



30th Annual Educational Conference & International Meeting

San Antonio • Texas • June 8-12, 2003

Exhibitor Information

Exhibition June 8-10, 2003 • **Conference** June 8-12, 2003

APIEC 2003
San Antonio  Texas

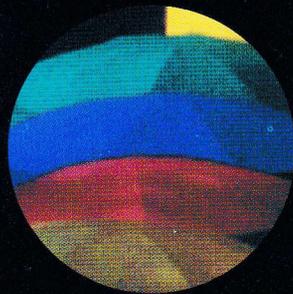
APIC 2003

San Antonio  Texas

APIC 2003 will be held in the spirit of Texas—San Antonio.

The city is a combination of history and tradition, while carefully blending in cosmopolitan progress. The cry “Remember

the Alamo” became the rallying point of the Texan revolution against Mexico. Located in the heart of downtown, today The Alamo is a shrine and museum. Just northeast of downtown lies Fort Sam Houston, another “must-see” for history buffs. Today, Fort Sam is headquarters for the Fifth U.S. Army and the Health Services Command and home of the Fort Sam Houston Museum and the U.S. Army Medical Department Museum. Also amidst the daily hubbub of the busy metropolitan downtown, sequestered 20 feet below street level, lies one of San Antonio’s jewels—the Paseo del Rio, better known as the River Walk. The River Walk has multiple personalities—quiet and park-like in some stretches, while other areas are full of activity with European-style sidewalk cafes, specialty boutiques, nightclubs and gleaming high-rise hotels. This city possesses several sites that will appeal to a wide variety of APIC members.



Conference
June 8-12, 2003
Exhibition
June 8-10, 2003

**30th Annual
Educational Conference
& International Meeting**

Conference

Exhibit

Sponsor

Advertise

Brand

Reinforce

Introduce

Direct

Focus

Promote

APIC 2003



Annual Conference

APIC's 2003 Annual Conference brings together infection control professionals from a diverse group of healthcare professionals including nurses, epidemiologists, microbiologists, clinical pathologists, laboratory technicians, dentists, physicians, as well as public health practitioners in the acute, long-term, behavioral health, EMS, and ambulatory care facilities across the U.S.

APIC is dedicated to attracting top-level, qualified registrants to the conference through ongoing promotion and advertising to ensure a relevant audience for exhibitors.

More than 2,500 infection control professionals from 60 countries are expected to attend APIC 2003 in San Antonio.

You can reach these attendees through:

Exhibits

An exhibit booth allows a company to reinforce its marketing strategy, establish brand imagery, and introduce new products.

Sponsorships

Targeted brand recognition is strengthened through these unique promotion opportunities, which include special events, online trade show, unique services, printed materials, etc.

Preconference and Postconference workshops

Each annual conference has several workshops specifically targeted to expanded, in-depth topics. These workshops attract a very select and targeted audience.

Targeted mailings

Pre-show and post-show lists are available to generate qualified leads and maximize exposure.

Publications advertising

Enhance your exhibit exposure by advertising in the pre-show issues of AJIC or APIC News—APIC's publications. Special discounts for exhibitors!

Check out APIC's Web site for a complete list and description
<<http://www.apic.org/marketing.html>>.

APIC 2003

The Association for Professionals in Infection Control and Epidemiology, Inc. (APIC), an organization with more than 11,000 members, influences, supports and improves the quality of healthcare through the practice and management of infection control and the application of epidemiology in all health settings.

APIC is committed to improving patient safety, preventing adverse outcomes, and minimizing occupational hazards associated with the delivery of healthcare.

Buying Power

Members influence products and services in two important ways:

During purchasing decisions

Infection control professionals (ICPs) are involved with front-end product evaluation committees for several different product types:

Pharmaceuticals: Physicians rely on ICPs to monitor surveillance data regarding medications and immunizations; efficacy and susceptibility; antibiogram incidence reports on drug/bug patterns, and assist physicians and clinicians prescribing patterns. ICPs help physicians make informed decisions on medications, especially antibiotics. ICPs also make recommendations on the purchase of employee health vaccines, pharmaceuticals, and biologicals.

Environmental services: Construction and housekeeping services rely heavily on ICPs' input regarding environmental products, such as cleansers and germicidal agents, HVAC, isolation supplies, containment products, fluid control, splash guards, biohazard disposal, air purification, and water quality products.

Materials and medical devices: ICPs are involved with sharps safety and disposal, blood and specimen collection, catheters, gloves, scrubs, dressing materials, respirators, and skin antiseptics care products. Central sterile supply professionals depend upon ICPs for product sterilization recommendations, especially regarding the guidelines for reprocessing of single-use devices.

After product usage

ICPs are champions for patient safety. They rally to obtain appropriate products when needed, or even recommend they be removed if not performing as expected or desired. They are often directly involved with coordinating inservice training on new products and ongoing monitoring of their effectiveness and outcomes.

A Comprehensive Booth Package

- Unlimited exhibitor registrations
- One continuing education registration per 10' x 10' booth
This Full registration allows application for CE credits, registration bag, and all conference materials.
- Exclusive exhibit hall hours
- Booth identification sign
- Complimentary Exhibit Hall VIP passes for clients
- Draped back wall and side rails
- 24-hour perimeter security services
- Listing in onsite Exhibitor Directory and program.
- Complimentary post-show attendee list
- Tickets for President's Opening Reception

Booth Prices

All booths are standard 10' x 10' units or multiples thereof.

Non Patron Members

- \$1,900 per 10' x 10' linear space, \$100 additional per corner
- \$2,400 per 10' x 10' island
- \$9,600 per 20' x 20' island
- \$14,400 per 20' x 30' island

Patron Members

- \$1,600 per 10' x 10' linear space, \$100 additional per corner
- \$2,100 per 10' x 10' island
- \$8,400 per 20' x 20' island
- \$12,600 per 20' x 30' island

Only current dues paying Patron Member organizations may receive the discounted booth rates. For more information about patron membership, please contact APIC.

Assignment of Booth Space

Booth assignments are made on a first-come first-served basis. Visit our Web site <<http://www.apic.org>> to see a booth layout. A 50% deposit, payable to APIC, must accompany the application. Applications without deposits will not be processed. All payments must be in U.S. funds.

Reservation Procedure

Download the floor plan to select your preferred booth at www.apic.org and return the signed contract with a 50% deposit to:

APIC 2003 Annual Conference

Exhibits Manager

6220 Montrose Road

Rockville, MD 20852

Phone: 301-984-9450 ext. 17

Fax: 301-984-9441

email: registernow@conferencemanager.com

2003 Exhibit Schedule

Friday, June 6	12:00 noon – 5:00 pm	Exhibitor Installation and Registration
Saturday, June 7	8:00 am – 5:00 pm	Exhibitor Installation and Registration
Sunday, June 8	7:00 am – 10:00 am	Exhibit Installation
	7:00 am – 4:00 pm	Exhibitor Registration
	5:00 pm – 5:45 pm	President's Opening Reception
		Beverages are served in Registration lobby
	5:45 pm – 7:45 pm	Exhibit Hall opens
		Beverages and food are served in Exhibit Hall
Monday, June 9	11:30 am – 2:30 pm	Exhibit Hall open
	11:30 am	Box lunch served in hall
Tuesday, June 10	11:30 am – 2:30 pm	Exhibit Hall open
	11:30 am	Box lunch served in hall
	2:30 pm – 9:00 pm	Exhibitor Dismantling
Wednesday, June 11	7:00 am – 10:00 am	Exhibitor Dismantling

List of Previous Year's Exhibitors *(See attached list.)*

3M Healthcare	Ethicon Endo-Surgery Vascular Access	Portex, Inc.
Abatement Technologies	FFF Enterprises	Precept Medical Products
Abbott Laboratories	Futura Medical Corp	Premium Plastics
Advanced Sterilization Products	Garry Kelley LLC	Project CURE
AirClean Systems	GE Medical Systems Info Tech	Propper Manufacturing Co, Inc.
Allegiance Healthcare Corporation	GlaxoSmithKline	Public Health Foundation
Alliance Medical Corporation	GOJO Industries	Purdue
Alpha Pro Tech, Inc.	Guardian Medical Products	Regent Medical
American Health Consultants	Health Products Today Magazine	Retrac Medical, Inc.
Ansell Healthcare	Healthmark, Inc.	Richmond Laboratories, LLC
Aplicare Inc.	Healthpoint, Ltd.	Risk Tech LLC
ARJO, Inc.	Highland Laboratories	Ruhof Corporation
Arrow International	Hill-Rom	Rusch
Augustine Medical	Hill Top Research	Safe Gard Medical Products, Inc.
B. Braun	IAHCSSM	Safety 1st Medical, Inc.
Bard Medical Division	ICP Report	Sage Products, Inc
BD	Infection Control & Prevention Analysts	SANIJET Corporation
Bemis Manufacturing Company	Infection Control Today	Sarstedt, Inc.
BEST Manufacturing Company	Johnson Wax Professional	ScrubAvail
Bio-Plexus	Kendall Healthcare Products, Inc.	SLACK Incorporated
CARE-TECH Laboratories, Inc.	Kimberly-Clark Corporation	Spartan Chemical Company, Inc.
Case Medical, Inc.	LIFE-TECH, Inc.	SPS Medical Supply
CDC Public Response Service	Lippincott Williams & Wilkins	Standard Malaysian Glove
Cell Robotics Inc.	Lonza Inc.	SterilMed
Cereplex	Managing Infection Control	STERIS Corporation
Clearstone Health	Maxxim Medical	Surgilance
Clear Medical	Med Amicus	SuturTek Incorporated
CMS Nat'l Surgical IC Prev Project	Medco Equipment Inc.	Syncor Int'l Corp
Coastal Training Tech	Medi-Flex	Terumo Medical Corporation
Cook Critical Care	Medical Action Industries	Thatcher Pharmaceutical Company
Cygnus	Medical Air Products Group	Tri-State Hospital Supply Corp.
Dale Medical Products	Medical Indicators	TSI
Degussa	Medline Industries	UroSolutions, Inc.
DeHardCap Medical, LLC	MedMined, Inc.	UW School of Nursing
DeRoyal	Metrex	Vanguard Medical Concepts, Inc.
Dey, LP	Microtek Medical, Inc.	Venetec International
Dial Corporation	Moldex-Metric, Inc.	Vision Sciences, Inc.
Doctors Research Group	New Medical Technology, Inc.	Watersetone Medical
Dornoch Medical Systems, Inc.	Outpatient Surgery Magazine	Wescom Solutions Inc.
Ecolab Professional Products	Owen Mumford	Wexford Labs, Inc.
Edward Lifesciences	Oxboro Sterion, Inc.	
Elsevier Science/Mosby	PCI Medical Inc.	
EpiQuest, LLC	PDI	

For updated exhibitor information, please see our website at www.apic.org

Exhibit Space Application and Contract

APIC 2003 Annual Educational Conference and International Meeting

Booth Prices

Non Patron Members

\$1,900 per 10' x 10' linear space, \$100 additional per corner
\$2,400 per 10' x 10' island space
\$9,600 per 20' x 20' island
\$14,400 per 20' x 30' island

Patron Members*

\$1,600 per 10' x 10' linear space, \$100 additional per corner
\$2,100 per 10' x 10' island space
\$8,400 per 20' x 20' island
\$12,600 per 20' x 30' island

* Only current dues-paying Patron Member organizations may receive the discounted booth rates. Patron membership is not the same as APIC Individual membership. For more information on becoming an APIC Patron member, please contact APIC at 202-789-1890.

Booth Selection

Please select three scattered locations. Refer to the exhibit hall floor plan and record your first three choices below. Booth space will not be granted unless submitted by the applicant on the official application and contract for exhibit space. The numbered booths are hereby defined as specified in the Exhibitor Information brochure floor plan, and include an eight-foot-high back wall covered with flameproof material and two sidewalls, unlimited exhibitor registrations, complimentary post-show attendee list, aisle carpeting, and 24-hour perimeter security service. One identification sign per exhibiting company will be provided. No additional materials or services will be furnished by APIC.

If this application and contract has not been received, properly signed, and accompanied by a 50% deposit, and if final payment is not received by April 7, 2003, this application and contract may be declared null and void so that the space may be reassigned. The initial 50% deposit will not be refunded.

Payment

Return this application and contract with a minimum deposit of 50% of the total cost of the requested exhibit space. Once the deposit is received by APIC, space will be assigned, and a confirmation copy will be returned for final payment. The balance of your payment will be due on or before April 7, 2003. Purchase of exhibit space after April 7, 2003 can be requested with payment in full. All payments must be made in U.S. funds drawn, payable to APIC.

APIC Research Foundation

Every year APIC donates 5% of exhibitor fees to the APIC Research Foundation. You are encouraged to donate an additional 5% of your exhibit fee to the APIC Research Foundation. It is through your donations that we will be able to support the scientific research that validates the contributions of infection control to quality care.

Total number of booth space(s): _____

Cost per booth space : \$ _____

Corner Premium: \$ _____

Total cost of booth space(s): \$ _____

Research Foundation Donation: \$ _____

Less deposit: \$ _____

Total due : \$ _____

Company Information

Company's full name and address as it will be listed:

Company: _____

Street Address: _____

City, State, Zip: _____

Contact: _____

Phone: _____ Fax: _____

E-mail: _____

Booth Selection

Please list your booth selection below:

1st: _____ 2nd: _____ 3rd: _____

For APIC accounting use only

Total Due: \$

Deposit Paid: \$ _____

Date Paid: _____

Check #: _____

Balance Due: \$ _____

Booth Number: _____

Balance Paid: \$ _____

Date Paid: _____

Check #: _____

We do not want to be next to or across the aisle from:

(Requests will be honored based on space availability.)

Authorization

All applications must be signed in order to confirm booth reservations. We agree to abide by all rules and regulations governing the exposition as printed on the reverse side hereof and which are a part of this application. Acceptance of this application by show management constitutes a contract.

Exhibitor's Authorized Signature: _____

Date: _____

Title: _____

Credit Card Number: _____

(Visa, MasterCard, or American Express only)

Expiration Date: _____

Name on Card: _____

Amount: \$ _____

To be completed by APIC staff.

Confirmation of Booth Space

The Association for Professionals in Infection Control and Epidemiology, Inc. agrees to make exhibit booth number(s) _____ available to _____ at the 2003 APIC Annual Conference to be held June 8-12, 2003 in San Antonio, Texas at the San Antonio Convention Center.

Please sign and return this application and contract with payment to:
APIC 2003 Exhibits Manager
6220 Montrose Road
Rockville, MD 20852
Fax (301) 984-9441

Exhibit Regulations

APIC 2003 Annual Educational Conference and International Meeting

Contractor Services

A decorator will provide all services in the exhibit area. Complete information, instructions and schedule of prices regarding shipping, drayage, labor for installation and dismantling, electrical service, furniture, etc., will be included in the Exhibitor Service Manual to be forwarded from the official contractor. An exhibitors' service desk will be maintained during applicable hours to facilitate services requested for additional needs of exhibitors. Under no circumstances will APIC or The San Antonio Convention Center assume responsibilities for loss or damage to goods consigned to the official contractor. Advance shipments of exhibit material must be made to the official contractor as specified in the exhibitor service manual. Should any shipments not be made as specified in the manual, it will be removed by the official contractor and stored until the hall is ready to accept materials for the exhibition and all costs involved will be charged to the exhibiting company. Exhibitors are responsible for the information provided in the Exhibitor Service Manual.

Arrangement of Exhibits

Any portion of an exhibit that obstructs the view, interferes with the privileges of other exhibitors, extends beyond the designated booth space or for any reason becomes objectionable, must be immediately modified or removed by the exhibitor. The show management reserves the right to inspect the quality of the appearance of each booth prior to show opening. Where necessary, masking drapery will be placed to cover unsightly wires, unfinished back-walls, etc. at the exhibitor's expense.

Booth Design

Each exhibitor is provided with an official Exhibitor Service Manual. The Exhibitor Service Manual describes the type and arrangement of exhibit space and the standard equipment provided by Show Management for booth construction. All booth space must be arranged and constructed in accordance with the guidelines, provisions, and limitations contained in the Exhibitor Service Manual. In the sole opinion of Show Management, any exhibit that fails to conform to the Exhibitor Service Manual guidelines or the provisions set forth herein, such exhibit will be prohibited from functioning at any time during the exposition. Each exhibitor is responsible for keeping the aisles near its exhibit space free of congestion caused by demonstrations or other promotions. All demonstrations or other promotional activities must be confined to the limits of the exhibit space. Sufficient space must be provided within the exhibit space for the comfort and safety of persons watching demonstrations and other promotional activities.

Subleasing of Space

Exhibitors may not sublet their space, nor any part thereof, or make any arrangements for display by a non-exhibiting company.

Fire, Safety and Health

The exhibitor assumes all responsibility for compliance with local, city and state ordinances and regulations covering fire, safety and health. All exhibit equipment and materials must be located within the booth. Only fireproof materials may be used in displays and all necessary fire precautions must be taken by the exhibitor. No combustible material will be stored in or around exhibit booths.

Labor

Rules and regulations for union labor are made by the local unions and may change at any time. Where union labor is required because of building or contractor requirements, it will be necessary for the exhibitor to comply with these regulations. Information regarding specific regulations which are applicable may be obtained from the official contractor. Displays, painters, carpenters, electricians, and other skilled labor can be arranged through the official contractor at established rates. Labor order forms will be included in the exhibitor service manual.

Sound Devices and Lighting

Public address, sound-producing or amplification devices that project sound must be kept at a conversational level and must not interfere with other exhibitors. Any form of attention-getting devices or presentations must be terminated when crowds obstruct aisles or infringe upon another exhibitor's display. APIC reserves the right to restrict the use of glaring lights or objectionable lighting effects. Music, whether vocal or instrumental, is prohibited.

Delivery and Removal During Show

Show Management reserves the right to fix the time for the installation of a booth prior to the show opening and for its removal after the conclusion of the show. Under no circumstances will the addition to or removal of any portion of an exhibit be permitted during show hours. All booths must remain intact until the close of the show. Installation must occur only during the installation times designated in the Exhibitor Service Manual. Early dismantle and/or removal of an exhibit may result in the loss of exhibit privileges for future shows.

Exhibitor's Personnel

Distribution of advertising material and souvenirs must be confined to the exhibitor's booth. Booths should be manned by company specialists who are qualified to discuss details of their

company's products or services. Canvassing or distribution of advertising material or souvenirs in the exhibit hall by representatives of non-exhibiting firms is strictly forbidden. Selling of merchandise on the exhibit floor is strictly prohibited.

Storage

The exhibitor should make arrangements with the contracted decorator for storage of packing boxes and crates during the exhibition. APIC assumes no responsibility for damage or loss of packing boxes or crates.

Security

APIC makes no warranty, expressed or implied, that security measures will avert or prevent occurrences which may result in loss or damage. Liability APIC will not be liable for loss or damage to the property of exhibitors or their representatives or employees from theft, fire, accident or other causes. APIC will not be liable for injury to exhibitors or their employees or for damage to property in their custody, owned or controlled by them, which claims for damages, injury, etc., may be incident to or arise from, or be in any way connected with their use or occupation of display space, and exhibitors will indemnify and hold harmless against such claim. The exhibitor assumes all liability for any damage to the facility's floor, walls, lighting fixtures, etc. as a result of exhibitor negligence. The exhibitor will abide by and observe all laws, rules, regulations and ordinances of any governmental authority and of the contracted facility. The exhibitor will hold and save APIC, its Board, members, staff, and representatives, the city of San Antonio, and The San Antonio Convention Center harmless from any and all damages, loss or liability of any kind whatsoever resulting from injuries to persons or property occurring within the convention center or property adjacent thereto occasioned by any act, neglect or wrongdoing of the exhibitor or any of its officers, agents, representatives, guests or employees, invitees or other persons permitted by the exhibitor upon the premises, and the exhibitor will at its own cost and expense defend and protect APIC, the city of San Antonio, and The San Antonio Convention Center against any and all such claims or demands.

Show Management

The exhibition is organized and managed by APIC. Any matters not covered in these Rules and Regulations are subject to the interpretation of the APIC Board of Directors and the APIC Executive Director or his designee, and all exhibitors must abide by their decisions. Exhibitors must comply with The San Antonio Convention Center's policies and procedures. The Show Management shall have full power to interpret, amend, and enforce these rules and regulations, provided any amendments, when made, are brought to the notice of exhibitors. Each exhibitor, for himself and his employees, agrees to abide by the foregoing rules and regulations and by any amendments or additions thereto in conformance with the preceding sentence.

Trademarks

APIC will be held harmless for any trademark, tradename, copyright or patent infringement on any printed materials belonging to or distributed by any exhibitor.

Cancellation Policy

Any exhibitor who cancels all or part of purchased booth space prior to April 6, 2003, will forfeit and pay to APIC, as liquidated damages, a sum of money equal to 50% of the full price of said exhibitor's booth space. Any exhibitor who cancels after April 6, 2003 will forfeit and pay to APIC, as liquidated damages, a sum of money equal to 100% of the full price of said exhibitor's booth space. In the event of a default by the exhibitor, as set forth in the previous sentence, the exhibitor shall forfeit as liquidated damages, the amount set forth above, regardless of whether or not the Show Management enters into a further lease for the space involved. In the event that fire, strike or other circumstances beyond the control of the management causes the exhibit to be cancelled, full refund of the exhibit rental fees will be made which is the limit and extent of APIC's liability for such cancellation.

Failure to Occupy Space

Space not occupied by 3:00 pm on Sunday, June 8, 2003, will be forfeited by exhibitors and their space may be resold, reassigned or used by the exhibit management without refund.

Conduct

All exhibits will be to serve the interest of the APIC members and will be operated in a way that will not detract from other exhibits, the exhibition, or the meeting as a whole. The exhibit management reserves the right to request the immediate withdrawal of any exhibit that APIC believes to be injurious to the purpose of APIC. Management reserves the right to refuse to admit to and eject from the exhibit building any objectionable or undesirable person or persons. Children under the age of 18 are not permitted in the exhibit hall during installation and dismantle.

Solicitation of Exhibitors

No persons will be permitted in the exhibit hall for the purpose of soliciting advertising or other exhibit space without the express written permission of APIC.

See <<http://www.apic.org>> for exhibit floor plan.

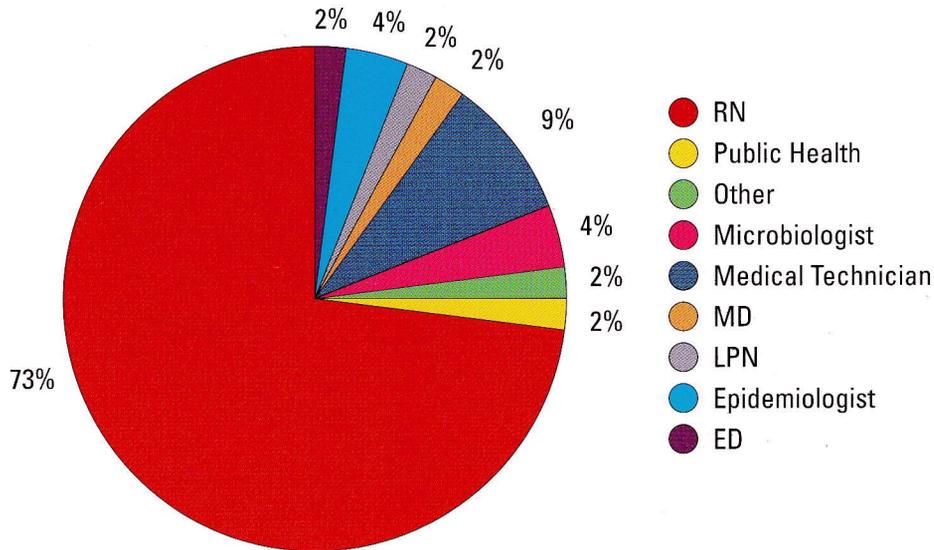
Introduce your company to the new ICP

Approximately 20% of attendees have been ICPs for less than 2 years.

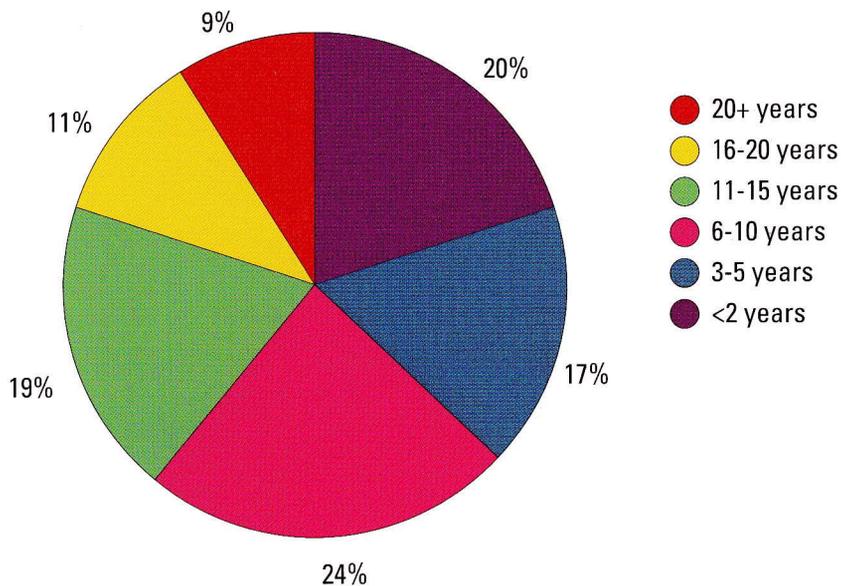
Maintain brand image, launch new products or market specifically to advanced ICPs.

Almost 40% of attendees have been ICPs for more than 10 years.

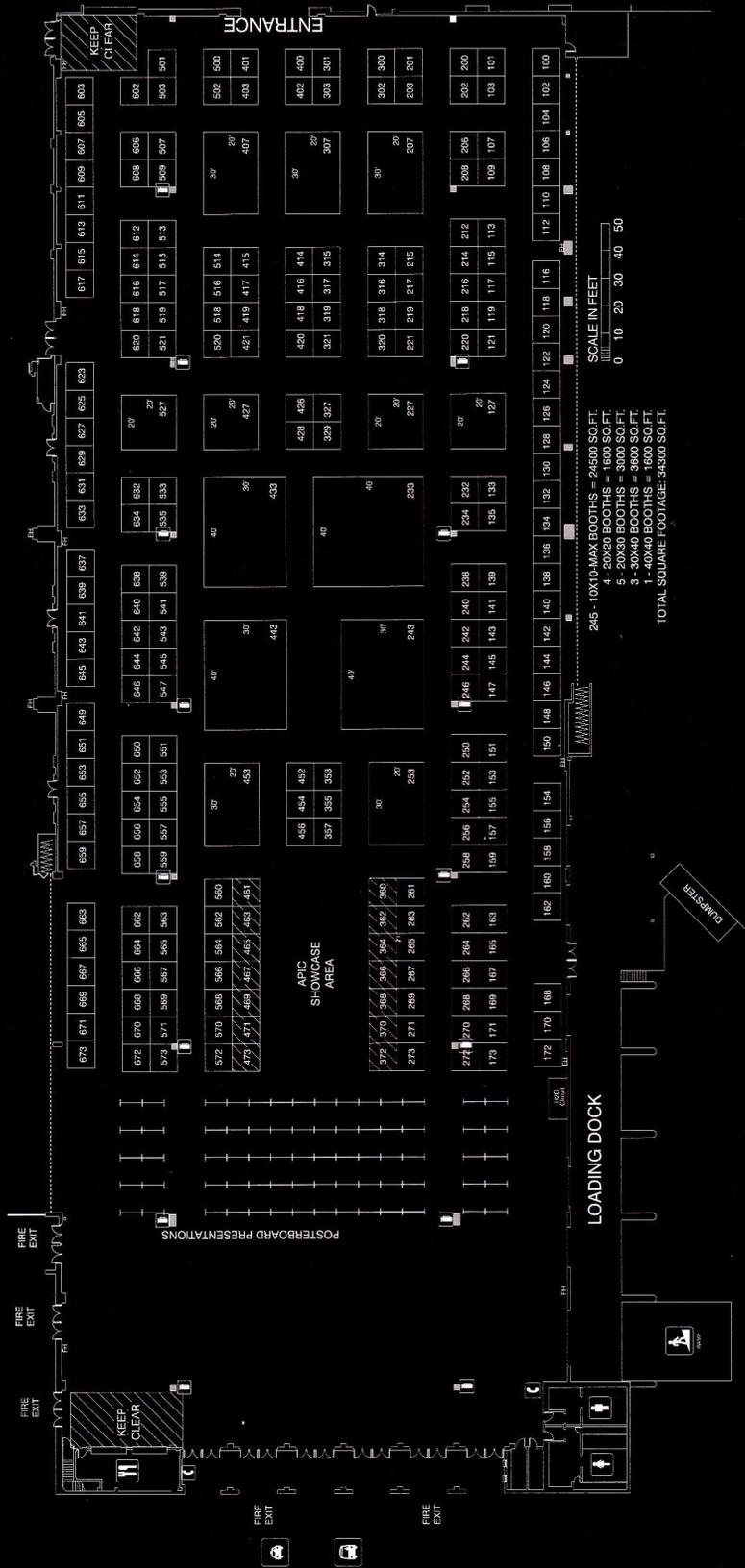
Conference Attendees by Discipline



Conference Attendees by Length of APIC Membership



APIC
 JUNE 8-10, 2003
 HENRY B. GONZALEZ CONVENTION CENTER
 EXHIBIT HALL A
 SAN ANTONIO, TEXAS



ASSOCIATION FOR PROFESSIONALS IN
 INFECTION CONTROL AND EPIDEMIOLOGY, INC.