

EMS Update

March 21, 22, 23 2024

Exhibitor and Sponsor Information

*Pennsylvania's
Largest EMS
Gathering*



VAIL RESORTS
EXPERIENCE OF A LIFETIME

Exhibitor Set-up: March 21, 2024

Show Dates are March 21 and 22, 2024

Open Show Hours

Thursday March 21 5:15pm—6:45pm (reception)

Friday March 22 9:30am—4:00pm

No show hours on Saturday

Join us at EMS Update 2024, Pennsylvania's largest EMS Gathering—March 21 and 22 at The Vail Corporation's Seven Springs Mountain Resort. Our 37th educational conference and exhibition attracts over 1000 EMS and public safety professionals from Pennsylvania and other mid-Atlantic states.

Attendees include emergency and trauma physicians, nurses, paramedics, AEMTs, EMTs, first responders, ambulance service managers and owners, firefighters, police officers, EMS educators, dispatchers, rescue, medical flight staff, health extenders, and haz-mat personnel.

Exhibitor space is limited and sold on a first-come availability basis.

Exposition Schedule

Wednesday, March 20, 2024

Select Move-In Availability 3:00pm—5:30pm

Thursday, March 21, 2024

Move-In—9:00am to 5:00pm

Exhibits Open NEW SHOW
5:15pm—6:45pm HOURS FOR 24!

Friday, March 22, 2024

Exhibits Open
 9:30am to 4:00pm

NO SHOW HOURS SATURDAY

FRIDAY CLASS SCHEDULE

8:00am—9:30am Keynote Session (next to exhibit hall)

9:30am—10:15am NO CLASSES

12:00pm—1:15pm NO CLASSES

3:30pm—4:00pm NO CLASSES

All class sessions are located one floor beneath Exhibit Hall.

Please know that scammers will try to sell you a listing of EMS Update 2024 attendees. We do not sell lists of attendees. Legitimate emails will come from the emsupdate.com domain.

Exhibit Hall will remain open during the scheduled lunch break on Friday for 2024.

Exhibit Space Benefits

- ☐ Exhibitor passes to our fully-catered All You Can Eat Hot Lunch Buffet on Friday
NOTE: Lunch is NOT included for exhibitors on Thursday; Lunch is on your own!
- ☐ Admission to our Exhibitor Reception on Thursday evening
- ☐ Conference name badges (no charge for extra name badges pre-arrival)
- ☐ Professionally installed pipe and drape exhibition space
- ☐ 8' fabric backdrops/3' fabric siderails
- ☐ Six foot tables, covered and skirted, with chairs and waste receptacle
- ☐ Complimentary listing in conference program
- ☐ Complimentary listing on website (www.emsupdate.com), including a "hot link" to your website
- ☐ Professional in-building/on-site security Thursday overnight
- ☐ Easy self load-in
- ☐ Free parking
- ☐ On-site dedicated show exhibit manager
- ☐ Availability of contracted electrical power, internet, booth furniture (including tables), decorations and carpeting through either The Vail Corporation or General Expositions.



The Vail Corporation's Seven Springs Mountain Resort (www.7springs.com) allows exhibitors at EMS Update 2024 a unique opportunity to make contacts and market products and services to EMS and Public Safety professionals in a relaxed environment. Weather permitting, skiing, snowboarding, snow tubing, sleigh rides and snowshoe tours are available for purchase. Other activities (which may cost extra) at the resort include indoor swimming, arcades, bowling, indoor mini-golf, spa/massage, hot tubs and fitness equipment.

The resort is located off of the Pennsylvania turnpike and is an easy one hour drive east of Pittsburgh (use exit 91 off the PA Turnpike). The resort has shuttle service available from Pittsburgh International Airport.

Smoking is not permitted within the confines of the exhibit area at any time. There are designated smoking areas outside, not far from the exhibit area. Alcoholic beverages are not permitted on the show floor on Friday March 24.

EMS Update 2024 Hotel Rates

Single Occupancy Room Rate is \$159.00, per night
Double Occupancy Room Rate is \$180.00, per night

855-332-1601

Rates are per room per night and are subject to taxes. These hotel rates do include the full breakfast buffet (each night of your lodging) and use of the swimming pool. Children 17 years of age and younger stay complimentary in the same room with parents; children's breakfast will be additional cost.

Condos, cabins, townhouses and chalets may be available during your stay and are accessible via free shuttle service to and from the main lodge. These hotel rates MAY NOT apply to the condos, cabins and townhouses.

When making reservations, call **855-332-1601**, select option 2 and then 1 and use the group code of **B7SEMS24** to receive these rates. The deadline for hotel reservations at these discounted rates is February 18, 2024. The hotel fills quickly for the conference. Limited hotel room availability Friday night. Check-in time is after 4pm, and check-out time is before 11am. Early hotel check-in is not available. A surcharge may apply for late check-outs. Please visit their website for more details on the hotel.

Guest rooms feature a balcony or patio for hotel tower or traditional rooms. Flat screen TVs and complimentary wireless internet are available in each room.

**SEVEN SPRINGS IS A CASHLESS FACILITY SO
PLEASE BE PREPARED FOR YOUR VISIT!**

**You will need to bring a credit or debit card to
purchase items at the resort.**



Lay-out and Exhibit Prices

Booth space is allocated on a first-come, first-serve basis. Exhibitors who previously exhibited at EMS Update conferences receive priority attention.

Exhibitors should register by March 1, 2024 to receive favorable booth locations.

Our exhibit manager will contact you prior to the event to determine the number of complimentary 6 foot tables your exhibit requires. Other size tables may be purchased. Booth exhibitors requesting additional extra tables on Thursday and/or Friday of the conference at Seven Springs will be charged an additional \$35 per table.

Exhibit size	Exhibit price
8 x 10	\$ 775 (includes a new facility fee that the resort has introduced this year)

LIMITED NUMBER OF VEHICLE SPACES (3 TOTAL) - PRICE PER SPACE IS \$2100

6' tabletop display (no booth/just table) - FRIDAY ONLY—limited availability \$450

Professional carpeting for your booth is optional and available via pre-order. Carpeting is black in color and is an additional \$100 per 80 square feet. Carpeting cannot be ordered on site.

After your registration is received, you will be provided additional information on ordering electricity, internet, and/or phone services directly with the resort. You will also be given information on rental of 40" counter high tables, easels, etc.

VISIT WWW.EMSUPDATE.COM/EXHIBITOR24.HTML to view the exhibitor application & sponsorship opportunities.

Refund Policy

Our refund policy for those exhibitors who must cancel is:

Prior to 9am on March 4, 2024: registration fee/deposit minus \$25 service charge

After 9am March 4, 2024 no refund

Any exhibit, or part of exhibit, or any exhibitor who is not keeping with the character of the exhibition is prohibited. This reservation covers persons, things, conduct, signs, printed matter, souvenirs, catalogs, noisy exhibits, odor producing exhibits, exhibits displaying bad, lewd, immoral taste or of questionable nature or demoralizing tendency, and all matters which affect the character of the conference. We do have the granted right to remove from any exhibition space and from the building, with or without notice, any article or person or exhibitor which is not in keeping with the character of the exhibition.

Exhibitors are not permitted to utilize any public address system, loud speaker, bull horn or other sound amplifying devices, whether used for voice, music or other sounds.

Exhibitors must use discretion and show appropriate consideration for other vendors when conducting any type of special promotion in their assigned booth area. Exhibitors who unnecessarily or consistently disturb other vendors by drawing large numbers of attendees into a confined area of the Exhibit area will be asked to discontinue such promotions. Repeated offenses by a vendor may result in denial of participation in future years.

Exhibitors may not conduct any promotion or other activity which does not directly promote EMS.

Exhibitors must obtain PRIOR PERMISSION from EMS Update conference staff before hosting, sponsoring or undertaking any promotion, raffle, drawing, or event at Seven Springs Mountain Resort beyond simple display of wares or individual or small group presentations. Exhibitors conducting unapproved promotions will be asked to discontinue such promotions. Repeated offenses by an exhibitor may result in denial of participation in future years. **Booth promotions (giveaways) must be conducted when classes are NOT in session. See class schedule on page 2 for appropriate times.**

We reserve the right to take and use any pictures, video, or recordings of any part or whole exhibit and staff as promotional material for future events without compensation to those involved.

Special requests: Exhibitors requiring special requests such as menus, food items, beverage items, etc., must obtain these services directly thru Courtney Fisher in the sales office at The Vail Corporation's Seven Springs Mountain Resort. You must contract with the resort for these items; you cannot bring in any food or beverage items.

Favors, gifts, souvenirs or any other item to be given to attendees must be approved by conference management.

No materials are to be affixed to name badges.

General Expositions from Pottstown is our exhibitor service provider.

**Questions should be directed to Scott Crawford, Exhibit Manager
412-494-5575 or scott@emsupdate.com**

Exhibitor shall be fully responsible to pay for any and all damages to property owned by The Vail Corporation, including without limitation, its parent and subsidiary corporations, agents, employees, officers or directors and affiliates and insurance companies (the "Released Parties") which results from any act or omission of exhibitor. Exhibitor agrees to defend, indemnify and hold harmless the Released Parties from any damages or charges resulting from or arising from or out of the exhibitor's use of Resort and its property. Exhibitor's liability shall include all losses, costs, damages or expenses arising from or out of or by reason of any accident or bodily injury or other occurrences to any person or persons, including the exhibitor, its agents, employees, and business invitees which arise from or out of exhibitor's occupancy and/or use of the exhibition premises, the Resort or any part thereof. The exhibitor understands that Resort does not maintain insurance covering the exhibitor's property and that it is the sole responsibility of the exhibitor to obtain such insurance.

Additional Information

Direct Shipments:

Due to limitations on storage at the resort, advanced shipping exhibit materials will not be received prior to March 18, 2024. All materials being shipped must be clearly labeled and marked as follows:

HOLD FOR: EMS UPDATE 2024
Your company/contact person, c/o EMS CONFERENCE
Your arrival date
Seven Springs Mountain Resort
777 Waterwheel Drive
Seven Springs PA 15622-4007

Not all carriers ship overnight to the resort. Please note that due to the resort remote location, UPS, FedEx and DHL do not deliver until after 12pm (noon). FedEx Ground delivery is usually received between 9am and 10am. There is no Saturday delivery to this area. WREMS, General Expositions, The Vail Corporation's Seven Springs Mountain Resort, and their agents, servants and employees, are NOT responsible for lost, misplaced or damaged goods. If you need items shipped from the resort, it is your responsibility to make arrangements for pick-up.

All exhibits are indoors. Any exhibits outside of Exhibit Hall and Stag Pass are not considered official and will not receive any consideration.

Removal of all exhibition materials must be completed by 11AM on Sunday, March 24, 2024.

As a participating exhibitor, you can join us Thursday, March 21 from 5:15pm to 6:45pm as we present our Exhibitor reception in Seven Springs' Exhibit Hall.

Join hundreds of EMS providers as they visit with you and learn about your products and services in a relaxed atmosphere.

We will have food and beer stations set up throughout Exhibit Hall so everyone can mingle and talk to you.

Contact Scott if you are interested in sponsoring specialty food stations near your exhibit space.

Terms and Conditions

1. Definition—The words “EMS Update 2024” as used herein shall mean EMS Update 2024 Conference and Exhibition and all persons acting on behalf of WREMS in the management of the trade show.
2. Agreement—By purchasing exhibit space, each exhibitor, for itself and its employees and agents, agrees to abide by these terms and conditions and by any amendments or additions thereto that may hereafter be established or put into effect by WREMS in accordance with paragraph #3.
3. Amendments—Any and all matters or questions not specifically covered by these terms and conditions shall be subject solely to the decision of WREMS. The terms and conditions may be amended at any time by WREMS, provided that such amendments shall not operate to substantially diminish this contract, or to substantially increase the liability of the exhibitor. All amendments so made shall be equally binding on exhibitors with the foregoing terms and conditions.
4. Limitations of Liability: Indemnification—The exhibitor, for itself, its employees, agents, successors and assigns, and/or any other person or entity claiming by or through the exhibitor, hereby releases WREMS, The Vail Corporation and General Expositions and any of their respective employees or agents from any and all claims of every sort it may have against WREMS, General Expositions, and/or The Vail Corporation and any of their respective employees or agents based upon, arising out of, or in connection with exhibitor’s occupancy and use of the trade show premises or any action or inaction of any nature by WREMS, General Expositions and/or The Vail Corporation in connection with or related in any way to EMS Update 2024, including, but not limited to: loss, theft, damage, destruction, or delay or non-delivery of goods, display material and other effects; any injury to exhibitor, its employees, agents, representatives or guests while on trade show premises; any damage to exhibitor’s business by reason of failure to provide space for the exhibit or removal of exhibit; and failure to hold EMS Update 2024 as scheduled.
5. Exhibitor agrees to indemnify and hold forever harmless WREMS, General Expositions and/or The Vail Corporation from any and all damage, loss, liability, claim or expense of any kind (including legal fees) based upon, arising out of, or in conjunction with (1) the violation of any law or ordinance by the exhibitor, its employees, agents, representatives, guests or others holding or acting under or in conjunction with the exhibitor; (2) failure by exhibitor or any such persons to comply with all applicable terms and conditions contained in these rules, the Exhibitor Prospectus, or in any agreement between The Vail Corporation, WREMS regarding the trade show; and (3) exhibitor’s occupancy and use of The Vail Corporation or a part thereof.
6. All exhibit space is sold on a “First-In” basis. The earlier your deposit and registration is received by WREMS, the better your placement.
7. All fire, safety, health, and building regulations by The Vail Corporation must be strictly followed. Particular attention should be paid to the prohibition of flammable materials.
8. Fire Prevention Regulations—Gas and diesel powered vehicles that are to stay in the building during the event can contain no more than 10 gallons of gasoline/diesel. The battery must be disconnected and gas caps taped down. A representative of the vehicle/exhibitor must leave a method of 24 hour notification (telephone preferred).
9. Security—Exhibitors will be allowed into Exhibit Hall prior to show time only when accompanied by a conference staff member. Dedicated security service is provided beginning at 7:00pm on Thursday, March 21, 2022 until 8:00am Friday, March 22, 2024. This service shall exercise reasonable care for the protection of the exhibitor’s materials and display. Beyond this, the exhibitor understands and agrees that neither WREMS, General Expositions nor The Vail Corporation can or will be responsible for the safety of the exhibits, exhibitors or their employees; against robbery, burglary, theft, loss or damage to property by fire, water, or any other cause; nor be responsible for injury of any nature to anyone.
10. Damage to Property—Nothing shall be posted on, tacked, nailed, screwed or otherwise attached to columns, walls, floors, speakers or other parts of the building or furniture without prior approval of The Vail Corporation and EMS Update conference management. Also, no holes may be drilled, cored or punched in the building. Any costs incurred in protecting the building, equipment or furniture from damage will be at the expense of the exhibitor. Exhibitors are liable for any damage caused to the building, floors, walls, columns, standard exhibitor space equipment or to other exhibitor’s property. Exhibitors may not apply paint, lacquer, adhesive or any other coating to building floors, walls or to standard exhibitor space equipment.

11. Location of Exhibits—WREMS reserves the right to alter locations of exhibitors and/or vehicle spaces before, during and after initial set-up.
12. All freight and exhibit material must enter the building through designated areas.
13. Decorations—WREMS retains absolute discretion and authority in the placement, arrangement and appearance of all trade displays. No liability shall attach to WREMS for costs that an exhibitor may incur in complying with any such conference directives. All equipment, display, merchandise, public relations materials and signs must be kept in assigned exhibit space. Aisle space is reserved for WREMS usage.
14. Rejected Displays—WREMS reserves the right to reject, eject or prohibit any exhibit in whole or in part, or any exhibitor or his/her representatives. If an exhibit or exhibitor is ejected for violations of these terms and conditions or for any other stated or unstated reason, no return of fees shall be made.
15. Right to Privacy— This is an “open” trade show. No restrictions are made regarding exhibitors visiting displays on the trade show floor. Each exhibitor is expected to conduct themselves in a courteous manner and to respect the rights of fellow exhibitors.
16. Parking in the loading docks of Seven Springs Mountain Resort [The Vail Corporation] (including space immediately outside Winterberry, Exhibit Hall, and The Grand Ball Room), except for temporary unloading and loading, is prohibited and violators will be towed at their expense and risk.
17. **Exhibit Tear Down—Exhibitor Tear Down is not authorized to begin until 4:00pm, Friday, March 22, 2024. Exhibitors removing their display and/or vacating their assigned space prior to this date and time will lose preferred booth location(s) at future events.**
18. Exhibitors are responsible for the removal of all materials at the end of the show. Material left on the exhibit floor after 11:01am on Sunday March 24, 2024 will be considered trash and disposed of.
19. Any food and/or beverage product sold, distributed, handed-out, and/or left-out by exhibitors MUST be purchased or provided through Seven Springs Mountain Resort/The Vail Corporation.
20. All utilities must be approved by WREMS and ordered through The Vail Corporation. This includes water lines, additional lighting displays, etc. Loud music and/or booth entertainment is strictly prohibited in Exhibit Hall (including the “annex”) and all exhibit areas for EMS Update 2024.
21. Exhibitor may not assign this contract and may not permit or “sublet” all or any part of its assigned exhibit space to be used by any other business, firm, or other person or entity unless WREMS has given prior written approval. Any such assignment, permission or “sublease” without WREMS’s prior written approval shall be null and void and subject to immediate payment of fees.
22. Exhibitor must designate one person as its representative in connection with installation, operation, and removal of its exhibit.
23. WREMS reserves the right to refuse or deny any exhibitor/company for any reason.
24. For safety reasons, exhibitor vehicles, once on the show floor, will not be permitted to leave the exhibit floor before 4pm Friday, March 22, 2024.
25. Exhibitors DO NOT receive lunch/lunch tickets for Thursday. Lunch is on your own for Thursday. There are several restaurants at the resort. Tickets to the conference lunch buffet on Thursday are available for sale at the event. Please advise your staff(s) of this.

**VISIT [WWW.EMSUPDATE.COM/
exhibitor24.html](http://WWW.EMSUPDATE.COM/exhibitor24.html) to view the exhibitor
application and
sponsorship opportunities.**

2024 CONFERENCE SPONSOR OPPORTUNITIES

Discover multiple avenues to amplify your company's visibility and impact across the entire conference with EMS Update. Explore our range of promotional opportunities designed to elevate your presence during the event. For inquiries or more details, feel free to reach out to info@emsupdate.com or call 412-242-7322

Sponsorship website will go live at 10:00 EST January 17, 2024.

EMS Update 2024 Mobile App Sponsor

\$1500

Sponsor the mobile app that everyone will be downloading. Your sponsorship is shown on the app as a banner ad. Exclusive opportunity.

EMS Update 2024 Badge Sponsor

\$1500

Your name/logo appears on each attendee badge. Dimension is 1"h x 3"w. Exclusive opportunity.

EMS Update 2024 Paper Notepads

\$1000

Notepads with your company logo/name, along with EMS Update 2024 branding, distributed to conference attendees to take notes. Exclusive opportunity.

EMS Update 2024 Exhibit Hall Bags

\$750

These die-cut handle plastic bags are distributed to all attendees. Exclusive opportunity.

EMS Update 2024 Thursday Keystone Sponsor

\$1500

Sponsorship of the Thursday afternoon Keystone speaker; includes logo placement and refreshments. Exclusive opportunity.

EMS Update 2024 Friday Keynote Sponsor

\$1500

Sponsorship of the Friday Keynote Speaker; includes logo placement, refreshments and pastries. Exclusive opportunity.

EMS West Board of Directors Lunch

\$1400

Sponsor the lunch at the combined meeting of the EMS West Board of Directors and Medical Direction Committee. Exclusive opportunity.

Thursday Morning Coffee Bar

\$1000

Sponsorship for this event includes coffee and pastries immediately prior to the first session on Thursday. Exclusive opportunity.

Saturday Morning Coffee Bar

\$1000

Sponsorship for this event includes coffee and pastries immediately prior to the first session on Saturday. Exclusive opportunity.

Get You Going Refreshment Break Thursday Morning

\$750

This is the mid-morning break, scheduled around 10am, and includes hot and cold beverages for attendees.

2024 SPONSOR OPPORTUNITIES

Discover multiple avenues to amplify your company's visibility and impact across the entire conference with EMS Update. Explore our range of promotional opportunities designed to elevate your presence during the event. For inquiries or more details, feel free to reach out to info@emsupdate.com or call 412-242-7322

Sponsorship website will go live at 10:00 EST January 17, 2024.

Get You Going Refreshment Break Friday Morning \$750

This is the mid-morning break, scheduled around 10am, and includes hot and cold beverages for attendees.

Afternoon Delight Refreshment Break Friday Afternoon \$750

This is the mid-afternoon break, scheduled around 3pm, and includes cold beverages and cookies for attendees.

Afternoon Delight Refreshment Break Saturday Afternoon \$750

This is the mid-afternoon break, scheduled around 3pm, and includes cold beverages and cookies for attendees.

Exhibitor Reception Food Sponsor \$750

A reception is held Thursday evening for all attendees and exhibitors. This hors d'oeuvres and beer reception gives attendees a chance to network with exhibitors in a relaxed environment, and for the exhibitors to interact with Conference attendees. This paid sponsorship provides hors d'oeuvres served to the reception guests. Sponsors are welcome to sponsor part of the event (by selecting 1 or more) or generous donors can sponsor the entire event by selecting all 6.

Exhibitor Reception Beverage Sponsor \$2000

You are the exclusive sponsor of the beverages (beer, soda and water) for the reception held Thursday evening for all attendees and exhibitors.

EMS Update 2024 Audio Visual Sponsor \$750

You sponsor the audio visual equipment in each classroom for the duration of the conference. Five available.

Mobile Device Charging Station \$150

One station for duration of conference. 5 stations available

Full Page Conference Program Advertisement \$350

All attendees receive a conference program that includes information on exhibitors, classes, agenda, etc. Full color ads are available. Full page, color ad (8.5"w by 11"h) is \$350.00

Half Page Conference Program Advertisement \$200

All attendees receive a conference program that includes information on exhibitors, classes, agenda, etc. Full color ads are available. Half page, color ad (8.5"w by 5.5"h) is \$200.00