

ATTENTION VENDORS

The New England Chapters of

CLMA

Clinical Laboratory Management Association

CLAS

Clinical Ligand Assay Society

AACC

American Association for Clinical Chemistry

Jointly Present

**22nd Annual Northeast Region
Conference and Exhibition**

April 15th and 16th, 2008

Holiday Inn, Boxboro, MA



**LABORATORY OLYMPICS
2008**

**2008: THE NORTHEAST REGION CONFERENCE & EXHIBITION
VENDOR PACKET**

Dear Exhibitor:

Welcome to the 2008 Northeast Region Conference and Exhibition. The New England Chapters of CLMA, AACC, and CLAS cordially invite you to participate in their 22nd consecutive spring conference held in central New England! The meeting will take place at the Holiday Inn, Boxboro Woods, Boxboro, MA on Tuesday, April 15th and Wednesday, April 16th, 2008. Monday, April 14th is reserved for you to set up.

Leverage our strong position in this market to display your products/services and meet a very targeted audience of laboratory decision-makers. Each vendor will receive "EXHIBIT ONLY" passes and meeting announcements. Vendor registration includes two meal tickets each day and breaks. Booth space is on a "first come - first served" basis so please make every effort to register early. Early registration will allow for inclusion of your company name in the registration brochure. All necessary forms are enclosed (pages 5 – 8).

This conference provides your company maximum exhibit exposure, with an opportunity to meet individuals who make purchasing decisions. Publicity for this conference includes: almost 2500 direct mailings, broadcast faxes and email to regional members, conference listings in trade journals and web sites, and block advertising in nationwide trade publications. ***We are the regional conference with a nationwide audience!***

Sponsorship and participation are key elements to help support the cost associated with running this conference. *Please* help by sponsoring a speaker, session, luncheon or break. Any vendor who sponsors an event(s) totaling \$1000.00 or more will have their logo placed on the *front cover* of the brochure. The *inside cover* of the brochure has been reserved for the vendor with the highest level of sponsorship!! Any contribution is greatly appreciated and will be posted at the event!

There are also advertising opportunities in the brochure and a limited number of meeting rooms available on Tuesday evening from 6:00pm – 9:00pm.

Each year the volunteers responsible for this event meet to discuss the comments and suggestions received from vendors and attendees. We make every effort to improve and enrich the conference. We realize that it is your encouragement, aid and support that allow us to hold this superlative educational event. We thank you for your continued support!

Respectfully,

Greg Stutman, Donna Richards, and Ed Sharpless
Northeast Region Conference and Exhibition Vendor Committee

Why should you exhibit at the annual Northeast Region Conference and Exhibition??

- Twenty two consecutive years in the New England Region!
- Sponsored by local chapters of three nationally recognized professional organizations.
 - Clinical Laboratory Management Association
 - American Association for Clinical Chemistry
 - Clinical Ligand Assay Society
- Loyal attendees and exhibitors!
 - Meeting content ensures decision makers attend
 - 250 attendees over 2 days
 - More than 60 vendor displays
- Seminar breaks and lunch and are held on the exhibit floor to ensure high traffic to the exhibits.
 - The luncheon break is from 12:00pm – 2:00pm.
- Publicized regionally and nationally via:
 - Direct mailings (almost 2500 announcements sent via US Mail)
 - Broadcast faxes and emails sent to regional society members
 - Dedicated Web site ranking in top 10 in Yahoo and Google!
 - National advertising arranged in the following publications:
 - Advance for Medical Laboratory Professionals*
 - CAP Today, CLP*
 - New for 2008: MLO*
 - Website calendar listings*
- An ideal forum to showcase your products to decision makers in the medical laboratory marketplace.
- 40 educational sessions planned representing various laboratory disciplines to guarantee significant attendance.
- Verified attendee list available to exhibitors.
- Free Exhibit Hall Passes.
- Mailing list available to exhibitors prior to meeting.

- You can purchase an **advertisement** in the conference brochure. A full-page advertisement is \$200.00 and a half-page advertisement is \$125.00. Advertisements need to be approved by the vendor committee for submission.
- Any vendor who sponsors an event(s) totaling \$1000.00 or more will have their logo placed on the front cover of the brochure in *bronze*.
- Any vendor who sponsors an event(s) totaling \$1500.00 or more will have their logo placed on the front cover of the brochure in *silver*.
- Any vendor who sponsors an event(s) totaling \$2000.00 or more will have their logo placed on the front cover of the brochure in *gold*.
- In recognition of your support, advertisement space has been reserved on the inside cover of the brochure for the vendor with the highest level of **sponsorship**.
- On Tuesday, April 15th a limited number of **meeting rooms** are available (following the Wine & Cheese Reception) from 6:00pm – 9:00pm to registered vendors on a first come first served basis. This is an opportunity to host a symposium, workshop, or user group meeting. Your event can be listed in the brochure. Food must be arranged by the vendor.
 - Contact Donna Richards at Donna.S.Richards@Lahey.org or call 781-774-8210 for more information and/or to reserve a meeting room.

2008
NORTHEAST REGIONAL CONFERENCE & EXHIBITION
VENDOR REGISTRATION FORM

Local Sales Representative: _____
 Email (Local Sales Rep) – Required: _____
 Contact Person: _____
 Title: _____
 Company Name: _____
 Your Address: _____
 City: _____
 State/ Zip Code _____
 Phone: () _____
 FAX: () _____
 Email (if different than above): _____

		Total Number	Total Price
Booth Details:			
One booth is 10 feet wide x 8 feet deep	\$600 x		_____
Each booth includes two lunch tickets	\$0 x	2	_____
Additional lunch tickets can be purchased for	\$30 x		_____
Section Total			_____

Booth Selection:
 We will be happy to reserve booths upon request (subject to availability).
 Reservations for which full payment has been received will be given priority over
 verbal requests. The floor plan is available on page 9.

First choice booth #: _____ Second Choice booth #: _____

Donation of Raffle Prize(s):
 Each registrant is given a vendor's proof of visit card.
 Once the registrant has filled in the card with vendor representative signatures,
 the registrant can enter the card into the raffle.
 The raffle takes place at the Wine and Cheese Reception on Day One
 and the afternoon coffee break on Day Two.

Donation of a Raffle Prize Yes

Please list raffle item(s). _____

What day you would like it raffled? Day One Day Two

****Electrical Requirements: Fill out the Exhibit Service Form on page 8.**
Exhibit Service Form can be faxed to: (978) 266-9429 or mail to:
 Holiday Inn Boxboro Woods at: Executive Office / Lindsay Bickel
 242 Adams Place
 Boxboro, MA 01719

Sponsor Information:

**SPONSORSHIP TOTAL = \$1000 Qualifies you as a Bronze Sponsor
= \$1500 Qualifies you as a Silver Sponsor
= \$2000 Qualifies you as a Gold Sponsor**

Metal sponsors will have their logo* placed on the front cover of the brochure and receive a *free* advertisement

Break(s) Company Name exhibited during coffee break

Day One	AM	\$225	_____
	PM	\$225	_____
Day Two	AM	\$225	_____
	PM	\$225	_____

Lunch(es) Company Name exhibited during lunch

Day One	\$400	_____
Day Two	\$400	_____

Wine & Cheese Reception

Company Name exhibited at the Wine & Cheese Reception	\$500	_____
---	-------	-------

Speaker(s)

Moderator will announce company names	\$300	_____
2 or more speakers as part of Educational Track	\$600	_____
Section Total		_____

Please send advertisement on CDROM or email to:

Chuck Powden Charles.Powden@vtmednet.org
359 North Road, Hinesburg, VT 05461

Please send *logo on CDROM or email to:

Chuck Powden Charles.Powden@vtmednet.org
359 North Road, Hinesburg, VT 05461

Tuesday night (6:00pm – 9:00pm) meeting room reservation for vendor event:

For availability please contact Donna Richards at 781-744-8210 or Donna.S.Richards@Lahey.org

Register before December 31, 2007 to guarantee listing in our program.

Total Payment	Booth Total	\$ _____
	Sponsor Total	\$ _____
	Advertisement	\$ _____
	GRAND TOTAL	\$ _____

Make check payable to Northeast Regional Conference and Exhibition.

Tax ID Number 231989606

CLMA, AACC, and CLAS are non-profit organizations.

Please return this registration form with your check to:

Northeast Regional Conference and Exhibition

C/O

Greg Stutman

Boston Biomedical Consultants, Inc.

1000 Winter St., Suite 1300

Waltham, MA 02451

PHONE: (781) 577-1934

FAX: (781) 890-6746

EMAIL: gstutman@bostonbiomed.com

OR

Northeast Regional Conference and Exhibition

C/O

Edward Sharpless

William Laboratories

5 Anngina Drive - Unit B

Enfield, CT 06082-3222

PHONE: (860) 749 1350

FAX: (860) 749 1351

EMAIL: eds@williamlabs.com

As always THANK YOU for your continued Support of the
Northeast Conference and Exhibition

Greg Stutman, Donna Richards, and Ed Sharpless
Northeast Region Conference and Exhibition Vendor Co-Chairs

EXHIBIT SERVICES FORM
HOLIDAY INN BOXBOROUGH WOODS
 242 Adams Place, Boxborough, MA 01719
 Phone:(978) 263-8701 Fax:(978) 266-9429

***Floor Order Applies to Orders Received Within 48 Hours of the Show Set Up Date.**

Please indicate below the services you require and the method of payment. Prices are a one-time fee for the length of your show (not per day), excluding high speed internet access. Fax order form with credit card authorization form can be faxed to (978) 266-9429. All payments made by check must be mailed and received no later than 7 days prior to show date. Mail all checks to the address above, attention the Executive Office, payable to the Holiday Inn Boxborough.

IF THE FORM OF PAYMENT IS CREDIT CARD, YOU MUST PROVIDE A COPY OF THE FRONT & BACK OF THE CREDIT CARD OR PROVIDE THE SECURITY CODE FOR AUTHORIZATION. THE SECURITY CODE MAY BE WRITTEN BELOW OR CALLED INTO OUR SALES OFFICE.

Show Name: **CLMA/AACC/CLAS Northeast Region Conference & Exhibition**

General Information

Company	
Contact	
Telephone	()
Address	
On Site Contact	Booth #

120Volt Service

Quantity	Service	Advance Order	Floor Order *	Total
	Run 1 Power Cord	\$50.00	\$75.00	
	Dedicated 20 Amp.	\$65.00	\$90.00	

208 Volt Service

Quantity	Service	Advance Order	Floor Order	Total
	Single Phase-20 Amp.	\$65.00	\$90.00	
	Single Phase-60 Amp.	\$90.00	\$115.00	
	Single Phase-100 Amp.	\$100.00	\$125.00	

HIGH SPEED INTERNET ACCESS

				Total
	Day 1 Access Line per terminal	\$200.00	\$225.00	Total
	Additional Days per terminal	\$75.00	\$100.00	Total

TELEPHONE/DATA LINE

No. of Days	Service	Advance Order	Floor Order	Total
	Telephone Line	\$50.00	\$75.00	
	Direct In Dial Line	\$75.00	\$100.00	
	Speaker Phone	\$50.00	\$100.00	

PAYMENT PROCEDURES

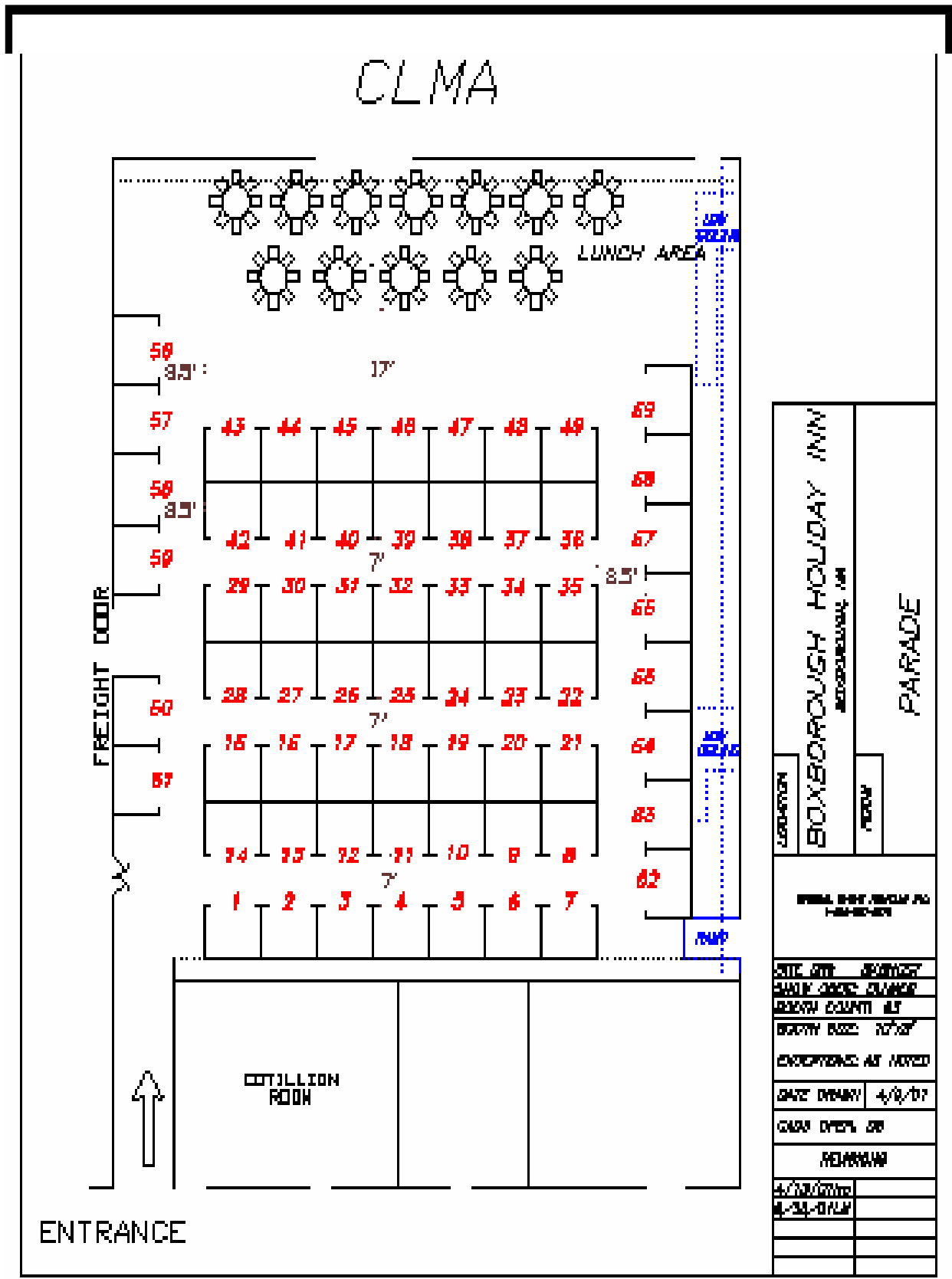
Credit Card type: Card Holder Name: Card# Exp. Date: Security Code:	Credit Card Authorization Form Yes ___No___	Grand Total
		Check Amount Enclosed:

Cost of Telephone Lines DO NOT include cost of calls
Orders Without Pre-Payment Will Not Be Processed

Internal Use Only

All Prices Are Subject to a 19% Administrative Fee and 5% Massachusetts State Tax.

**2008: NORTHEAST REGION CONFERENCE & EXHIBITION
EXHIBITOR FLOOR PLAN**



LOCATION		BOXBOROUGH HOLIDAY INN
ADDRESS		BOXBOROUGH, MA
PHONE		
FAX		
PARADE		
FROM: [] TO: [] FROM: [] TO: []		
SITE: [] SEATING: [] SHOW: [] OWNER: [] BOOTH COUNT: [] BOOTH SIZE: 10'x10' COMMENTS: AS NOTED		
DATE DRAWN	4/8/07	
CAD: []	OR	
REVISION		
4/23/07		
4/23/07		

VENDOR INFORMATION

Welcome to the 2008 Northeast Region Conference & Exhibition. The following information is provided to assist you with registration and participation in the conference. Thank you for your attention and participation.

Date and Exhibit Hours:

<u>Day</u>	<u>Date</u>	<u>Time</u>
Monday	April 14, 2008	12:00 PM - 6:00 PM (Set up)
Tuesday	April 15, 2008	9:00 AM - 5:00 PM (Coffee served in exhibition hall during registration)
Wednesday	April 16, 2008	9:00 AM - 2:00 PM (Coffee served in exhibition hall during registration)

Booth:

Each booth registration (\$600) comes with (1) table (2) chairs, backdrop, meeting registration packet and (4) meal tickets (two per day). The booth dimensions are ten feet wide by eight feet deep. The hotel is unable to provide water hook-ups.

Lunch:

A buffet lunch is provided at 11:30AM each day for the vendors. Your booth registration includes two meal tickets per day. Meal tickets will be collected at the buffet line. Additional meal tickets must be purchased for (\$30 each).

Electrical-Telephone/Data Line:

All electrical and telephone/data line requirements are to be handled directly with the HOTEL. None of the planning committee staff will be responsible for assistance with these issues during respective set-ups. An **Exhibit Services Form** is included in this packet.

IMPORTANT: PLEASE FAX OR MAIL THE FORM DIRECTLY TO THE HOTEL!

Shipping:

ALL SHIPMENTS are to be handled directly with the hotel. Deliveries to the hotel should be scheduled after 1:00PM on Monday April 14, 2008. All deliveries to the Holiday Inn Boxborough Woods are at street level. Breakdown of booths is after 2:00PM on April 16, 2008. 6:00 PM is the deadline for all instrumentation and materials to be removed.

The hotel would like you to follow these instructions:

Step 1: Client must label all boxes – complete mailing address including return address.

Step 2: Client must call shipping company, i.e. UPS, FedEx directly for pickup.

Step 3: Call Front Desk to have someone paged to assist you.

Step 4: Shipping number must be provided on attached form.

Note: Storage of any materials for outgoing shipping must have manager's approval.

The hotel will not assume responsibility.

Hotel Information:

Holiday Inn - Boxborough Woods	Telephone (978) 263 8701	Contact: Special Events
242 Adams Place	Fax (978) 266 9429	
Boxborough, MA 01719		

Arrangements for discounted hotel rooms have been made. **Contact the hotel before March 24th and mention the CLMA/AACC/CLAS Northeast Region Conference to receive the discount.**

Rates: Single \$111 Double \$121

Miscellaneous:

Conference brochures are available to distribute to your customers. If you wish to provide or sponsor a speaker please contact a Vendor Chair (see page 7) **as soon as possible**. Please bring any door prize donations with you and notify the registration committee. We encourage you to register early. Booth space is on a "first come first served" basis. We will make every effort to meet your location request; please contact a Vendor Chair (see page 6).

Thank You! We look forward to seeing you at the Conference!

NORTHEAST REGIONAL CONFERENCE & EXHIBITION EXHIBITOR LIST

2004

Abbott Laboratories, Inc.
 ABAXIS
 ABX Diagnostics
 Advanced Toxicology Network
 Artel
 AUSAM
 Bayer Diagnostics
 BD
 Beckman Coulter
 Boston Biomedica, Inc.
 Center for Molecular Biology
 and Pathology
 CYTYC
 Dade Behring
 Diagnostic Products Corporation
 Diagnostic Systems Laboratory
 Esoteric
 Fisher
 Global Focus Marketing & Dist.
 Harvard Vanguard Medical Ass.
 Higgins Office Products
 High Technology, Inc.
 Instrumentation Laboratory
 Mayo Medical Laboratory
 Meditech
 Micro Video Instrumentation
 Millipore
 MRT Laboratories, Inc.
 Nova Biomedical
 Olympus America
 Orchard Software
 Ortho Clinical Diagnostics
 Pharmacia
 Portex
 Psyche
 Quest Diagnostics, Inc.
 Radiometer
 RDL Reference Laboratory
 Roche Diagnostic Corp.
 Specialty Laboratories
 Swisslog Translogic
 Sysmex
 Telecor
 Terumo Medical Corporation
 Thermo
 Time Med Labeling Systems, Inc
 Tripath
 TOSOH

2005

Abbott Laboratories, Inc.
 ABAXIS
 ALPCO Diagnostics
 Advanced Instruments
 Atlas Medical Software
 Bayer Diagnostics
 Becton Dickinson
 Beckman Coulter
 Biosite
 Capralogics
 Cohesive Technology
 CYTYC
 Dade Behring
 DiagnosisONE
 Diagnostic Products
 Corporation
 Diagnostica Stago Inc.
 Electronic Imaging Materials
 Eppendorf
 Esoteric
 Fisher
 GeneOhm Sciences
 Global Focus Marketing &
 Dist.
 Greiner
 Hamilton
 Harvard Computing Group
 Higgins Office Products
 High Technology, Inc.
 Horiba ABX
 Hydro Service & Supply
 Instrumentation Laboratory
 IRIS
 Mayo Medical Laboratory
 Meditech
 Millipore
 MRT Laboratories, Inc.
 Nova Biomedical
 Orchard Software
 Ortho Clinical Diagnostics
 Psyche
 Quest Diagnostics, Inc.
 Radiometer
 Roche Diagnostic Corp.
 RNA Medical
 Sageful Corp.
 Soft Tech Health
 Specialty Laboratories
 Time Med Labeling Systems,
 Inc
 Tripath
 UMASS Memorial Reference
 Lab
 WEB MD
 Workplace Systems

2006

Abbott Laboratories, Inc.
 ABAXIS
 Advanced Instruments
 Artel
 ARUP
 BBI Diagnostics
 Bayer Diagnostics
 Becton Dickinson
 Beckman Coulter
 Biosite
 Cambridge Biomedical
 CYTYC
 Dade Behring
 Diagnostic Products Corporation
 Electronic Imaging Materials
 Fisher
 Global Focus Marketing & Dist.
 High Technology, Inc.
 Horiba ABX
 Instrumentation Laboratory
 Lifescan
 Lighthouse Staffing
 Mayo Medical Laboratory
 Meditech
 Micro Video Instrumentation
 Millipore
 Mindray
 MRT Laboratories, Inc.
 Nova Biomedical
 Optical analysis
 Orchard Software
 Ortho Clinical Diagnostics
 Psyche
 Quest Diagnostics, Inc.
 Radiometer
 Rainbow Scientific
 Response Biomedical
 Roche Diagnostic Corp.
 Soft Tech Health
 Specialty Laboratories
 Stanbio
 Swisslog
 Sysmex
 Time Med Labeling Systems, Inc
 TOSOH
 Trinity
 UMASS Memorial Reference Lab
 Waters

2007

Abbott Diabetes Care
 Abbott Diagnostics
 Abbott POC
 Advanced Instruments
 Advanced Microscopy Group
 Applied Biosystems
 Artel
 ARUP
 Becton Dickinson
 Beckman Coulter
 Biosite
 Centerchem
 Central Phlebotomy Services
 CYTYC
 Dade Behring
 Diagnostics Chemicals Limited
 Dynamex
 Eastern Connection
 Electronic Imaging Materials
 Emdeon Business Services
 Fisher
 Global Focus Marketing & Dist.
 High Technology, Inc.
 Horiba ABX
 Instrumentation Laboratory
 LabCorp
 LifeScan
 Lighthouse Staffing
 Mayo Medical Laboratory
 Medifleet
 Meditech
 Mercedes Medical
 Micro Video Instrumentation
 Millipore
 Mindray
 MRT Laboratories, Inc.
 Nanogen
 NeTLIMS
 Nova Biomedical
 Optical Analysis
 Orchard Software
 Ortho Clinical Diagnostics
 Psyche
 Quest Diagnostics, Inc.
 Radiometer
 Response Biomedical
 Roche Diagnostic Corp.
 Sarstedt
 Siemens Medical Solutions Diag.
 Specialty Laboratories
 STAT Medical Devices
 Telcor
 Time Med Labeling Systems, Inc
 TOSOH
 UMASS Memorial Reference Lab

Visit www.nerce.org/pastexhibitors.htm for complete listing of all exhibitors over the past 10 years!