



Tri-State Hearing Convention  
7616 139<sup>th</sup> Street Ct E Puyallup, WA 98373

Dear Exhibitor,

On behalf of the board of Tri-State, I would like to invite you to attend the 47<sup>th</sup> annual Tri-State Hearing Convention to be held from March 7<sup>th</sup> – 9<sup>th</sup>, 2019 at the Sheraton Portland Airport Hotel.

We have a 46-year history and a great reputation for providing a well-organized and successful conference. For those of you who are unfamiliar with us, we would like you to know that three cooperative Hearing Aid Societies; Oregon, Idaho, and Washington, sponsor Tri-State annually. We rotate our meetings between these three states and include all neighboring states on our mail list. We attract around 100 hearing professionals from some of the more remote areas of the Northwest. We strive to provide superior educational classes and some fun activities, but we need you as an exhibitor to make the convention complete. Twenty-five exhibitors joined us last year and together we presented a meeting that served the varied needs of Northwest hearing professionals.

As you read through the enclosed materials, you will notice you will have four hours of exhibit time on Saturday, March 9 with no competing activities. Your display and our activities are centered around the Exhibit Hall and is the main attraction. We want you to be successful and come back year after year.

We are inviting you to take advantage of the extra promotional opportunities with our new sponsorship program that will carry through the whole event. Choose to be a diamond, platinum, gold, silver, or bronze sponsor. As soon as we know your sponsorship level, we will begin advertising your company and logo on our website and on our Facebook page. Each manufacturer registered will be considered a sponsor of the Thursday night welcome party and we hope to have you, the manufacturer representatives, present during this event. Let's not forget about the live and silent auctions and other opportunities to advertise including lanyards!

Our schedule of events will allow you to enjoy lunch with our attendees before the exhibit hall opens. Tri-State is offering a more compacted exhibit time of four hours on Saturday only. We hope this change will benefit you as the Passport to Better Hearing, an interactive class, is also held during this time. We of course will have our great speakers and educational seminars, lots of food and our reputation for fun loving Northwest hospitality. We always have a great show. All we need is you!

Look over the enclosed information. Let us know that you plan to join us by registering online at [www.tristatehearingconvention.org](http://www.tristatehearingconvention.org) or filling out this registration form, sending it to me, along with your payment by, January 17, 2019. I look forward to working with you March 7-9, 2019. Please call, text or email me if you have any questions.

Please follow us on Facebook: [www.facebook.com/Tri-State-Hearing-Convention](https://www.facebook.com/Tri-State-Hearing-Convention) and check our website often for the most current information.

Sincerely,  
Tammy Wilson  
Executive Director

Call/Text : 253-208-5841 Email: <a href="mailto:TriStateHHPCon@gmail.com">TriStateHHPCon@gmail.com</a> Website: <a href="http://www.TriStateHearingConvention.org">www.TriStateHearingConvention.org</a>
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## 2019 EXHIBITORS PROSPECTUS

**EXHIBITORS PACKAGE:** \$875.00 includes sponsorship to the Thursday night welcome party, one set of meal tickets, one Friday lunch, one Saturday lunch and two Saturday drinks. Confirmation is appreciated for each event. Extra meal tickets may be purchased with your registration or in the registration room at the convention.

**EXHIBIT SPACE:** 8' x 8' with an 8' back wall and 3' side rails, 6' Skirted table, along with 1-500-watt electrical hookup to be provided at each booth. The exhibit hall is fully carpeted and well lighted.

**EXHIBIT TIME TOTAL:** Four hours

**FREE CONTINUING EDUCATION CLASSES:** Registration forms available under the registration tab on the website.

**EXHIBITOR LISTING IN ATTENDEES PACKET:** Your company name, address, phone number and representative names will be listed.

## GENERAL INFORMATION

**BOOTH ASSIGNMENTS:** Booth assignments are drawn randomly from the registrations received by January 17, 2019. Please indicate any special consideration that should be given to your placement. Late registrations will be assigned exhibit space as available.

**SHIPPING & DRAYAGE:** Tri-State has contracted with the professional exhibit company called Triumph Expo & Events, Inc. They will accept boxes and shipments for exhibitors. Their phone number is 503-417-8000 should you need to contact them. Triumph's shipping address is 330 SE Division Place, Portland, OR 97202.

**HOTEL INFORMATION:** The Sheraton Portland Airport Hotel at 8235 Northeast Airport Way, Portland, Oregon 97220 is a newly renovated facility including Sheraton Sweet Sleeper Beds, complimentary wireless internet in guestrooms, coffee maker, hair dryer and an ironing board in all rooms. The room rate is \$144.00 single/double occupancy plus tax. Call today to reserve your room: (503) 281-2500. When you call, be sure to inform them that you are with the Tri-State Hearing Convention & ask for our group rate. To ensure the group rate, reservations must be made no later than February 11, 2019. Reserve early to secure the best room rate and selection. Please help Tri-State keep costs down by booking at this hotel, as they provide us with classrooms and the ballroom complimentary when we meet our required minimum hotel reservations.

**AIRPORT TRANSPORTATION:** There is 24-hour shuttle service to and from the airport and Cascade Station. Just call 503-281-2500 to request shuttle service once you have your baggage from the baggage claim and can then head to Island 1 in arrivals. It is to the very far left where the hotel shuttles are allowed. It will take 5 – 15 minutes from the call for a shuttle to arrive.

**PARKING:** The parking is complimentary, yes, FREE!

## EXTRA PROMOTIONAL OPTIONS

**ADVERTISING INSERTS:** Advertising inserts may be placed in the back pocket of the registration packet for a fee of \$70.00. Please ship 100 copies of your material limited to the maximum size of 8 1/2" x 11", no packets or booklets. Ship materials to Tri-State Hearing Convention at 7616 139<sup>th</sup> St. Ct. E. Puyallup, WA 98373 by **February 1, 2019**.

**LANYARDS:** Please consider donating 25 lanyards for the attendees to wear with their name badges. If you are interested in donating some, please ship to Tri-State Hearing Convention at 7616 139<sup>th</sup> St. Ct. E. Puyallup, WA 98373 by **February 1, 2019**.

**SPONSORSHIP OF EVENTS:** Our new sponsorship program will carry through the whole event. We will advertise with your company name and logo at each event and on our website and our Facebook page. Please choose which level you are sponsoring. Email a company logo to [tristatehhpcon@gmail.com](mailto:tristatehhpcon@gmail.com) for the advertising sign. Sponsorships are a great way help Tri-State financially and to advertise your company.

Diamond:	\$3,000.00
Platinum:	\$2,000.00
Gold:	\$1,500.00
Silver:	\$1,000.00
Bronze:	\$ 500.00

**EXHIBITORS PROMOTIONAL MAILER TO YOUR USERS:** Why not advertise your attendance in our area? Consider including a promotional insert in your company's mailers prior to the start of the convention. We can use your help. Thanks!

**LIVE & SILENT AUCTION:** The auction is a great place to show your support for Tri-State. Please list the items you would like to donate on your registration form. For more information on this exciting event please contact Pam Hays at 208-882-5536 or [hodgins@turbonet.com](mailto:hodgins@turbonet.com) The auction will be held in the Exhibit Hall on Saturday.

**PASSPORT TO BETTER HEARING CLASS:** We encourage you to participate in this class to be held in the exhibit hall on Saturday from 2:00 – 4:00. **Submit three questions to Robert Shepard (bob@audiologytech.com) by January 17, 2019 or include your question in your registration materials.** Attendees will be required to ask you the three questions submitted and write down the answer in their book before you will sign it. They must have their book completed to receive credit for the class.

*Please contact any of our board of directors or the Executive Director, Tammy Wilson, with questions. Two delegates represent each state:*

Idaho:  
Robert Shepard  
208-883-0731  
133 N Van Buren  
Moscow, ID 83843

Pam Hays  
208-882-5536  
307 S Main St.  
Moscow, ID 83843

Oregon:  
Don Cloutier  
541-343-1091  
1142 Willagillespie Rd Ste 20  
Eugene, OR 97401

Chris Gustafson  
503-580-0418  
1024 Baker St.  
McMinnville, OR 97128

Washington:  
Brenda Haltom  
360-452-2228  
830 E 8<sup>th</sup> St.  
Pt Angeles, WA 98363

Keith Wilson  
253-759-3555  
1311 S Union Ave Ste 102  
Tacoma, WA 98405

## AGENDA

(Important EXHIBITOR information is in **bold font**)

### Thursday, March 7, 2019

3:00 pm – 8:00 pm

6:00 pm - 8:00 pm

**8:00 pm - 9:00 pm**

*Registration Office open*

*Class Session A*

**Welcome Reception- Hors d'oeuvres, wine, microbrew, and soft drinks sponsored by all exhibitors.**

### Friday, March 8, 2019

7:30 am – 6:00 pm

**8:00 am**

8:30 am - 10:30 am

10:30 am - 10:45 am

11:00 am - Noon

**12:30 pm - 1:30 pm**

1:45 pm - 3:45pm

4:00 pm - 6:00 pm

*Registration Office open*

**Pre-Class Coffee**

*Class Session B*

*IHS Presentation*

*State Society Meetings*

**Lunch**

*Class Session C*

*Class Session D*

### Saturday – March 9, 2019

7:30 am - 4:00 pm

**8:00 am**

8:30 am - 10:30 am

10:45 am - 12:45 pm

**10:00 am - 12:45 pm**

**12:45 pm - 2:00 pm**

**2:00 pm - 6:00 pm**

**2:00 pm - 4:00 pm**

*Registration Office Open*

**Pre-class Coffee**

*Class Session E*

*Class Session F*

**Exhibitor Set-up**

**Lunch**

**Exhibit Hall open**

**Class Session G: A Passport to Better Hearing (Inside Exhibit Hall)**

*Hors d'oeuvres, wine & microbrew in Exhibit Hall*

5:00 pm

*Live Auction followed by Silent Auction Tables begin closing.*

**6:00 pm**

**Exhibit Hall Tear Down**

**EXHIBITORS REGISTRATION TRI-STATE HEARING CONVENTION 2019**

Company Name \_\_\_\_\_ Phone \_\_\_\_\_

Address \_\_\_\_\_

Event Planner Name & Phone #: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_

Lead Representative's e-mail address: \_\_\_\_\_

List the company representatives that will attend by name, city & state. This is how it will appear on their name badge:

\_\_\_\_\_  
 \_\_\_\_\_

List auction items your organization will donate and retail value: \_\_\_\_\_

*Feel free to email a logo or picture of products donated for advertising purposes during the auction to [tristatehhpcon@gmail.com](mailto:tristatehhpcon@gmail.com)*

Exhibitor Package Fee.....**\$875.00**  
*Includes one set of meal tickets. Please indicate who receives the tickets and which events they will attend.*

Name \_\_\_\_\_ [ ] Fri. Luncheon, [ ] Sat. Luncheon, [ ] Sat. Snacks

Please list any special meal requirements or dietary restrictions: \_\_\_\_\_

Extra Meal Tickets for additional representatives:

Guest meal package	_____ # of tickets @ \$75.00 per package.....	\$ _____
Friday Lunch.....	_____ # of tickets @ \$40.00 per ticket .....	\$ _____
Saturday Lunch....	_____ # of tickets @ \$40.00 per ticket .....	\$ _____
Saturday Drink.....	_____ # of tickets @ \$8.00 per ticket .....	\$ _____
Include our flyer insert in the registration packet @ \$70.00 .....		\$ _____

*(note size restrictions & mail by February 1)*

**Sponsorship levels:**

Diamond:	\$3,000.00	_____	.....	\$ _____
Platinum:	\$2,000.00	_____	.....	\$ _____
Gold:	\$1,500.00	_____	.....	\$ _____
Silver:	\$1,000.00	_____	.....	\$ _____
Bronze:	\$500.00	_____	.....	\$ _____

Late fee, add \$50.00 after January 17, 2019 ..... \$ \_\_\_\_\_

**TOTAL AMOUNT ENCLOSED**.....

<b>\$</b>
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Make checks payable to: Tri-State Hearing Convention. If you are paying by credit card, we prefer you register online to protect your financial information.

Here are the three questions our company would like in the Passport Book for the Passport to Better Hearing Class:

- 1.
- 2.
- 3.

The enclosed registration form becomes a contract when signed by the exhibitor and indicates ACCEPTANCE OF THE EXHIBITOR POLICES AND HOLD HARMLESS AGREEMENT while participating at the Tri-State Convention.

HOLDS HARMLESS CLAUSE: "The exhibitor assumes the entire responsibility and liability for losses, damages and claims arriving out of injury or damage to exhibitors displays, equipment, and other property brought upon the premises of the hotel and shall indemnify and hold harmless the hotel, agents, servants, and employees from any and all such losses, damages and claims."

STATEMENT OF POLICY FOR TRI-STATE EXHIBITOR PARTICIPATION:

- 1) No advertising shall be distributed in the hotel other than in the exhibit hall, registration packet or individual suites or rooms.
- 2) We ask that you follow the schedule for set-up, have your booth manned during the open exhibit hall hours, and are prompt in exhibit hall take down.
- 3) No refunds will be given for no shows.
- 4) Exhibitor activities centered around our convention must be approved by our Executive Director. Restrictions will apply to any event scheduled during the designated hours of Tri-State activities.
- 5) Acceptance of both Tri-State policies for exhibitors and the hold harmless statement will be acknowledged by an authorized signature on your registration forms. Please be sure your company representative is aware of your acceptance of these policies prior to attending Tri-State 2019.

I HAVE READ THE POLICY STATEMENT FOR EXHIBITORS AND THE HOLD HARMLESS AGREEMENT AND OUR COMPANY AGREES TO COMPLY WITH IT'S TERMS.

Signed: \_\_\_\_\_ Date: \_\_\_\_\_

MAILING ADDRESS: Tri-State Hearing Convention, 7616 139<sup>th</sup> St. Ct. E. Puyallup, WA 98373  
Contact for questions: Tammy Wilson, Executive Director, call or text 253-208-5841 or e-mail [tristatehhpcon@gmail.com](mailto:tristatehhpcon@gmail.com)