

# ***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

**23<sup>rd</sup> Annual Northeast Region  
Conference and Exhibition**

**April 14th and 15th, 2009**

**Holiday Inn, Boxboro, MA**



**LABORATORY STARS  
2009**

## 2009: THE NORTHEAST REGION CONFERENCE & EXHIBITION VENDOR PACKET

Dear Exhibitor:

Welcome to the 2009 Northeast Region Conference and Exhibition. The New England Chapters of CLMA, AACC, and CLAS cordially invite you to participate in their 23<sup>Rd</sup> consecutive spring conference held in central New England! The meeting will take place at the Holiday Inn, Boxboro Woods, Boxboro, MA on Tuesday, April 14<sup>th</sup> and Wednesday, April 15<sup>th</sup>, 2009. Monday, April 13<sup>th</sup> 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 2,500 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 \$1,000 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 Christian Ford  
Northeast Region Conference and Exhibition Vendor Committee

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

- Twenty three 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 2,500 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, 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 and a half-page advertisement is \$125. Advertisements need to be approved by the vendor committee for submission.
- Any vendor who sponsors an event(s) totaling \$1,000 or more will have their logo placed on the front cover of the brochure in *bronze*.
- Any vendor who sponsors an event(s) totaling \$1,500 or more will have their logo placed on the front cover of the brochure in *silver*.
- Any vendor who sponsors an event(s) totaling \$2,000 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 14<sup>th</sup> 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](mailto:Donna.S.Richards@Lahey.org) or call 781-774-8210 for more information and/or to reserve a meeting room.

**2009**  
**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
<b>Booth Details:</b>			
One booth is 10 feet wide x 8 feet deep	\$650 x		_____
Each booth includes two lunch tickets	\$0 x	2	_____
Additional lunch tickets can be purchased for	\$30 x		_____
<b>Section Total</b>			_____

**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 = \$1,000 Qualifies you as a Bronze Sponsor  
= \$1,500 Qualifies you as a Silver Sponsor  
= \$2,000 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	_____
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**Speaker(s)**

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

**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](mailto:Donna.S.Richards@Lahey.org)

*Register before December 31, 2008 to guarantee listing in our program.*

<b>Total Payment</b>	<b>Booth Total</b>	\$ _____
	<b>Sponsor Total</b>	\$ _____
	<b>Advertisement</b>	\$ _____
	<b>GRAND TOTAL</b>	\$ _____

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**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: (804) 365-7008

FAX: (781) 890-6746

EMAIL: [gstutman@bostonbiomed.com](mailto:gstutman@bostonbiomed.com)

**OR**

Northeast Regional Conference and Exhibition

C/O

Christian Ford

Boston Biomedical Consultants, Inc.

1000 Winter St., Suite 1300

Waltham, MA 02451

PHONE: (781) 890-5060

FAX: (781) 890-6746

EMAIL: [cford@bostonbiomed.com](mailto:cford@bostonbiomed.com)

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

Greg Stutman, Donna Richards, and Christian Ford  
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	<b>\$90.00</b>	
	Single Phase-60 Amp.	\$90.00	<b>\$115.00</b>	
	Single Phase-100 Amp.	\$100.00	<b>\$125.00</b>	

**HIGH SPEED INTERNET ACCESS**

				Total
	Day 1 Access Line per terminal	\$200.00	<b>\$225.00</b>	<b>Total</b>
	Additional Days per terminal	\$75.00	<b>\$100.00</b>	<b>Total</b>

**TELEPHONE/DATA LINE**

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

**PAYMENT PROCEDURES**

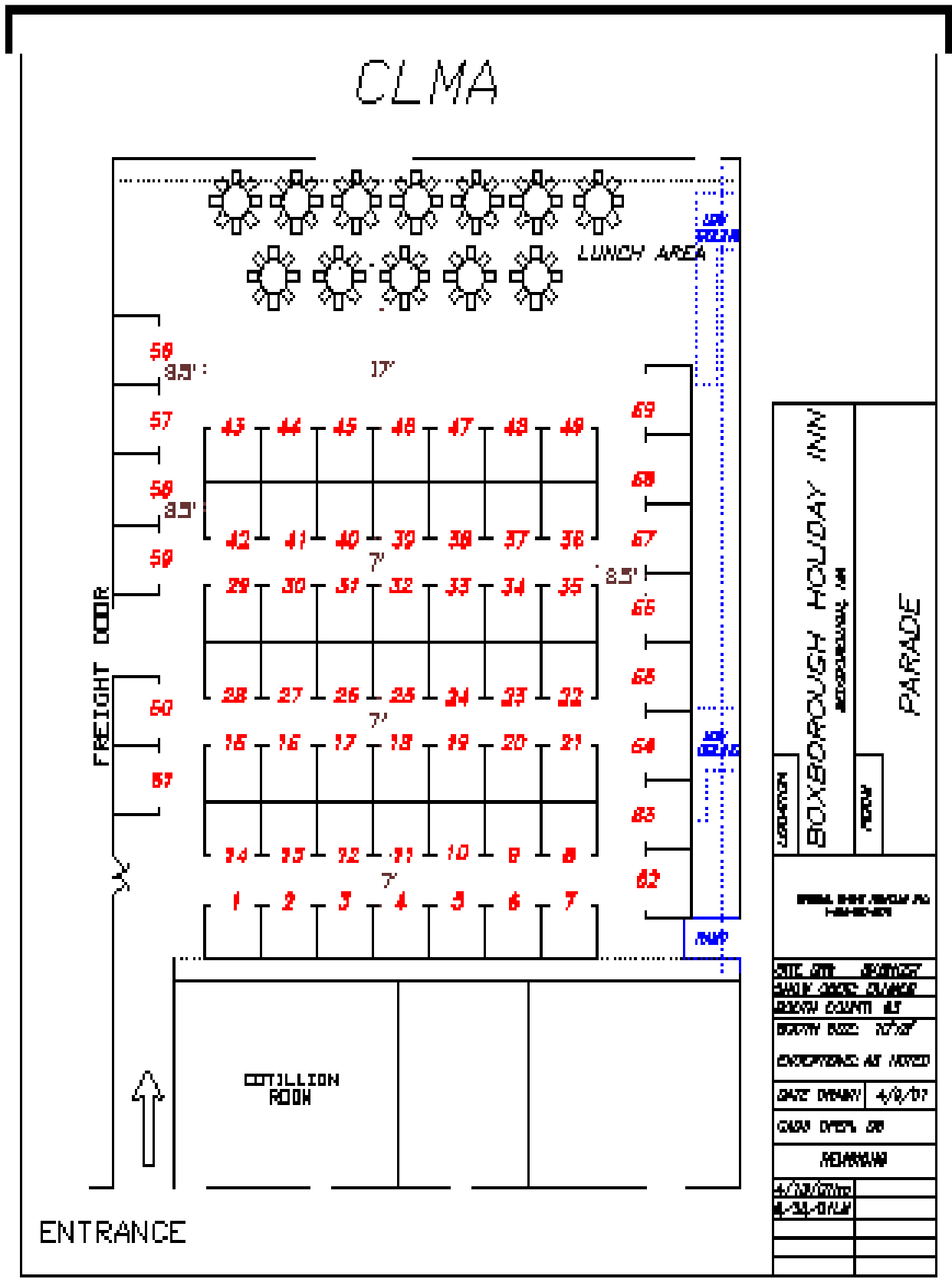
Credit Card type: Card Holder Name: Card# Exp. Date:      Security Code:	Credit Card Authorization Form Yes ___ No___	<b>Grand Total</b>
		Check Amount Enclosed:

**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.

**2009: NORTHEAST REGION CONFERENCE & EXHIBITION  
EXHIBITOR FLOOR PLAN**



LOCATION		BOXBOROUGH HOLIDAY INN BOXBOROUGH, MA	
FLOOR		PARADE	
PHONE: 508-862-2600 FAX: 508-862-2601			
SITE CITY		BOXBOROUGH	
SINGLE CODE NUMBER		10000	
BOOTH COUNT		49	
BOOTH SIZE		10'x10'	
EXHIBITORS: AS NOTED			
DATE DRAWN	4/8/09		
DRAWN BY: JG			
REVISIONS			
4/23/09	JG		
4/23/09	JG		

## VENDOR INFORMATION

Welcome to the 2009 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 13, 2009	12:00 PM - 6:00 PM (Set up)
Tuesday	April 14, 2009	9:00 AM - 5:00 PM (Coffee served in exhibition hall during registration)
Wednesday	April 15, 2009	9:00 AM - 2:00 PM (Coffee served in exhibition hall during registration)

### Booth:

Each booth registration (\$650) 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 13, 2009. All deliveries to the Holiday Inn Boxborough Woods are at street level. Breakdown of booths is after 2:00PM on April 15, 2009. 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

242 Adams Place

Boxborough, MA 01719

Telephone (978) 263 8701 Contact: Special Events

Fax (978) 266 9429

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 \$TBD

Double \$TBD

### 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](http://www.nerce.org/pastexhibitors.htm) for complete listing of all exhibitors over the past 10 years!