



**AAHKS**

AMERICAN ASSOCIATION OF  
HIP AND KNEE SURGEONS

**30**

ANNIVERSARY



NOVEMBER 5-8, 2020

# AAHKS

## ANNUAL MEETING

PEER REVIEWED. PEERLESS INSIGHTS.

EXHIBITOR PROSPECTUS

NOVEMBER 5-8, 2020

DALLAS, TEXAS

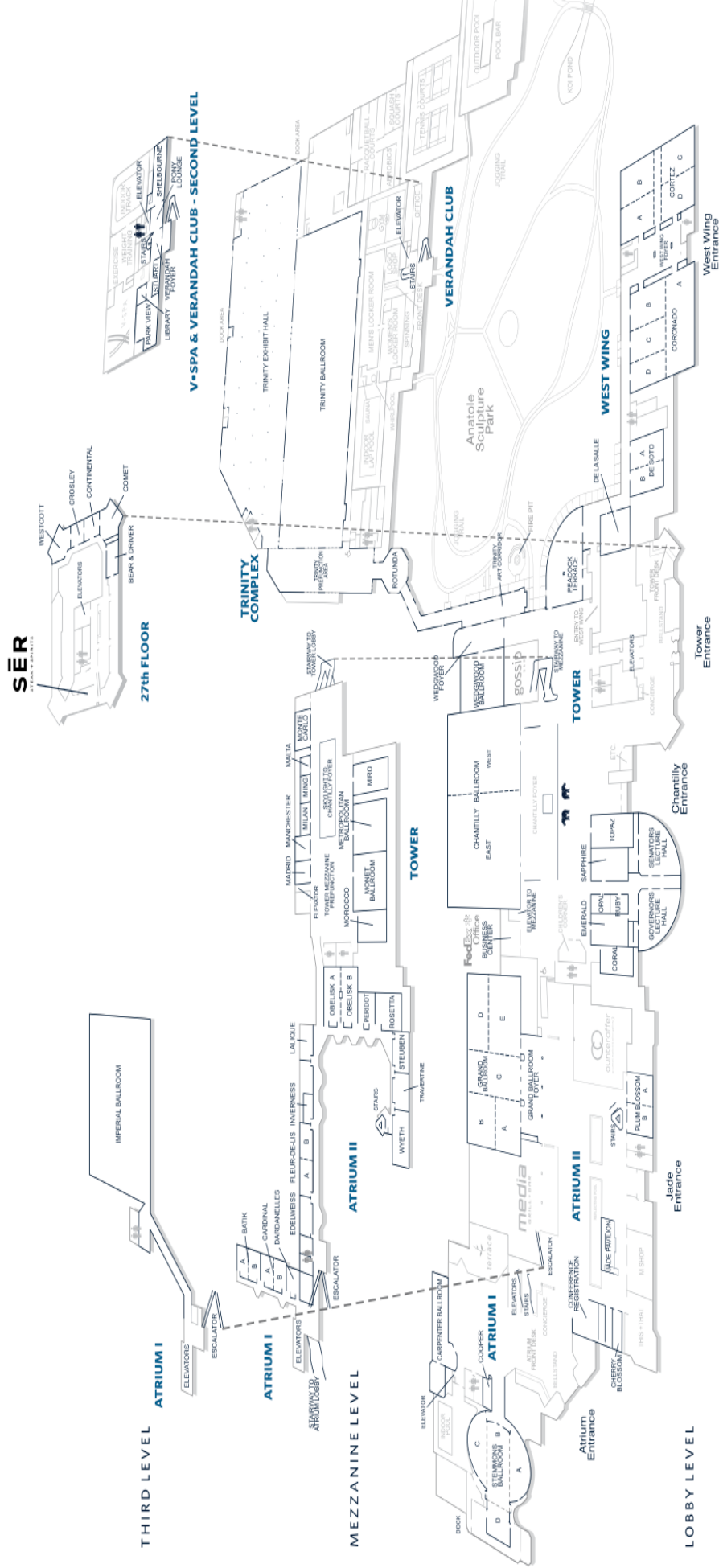


NOVEMBER 5-8, 2020

# AAHKS ANNUAL MEETING

PEER REVIEWED. PEERLESS INSIGHTS.

## Hilton Anatole Floor Plan





**Visit [www.AAHKS.org/Meeting](http://www.AAHKS.org/Meeting) for:**

- Learning Center/Exhibit Hall floor plan
- Exhibitor registration
- Branding opportunities
- Industry Symposia guide and application

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The American Association of Hip and Knee Surgeons (AAHKS) invites you to the 2020 AAHKS Annual Meeting at the Hilton Anatole in Dallas, Texas, USA on November 5-8, 2020. Join more than 2,000 surgeons, fellows, residents and other health professionals who are active in the field of primary and revision total joint arthroplasty. The Annual Meeting features innovative concepts and the latest advances in hip and knee arthroplasty. The AAHKS Annual Meeting offers:

- A focused target market of joint replacement surgeons
- An efficient weekend schedule
- Seven hours of exhibit time on Friday featuring breaks, lunch and reception
- A focused schedule for the Learning Center/Exhibit Hall on Saturday featuring breaks, lunch and reception
- Cost-effective exhibitor fees

Exhibitors tell us each year that the Learning Center/Exhibit Hall at the AAHKS Annual Meeting gives them the best opportunity for interaction with hip and knee surgeons. To secure exhibit space, limited sponsorship opportunities and on-site branding or advertising, please contact Jeff Mitchell, Director of Marketing and Corporate Relations at [jmitchell@aaahks.org](mailto:jmitchell@aaahks.org) or 847-430-5072.



AAHKS represents over 4,000 surgeons and clinical and non-clinical professionals who practice primary and revision total joint arthroplasty. More than 2,000 of these hip and knee professionals attend the AAHKS Annual Meeting each year to take part in the intensive learning sessions and collegial environment over four days. Exhibitors play an important role in the meeting with several opportunities to interact with attendees as well as to represent their companies in the Learning Center/Exhibit Hall and at sponsored activities during the Meeting.

## Benefits of Sponsoring

- **Pre-Event Acknowledgment**
  - Recognition and thank you in Preliminary Program mailed to all members prior to the Annual Meeting
  - Acknowledgment on AAHKS Website
- **On-Site acknowledgment**
  - Recognition on signage at the sponsored event
  - Recognition in the Final Program given to all attendees

## Sponsored Meals and Refreshments

Meals and refreshment breaks are held in the Exhibit Hall/ Learning Center and facilitate interaction with attendees. Your company's name will be prominently displayed on site, in promotional materials and on the AAHKS Annual Meeting website.

### Friday Reception \$8,000

**Friday, November 6**

Learning Center/Exhibit Hall – following General Session

**Logo placement:** Signage

### Saturday Reception \$8,000

**Saturday, November 7**

Learning Center/Exhibit Hall – following General Session

**Logo placement:** Signage

### Attendee Lunche (two available) \$3,000

**Friday and Saturday, November 6 and 7**

### Attendee Breakfasts (three available) \$2,000

**Friday, Saturday and Sunday, November 6, 7 and 8**

Learning Center/Exhibit Hall – prior to the start of General Session

**Logo placement:** Signage

### Refreshment Breaks (two available) \$1,500 per break

**Two on Saturday, November 7**

Learning Center/Exhibit Hall – during General Session breaks

**Logo placement:** Signage, accessories

# Sponsored Events and Programs

## Poster Lounge Sponsorships \$5,000 (two available)

The Annual Meeting includes a display of 350 scientific posters that are viewed and studied by meeting attendees. Your company will be prominently displayed in the poster exhibition area.

## Charging Station \$5,000 (two available)

The Charging Station provides a station for meeting attendees to charge their mobile devices and is customized with your company's name and logo.

## Ask the Experts (five available) \$4,000

These case-review sessions are moderated by notable faculty, and are the most popular event at the Annual Meeting. Your company will be the sole sponsor in one of the "Ask the Experts" sessions. Acknowledgment of your support will be included in promotional materials and on signage at the sponsored event.

## Hilton Anatole Hotel Key Cards \$12,000

Hotel guest room key cards feature your company logo, info and booth number with your own design. Pre-approval of design is required.



# Print Advertising Opportunities

## Preliminary Program Ads

Feature your ad in the full-color program mailed to AAHKS members with meeting registration information. Pre-approval is required; deadlines apply.

Full Page, inside covers.....	\$5,000
Full Page, inside pages.....	\$4,000
Half Page, inside pages.....	\$3,000
Quarter Page.....	\$2,000

## Exhibitor Directory Ads

Feature your ad in the full-color directory given to all meeting attendees as a guide to the Learning Center/ Exhibit Hall. Pre-approval is required; deadlines apply.

Full Page, inside covers, outside back cover.....	\$5,000
Full Page, inside pages.....	\$4,000
Half Page, inside pages.....	\$3,000
Quarter Page, inside pages.....	\$2,000

## AAHKS Update Ads

Feature your ad in the full-color membership publication mailed to over 4,000 members three times a year. Pre-approval required; deadlines apply. Limited to one size, vertical.

Third Page ad, inside.....	\$2,000
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## Room Drop

Draw meeting attendees to your exhibit booth by dropping promotional materials in guest rooms at the Hilton Anatole. Pre-approval is required; deadlines apply.

Per drop.....	\$6,000
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## Meeting Packet Insert

Include a company ad in the packet given to all attendees in the meeting materials bag. Pre-approval is required; deadlines apply.

Per insert.....	\$5,000
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# Benfits of Exhibiting

In addition to the opportunity to engage with over 2,000 surgeons, fellows, residents and other health professionals, exhibitors receive exclusive benefits prior to the Annual Meeting, as well as on-site.

## PRE-EVENT

- Company listing on AAHKS website
- List of pre-registered attendees (includes name, credentials, and title)
- Opportunity to participate as a Corporate Partner through additional engagement

## ON-SITE

- Company or product description in the printed Exhibitor Directory given to all attendees
- Access to the General Session
- Opportunity for representatives to participate in complimentary meals and refreshments

## LEARNING OBJECTIVES

- Exhibitors are expected to submit up to three to promote data and publication-based education
- Create interaction with booth visitors
- Featured in the Exhibitor Directory and in booth

# Exhibit Packages

Exhibit space is sold on a first-come, first-served basis. There is limited space available to preserve the integrity of the Meeting and to maximize exhibitors' exposure. Exhibits will be located in a high-traffic area where attendees gather. AAHKS has the right to alter the floor plan at any time. To view the floor plan and reserve your space, visit [www.AAHKS.org/Meeting](http://www.AAHKS.org/Meeting).

## ALL EXHIBITING COMPANIES RECEIVE:

- Blue back and wing drape
- One 6' skirted table, two side chairs and waste basket
- 7" x 44" Exhibitor identification sign
- Copies of the Final Program
- Pre-Registered Attendee List (includes name, credentials, title)
- Listing on AAHKS website and Exhibitor Directory

	Badges Included	Price
20' x 40'	20	\$60,000
20' x 30'	14	\$42,500
20' x 20'	10	\$30,000
10' x 30'	8	\$19,500
10' x 20'	6	\$13,000
10' x 10'	3	\$6,500

# Exhibitor Move In

## Exhibitors with 20' x 20' Booths and Larger

November 4 10:00 a.m. – 5:00 p.m.

## Exhibitors with 20' x 20' Booths and Smaller

November 5 10:00 a.m. – 5:00 p.m.

All booths must be fully installed by 5:00 p.m.

## LEARNING CENTER/EXHIBIT HALL LOCATION AND HOURS

Exhibits will be located in the **Trinity Exhibit Hall at the Hilton Anatole**. Exhibitors must have at least one representative in the booth during exhibit hours. While the General Session is in progress on Friday and the Learning Center/Exhibit Hall is closed, representatives are welcome to attend the General Session. Times are subject to change. For the most current schedule, visit [www.AAHKS.org/Meeting](http://www.AAHKS.org/Meeting).

## Friday, November 6

6:00 a.m. – 2:55 p.m.	Learning Center/Exhibit Hall open
11:00 a.m. – 1:00 p.m.	Lunch break held in Learning Center/Exhibit Hall
6:30 a.m. – 8:00 p.m.	Reception held in Learning Center/Exhibit Hall

## Saturday, November 7

6:00 a.m. – 6:00 p.m.	Learning Center/Exhibit Hall open all day with Breakfast, Lunch, and Breaks
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## CONSTRUCTION OF EXHIBITS

Booths sized 20' x 20' or larger are permitted a height of 14'. All other booths are permitted a height of 8'. Exhibitors or agents acting in their stead may not attach any item to any stationary wall, floor, window, or ceiling with screws, nails, staples, tape or any other substance. No item may be posted, nailed, screwed or otherwise attached to columns, floors, furniture or other areas.

## DISMANTLING EXHIBITS

No exhibitors will be allowed to dismantle or pack or remove any part of their exhibits until after the close of the Learning Center/Exhibit Hall on Saturday.

# Convention Services and Booth Policies

### Freeman

**5130 Cash Rd, Dallas Texas 75248**

**214-634-1463**

Freeman will provide receiving, handling and shipping upon request of written authority. All shipments must be directed through Freeman. Tabletop furnishings, janitorial, drayage services, additional equipment, labor and storage are available from Freeman. Advance warehouse freight can be sent to Freeman's warehouse in early October with no additional storage charges. To receive the discounted rate for additional equipment or services, orders must be placed by October 10. The Freeman exhibitor kit is posted [www.AAHKS.org/Meeting](http://www.AAHKS.org/Meeting).

## ELIGIBILITY

AAHKS determines eligibility of any company or products for the Learning Center/Exhibit Hall. AAHKS may forbid installations or request removal at its discretion at any time of any exhibit or promotion that is not in keeping with the AAHKS mission.

## BOOTH APPLICATION AND PAYMENT

Exhibit space will be assigned on a first-come, first-served basis upon receipt of exhibit applications and full payment to AAHKS. Visit [www.AAHKS.org/Meeting](http://www.AAHKS.org/Meeting) to select, apply for

and purchase booth space. The subletting of space is not permitted.

## EXHIBITOR BADGES

All representatives of exhibiting companies must register and wear exhibitor badges to enter the Learning Center/Exhibit Hall and General Session. Company badges will not be accepted in lieu of official badges. False certification of individuals as exhibitor's representatives, misuse of exhibitor's badges or any other method used to assist unregistered persons to gain admission to the Learning Center/Exhibit Hall or General Session will be cause for expelling the violator from the Learning Center/Exhibit Hall, or for removing a violator's exhibit from the floor without obligations on the part of AAHKS.

On-site fees apply to exhibitor representative badge requests received after October 22, 2020. Exhibitors may purchase additional badges over the allotted amount included with the booth fee for \$500 each. All badges will be available for pickup at the Exhibitor Registration Desk. Exhibitor representative cancellations or changes must be received in writing before October 30, 2020. AAHKS will charge a \$100 processing fee for all cancellations. No refunds will be issued after **October 30, 2020**.

## NOVELTY GIFTS AT BOOTHS

- Subject to compliance with AAHKS, AdvaMed, ACCME and AMA guidelines, companies wishing to "give away" novelty gifts, which are practice-related in nature, may be permitted to do so with prior approval of AAHKS.
- Distribution of promotional gummed stickers or labels are prohibited.
- Under no circumstances can any promotional material be allowed in lobby areas. Prize contests, drawings, raffles or lotteries of any description, held at any time or places within the auspices of the Annual Meeting are expressly prohibited.
- Non-AAHKS Meeting activities may only be promoted within the confines of the exhibitor space or in public areas of the hotel.
- AAHKS may forbid or request removal of any "giveaway" at its discretion.

## CANCELLATION POLICY

Cancellations must be received in writing before June 1, 2020 and are subject to a 50% cancellation fee.

**After June 1, NO REFUNDS will be made.**

# AAHKS Annual Meeting Policies

## COMPANY-SPONSORED EVENTS

Exhibitors are prohibited from conducting or sponsoring non-AAHKS approved events directed at Annual Meeting attendees over the official dates of the Annual Meeting and **within 50 miles of the Hilton Anatole Hotel**. Even where an exhibitor seeks to conduct or sponsor an event outside of this 50-mile radius, if the event is directed at Annual Meeting attendees, the exhibitor is still **required to submit a written request to conduct or sponsor the event** to ensure that it does not conflict with the Annual Meeting General Session, educational programs, and social functions. Failing to submit a request for consideration will lead to penalties to be determined by AAHKS. Failure to comply may result in revocation of exhibiting privileges.

## COMPANY STAFF MEETINGS

AAHKS does not charge a fee for meeting space within our block that is intended for company personnel meetings (i.e. sales recaps or any meeting not involving Annual Meeting attendees). These meetings must be strictly for the employees and/or representatives of the company. **AAHKS requires written request to hold such staff meetings.**

## SOLICITATION AND MARKETING

Exhibitors are prohibited from contacting Annual Meeting registrants via email unless they have received prior permission from the recipients approving solicitations/sales messages in this manner. Exhibitor representatives are expected to present themselves professionally at all times and to respect the sales activities of their competitors on the show floor. Any violations or improper behavior should be reported immediately to AAHKS staff. To ensure that the educational program remains bona fide, inappropriate marketing activities by exhibitors are prohibited. In accordance with ACCME standards, exhibitors are not permitted to engage in sales or promotional activities

while in the General Session or to display or distribute promotional materials before, during, or after the event, except for in designated exhibitor areas. Please refer to the ACCME Standards for Commercial Support of Continuing Medical Education at [www.accme.org](http://www.accme.org).

# Terms and Conditions

## INDEMNITY

The exhibitor agrees to indemnify and hold AAHKS, its official contractors, and the Hilton Anatole Hotel, and their respective employees, representatives, agents, and successors, and assigns harmless against any and all third party damages, claims, judgments, losses, costs and expenses (including attorneys' fees) that may at any time be incurred, suffered, sustained by or imposed upon AAHKS and/or the Hilton Anatole Hotel or their respective employees, representatives, agents, and successors, or assigns to the extent that they are directly related to exhibitor's negligence or willful misconduct. This indemnification and hold harmless agreement includes, but is not limited to, any and all third party claims, damages, losses or expenses attributable to personal or bodily injury, sickness, disease or death, or to injury to or destruction of tangible property, including the loss of such property.

## FDA COMPLIANCE

All products which are not FDA approved for a particular use in humans or which are not commercially available in the US will be permitted to be exhibited only when accompanied by the appropriate signs that indicate the device's FDA clearance status, with the following wording:

- This device/drug is not cleared by the FDA for distribution in the United States.
- This device/drug is intended to be used in the United States as described in the product's labeling.

Signs must be visible and placed near the devices or drug, and on any graphics depicting the device or drug. Exhibitors are cautioned about the FDA's prohibition of promoting devices or drugs that are cleared for marketing for unapproved uses and are solely responsible for complying with related FDA rules and regulations.

Requests for information and guidance can be obtained at [www.fda.gov](http://www.fda.gov) or directed to:

Office of Device Evaluation/CDRH/FDA, Program Operations Staff, WO66-1640, 10903 New Hampshire Avenue, Silver Spring, MD 20993-0002, 800-638-2041 and the FDA Division of Drug Marketing (CDER), 10001 New Hampshire Ave. Hillandale Building, 4th Floor Silver Spring, MD 20993, 888-463-6332.

## Meeting Location and Hotel Reservations

### Meeting Headquarters

#### Hilton Anatole

2201 N. Stemmons Freeway  
Dallas, TX, 75207 USA  
214-748-1200

### EXHIBITOR ROOM BLOCKS

All contracted exhibit companies will receive a link via email to make hotel reservations in the Exhibitor room block at hotels near the Hilton Anatole. AAHKS reserves the right to cancel any hotel reservation made within AAHKS room blocks at Annual Meeting hotels by Exhibitor representatives and individuals not registered for the AAHKS Annual Meeting.

## AAHKS Contact

#### Jeff Mitchell

Director of Marketing and Corporate Relations

[jmitchell@aahks.org](mailto:jmitchell@aahks.org)

847-430-5072



## 2020 CALENDAR CHECKLIST

March	Sponsorships ordered
June 1	No refunds this date and after
August 1	Company product, service descriptions and company logos received after this date will not be included in printed promotional materials.
October 3 - 26	Advanced freight sent to Freeman to receive discount
October 17	Exhibitor representatives registered
October 26	No freight discount this date and after
November 9	No freight accepted this date and after



# AAHKS 2020 Rate Card

These are the advertising rates, specifications and deadlines for placement in AAHKS publications in 2020.

## The 2020 AAHKS Annual Meeting

### PRELIMINARY PROGRAM AND EXHIBITOR DIRECTORY

Covers	Trim Size 8.5" x 11"
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Back	\$5,000
Inside front	\$5,000
Inside back	\$5,000

Inside Pages	Trim Size 8.5" x 11"
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Full page	\$4,000
Half page	\$3,000
Quarter page	\$2,000

### AAHKS UPDATE MEMBER NEWSLETTER

Mailed to AAHKS members three times a year

Inside Pages	Trim Size 8.5" x 11"
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Vertical sidebar 2.8125" x 11"	\$2,000
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### NEWSLETTER AD DEADLINES

• Member Resource Guide	March 13, 2020
• Annual Meeting Preview	June 12, 2020
• Annual Meeting Recap and Year in Review	November 27, 2020

### Website Ads Available Only to AAHKS Corporate Partners

The AAHKS website averages 50,000 sessions per month.
<b>Banner</b> 728 W x 90 H pixels

### JOURNAL RATE CARDS

The *Journal of Arthroplasty* is published by Elsevier and is the official journal of AAHKS. Visit [www.ArthroplastyJournal.org](http://www.ArthroplastyJournal.org) for rates and specifications.

*Arthroplasty Today* is published by Elsevier on behalf of AAHKS. Visit [www.ArthroplastyToday.org](http://www.ArthroplastyToday.org) for rates and specifications.

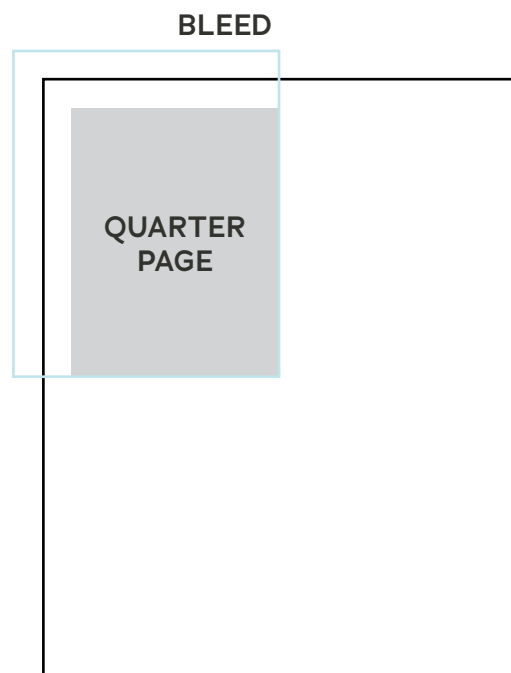
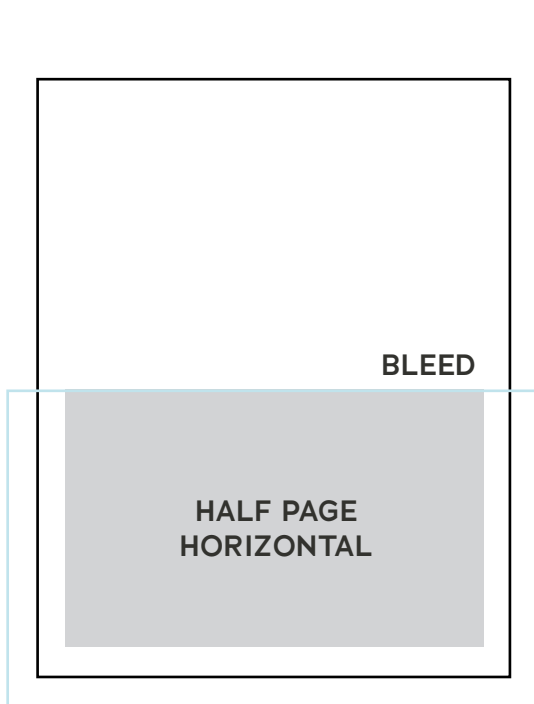
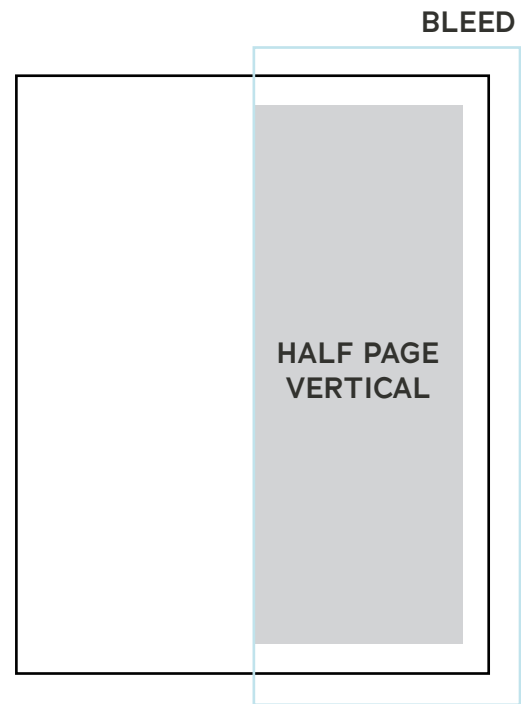
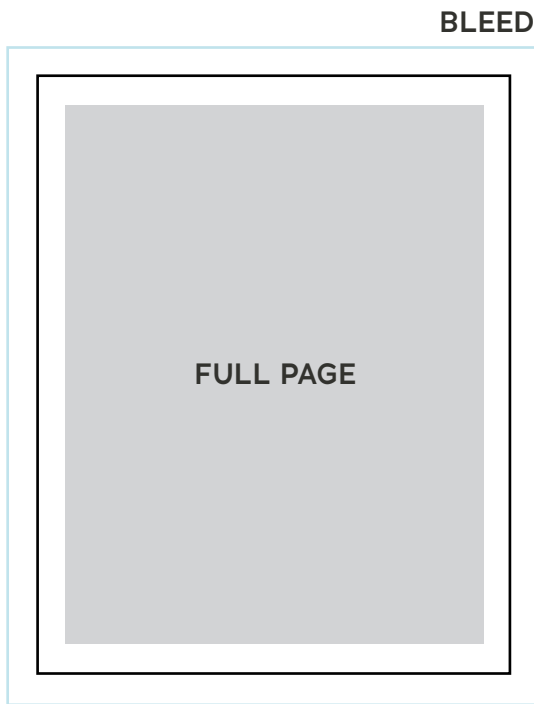
### SUBMISSION AND CONTACT

Please submit print ready, high-resolution (300 dpi, CMYK) PDF files to Jeff Mitchell at [jmitchell@aaahks.org](mailto:jmitchell@aaahks.org).

### PAYMENT

Ad placement is not secure until payment is received. Please make checks payable to AAHKS, and mail to 9400 W. Higgins Rd., Suite 230, Rosemont, IL 60018-4976.





AD SIZE	NON BLEED	TRIM + 0.125"	BLEED
Full Page	8" x 10.5"	8.5" x 11"	8.75" x 11.25"
Half Page Horizontal	8" x 5"	8.5" x 5.5"	8.75" x 5.75"
Half Page Vertical	4" x 10.5"	4.5" x 11"	4.5" x 11.25"
Quarter Page	3.75" x 5"		

Publication Trim Size: 8.5" x 11"



NOVEMBER 5-8, 2020

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PEER REVIEWED. PEERLESS INSIGHTS.

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- Exhibitor registration
- Branding opportunities
- Industry Symposia guide and application

## Save the Date

2021 AAHKS ANNUAL MEETING

November 11-14, 2021

Hilton Anatole

Dallas, Texas, USA

## Visit

[www.AAHKS.org/Meeting](http://www.AAHKS.org/Meeting)

## Contact

Jeff Mitchell

Director of Marketing and Corporate Relations  
American Association of Hip and Knee Surgeons

9400 W. Higgins Rd., Suite 230

Rosemont, IL 60018

847-430-5072

[jmitchell@aaahks.org](mailto:jmitchell@aaahks.org)

