

# 2024 Partnership Prospectus

CSMLS  SCSLM

Canadian Society for Medical Laboratory Science  
Société canadienne de science de laboratoire médical

**LAB  
CON  
2024**  
[labcon.csmls.org](http://labcon.csmls.org)

**Exhibit Dates:  
June 21 & 22**

# WELCOME TO CSMLS PARTNERSHIPS

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Thank you for your interest and support of CSMLS and LABCON.

As part of our continued efforts to expand the value of our sponsorship program, CSMLS is offering a chance for your marketing dollars to extend past LABCON and be used throughout the year, signifying your ongoing support of the profession and partnership with CSMLS.

All sponsorship opportunities are designated as “LABCON” (available during the conference in June) or “CSMLS” (available year-round).

In this prospectus, you will find all the information you need to learn more about our new partnership model. If you have any questions please feel free to contact us directly at [events@csmls.org](mailto:events@csmls.org)

We look forward to working with you in 2024!



# About CSMLS

The Canadian Society for Medical Laboratory Science is the national certifying body for medical laboratory technologists and medical laboratory assistants, and the national society for Canada's medical laboratory professionals. We are a not-for-profit organization funded entirely by membership dues and revenues from goods and services.

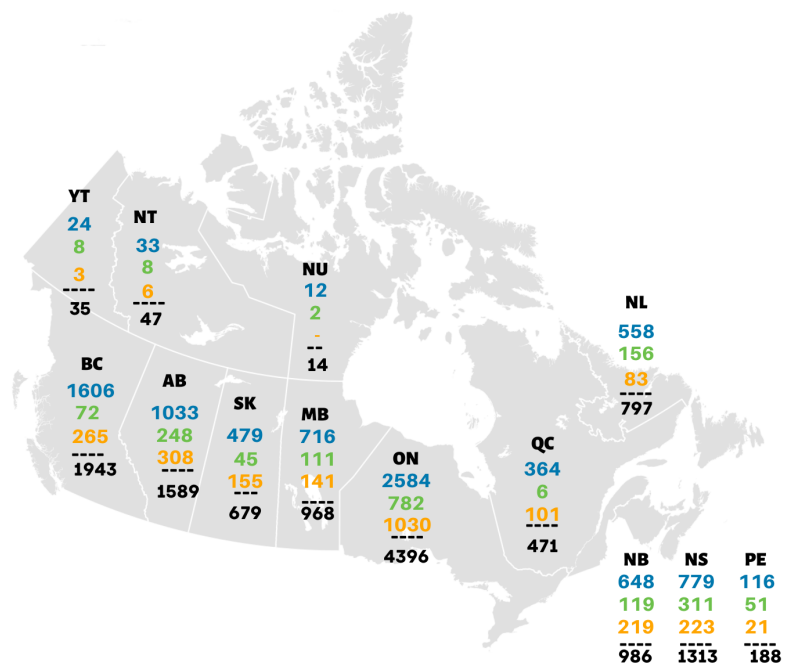
Incorporated in 1937 as the Canadian Society of Laboratory Technologists, the society has nearly 14,000 members in Canada and in countries around the world.

Medical laboratory professionals work in a dynamic and ever-changing field. CSMLS is committed to providing professional development and continuing education programs to help members update their skills and knowledge, and achieve their professional goals.

We constantly strive to expand our services and discover new ways to meet the continuing education needs of our members.

## ABOUT CSMLS MEMBERS

Our members practice in hospital laboratories, private medical laboratories, public health laboratories, government laboratories, research and educational institutions. Here is a breakdown of our membership based on member type and province.





# About LABCON

LABCON, the CSMLS annual national conference, is a place for lab professionals, managers, directors and educators to share knowledge, explore new technology, and connect with colleagues from across the country. We create a conference experience that keeps our delegates coming back year after year. We are excited to host the 2024 event in St. John's Newfoundland.

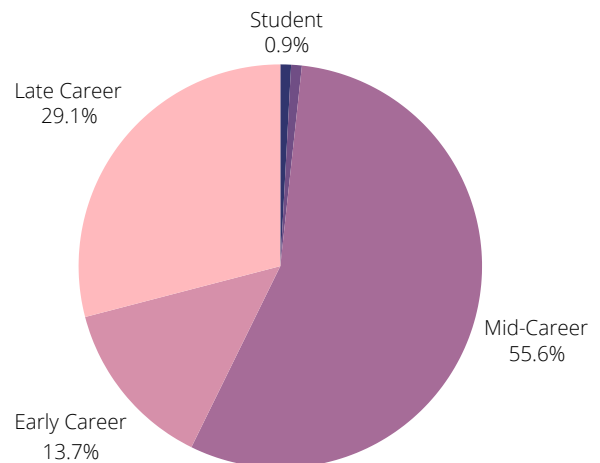
CSMLS is pleased to offer a variety of opportunities for industry partners to interact with delegates and we invite you to join us!



## Conference Highlights:

- New sponsorship options (see page 7 for details)
- Exhibit Hall hours are dedicated time to explore the tradeshow with NO concurrent sessions
- Exhibitors' Reception - a 2-hour cocktail reception allowing dedicated time for participants to mingle with exhibitors
- Opportunity to host Industry Sessions - a 60 min. concurrent session during regular programming

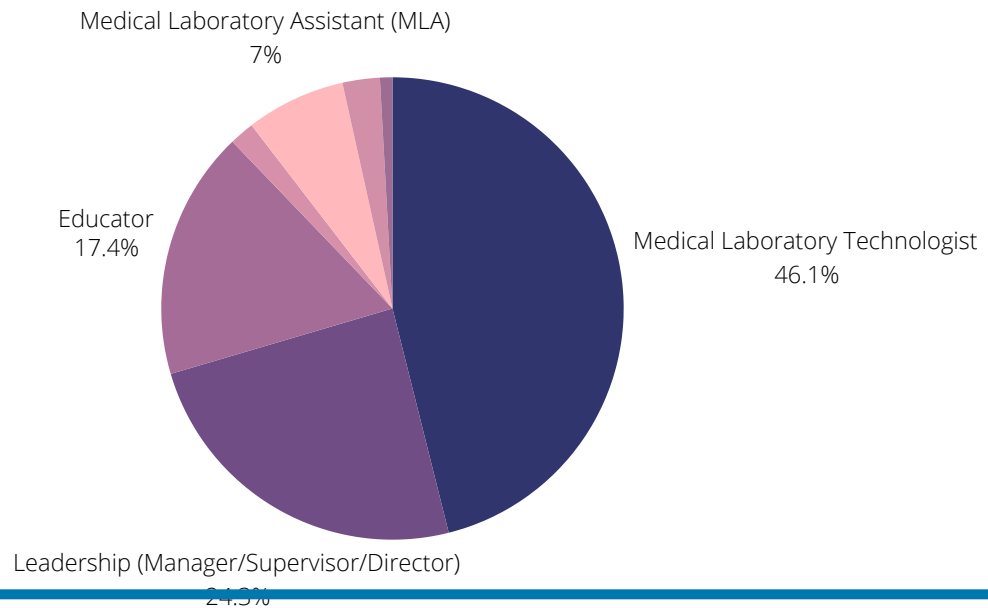
Breakdown of LABCON attendance by career stage:





# About LABCON

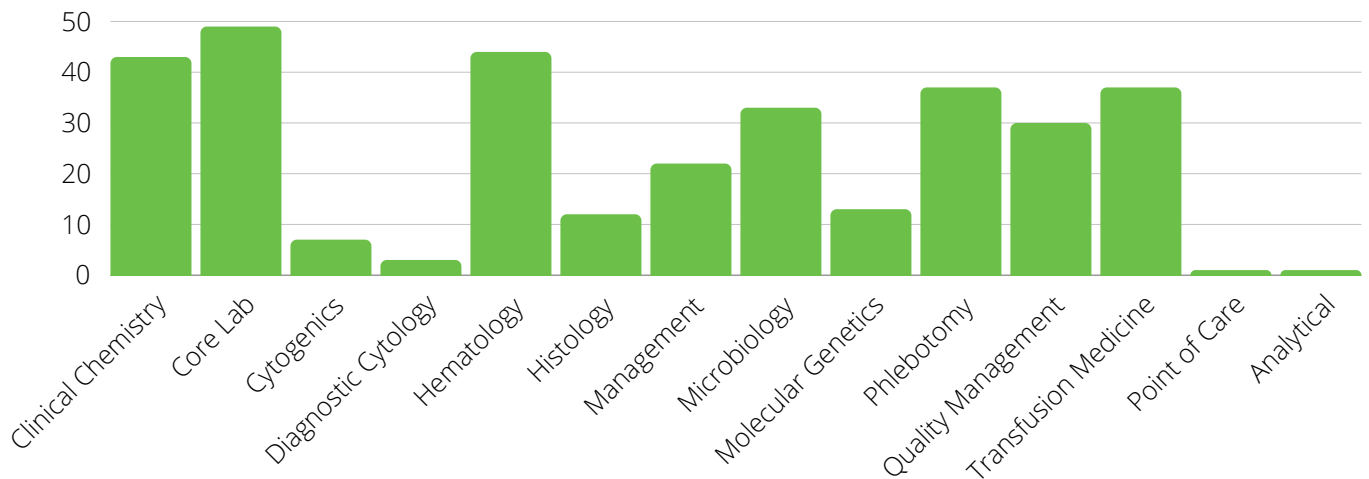
## Breakdown of LABCON attendance by profession:



## Past LABCON Statistics:

2023 (Whistler, BC) 274 participants 31 sessions  
 2022 (Winnipeg, MB) 220 participants 32 sessions  
 2019 (Fredericton, NB) 418 participants 39 sessions  
 2018 (Ottawa, ON) 302 participants 35 sessions

2017 (Banff, AB) 348 participants 39 sessions  
 2016 (Charlottetown, PE) 260 participants 39 sessions  
 2015 (Montreal, QC) 374 participants 35 sessions



LABCON is funded through registration fees and sponsorship. Industry support significantly enhances the conference’s long-standing reputation and ability to offer high-quality educational programming. At the same time, it also presents a unique opportunity to engage with medical laboratory technologists, assistants, and other health care professionals.



# Sponsorship=Partnership

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LABCON sponsorship aligns your company with one of the most reputable conferences in the medical laboratory industry in Canada and the only national conference for the profession. Your support demonstrates your commitment to the laboratory profession and the continuous delivery of high quality products and services.

We understand how important it is to see a return on your sponsorship dollars. With this in mind, CSMLS provides post-event reports to our sponsors which include conference statistics and delegate demographic information. In addition, we now provide participant lists of everyone who has indicated their willingness to share this information.

From the time you sign on until the post-event reports are sent, CSMLS will work with you every step of the way to ensure this partnership is a success!

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## LABCON OFFERS UNIQUE SPONSORSHIP PACKAGES

All companies are not uniform so why do most conferences make sponsorship packages uniform? LABCON allows you to choose from a wide variety of options to ensure that your company is getting the return YOU want! Whether it's brand recognition, to be seen as a subject matter expert or the chance to connect with participants, there's an opportunity that's right for you!

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## WHY YOU SHOULD PARTICIPATE

Generate leads  
and build  
relationships  
with new clients

Increase industry  
exposure  
and enhance your  
image

Create national  
awareness about  
your products  
and services

Keep up on  
industry trends  
and explore new  
technology





# 2024 Partnership

We will be continuing with the points-based system to help you customize your participation and get the best return for your investment. You are no longer held to pre-determined benefits within specific levels that may not yield great return based on your marketing goals and initiatives.

All opportunities are designated as “LABCON” (available during the conference) or “CSMLS” (available throughout the year).

## Let's get started!



**For example:**

**booth (2 points) + water bottle (3 points) + bag insert (1 point)**  
**\$2250                      \$3375                      \$1125**  
**=\$6750**





# 2024 Partnership

## ALL SPONSORS/PARTNERS RECIEVE

- Presence in the event app
- Badge ribbon recognizing your company as a sponsor
- Social media mentions
- Use of LABCON logo for promotional purposes
- A list of participants\* provided post-event (depending on the event sponsored, i.e. LABCON, symposia or other learning events)

*\*those who gave permission for information to be shared*

# of Points	PRICE
1-4	\$1,250 each
5-7	\$1,125 each
8+	\$1,000 each

## IF YOU PURCHASE 4-7 POINTS, YOU ALSO RECEIVE:

- Logo on LABCON website and onsite materials
- Priority booth placement (if booth is selected)
- Logo on LABCON materials
- Logo & link to company website on LABCON website
- Recognition during opening ceremonies

total # of Points	COST
1	\$1,250
2	\$2,500
3	\$3750
4	\$5000
5	\$5,625
6	\$6,750
7	\$7,875
8	\$8,000
9	\$9,000
10	\$10,000

## IF YOU PURCHASE 8+ POINTS, YOU ALSO RECEIVE

- Alerts to attendees through the app
- Banner ad in event app
- Email to CSMLS membership (must be booked and approved by CSMLS in advance, will be sent out via CSMLS email system)



# Sponsor à la carte

## 6 Points

### President's Dinner (LABCON)

The president's dinner will be on Saturday, June 22, 2024 at the historical YellowBelly Brewery & Pub.

- Opportunity to address all guests at the event and have your logo displayed
- Company name listed on the website and onsite daily schedule as sponsoring the President's Dinner
- Provide branded collateral or promotional items
- Logo included on event tickets and signage (created by CSMLS)

*1 opportunity available*



### Breakfast Host (LABCON)

- Give the people what they want – food!
- Logo and company messaging on screens in the plenary room (arranged by CSMLS)
- Company name listed on the website and onsite daily schedule as sponsoring the breakfast
- Provide branded collateral or promotional items during breakfast (can be placed on tables or distributed by staff)
- Opportunity to address participants during breakfast

*Multiple opportunities (Friday, Saturday or Sunday)*



### Lunch Host (LABCON)

- Give the people what they want – food!
- Logo and company messaging on screens in the plenary room (arranged by CSMLS)
- Company name listed on the website and onsite daily schedule as sponsoring the lunches
- Provide branded collateral or promotional items during lunch (can be placed on tables or distributed by staff)
- Opportunity to address participants during lunch

*Multiple opportunities (Friday, Saturday or Sunday)*



### Welcome Reception (LABCON)

- Start the conference on the right foot and greet participants as the Welcome Reception sponsor
- Address participants during the reception
- Logo included on event tickets and signage (created by CSMLS)
- Company name listed on the website and onsite daily schedule as sponsoring the event
- Display self-standing signage
- Provide branded collateral or promotional items
- Recognition throughout registration process (handled by CSMLS)

*1 opportunity available*



# Sponsor à la carte

## 5 Points

### Rally in the Alley (LABCON)

- Have your logo displayed at the starting point
- Promotional bandana with your logo for everyone to wear
- Acknowledgment at the beginning of the event
- 2 -3 reps to join in on the fun

*1 opportunity available*



### Sponsor a Speaker Room (LABCON)

- Have your logo displayed outside the room for the full conference.
- Provide branded collateral or promotional item on each table in the room
- Logo displayed on screen before and after speaker
- Recognition throughout the conference in the room by volunteers when introducing speakers.

*4 opportunities available*



### Drink Ticket Sponsor (LABCON)

- Give participants the chance to “wet their whistle” with a beverage at the Exhibitors’ Reception, Welcome Reception, or President’s Dinner.
- The signature drink (alcoholic and non-alcoholic versions) will be named after your company to keep your name on their lips
- Signage at the bar will include drink name and details as well as company logo
- Drink tags on glass with your logo on it

*3 opportunities available*





# Sponsor à la carte

## 4 Points

### Water Bottle (CSMLS/LABCON)

- Create brand ambassadors!
- In our efforts to go green, water and juice will be served in pitchers instead of disposable bottles.
- Logo (and/or message) on re-usable water bottles distributed to all participants at registration (CSMLS to order and arrange shipping of bottles with sponsor approval)
- Bottles can be used onsite and after for continued exposure

*1 opportunity available*



### Full-Day Break Host (LABCON)

- Give the people what they want by sponsoring a break – food!
- Company name listed on the website and onsite daily schedule as event sponsor
- Logo on signs at food and beverage areas (provided by CSMLS)
- Chance to provide branded collateral or promotional items during break
- Themed options offered by request

*3 opportunities available (Friday, Saturday, and Sunday)*



### Poncho Sponsor (LABCON)

- You never know what the weather will be in St. John's. Each attendee will be given ponchos with your name/logo on it!
- Company name listed on the website as sponsoring the event
- Sponsor to arrange the creation and shipping of ponchos
- Attendees will be able to wear them at the event as well as after!

*1 opportunity available*



# Sponsor à la carte

## 3 Points

### Co-host a Virtual CSMLS Symposium (CSMLS)

- Work with CSMLS to offer an in-depth educational virtual symposium
- Logo included on marketing materials (emails, website)
- Provide branded collateral pre- or post-event
- Address participants at the event

*Multiple opportunities available*



### Musical Entertainment (LABCON)

Get people up dancing and creating life-long memories with live entertainment at the President's Dinner on Saturday June 22, 2024 at the YellowBelly Brewery & Pub.

- Acknowledgment at the President's Dinner
- Logo on website and acknowledgment through the app alert

*1 opportunity available*



### Umbrella Sponsor (LABCON)

- You never know what the weather will be in St. John's. Each attendee will be given a umbrella with your name/logo on it!
- Company name listed on the website as sponsoring the event
- Sponsor to arrange the creation and shipping of umbrellas
- Attendees will be able to use for years

*1 opportunity available*



### Keynote Speaker Sponsor (LABCON)

- Share engaging content by selecting one of our keynote speakers
- Opportunity to address participants and introduce speaker
- Company name listed on the website and onsite daily schedule as sponsoring the session
- Ability to have self-standing signage on display on stage
- Sponsor to pay speaker costs and expenses

*3 opportunities available*



# Sponsor à la carte

## 3 Points

### Participant Bag (LABCON)

- Be seen throughout the conference with your logo on the attendees' bags
- Bags can be used during and after the conference for continued exposure (CSMLS to order and arrange shipping of bags with sponsor's approval)

*1 opportunity available*



### Pin Sponsor (LABCON)

As you know Medical Laboratory Professionals love pins. Every year we distribute a LABCON pin. For LABCON2024 we have decided to include one sponsor to appear on our CSMLS Sub coat pin.

- Attendees will wear this pin proudly during and after LABCON
- A sign with your logo will be displayed at registration acknowledging your sponsorship

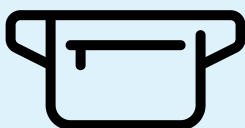
*1 opportunity available*



### Fanny Pack Sponsor (LABCON)

- Yes they are coming back in style. Also known as a belt bag, bum bag, or even waist pack — has become a must-have.
- Attendees can wear fanny packs on trips, hikes and more!
- CSMLS to order and arrange shipping of bags with sponsor's approval

*1 opportunity available*





# Sponsor à la carte

## 2 Points

### Charging station (LABCON)

- Branded signage at charging station in the exhibit hall (arranged through CSMLS)
- Opportunity to place branded collateral at charging station
- Sponsor to arrange creation/print and shipping to venue

*1 opportunity available*



### Notebook Sponsor (CSMLS/LABCON)

- Aid delegates in remembering everything they learned at LABCON with a notebook
- Add your company logo and/or message for attendees to see every day (CSMLS to order and arrange shipping of notebooks with sponsor approval)
- Notebooks can be used onsite as well as after for continued company exposure

*1 opportunity available*

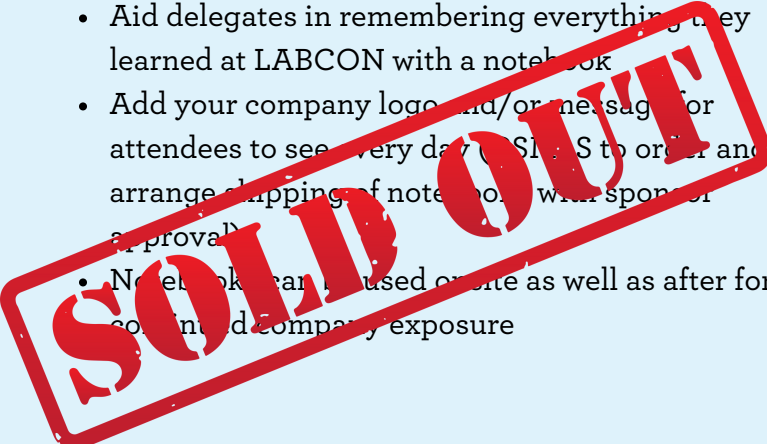
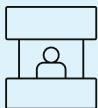


### 10' x 10' Booth (LABCON)

- Space on the tradeshow floor is limited so book early to avoid disappointment
- Each booth space is 10' x 10' with back and side drupe
- Included a one (one) covered/skirted table, 2 chairs, electric power, and Wi-Fi access
- Requirement for two representatives per booth
- Additional details on pages 20 & 21

**LIMITED SPACES!**

*Only 0 available*



# Sponsor à la carte

## 2 Points

### Sunglasses Sponsor (LABCON)

- You never know what the weather might bring in St. John's. Help protect the attendees' eyes from the St. John's sun with branded sunglasses.
- These sunglasses feature durable frames, black lenses and small metal accents on both sides of the frame.
- CSMLS to order and arrange shipping of sunglasses with sponsor approval

*1 opportunity available*



### Lanyard Sponsor (LABCON)

- Have your company name in front of all delegates on the lanyards holding their name badges
- Company name listed on the website as sponsoring the event
- Sponsor to arrange creation and shipping of lanyards to venue

*1 opportunity available*



### Wellness Activity (LABCON)

- Support wellness by sponsoring a morning run, yoga class or other activity
- Opportunity to address participants before or after the activity
- Logo on signage in the wellness area
- Company name listed on the website and onsite daily schedule

*2 opportunities available  
(Friday or Saturday)*



# Sponsor à la carte

## 1 Point

### LabBuzz Email Sponsor (CSMLS)

- LabBuzz is a bi-weekly email of curated lab news and stories
- Include your banner ad or logo in the CSMLS LabBuzz newsletter for 2 months
- Email sent out every other week so your name will go out 4 times
- Opt-in subscription base of over 1300 individuals

*Multiple opportunities available*



### Participant Bag Insert (LABCON)

- Give an item to every single participant as soon as they arrive
- Include a brochure or promotional item in the participant bag handed out to all delegates at registration onsite
- Sponsor to arrange creation/print and shipping to venue

*Multiple opportunities available*



### Plenary Chair Drop (LABCON)

- Highlight your message in the plenary room
- Include a brochure or promotional piece on each table/chair in the plenary room
- Sponsor to arrange creation/print and shipping to venue
- Event staff to place materials in plenary room onsite

*2 opportunities available  
(Friday, Saturday, Sunday)*





# Sponsor à la carte

## 1 Point

### Banner Ad in Preconference Email (LABCON)

- Start your promotion early by including a banner ad in the pre-conference emails to those registered
- Specifications and details will be provided once sponsorship is confirmed
- Email will be sent by CSMLS

*2 opportunities available  
(April or May)*



### Host Concurrent Session (LABCON)

(must be booked by December 29, 2023)

- Share engaging content by selecting a speaker and hosting a session during LABCON programming
- Opportunity to introduce a speaker
- Company name listed on the website and onsite daily schedule as a co-sponsor of the session
- Ability to distribute printed or promotional items in the session room
- Sponsors pay any speaker fees and associated expenses

*1 opportunities available  
(Friday)*



### Host a CSMLS Learning Event (CSMLS)

- Work with CSMLS to offer an educational presentation
- Logo included on marketing materials (emails and website)
- Collaborate on speaker selection
- Provide branded collateral pre- or post-event
- Opportunity to address participants at the event

*Multiple opportunities available*



# Exhibiting at LABCON

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## SPEND QUALITY TIME WITH DELEGATES

LABCON gives you a unique opportunity to meet your customers face-to-face, get to know their needs and concerns, and build your connections. The conference schedule has been designed to allow multiple opportunities for delegates to visit the exhibits to learn about the exciting products and services that you have to offer. The tradeshow also gives you a sneak peek at emerging industry trends and a unique look at your target market.



**Only 47 spaces are available for 2024 so book early to avoid disappointment!**

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## EXHIBITOR FOCUSED

At LABCON, we program the tradeshow hours around the educational programming. This way, you're not in competition with any concurrent or plenary sessions.

During the exhibit hall hours, it's all about YOU – the vendors!

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## 2-DAY TRADESHOW FOR 2024

The tradeshow will be open to attendees from Friday, June 21 - Saturday, June 22, 2024.

Set up: Thursday, June 20th from 2 pm - 9 pm

Exhibit day: All day Friday, June 21st including Exhibitors Reception (5-7 pm) and Saturday, June 22nd

Tear down: Saturday 1 pm - 5 pm



# Floor Plan

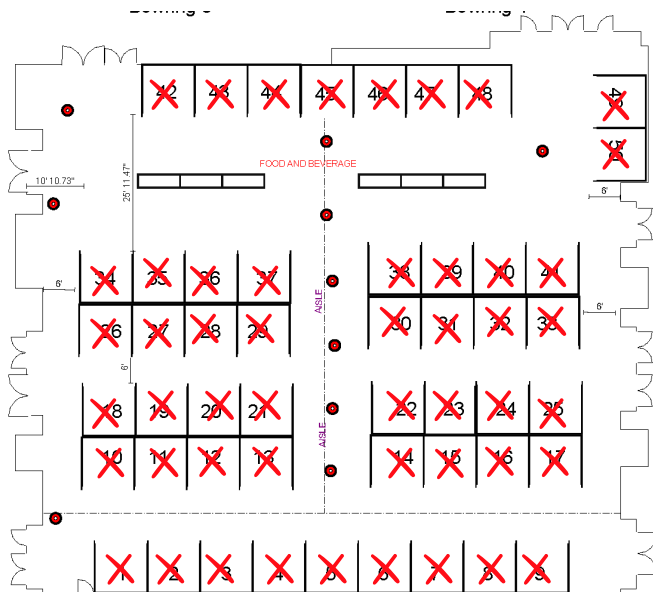
## EXHIBIT HALL:

Location:

Bowring 1, 3, & 5

St. John's Convention Centre

50 New Gower St, St. John's, NL A1C 1J3



- 10' wide x 10' deep booth
- 3' high side drape
- Two chairs
- Registration for two people per booth  
(Additional staff may register for a fee- forms will be provided)

- 8' high drape back wall
- One covered/2' x 6' skirted table
- Complimentary Wi-Fi
- 1 electric plug

### Booth Allocation

Allocation of specific booth numbers will be done in early 2024 and notification will be sent via email to the contact supplied. Booth assignment is done in order of receipt of Partnership Agreements.

Please indicate the preferred booth location on the agreement. CSMLS cannot guarantee that preferred booth numbers selected will be the booth numbers assigned.

CSMLS makes every effort to arrange the exhibit hall to facilitate fair business interactions. If you prefer exhibit space away from competitors, please list them on the agreement. Requests are first-come, first-serve. We may not be able to accommodate all requests.



# Accommodation and Travel

## OVERNIGHT ACCOMMODATIONS

### Delta St. John's

Delta Hotels St. John's Conference Centre offers a welcome reprieve from everyday life. Our waterfront hotel is steps from some of St. John's hottest destinations, including Mile One Centre, George Street, and Cape Spear Lighthouse. Our rooms are recently renovated and furnished with pillowtop mattresses, mini-refrigerators, flat-panel TVs and free Wi-Fi.

### Booking Link



<https://www.marriott.com/event-reservations/reservation-link.miid=1690372825746&key=GRP&app=resvlink>

Guestrooms are available for LABCON2024 at only \$239/night (plus taxes). Complementary high-speed WiFi.

Reservations must be made prior to *May 16, 2024, to secure the discount rate.*



## TRAVEL

### Air Canada

Get discounts on travel to and from St. John and anywhere within Air Canada's extensive North American and International network for LABCON2024.

To take advantage of this offer, access [aircanada.com](http://aircanada.com) and enter the promotion code in the search panel.

**Your promotion code: G4XG9ZM1**

The travel period begins Monday, June 10, 2024 and ends Monday, July 01, 2024. Travel is valid Monday, Tuesday, Wednesday, Thursday, Friday, Saturday, Sunday. For North America, 5% applies on standard fares, 10% on flex fares & higher. For International Travel, 10% on standard fares & higher.

### WestJet

WestJet is offering the following discounts off domestic travel fares at time of booking: 5% off Econo\* and 10% off EconoFlex and Premium fares for travel within Canada and 2% off Econo\*, 5% off EconoFlex and 10% off Premium base fares for guests travelling Trans-border.

To take advantage of this offer, visit [www.westjet.com/conventions](http://www.westjet.com/conventions) and use the code below.

**Coupon code : 6K6L9DL**

**Promo code : YBF29 (\*Travel Agent use only in GDS)**

*The travel period begins Monday, June 10 2024 and ends Tuesday, July 2 2024.*



# Show Services

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Central Display has been appointed as the official Show Service Company. Central Display can assist you with all your exhibiting needs, including shipping, booth storage, extra furnishings, as well as move-in and move-out services. Order forms will be provided in early 2024 in the Exhibitor Kit

## **Shipping & Transportation:**

*Advanced shipping and material handling arrangements are required for all goods. To make arrangements with Canadian AV Inc. (CAV) for these services at SJCC, please contact Brad Hollett at (709) 739-6666 Ext 4 or email at [bhollett@canadianavinc.com](mailto:bhollett@canadianavinc.com).*

## **Delivery:**

Shipments should be made to Canadian AV Inc. advance warehouse. Information regarding shipping will be included in the Exhibitor Kit.

## **Extra Furnishings:**

If you would like to order additional furnishings, tables, chairs or plants for your booth, please contact Canadian AV Inc. Note that all extra furnishings are at the exhibitor's own expense. All display material, furniture and selling aids must be kept within the perimeter of your allocated 10' x 10' area.

Contact: Brad Hollett at (709) 739-6666 Ext 4 or email at [bhollett@canadianavinc.com](mailto:bhollett@canadianavinc.com).

## **Customs Clearance:**

Goods entering Canada from a foreign country, even for temporary use, require customs clearance. Davidson & Sons for Customs Brokers is the preferred customs broker.

Contact: Suggested Customs Brokerage  
Canadian Import / Export  
P F Collins St John's Office 709-726-7596

## **Audio Visual:**

*Canadian AV Inc. (CAV) for these services at SJCC, please contact Brad Hollett at (709) 739-6666 Ext 4 or email at [bhollett@canadianavinc.com](mailto:bhollett@canadianavinc.com).*

## **Catering:**

The St. John's Convention Centre is licensed to serve food and beverages. No outside food or beverage may be brought in; this includes distribution of food and beverage from your booth. Please check to ensure an edible giveaway is permitted. For information on catering services, please contact the catering sales department.

Contact: Nichole Turner  
Email: [nturner@sjsel.ca](mailto:nturner@sjsel.ca)





# Terms and Conditions

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## **Contract Acceptance**

CSMLS reserves the right to accept or to refuse exhibitor contracts from any exhibitor. Once an exhibitor is setup on the show floor, CSMLS may require a modification or removal of its booth, or any part thereof, including printed material, products, signs, lights or sound should CSMLS consider such exhibit to be detrimental to its business, professional or ethical interests or if presentation is objectionable to CSMLS or to other show participants.

## **Cancellation**

If an exhibitor fails to pay by 30 days prior to the start of the conference, CSMLS has the right to reassign the booth. If the conference is cancelled, a full refund will be issued. If the conference is postponed or relocated, exhibitors will have the option to cancel with a total refund.

## **Competing Events**

Exhibitors are prohibited from holding events (educational sessions, social events, etc.) that compete with the official conference program.

## **Subletting/Sharing**

Subletting or sharing of exhibit space is prohibited except between affiliated companies and must have prior approval.

## **Dismantling**

Packing up or dismantling exhibits will not be permitted until the official closing time. Doing so will result in your company receiving last choice for booth assignment the following year.

## **Distribution of Material**

Distribution of advertising materials at the hotel or conference centre is limited to distribution from within your booth. This restriction also applies to outside the hotel or conference centre such as near entrances or shuttle bus locations. Any such material found will be discarded. Anyone handing out materials outside of their exhibit booth will be removed from the facility. Distribution of advertising materials in hotels is prohibited including promotional pieces slipped under guestroom doors or stacked on registration counters. The host venue has been advised to refuse such requests.

## **Violations**

Violation of any provisions, terms and conditions, or rules and regulations will result in penalties, which may include immediate expulsion and/or banning from future CSMLS trade exhibitions.

## **Booth Requirements/Minimal Expectations**

Exhibit displays must comply with all requirements of CSMLS and of the venue, including maximum height requirements. The exhibitor must provide at least one staff per booth to maintain display during show hours. The exhibitor agrees to confine its display to the contracted space only. Signs and other articles on floors, hanging walls, ceilings or other areas must have prior authorization. Only companies officially registered as an exhibitor for the conference are permitted to conduct business on the trade show floor or in the venue throughout the conference. Aisles must remain free of obstruction at all times. Exhibitors are responsible for their own liability insurance.

## **Force Majeure**

In the event that the facility or any part of the exhibit area is unavailable for the entire event or a portion of the event, as a result of fire, flood, tempest, inclement weather, pandemic or other such cause or as a result of government intervention, malicious damage, acts of war, terrorist activities, strike, lock out, labour dispute, riot or other cause or agency over which the CSMLS has no control, or should the CSMLS decide that because of such cause that it is necessary to cancel, postpone or relocate the event, or reduce installation time, show time or dismantle time, CSMLS shall not be liable to indemnify or reimburse the exhibitor in respect of any damage or loss, direct or indirect, arising as a result thereof.

## **Insurance**

While every effort will be made to provide security for exhibits in the trade centre, neither CSMLS nor the conference centre will assume responsibility for loss or damage to exhibits or other exhibition property. CSMLS requires that each exhibiting company secure a rider policy through its insurance agent to cover all booth and display items during transportation to and from the conference as well as during installation, show dates and dismantling.

## **Security**

The Conference Centre is armed overnight and is patrolled by Blacktusk Fire and Security. Exhibitors must carry their own fire, theft and other insurance. No one is permitted to enter the exhibit area without proper identification, which will be issued at the conference registration desk. The CSMLS and conference centre are not responsible for loss or damage to exhibitors' material while in the facility.



# 2024 Partnership Agreement

Company Name: \_\_\_\_\_  
Company Contact: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ Prov./State: \_\_\_\_\_ Postal/Zip Code: \_\_\_\_\_  
Telephone: \_\_\_\_\_ Email: \_\_\_\_\_  
Area of focus/discipline (i.e. hematology, transfusion, etc.): \_\_\_\_\_

Number of points: \_\_\_\_\_ Total Amount Due: \_\_\_\_\_

# of points	Price per point
1-4	\$1,250 each
5-7	\$1,125 each
8+	\$1,000 each

How would you like to spend your points?

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

If a booth is selected, please indicate your preferred booth choices below:

Choice #1 \_\_\_\_\_ Choice #2 \_\_\_\_\_ Choice #3 \_\_\_\_\_ Choice #4 \_\_\_\_\_

CSMLS makes every effort to arrange the exhibit hall to facilitate fair business interactions. If you prefer exhibit space away from competitors, please list them below. Requests are first-come, first-serve - we may not be able to accommodate all requests.

\_\_\_\_\_

Payment Options:  Send me an invoice  Visa  MasterCard  American Express

Card # \_\_\_\_\_ Expiry: \_\_\_\_\_

Signature of cardholder: \_\_\_\_\_

**All sponsorships must be paid in full 30 days in advance of conference;  
if an agreement is submitted within 30 days, a credit card number must be provided.**

#### Booth Cancellation:

Upon signing this contract - a 10% administration fee will apply, exhibitor will receive 90% refund of any fees  
Between 120 and 90 days prior to LABCON - exhibitor will receive a 50% refund of any fees  
90-60 days prior to LABCON - exhibitor will receive a 25% refund of any fees  
Less than 60 days - there will be no refunds given at this time

**Sponsorships are non-refundable once contract is signed. I have read and understood the Terms & Conditions.**

\_\_\_\_\_  
Signed Date

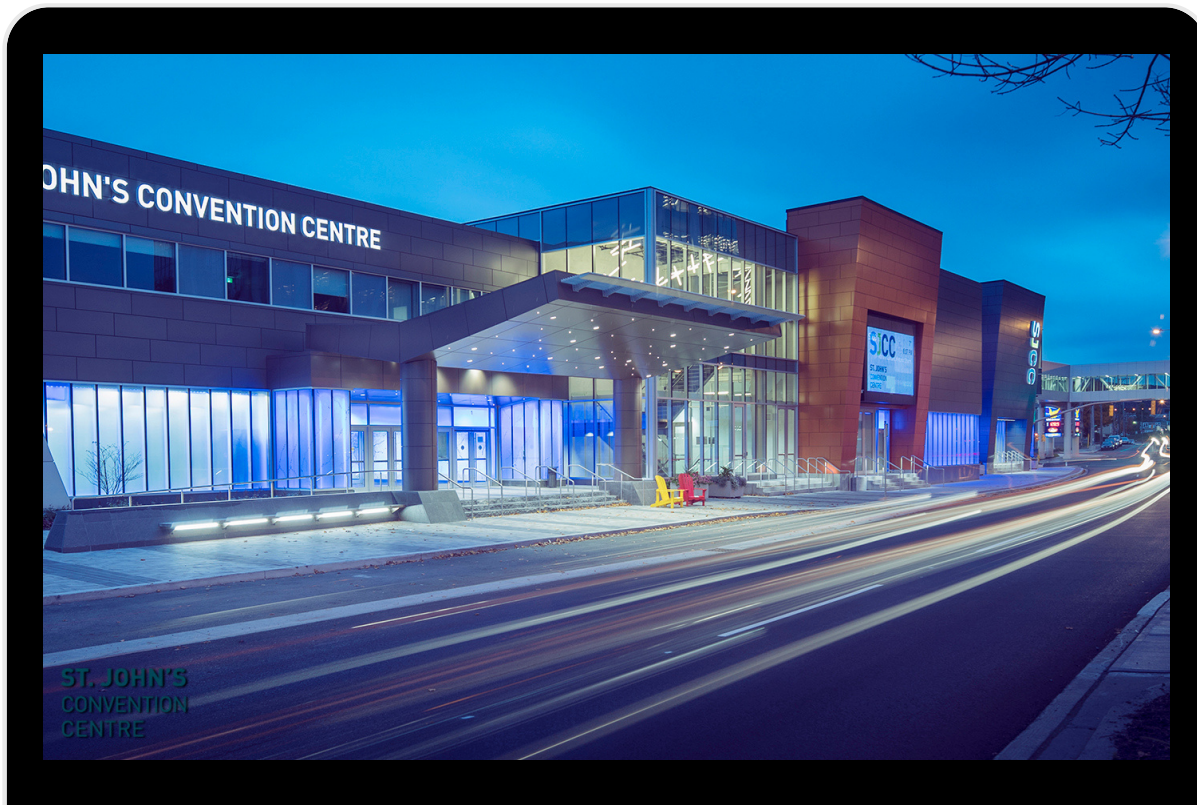
Book your sponsorship early to ensure inclusion in all LABCON2024 promotional materials.

Send completed Contracts to:  
Lori Tarbat ([events@csmls.org](mailto:events@csmls.org)) Fax: 905.528.4968  
Phone: 905.667.8696 or 1.800.263.8277 ext. 8696  
Please send cheques to: CSMLS, 33 Wellington St. North, Hamilton, ON L8R 1M7



# 2024 Partnership Agreement

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Exhibitor/Sponsor Contact  
Lori Tarbat, RT-CRA, CAHP, RRP, RYT  
Member Marketing and Engagement  
Manager

Direct: 905-667-8688 ext. 8696  
1-800-263-8277 ext. 8696  
[events@csmls.org](mailto:events@csmls.org)

