

# NEW JERSEY SOCIETY OF HEALTH-SYSTEM PHARMACISTS

## Sponsor & Exhibitor Prospectus

2020 Annual Meeting & Exhibition  
April 2-3, 2020

Ocean Place Resort & Spa  
One Ocean Boulevard  
Long Branch, New Jersey 07740  
800.411.7321 [www.oceanplace.com](http://www.oceanplace.com)



# SCHEDULE AT A GLANCE FOR EXHIBITORS

DATE/TIME	EVENT	LOCATION
<b>THURSDAY, APRIL 2, 2020</b>		
1:30 - 4:30 PM	Exhibit Hall Reserved for Installation	Monmouth Ballroom
3:00 - 4:30 PM	Reverse Expo – Private Event	Seabright
4:30 - 6:30 PM	Exhibition and Poster Session, Social Reception and Music	Monmouth Ballroom
6:30 - 7:30 PM	Dismantling of Displays (If not staying for both days)	Monmouth Ballroom
<b>FRIDAY, APRIL 3, 2020</b>		
9:45 - 11:15 AM	Reverse Expo – Private Event	Seabright
10:00 AM - 12:30 PM	Exhibit Hall Reserved for Installation	Monmouth Ballroom
12:45 - 2:30 PM	Exhibition and Poster Session	Monmouth Ballroom
2:30 - 3:30 PM	Dismantling of Displays	Monmouth Ballroom

## TWO DAY REVERSE EXPO

Key New Jersey hospital and health-system pharmacy decision makers will man the tables for YOU to visit on Thursday, April 2 from 3:30 - 4:30 PM and Friday, April 3 from 9:45 - 11:15 AM. You will have face-to-face time with the individuals involved with purchasing decisions, making your investment more cost effective and productive. Partial listing of participating facilities include **FOR THURSDAY, APRIL 2:** Bergen New Bridge Medical Center, Cape Regional Medical Center, Capital Health, Chilton Medical Center, Deborah Heart and Lung Center, Englewood Hospital, Hackettstown Medical Center, Holy Name Medical Center, Hunterdon Medical Center, Jefferson Health – New Jersey, JFK Medical Center, Robert Wood Johnson University Hospital Hamilton, Robert Wood Johnson University Hospital Rahway, Saint Barnabas Medical Center, Saint Clare’s Hospital/Denville, Saint Michael’s Medical Center, Shore Medical Center, St. Joseph’s University Medical Center, St. Joseph’s Wayne Medical Center, The Valley Hospital, University Hospital; **FOR FRIDAY, APRIL 3:** Bergen New Bridge Medical Center, Deborah Heart and Lung Center, Holy Name Medical Center, Hunterdon Medical Center, Jefferson Health – New Jersey, JFK Medical Center, Montefiore St. Luke’s Cornwall Hospital, Overlook Medical Center, Penn Medicine Princeton Health, Saint Clare’s Hospital/Denville, Saint Michael’s Medical Center, St. Joseph’s Health (Paterson), St. Joseph’s University Medical Center, St. Joseph’s Wayne Medical Center, University Hospital. This is an event worth the investment of your regional or national sales leaders’ time. Only available to confirmed exhibitors.

## BENEFITS OF EXHIBITING WITH NJSHP

Benefits of exhibiting with NJSHP at the annual meeting:

- The opportunity for valuable face to face time with pharmacy leaders throughout New Jersey, all in one convenient site at the exhibit hall and reverse expo.
- Discover challenges and opportunities that your customers are talking about in the quickly changing healthcare landscape during the vendor forum.
- Meet the next generation of pharmacy leadership in the exhibit hall. Many of the pharmacy residents and students in New Jersey attend the annual meeting and present posters during our poster session.
- Make it a night on Thursday! There are multiple restaurant options that are within walking distance to the meeting venue. This is a great chance to have dedicated time with your valued clients and customers on Thursday evening.

## ADDITIONAL EXHIBITOR OPPORTUNITIES FOR 2020 WITH NJSHP

### Promotional Theater

Conduct a Promotional Theater to present more information on products and services! NJSHP is (again) offering this opportunity for our exhibitor partners to conduct a promotional theater on the morning of Thursday, April 2nd, from 8:00 – 10:00 AM. NJSHP will provide the room and audio-visual equipment for your session, as well as access to promote the event to attendees.

The Promotional Theater is a unique forum in which a group of (approximately 10) pharmacy decision makers are asked about their perceptions, opinions, beliefs, and attitudes towards a product, service, concept, advertisement, idea, and packaging related to your company.

Pricing: \$1,500 per participant. This registration fee will cover:

- Hotel registration for Wednesday, April 1st
- Annual meeting registration for both Thursday and Friday, April 2nd and 3rd

# JOIN THIS IMPRESSIVE LIST OF PREVIOUS NJSHP EXHIBITORS

## Partial List

AbbVie	Genentech
Actavis	GlaxoSmithKline
AcelRx Pharmaceuticals, Inc.	Grifols
Allergan Pharmaceuticals	Ipsen Bio Pharma
AMAG	Janssen Pharmaceuticals, Inc.
American Regent	Mallinckrodt
AmerisourceBergen	Medical Packaging Inc.
Amgen Corp.	Medicure Pharma, Inc.
Astellas Pharma US, Inc.	Merck & Co., Inc.
AstraZeneca Pharmaceuticals	Nephron Pharmaceuticals Corporation
Athenex Pharmaceutical	Novo Nordisk
AuroMedics Pharma	Octapharma
Avella of Houston	Omniceil
Baxter Healthcare Corporation	Pfizer Injectables
Boehringer Ingelheim Pharmaceuticals	PharMEDium Services, LLC
Bristol-Myers Squibb	Portola Pharmaceuticals
BTG International Inc.	QuVa Pharma, Inc.
CAPS/B. Braun Medical Inc.	Relypsa, Inc.
Cargin Pharmacy Technologies	rfoxcel
Celgene	Sagent Pharmaceuticals/SterRx
Chiesi	Sandoz
Coherus Biosciences, Inc.	Sanofi
Contec, Inc.	SCA Pharma
CSL Behring	Shire
CutisPharma	Swisslog
Daiichi Sankyo, Inc.	Takeda Pharmaceuticals America, Inc.
Eagle Pharmaceuticals, Inc.	Technical Safety Services, Inc.
Equashield LLC	Teva Pharmaceuticals
Ernest Mario School of Pharmacy	Theravance BioPharma
FFF Enterprises	TRC Healthcare
Fresenius Kabi	US Compounding

# SPONSORSHIP AND EXHIBITOR OPPORTUNITIES

PACKAGES	Type	Cost	Exhibit Booth	Day™	Reverse Expo*	Ad	Sponsorship®
	Diamond	\$10,000	2 Prime♦booths, 4 reps, Both days	NA	4 passes	Full page	Level I
	Platinum	\$9,000	2 Prime♦booths, 4 reps, Both days	NA	4 passes	Full page	Level II
	Gold	\$5,000	1 booth, 2 reps Both days	NA	2 passes	Full page	N/A
	Silver	\$4,500	1 booth, 2 reps Both days	NA	2 passes	Half Page	N/A
	Bronze	\$4,000	1 booth, 2 reps Both days	NA	2 passes	N/A	N/A
	White	\$2,500	1 booth, 2 reps One Day	<input type="checkbox"/> 4/2 <input type="checkbox"/> 4/3	2 passes	N/A	N/A
	Blue	\$2,300	1 booth, 2 reps One Day	<input type="checkbox"/> 4/2 <input type="checkbox"/> 4/3	1 pass	N/A	N/A
	Pink	\$1,800	1 booth, 2 reps One Day	<input type="checkbox"/> 4/2 <input type="checkbox"/> 4/3	N/A	N/A	N/A

A LA CARTE	Option	Price	Selection
	Promotional Theater	\$10,000 Includes: Room, A/V, pre-registered attendee list (See page 2)	<input type="checkbox"/> 4/2 8:00-10:00AM
	Reverse Expo ONLY	\$900 per person per day When purchasing ≥ 4, each pass beyond first 4 is \$500 per person per day	<input type="checkbox"/> 4/2 # <input type="checkbox"/> <input type="checkbox"/> 4/3 # <input type="checkbox"/>
	Additional Rep(s) Exhibit ONLY	\$500 per person, per day	<input type="checkbox"/> 4/2 # <input type="checkbox"/> <input type="checkbox"/> 4/3 # <input type="checkbox"/>
	Advertising Ad Program Booklet	Full Page: \$1,000 Half Page: \$500 Quarter Page: \$250	<input type="checkbox"/> Full <input type="checkbox"/> Half <input type="checkbox"/> Quarter
	Level I Sponsorship	\$4,000 Opportunities: Registration Tote Bag, Luncheon, Reception Fare	<input type="checkbox"/> Tote Bag <input type="checkbox"/> Luncheon 4/2 <input type="checkbox"/> Luncheon 4/3 <input type="checkbox"/> Reception Fare
	Level II Sponsorship	\$2,000 Opportunities: Lanyard, Reception Beverage, Breakfast	<input type="checkbox"/> Lanyard <b>SOLD</b> <input type="checkbox"/> Beverage 4/2 <input type="checkbox"/> Breakfast 4/2 <input type="checkbox"/> Breakfast 4/3
Level III Sponsorship	\$1,000 Opportunities: Beverage Service	<input type="checkbox"/> Beverage 4/2 <input type="checkbox"/> Beverage 4/3	

™Day: Select preferred day. Preferred day will be accommodated on a first come, first serve basis. If NJSHP is unable to accommodate a vendor on the preferred day, the vendor will be contacted directly to determine the feasibility of the vendor to participate on the alternate day.

\*Reverse Expo passes can be used on either day of the meeting. Attendees of the Reverse Expo will need to select preferred day and register in advance of the meeting.

®Sponsorship opportunities are subject to availability and will be included on a first come, first serve basis

♦Prime booths are near entrance, food, bars and available on a first come, first serve basis.

# EXHIBIT SPACE AGREEMENT INFORMATION

## CONTACT INFORMATION:

*Exactly as it should appear on signage and printed materials.*

Organization \_\_\_\_\_

Contact \_\_\_\_\_

Title \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

## REPRESENTATIVE(S) ATTENDING: *(Please type/ print)*

Name	Event	Date
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

## LIST COMPANIES THAT YOU WOULD PREFER NOT TO BE NEAR.

*We will try to accommodate requests but can make no guarantees.*

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

## PRODUCTS OR SERVICES TO BE EXHIBITED.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Fees collected for exhibit space are exclusively for that purpose. Exhibitors are not given the opportunity to review or influence CPE content and their activities are independent of CPE taking place during the Annual Meeting.

## METHOD OF PAYMENT

**Online:** [CLICK HERE](#) to purchase online with a credit card. Please complete and submit paperwork via email to: [swilliams@njha.com](mailto:swilliams@njha.com).

Check payable to NJSHP enclosed for  
\$ \_\_\_\_\_

**Credit Card Payment:  
Card Type (Check One)**

VISA    MC    AMEX    Discover

\_\_\_\_\_ *Credit Card Number*

Exp. Date (MM/YY): \_\_\_\_\_ / \_\_\_\_\_

CVV code: \_\_\_\_\_ Date: \_\_\_\_\_

\_\_\_\_\_ *Billing address (if different)*

\_\_\_\_\_ *Name (as it appears on the card)*

\_\_\_\_\_ **Signature**

*Type name above if submitting VIA email.*

## Instructions & Payment

(NO REFUNDS):

Complete this form and return it with appropriate payment as soon as possible. Executed letter of agreement must be received by March 6, 2020 in order to assure space and to be listed in pre-program publicity. Companies whose agreements are received after March 6, 2020 will not be listed in the Official Program.

Make checks payable to:  
NJSHP (EIN 22-2419542)

Return contract(s), payment and advertising artwork to:  
NJSHP, 760 Alexander Road, PO Box 1  
Princeton, NJ 08543-0001  
Fax: 609-228-5434, Email: [swilliams@njha.com](mailto:swilliams@njha.com)

# SPONSORSHIP COMMITMENT FORM INFORMATION

Contact Name \_\_\_\_\_

Organization \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

Phone Number \_\_\_\_\_

Fax Number \_\_\_\_\_

E-mail Address \_\_\_\_\_

## RETURN COMPLETED FORM TO (No Refunds):

Stella L. Williams, Administrative Director  
609-936-2205  
Fax: 609-228-5434  
swilliams@njha.com

New Jersey Society of Health-System  
Pharmacists  
(NJSHP)  
(EIN 22-2419542)  
760 Alexander Road  
PO Box 1  
Princeton, NJ 08543-0001

## METHOD OF PAYMENT

**Online:** [CLICK HERE](#) to purchase online with a credit card. Please complete and submit paperwork via email to: swilliams@njha.com.

**Check** payable to NJSHP enclosed for \$ \_\_\_\_\_

**Credit Card Payment:**  VISA  MC  AMEX  Discover

Credit Card Number \_\_\_\_\_

Exp. Date (MM/YY) \_\_\_\_/\_\_\_\_ CVV \_\_\_\_\_

Billing Address \_\_\_\_\_

\_\_\_\_\_

Name on Card \_\_\_\_\_

Signature \_\_\_\_\_

# GENERAL INFORMATION

## HOTEL INFORMATION

Ocean Place Resort & Spa  
One Ocean Blvd., Long Branch, New Jersey 07740  
(732) 571-4000  
<http://www.oceanplace.com/>

## ACCOMMODATIONS/RESERVATIONS

Ocean Place Resort & Spa  
Mention NJSHP and the 2020 Annual Meeting to receive discounted rate of \$150 per room, per night (inclusive of resort fees and taxes). Call directly at (732) 571-4000 or online [HERE](#). Rooms have been blocked for Wednesday, Thursday, and Friday nights, April 1-3. The block cut-off date is: **March 5, 2020.**

Holiday Inn Express of West Long Branch  
Holiday Inn Express of West Long Branch, 294 Route 36 East, West Long Branch, NJ 07764, (732) 542-1234, [www.HotelsUnlimitedInc.com](http://www.HotelsUnlimitedInc.com). Mention group code SHS to receive discounted rate of \$107.00, per night plus taxes, from Wednesday, April 1, 2020, to Friday, April 3, 2020. The block cut-off date is: **March 1, 2020.**

## DIRECTIONS TO THE OCEAN PLACE RESORT & SPA

From Northern New Jersey and New York:  
Take the New Jersey Turnpike South to Exit 11.  
Take the Garden State Parkway South to Exit 105 (or Route 18 Exit 13B) to Route 36 East.  
Follow Route 36 East approximately 6.4 miles to Ocean Blvd., Long Branch.  
Turn right onto Ocean Blvd. and proceed approximately 5 miles to Ocean Place Resort & Spa on the left.

From Western New Jersey and Philadelphia:  
Take the New Jersey Turnpike North to Exit 7A.  
Follow Interstate 195 East to Exit 36.  
Take the Garden State Parkway North to Exit 105, then follow the directions listed above.

## PARKING

There is no fee to park at the Ocean Place Resort & Spa.

## SHIPPING MATERIALS

Exhibitor shipping information will be emailed to the contact person listed on the exhibitor application form after space has been confirmed. The company providing our exhibit hall service is the Lighting & Decorating Company of Paterson, NJ. Complete instructions and pricing for shipping will be included.

## ELECTRICAL CONNECTIONS

One standard electrical outlet will be provided complimentary in each exhibit booth. If you require additional electrical service in your exhibit booth, you must inform NJSHP's headquarters at [swilliams@njha.com](mailto:swilliams@njha.com) on or before Friday, March 6, 2020. Any request received after March 6, 2020 will be assessed a \$25 service charge.

## SETUP & REMOVAL

The Exhibit Hall will be available for setup starting at 1:30 PM on Thursday, April 2nd. Removal of your exhibit area can start at 6:30 PM and must be completed by 7:30 PM. On Friday, April 3rd, the Exhibit Hall will be available for setup starting at 10:00 AM and removal of your exhibit area can start at 2:30 PM and must be completed by 3:30 PM.

## EXHIBIT BOOTHS (April 2 and 3)

More than 60 exhibit spaces available in the Exhibit Hall. Exhibit fee includes:

- One 8' x 8' draped booth (draped backdrop and side rails), one table and two chairs
- Two representative registrations
- Recognition in official program booklet

To assure inclusion in the program and space inside the Monmouth Exhibit Hall, signed contracts must be received by March 6, 2020.

## ATTIRE

Business Casual

# RULES & REGULATIONS

1. If an exhibitor does not follow the rules and regulations set by NJSHP, then this agreement may be terminated. In the event of a default by the exhibitor, as set forth in the previous sentence, the exhibitor shall forfeit as liquidated damages the amount paid by the exhibitor for exhibit space, rental, regardless of whether or not NJSHP enters into a further lease of the space involved.
2. Termination of Meeting & Exhibit. Should the premises in which the NJSHP Annual Seminar is to be held become, in the sole judgment of the Society, unfit for occupancy, or should the meeting and exhibit be materially interfered with by reason of action of the elements, strike picketing, boycott, embargo, injunction, war, riot, emergency declared by a government agency, or any other act beyond the control of NJSHP, the agreement for exhibit space may be terminated. NJSHP will not incur liability for damages sustained by exhibitors as a result of such termination. In the event of such termination, the exhibitors expressly waive such liability and release the Society of and from all claims for damages and agree that the Society shall have no obligations except to refund the exhibitors pro-rated shares of the aggregate amounts received by the Society as rental for exhibit spaces for said exhibits after deducting all costs and expenses in connection with such exhibits, including reasonable reserves for claims, such deduction being hereby specifically agreed to by the exhibitor.
3. Fees collected for exhibit space are exclusively for that purpose. Exhibitors are not given the opportunity to review or influence CPE content and their activities are independent of CPE taking place during the Annual Meeting.
4. Where possible, space assignments will be made by NJSHP in keeping with the preferences as to location requested by the exhibitor. NJSHP, however, reserves the right to make the final determination of all space assignments in the best interest of the exposition.
5. Exhibitors cannot sublet any part of their assigned exhibit space; No exhibitor shall assign, sublet, or share the space allotted with another business or firm.
6. The General Rule of the Exhibit Hall is “Be a Good Neighbor”. No exhibits will be permitted that interfere with the use of other exhibits or impede access to them or impede the free use of the aisle. Booth personnel, including demonstrators, receptionists, and models are required to confine their activities within the exhibitor’s booth space. Apart from the specific display space for which an exhibiting company has under agreement with NJSHP, no part of the Exhibit Hall and its grounds may be used by any organization other than NJSHP for display purposed of any kind or nature. Representatives should be attired to maintain the professional and businesslike climate of the convention.
7. Cost for repairing any damages to the exhibit hall will be billed to the responsible exhibitor. Nothing can be posted or tacked, nailed, screwed, or otherwise attached to the columns, walls, floors, ceiling, furniture, or other properties of the Exhibit Hall or Hotel.
8. The Exhibit Hall has been reserved for exhibit installation during the following hours: Thursday, April 2, 1:30 – 4:30 PM and Friday, April 3, 10:00 AM – 12:30 PM.
9. The dismantling of displays will be directly following the exhibition on Thursday, April 2, between 6:30 – 7:30 PM and on Friday, April 3, between 2:30 – 3:30 PM. At this time all exhibit displays or materials left in booths without instructions will be packed and stored at the discretion of NJSHP, and all charges will be applied to the exhibitor.
10. Exhibitor’s displays will not be dismantled or packed in preparation of removal prior to 6:30 PM on Thursday, April 2, and prior to 2:30 PM on Friday, April 3.
11. NJSHP reserves the right to make changes to these rules. Any matters not specifically covered herein are subject to decision by NJSHP. NJSHP reserves the right to make such changes, amendments, and additions to these rules as considered advisable for the proper conduct of the exhibit with the provision that all exhibitors will be advised of such changes in writing.
12. Hold Harmless Clause – The exhibitor assumes the entire responsibility and liability for losses, damage, and claims arising out of injury or damage to exhibitor’s displays, equipment and other property brought upon the premises of the hotel and shall indemnify and hold harmless the hotel employees from any and all such losses, damages, and claims except when caused by gross negligence and willful misconduct.
13. NJSHP may take photographs of attendees, exhibit space, exhibit personnel and other items and individuals within the Exhibit Hall. Acceptance of these rules provides an authorization for NJSHP to use such photos on its web site, in reports of the meeting and in promotional materials.