

CONTRACT TERMS & CONDITIONS

The following terms and conditions apply to all Exhibit Hall space applications, regardless of size, and the contracts resulting from application approval. Please review all of the information in this document and keep it in your files as a reference as you prepare to participate in FDC's annual exhibition.

All persons and/or companies applying for exhibit space must complete and submit an Application/Contract for Exhibit Space. All first-time exhibitors are required to include with their application three dental practices' references that are currently using their product/service, two prior dental conferences at which the applicant has exhibited, and information pertaining to all products and/or services that the applicant plans to showcase or otherwise promote or refer to from the applicant's proposed booth. References should include company, contact name, address, phone and email. References will be checked as part of the application process. Applicants who have previously exhibited and are adding new products and services must include promotional literature/booth copy for all materials to be displayed. Applicants are advised that final confirmation of exhibit space assignment

may be delayed because of the volume of applications at the time of submission. Cashing of the applicant's check shall not be construed as final confirmation of acceptance of the applicant's proposed plans to exhibit. Until the applicant receives final written acceptance or denial of exhibit space (denoting, when approved, assigned exhibit space[s]), any funds expended by an applicant for the development or construction of an exhibit booth are at the applicant's sole expense and risk. Each applicant agrees that the Florida Dental Association (FDA) and the Florida Dental Convention (FDC) operated by the FDA shall not be responsible for any damages, losses, costs, expenses or liability of any kind realized or incurred by the applicant before receipt of the final notice of acceptance or denial of FDC exhibit space.

CANCELLATION OR REDUCTION OF BOOTH SPACE

All cancellations and/or reductions of booth space must be made in writing by Jan. 11. Cancellations/reduction of booth space may be made with a \$1,000 fee per 10' x 10' booth or a \$500 fee per 5' x 10' booth imposed prior to January 11, 2027. Cancellations/reductions received after January 11,

2027, will result in 100% of the total contracted booth fee being due immediately or retained by FDC. Exhibitors will not be able to purchase booths in the future until the cancellation fee is paid in full. Booths 20' x 20' or larger cannot be reduced based on priority assignment.

RELOCATION OF EXHIBIT

FDC reserves the right to alter the official floor plan and to reassign or rearrange all or any part of the space for the purpose of consolidation, cancellations, expansions, reductions, withdrawals or for any other reason. The judgment of FDC in this matter is final. The total square footage occupied by the exhibitor pursuant to this agreement shall not be reduced/increased substantially without the consent of the exhibitor. If such space is substantially reduced/increased, the fee payable will be adjusted accordingly.

EXHIBITOR REGISTRATION/ CREDENTIALS

Each person entering the exhibit area is required to register and wear an FDC Exhibit Hall badge and FDC black lanyard at all times. All members of an exhibit staff must be full-time employees of the exhibitor or must be employed for the duration of the FDC exhibition. A dentist/

hygienist who is a guest speaker at FDC, consultant to an exhibiting company, or other non-employee of the exhibitor, may not be registered as an exhibitor unless he or she is a sole proprietor, an officer of the company, or a full-time (non-practicing) employee of the exhibiting company. False certification of individuals as exhibitor representatives, misuse of exhibitor badges, or any other methods or devices used to assist unauthorized persons in gaining admission to the exhibit floor is prohibited. Any exhibitor or representative or agent of an exhibitor who undertakes or encourages such conduct shall, in the sole discretion of FDC, be subject to a fine in the amount of the applicable booth fee and/or expulsion of the exhibitor from the exhibition hall and barring said individual/company from further entrance to any function or event of FDC, including the FDC exhibition floor, without obligation on the part of FDC to refund any fees previously paid by the offending party.

NON-REGISTERED EXHIBITORS

Solicitation at any function or event at FDC, including but not limited to the FDC Exhibition Hall area, by non-registered persons or companies is strictly

prohibited. No person or company assigned exhibit space is authorized to solicit business in any form or to promote its products or services beyond receiving a qualified sponsorship acknowledgment, if applicable, at any function or event at FDC, including but not limited to educational seminars, which may occur during FDC outside of the exhibitor's assigned exhibit space in the Exhibit Hall, and as such practices are otherwise governed herein. Firms and representatives not assigned exhibit space are prohibited from soliciting business in any form in the Exhibit Hall or at any function or event under the auspices of FDC. Violators will be required to leave the Exhibit Hall or applicable meeting room, and if necessary, removed from the property.

SUBLETTING

Subletting space is prohibited. An exhibitor may not assign, sublet or apportion the whole or any part of the space allotted. An exhibitor may not exhibit therein any goods other than those manufactured or distributed by the exhibitor in the regular course of the exhibitor's business. An exhibitor may not permit any representative of any firm not contracted with FDC to solicit business or take orders in the exhibitor's space. All the



exhibitor's business activities must be confined to the booth space. Exhibitors who violate this rule will face sanctions that affect their ability to exhibit at future FDC meetings. Conducting business activities in aisles, lobbies or other areas is strictly prohibited.

CANCELLATION OF EXHIBITION BY FDC

In the event that FDC exhibition must be cancelled, postponed, or relocated on account of fire, strike, government regulations, casualties, acts of God, pandemic or other causes beyond the control of the FDA, the exhibitor waives any and all claims for damages, losses,

expenses and costs of any kind and agrees that the sole liability of the FDA will be to return to each exhibitor the exhibitor's rental payment or apply it to future conventions.

FAILURE TO OCCUPY SPACE

Any exhibit space at Gaylord Palms Resort & Convention Center that is not occupied by 10 AM on June 24, 2027, will be forfeited by the exhibitor unless arrangements for delayed occupancy have been made in writing with the FDC Exhibits Coordinator.

EXHIBITOR-APPOINTED CONTRACTORS

If an exhibitor plans to use a contractor other than

FREEMAN for installation and dismantling of their exhibit, an Exhibitor Appointed Contractor form must be submitted to FDC on or before April 23, 2027. The request and notification of use of an exhibitor-appointed contractor must come from the exhibiting company, not the independent contractor. Requests from the independent contractor will not be acknowledged. Exhibitor-appointed contractors may not contact FDC for service kits, booth numbers, floor plan, or other information related to the exhibitor's booth. To download the form, visit floridadental.org/EACform.

SAMPLES & CONTESTS

Samples of approved products, catalogs, pamphlets, publications and souvenirs may be distributed in your assigned booth, provided in the sole judgment of show management, it is done in a dignified manner, does not create a nuisance, and does not interfere with adjoining exhibits. These items may not be distributed or left on tables, furniture, or in bathrooms in common areas outside the Exhibit Hall or in the Exhibit Hall lunch area.

No exhibitor shall sponsor any type of contest or drawing for prizes in connection with FDC without prior written approval from show management.

Exhibitors wishing to sponsor any type of contest or drawing for prizes must obtain written permission from FDC to do so no later than May 20, 2027. The following rules must be adhered to:

- ★ Exhibitor must comply with all local, state and federal laws that apply to such contests or drawings.
- ★ Contest or drawing rules must be posted at the exhibit booth.
- ★ Exhibitor must agree to indemnify FDA in case of any claims arising from the conduct of the contest.
- ★ FDC must be notified in writing of the name(s) of the winner(s) when

the prize(s) have been awarded.

EXHIBITOR-SPONSORED EVENTS AND PROGRAMS

As a condition of FDC accepting the exhibitor's application for space, the exhibitor agrees to refrain from holding any program or event during scientific program and exhibit hours (8 AM-6 PM), or at any other time without written authorization by show management. Exhibitors may not promote or offer continuing education credits for any demonstration or lecture given in the exhibitor's booth and/or in meeting rooms. FDC offers a comprehensive scientific program on a full array of dental topics during the scientific sessions. It is the program that attracts most members to the meeting. Therefore, FDC prohibits educational forums that detract from activities at the convention center during the exhibition.

Exhibitors are advised that hospitality suites may not operate during scientific program and exhibit hours (8 AM-6 PM). Any violation of this stipulation will cause sanctions to be applied to the exhibitor. Exhibitors renting space at FDC agree not to sponsor or conduct a seminar/lecture at any of the hotels in the FDC room block. Violation of this policy will result in the loss of

points and/or future exhibit privileges. Please review the program and exhibit days and hours before completing your application.

FOOD AND BEVERAGE

Exhibitors are not allowed to dispense food or beverage from their booth space unless that food or beverage is the exhibitor's product or is purchased through Gaylord Palms Resort & Convention Center for the purpose of providing hospitality to attendees. The exhibitor must also comply with all Gaylord Palms regulations regarding food and beverage dispensing.

MOTOR VEHICLE DISPLAYS

Exhibitors wishing to display motorized vehicles must submit a request to FDC along with the booth space application listing the number of vehicles by May 27, 2027. All motorized vehicles must comply with the Gaylord Palms Resort & Convention Center's basic fire code regulations. Vehicles cannot have more than one-quarter tank of fuel, the fuel tanks must be taped shut, the battery must be disconnected and taped, and alarm systems must be deactivated after the vehicle is in place. Display vehicles may occupy no more than 80% of the contracted exhibit space and must comply with the line-of-sight rules.

LASER EXHIBITING

In keeping with safety precautions for lasers, FDC has adopted the following policy for those exhibitors displaying lasers in the exhibit area:

- ★ Lasers must be operated only within a suitable enclosed space with eye protection for those viewing and operating the laser.
- ★ All demonstrations of CO2 lasers must be conducted in clear plastic boxes with top and sides enclosed.
- ★ Appropriate plastic-colored cubicles must also be available for other types of lasers being demonstrated.
- ★ No laser equipment may be left unattended in operable condition.

Laser exhibiting companies are required to submit a description of each piece of laser equipment, including its safety features, to FDC by May 27, 2027. Failure to submit this description may result in the denial of the lasers to be shown/demonstrated or the denial of exhibit space.

REMOTE-CONTROLLED DEVICES

Products such as remote-controlled cars, drones, planes, helicopters, robots, etc. are to be demonstrated in a safely controlled area of the exhibit floor (i.e., Demonstration Area). When a remote-controlled device is to be used to demonstrate a product that requires use of

an area outside the exhibitor-assigned booth space, the exhibitor must purchase a Demonstration Area for this purpose.

NOTE FOR DRONE OPERATION: Local facility and city ordinances are in effect in most areas and prohibit drone activity near the public or in public spaces. The accepted drone default regulation is the FAA Small UAS Rule Part 107, which requires drone operators to obtain a Remote Pilot Certificate. Commercial regulations often require permits and insurance.

LIVE DEMONSTRATIONS

Exhibitors are prohibited from conducting demonstrations in their booth involving clinical procedures on patients or live models.

BUSINESS ACTIVITIES OUTSIDE OF BOOTH SPACE

All business activities of the exhibitor must be confined to the rented booth space. Except as provided herein, no business activities are to be undertaken in any aisles, lobbies or other areas of the convention center. Exhibitors who violate this regulation will suffer sanctions.

EXHIBITOR STAFF MEETINGS

Exhibitors will be allowed into the Exhibit Hall one hour before the floor opens and one hour after the floor closes. Please do not

schedule any meetings with non-exhibiting personnel and/or dental professionals at your booth when the Exhibit Hall is not open. Admittance into the hall for any non-registered party whose presence is perceived by show management to promote products or services or to otherwise conduct any form of business on an unauthorized basis will be denied.

MEETING SPACE REQUESTS

Requests for space at the hotel for company personnel meetings must be made in writing to the FDC Exhibits Coordinator. It is a violation of FDC regulations to reserve space directly with the Gaylord Palms Resort & Convention Center. Meetings must be solely for exhibitor personnel and may not include any other meeting registrants. Space/meeting rooms for exhibitor functions are limited and are provided first to sponsors. If additional space is available, it may be assigned to exhibitors who are not sponsors. Sponsors/exhibitors interested in holding a meeting/function during FDC must complete an application and abide by FDC guidelines. Please contact drhodes@floridadental.org for additional information.

SOUND/MUSIC

Loudspeaker displays or other devices that, in the sole judgment of FDC,

show management, may be generally disruptive are not permitted. If objections arise, the offending exhibitor may be reassigned to another booth or be required to discontinue the activity altogether. Refusal to adhere to this rule will result in removal of the exhibiting company and all booth fees will be retained. Except as part of the exhibiting company's product line, live or recorded music may not be played in an exhibit booth without a music license (ASCAP, BMI, SESAC), and prior approval by FDC show management. Speakers and other sound devices should be positioned to direct sound inward (to be contained within the booth) rather than outward (toward aisles and other exhibitor booths).

OTHER REQUIREMENTS

Exhibitors are not allowed to photograph or videotape any booth other than that of the company they represent. Photographing booths will be limited to before or after exhibition hours except by show management. Prior approval and security escorts for such activities must be arranged through FDC show management.

All exhibit and booth materials, particularly drapes, curtains, table covers, etc., must be flameproof and comply with federal, state, and municipal fire laws, insurance underwriter, and

hotel safety regulations. Materials meeting these requirements are available to exhibitors through the exhibit service contractor. All packing containers, excelsior and similar materials must be removed from the exhibition area upon completion of the booth installation. FDC show management will review exhibit setup to ensure compliance with exhibit rules before the Exhibit Hall opens. If there are problems with an exhibit, the exhibitor will be notified and required to make appropriate corrections. As a safety precaution, no children younger than 18 will be allowed in the FDC Exhibit Hall during installation and dismantling. Strollers are not allowed in the Exhibit Hall at any time other than the designated stroller hours on Saturday, June 26, from 9-11 AM, unless medically necessary. Security personnel will enforce this policy.

SERVICE ANIMAL POLICY

Pets are not allowed in the Exhibition Hall for the duration of the Florida Dental Convention, except for service animals. As defined in the Americans with Disabilities Act (ADA), a service animal is defined as a dog that has been individually trained to do work or perform tasks for an individual with a disability. Animals whose sole function is to provide comfort or emotional support do not qualify as service

animals under the ADA. The State of Florida considers the misrepresentation of a service animal a second-degree misdemeanor.

AMENDMENT TO RULES

Any and all matters or questions not specifically covered by the preceding rules and regulations shall be subject to the sole discretion of FDC. The foregoing regulations have been formulated in the best interest of all exhibitors. Every exhibitor's cooperation is required.

INFRACTION OF MEETING RULES

The rights and privileges of an exhibitor shall not be infringed upon by any other exhibitor. Any complaints regarding infractions of the rules or disputes between exhibitors should be made to FDC, and its decision will be final. Unethical conduct, unprofessional behavior, sexual harassment, or infraction of the rules on the part of any exhibitor or its representatives, as determined by FDC, will subject the offending exhibitor, their representatives, or both to dismissal from the Exhibit Hall, forfeiture of booth space and booth fee, and/or reduction in seniority status in booth assignments. The exhibitor may, at FDC's sole discretion, also be altogether barred from participation in future meetings. In this event,

it is agreed that no refund shall be made by FDC and that no demand for redress will be made by the exhibitor or his representatives.

VIOLATIONS

FDC reserves the right to restrict or terminate an exhibit without notice if an exhibitor acts unethically, illegally or otherwise violates the rules and regulations, as determined by FDC. In such an event, FDC will not be liable for any refunds, rentals or any other expenses incurred by the exhibitor or its representatives.

SANCTIONS

The rules and regulations presented in this document are intended to bring order and fairness to the technical exhibition. Without enforceability, however, these could be of little value. In addition to being subject to restriction or termination of an exhibit as specifically stated above, FDC exhibitors who violate any of the stipulations or regulations presented in this document

will be subject to the following sanctions.

- ★ 1st violation: loss of current year priority points
- ★ 2nd violation: loss of half of accrued priority points
- ★ 3rd violation: loss of all accrued priority points
- ★ 4th violation: loss of all accrued priority points, closure of the exhibit for the remainder of the current exhibition, and ineligibility to exhibit at next year's exhibition.

FREEMAN-EXHIBITOR LOAD IN POLICY FOR EXHIBIT INSTALLATION & DISMANTLING

Freeman has an agreement with the Local IATSE Union to provide labor for display erection and dismantling. Full-time employees of the exhibiting companies, however, may set their own exhibits without assistance from this local. Any labor services that may be required beyond what your regular full-time employees can provide may be rendered by the Union. Labor can be ordered in advance by ordering online or at the show site service desk.

MATERIAL HANDLING

Exhibitors that arrive in their privately owned vehicle (POV), defined as cars, pick-up trucks, vans and other trucks primarily designed for passenger use, not cargo or freight, may hand-carry their own materials into the exhibit facility. The use or rental of dollies, flat trucks, and other mechanical equipment, however, is not permitted. FREEMAN will control access to the loading docks to provide for a safe and orderly move-in/out. Only full-time employees of the exhibiting companies will be allowed to hand-carry items. Unloading or reloading at the dock of any and all contracted carriers will be handled by FREEMAN. Vehicles that do not qualify or have material that requires mechanical assistance to unload will be directed to the loading docks or FREEMAN Marshaling Yard and will be required to pay the appropriate fees to FREEMAN. Children under 18 are NEVER allowed on the loading dock.

VEHICLES THAT QUALIFY - CAN USE AT THE DOCK



Sedan



SUV



Pickup



Van

VEHICLES THAT DO NOT QUALIFY



Trailer



Commercial Van



Rentals



Bobtail



Stakebed