checkbox"/> Website Development  |
| <input type="checkbox"/> Medical Gases   | <input type="checkbox"/> Wound Care Products: Basic & Advanced                      |
| <input type="checkbox"/> Mobile & Ambulatory Practice                                      | <input type="checkbox"/> Other _____  |