

AMERICAN ASSOCIATION OF ENDOCRINE SURGEONS

2019 ANNUAL MEETING



Early Bird Exhibitor Deadline
February 1, 2019

40th ANNUAL MEETING

APRIL 7-9, 2019 • SANTA MONICA, CA

FAIRMONT MIRAMAR HOTEL

LOCAL ARRANGEMENTS CHAIR: Michael Yeh, MD

PROGRAM CHAIRS: Rachel Kelz, MD and Carrie Lubitz, MD

EXHIBITOR PROSPECTUS & SUPPORT OPPORTUNITIES

WELCOME



We invite your participation in the upcoming **40th Annual Meeting of the American Association of Endocrine Surgeons (AAES)**, to be held April 7-9, 2019 at the Fairmont Miramar Hotel, Santa Monica, California. Official meeting information is included for your reference.

AAES is the leading endocrine surgery association in North America. Last year, there were nearly 500 attendees at the annual meeting, including a large number of leading national and international endocrine surgeons – specialists who perform head and neck (thyroid and parathyroid) and abdominal (pancreas and adrenal) endocrine operations. These fields of practice overlap with otolaryngology, urology, gastrointestinal, and surgical oncology and specialists in these fields also attend the AAES. Most endocrine surgeons are experts in open and laparoscopic/robotic surgery for, benign disorders, cancer, and head-and-neck diseases, as well as adjunctive technologies (ultrasound, laryngoscopy, molecular diagnostics, nerve monitoring) and broader endocrinology. Additionally, many endocrine surgeons have robust research programs and are on the forefront of surgical innovation.

Exhibit hall presence, enhanced visibility, and opportunities for interaction with surgeon attendees are available in addition to medical education grants. Your organization’s support of the program will be acknowledged at the meeting in on-site signage, the Annual Meeting Program, the AAES website, and verbally at the podium and on-screen.

The 40th AAES Annual Meeting is planned and implemented in accordance with the Essential Areas and Policies of the Accreditation Council for Continuing Medical Education. This year’s Annual Meeting will be a great opportunity to connect with professionals and leaders across the globe in the field of endocrine surgery while receiving high level education on the latest advancements in science and research in the field.

Sincerely,

Michael Yeh, MD

2019 Local Arrangements Chair

Rachel Kelz, MD

2019 Program Chair

Carrie Lubitz, MD

2019 Program Vice-Chair



AMERICAN ASSOCIATION OF
ENDOCRINE SURGEONS

Who We Are

The American Association of Endocrine Surgeons is dedicated to the advancement of the science and art of endocrine surgery and maintenance of high standards in the practice of endocrine surgery.

What We Do

The AAES Annual Meeting brings together physicians and endocrine surgery professionals from around the world to share the newest clinical and basic science findings in endocrine surgery. For most registrants, this is the most important and anticipated meeting of the year.

The meeting features dedicated scientific sessions, including 35+ oral presentations, interesting case presentations, poster displays, educational workshops, exhibit displays, a poster competition, and plenty of networking opportunities.

2019 MEETING HIGHLIGHTS



WHY YOU NEED TO ATTEND

- > Showcase your products and services
- > Meet leaders face to face in a relaxed, convenient location
- > Position your company with key decision makers in the field
- > Strengthen existing relationships and develop new ones

EXHIBITOR BENEFITS

- > Access to 500 endocrine specialists
- > Acknowledgment by signage and in program book
- > Cost effective booth display
- > Exhibits located in high traffic area together with posters, breakfast and breaks

HOTEL INFORMATION

Fairmont Miramar Hotel

101 Wilshire Boulevard
Santa Monica, California 90401

Huntley Hotel

1111 Second Street
Santa Monica, California 90401

Beginning in December, reserve your room at the Fairmont Miramar or the Huntley Hotel by **March 15, 2019** to secure the AAES Group Rate of \$350 (Single/Double Occupancy). Guest room rates are subject to 14.9% city taxes, fees, and Tourism District assessment at \$5.25 per room per night.

To secure the group rate by the deadline, visit the AAES website.

Over 500 endocrine professionals and surgeons from over 20 countries, 40 states, and 150 institutions

EVENT DATES

Sunday, April 7 – Tuesday, April 9, 2019

ASSOCIATION INFORMATION

American Association of Endocrine Surgeons

201 E. Main Street, Suite 1405

Lexington, KY 40507

PHONE: 855-402-9810

FAX: 859-514-9166

EMAIL: info@endocrinesurgery.org

WEBSITE: www.endocrinesurgery.org

CONTACT INFORMATION

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Project Coordinator

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Conference & Events Manager

PHONE: 859-514-9158

EMAIL: dhepp@amrms.com

Attendance is holding strong!

2016 – BALTIMORE

Physicians: 342

Residents/Fellows: 128

Allied Health: 34

Total: 504

2017 – ORLANDO

Physicians: 348

Residents/Fellows: 79

Allied Health: 30

Total: 457

2018 – DURHAM

Physicians: 337

Residents/Fellows: 119

Allied Health: 35

Total: 491

**PRESIDENT****Herbert Chen, MD**

Surgeon in Chief and Chairman
University of Alabama
Birmingham (UAB) School of Medicine

PRESIDENT-ELECT**Allan Siperstein, MD**

Chairman, Center for Endocrine Surgery
Cleveland Clinic

VICE PRESIDENT**Sonia Sugg, MD**

Professor of Surgery
University of Iowa Hospitals & Clinics
Department of Surgery

SECRETARY**James Lee, MD**

Edwin K. and Anne C. Weiskopf Associate Professor of Surgery
Vice Chair, New Media
Chief, Endocrine Surgery
Columbia University Medical Center

RECORDER**Paul G. Gauger, MD**

William J. Fry Professor of Surgery
Professor of Learning Health Sciences
Chief, Division of Endocrine Surgery
Program Director, Surgery
University of Michigan

TREASURER**Sareh Parangi, MD**

Associate Professor of Surgery
General and Endocrine Surgery
Harvard Medical School

COUNCIL**Peter Angelos, MD, PhD**

Past President, AAES
Linda Kohler Anderson Professor of Surgery
Chief, Endocrine Surgery
Associate Director, MacLean Center for Clinical Medical Ethics
University of Chicago Medicine

James Howe, MD

Director, Division of Surgical Oncology and Endocrine Surgery
Professor of Surgery
University of Iowa

John Lew, MD

Chief, Division of Endocrine Surgery
University of Miami

Steven Libutti, MD

Past President, AAES
Director and Vice Chancellor for Cancer Programs, Rutgers Biomedical and Health Sciences
Rutgers Cancer Institute of New Jersey

Barbra Miller, MD

Assistant Professor
Division of Endocrine, Section of General Surgery
University of Michigan

Jennifer Rosen, MD

Washington Hospital Center

Wen T. Shen, MD, MA

Associate Professor of Clinical Surgery
Division of General Surgery
University of California-San Francisco

Michael R. Starks, MD

Staff Surgeon
Penobscot Surgical Care, PA

Martha A. Zeiger, MD

Past President, AAES
S. Hurt Watts Professor and Chair, Department of Surgery
UVA School of Medicine



EXHIBITOR FEES & SPECIFICATIONS

Early Bird Fee (on or prior to February 1, 2019): **\$3,500**

Standard Fee (after February 1, 2019): **\$3,800**

Included with each 8'x8' exhibit space: 8' high background drape, 3' high side drape, 6' draped table, two chairs, one wastebasket, and one exhibitor identification sign.

Table top displays available for discounted rate of **\$2,000**.

Exhibitor Add-On: One (1) flyer in attendees bags for **\$500**

PRIORITY PLACEMENT

The assignment of exhibit space will be on a first-come, first-served basis, upon receipt of exhibitor application and deposit.

PAYMENT SCHEDULE

A deposit of 50% of the total exhibit fee must accompany the signed application for it to be considered valid. Total balance due **March 5, 2019**.

SERVICES EXCLUDED

Exhibit fee does not include: additional drayage, electricity or audio visual. Information regarding these items will be included in the Exhibitor Confirmation Kit.

EXHIBITOR REGISTRATION

Exhibit registration includes a maximum of four (4) personnel per exhibit space. The deadline for the exhibit staff list is **March 5, 2019** and badges may be picked-up on-site. Exhibit badges are not to be given or lent to any individual except the exhibit personnel to whom the badge has been issued. Exhibitors may attend scientific sessions as long as they do not engage in sales while in the session rooms.

EXHIBITOR GUEST POLICY

Guests of Exhibitors should be included on the individual company's staff list. The charge for additional badges over the number included with the exhibit fee is \$25 per badge.

EXHIBITOR STAFF CONDUCT

Exhibitors must set-up, occupy and staff their exhibits during all hours exhibits are open. Failure to do so may result in ineligibility for future meetings. Names of all participants affiliated with exhibits must appear on the corresponding company staff list sent to show management.

False certification of individuals as Exhibitor's representatives, misuse of Exhibitor badges or any other method assisting unauthorized persons access to the exhibit floor will be just cause for expelling the violator from the exhibition or barring him/her from further entrance to the exhibit floor or removing his/ her exhibit from the exhibit floor without obligation on the part of Show Management for refund of fees.

Exhibit personnel are expected to remain in their exhibit space and not view other exhibits except by invitation of other Exhibitors. Interviews, demonstrations and the distribution of literature must be conducted within the exhibit area assigned to the Exhibitor.

Canvassing or distributing of advertising materials beyond the perimeters of the Exhibitor's own exhibit will not be allowed. Additionally, Exhibitors are prohibited from posting signs relating to exhibits or any company activity outside the perimeters of the Exhibitor's own exhibit.

Exhibitors may not place signage regarding any company related event outside their exhibit at any time.

When food and beverage are served in the Exhibit Hall during breaks, exhibit personnel may participate but are expected to allow attendees to participate first.

SUBLETTING OF SPACE

Exhibitors may not assign or apportion to others the whole or any part of the space allocated and may not display goods or services other than those manufactured or regularly distributed by the applicant(s).

CANCELLATION POLICY

Notification of cancellation or reduction of space must be in writing. If this agreement is canceled by the Exhibitor for any reason or by Show Management because of Exhibitor's default or violation of this agreement, monies paid to the AAES by the Exhibitor shall be retained as follows:

- > \$500 per space if application is canceled on or prior to February 1, 2019.
- > \$1,000 per space if application is canceled or reduced after February 1, 2019 and on or prior to March 5, 2019.
- > NO REFUND for any cancellations or reductions after March 5, 2019.

SCHEDULE & DEADLINES



EXHIBIT HOURS

Times subject to change

Sunday, April 7, 2019

Exhibits Open	8:30 am – 5:00 pm
Poster Judging	8:30 am – 10:00 am
Lunch Break	11:45 am – 1:45 pm
Afternoon Break with Exhibits	2:45 pm – 3:15 pm

Monday, April 8, 2019

Exhibits Open	7:00 am – 5:00 pm
Breakfast with Exhibits	7:00 am – 8:00 am
Morning Break with Exhibits	10:00 am – 10:30 am
Lunch Break	11:15 am – 1:30 pm
Afternoon Break with Exhibits	2:30 pm – 3:00 pm

Tuesday, April 9, 2019

Exhibits Open	7:00 am – 11:00 am
Breakfast with Exhibits	7:00 am – 8:00 am
Morning Break with Exhibits	10:30 am – 11:00 am

BOOTH INSTALLATION & DISMANTLE

Set-Up Hours

Saturday, April 6, 2019	5:00 pm – 8:00 pm
Sunday, April 7, 2019	7:00 am – 8:30 am

Tear-Down Hours

Tuesday, April 9, 2019	11:00 am – 2:00 pm
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All set-up must be completed by 8:30 am on Sunday, April 7. Exhibitors who have not checked in with the Registration desk and set-up by this time will be considered “no-shows” and may have their exhibit space dismantled. Exhibitors may not begin dismantling until 11:00 am Tuesday, April 9. All exhibits must be packed and ready for shipment by 2:00 pm Tuesday, April 9.

DEADLINES

Early Bird Exhibit Application & Deposit Due: **February 1, 2019**

Exhibit Confirmation Kit Emailed: **February 6, 2019**

Exhibitor Applications Due: **March 6, 2019**

Exhibit Badge Registration Forms Due: **March 6, 2019**

PREVIOUS EXHIBITORS & SPONSORS

Akrimax Pharmaceuticals
 AI Biomed
 Ambry Genetics
 AMEND USA
 American Association of Clinical Endocrinologists
 American Multiple Endocrine Neoplasia (AMEN) Support
 American Thyroid Association
 Applied Medical
 ArborMetrix, Inc.
 Banner Healthcare
 Bayer Healthcare
 CBLPath
 Checkpoint Surgical, Inc.
 Comprehensive Medical Services
 Corcept Therapeutics
 Covidien
 Duke University
 Eisai, Inc.
 EndocrineWeb.com
 Esaote
 Ethicon US, LLC
 Exelixis
 Fluoptics
 Future Diagnostics
 GE Healthcare – Ultrasound
 Graves’ Disease & Thyroid Foundation
 HealthBreeze
 Hitachi Healthcare
 Interpace Diagnostics
 Invuity
 KenyaRelief.org
 MedImmune – Specialty Care Division of AstraZeneca
 Medtronic
 Mitaka USA
 Neurovision Medical Products (IOM Solutions)
 Olympus America Inc.
 Onyx Pharmaceuticals
 Roche Diagnostics Corporation
 Rosetta Genomics
 Sanofi Genzyme
 Sense Medical/Neurosign
 Shire Pharmaceuticals
 Sonic Healthcare USA
 Stradis Healthcare
 Stryker
 THANC Foundation/TCCC
 ThyCa: Thyroid Cancer Survivors Association, Inc.
 Thyroid Care Collaborative
 University of North Carolina
 University of Virginia
 Veracyte
 WeCan Medicare Co., Ltd.
 Wolter Kluwer Health/Lippincott Williams & Wilkins

EDUCATIONAL SUPPORT AND VISIBILITY OPPORTUNITIES



Educational Grant Support Opportunities

PLATINUM LEVEL SUPPORT – \$10,000+

All of the Gold Level opportunities, plus:

- Presidential Address
- President's Reception

GOLD LEVEL SUPPORT – \$7,500

All of the Silver Level opportunities, plus:

- Scientific Posters Display
- Interesting Cases Session

SILVER LEVEL SUPPORT – \$5,000

All of the Bronze Level opportunities, plus:

- One Scientific Session*
- Daily Refreshment Breaks

BRONZE LEVEL SUPPORT – \$2,500

- Support acknowledged with sign for display in exhibit space (exhibit booth not included in level support)
- Acknowledgement in on-site signage, all promotional materials, in the final program, in the AAES newsletter, on meeting slides, and on the AAES website

ANNUAL MEETING MOBILE APP – \$10,000

- Exclusive opportunity to sponsor the new mobile app for the 2019 AAES Annual Meeting.

MEAL OR BREAK SPONSOR – Prices Vary

- Put your brand in front of all attendees during snack and refreshment breaks or during AAES-provided meals. Meal options include breakfast or lunch. Limited to one sponsor per break/meal.

**Papers provide attendees with the latest scientific findings. Session topics will be finalized after the abstract review process is complete in December 2018. The list of scientific sessions available for support acknowledgement will be provided to all Platinum, Gold, and Silver supporters in early 2019.*

EDUCATIONAL GRANT SUPPORT ACKNOWLEDGEMENT

Educational grant support for the AAES 2019 Meeting will be acknowledged in all program materials, on-site signage, and on slides in the rooms in which a given event is held. If appropriate, support will be acknowledged with any course or event materials distributed on-site. Please note the publication deadline for the AAES Final Program is **March 1, 2019**. Confirmation of support must be received prior to the deadline for inclusion in the program.

Support for the AAES Annual Meeting is considered an educational grant, subject to ACCME Standards of Commercial Support. A signed Letter of Agreement must be received in advance of the meeting in order for support to be acknowledged.

The AAES values our relationship with industry and appreciates your thoughtful consideration of support. On behalf of the AAES leadership, we invite you to join us in Santa Monica, CA on April 7-9, 2019 to be a part of this exciting and valuable meeting.

CONTINUED 

EDUCATIONAL SUPPORT AND VISIBILITY OPPORTUNITIES



Marketing & Visibility Opportunities

EXCLUSIVE *Only one supporter per opportunity, first come, first served*

Young Surgeons Social – \$7,500

Exclusive opportunity to host the Young Surgeons Social (Food and Beverage not included, catering menu will be provided).

Hotel Key Cards – \$3,500

Get everyone's attention by sponsoring the hotel room key cards for the AAES meeting. You will be the only name on the key cards, sure to stay in guests' minds as they enter their rooms at the end of the day. Includes front and back design costs.

Welcome Sponsor – \$2,500

Welcome attendees on a pop-up vertical banner displaying your company's name. The banner will be prominently displayed near Registration or the General Session room. Make a daily impression on attendees.

Hotel Door Drop – \$3,000 per day

Be one of the first companies visible to attendees when you partner with the AAES to exclusively sponsor the Hotel Door Drop. This is your chance to include announcements, invitations, samples or sales literature you want hand-delivered to the hotel room of every registered AAES Meeting attendee. As the exclusive supporter for the day, you can enclose the materials in a door drop bag to include your company name and logo.

NON-EXCLUSIVE *Multiple opportunities*

Breakfast or Lunch Symposium – \$20,000

Exclusive opportunity to host a breakfast or lunch symposium offered to all members to attend in our meeting space on Monday or Tuesday morning (Food and Beverage not included, catering menu will be provided).

Mobile Charging Station—\$10,000

Customize a power station with seating or a charging kiosk with your brand's logo or imagery while providing rapid-charge technology for attendee's devices.

Fun Run Sponsor – \$5,000

Your logo will appear on Fun Run course directional signage and at the Finish Line. This sponsorship will also include water and snacks for the Fun Run participants.

Meal or Break Sponsor – Prices Vary

Put your brand in front of all attendees during snack and refreshment breaks or during AAES-provided meals. Meal options include breakfast or lunch. Limited to one sponsor per break/meal.

New Product Showcase – \$3,000

Showcase your company's newest product developments in ultrasound, minimally invasive surgery equipment, therapies, and more. Get noticed by all attendees in the high traffic area of the exhibit hall with your product featured in a digital display for the entire meeting. *Exhibit booth fee not included.*



Marketing & Visibility Opportunities for Endocrine Surgery University

Endocrine Surgery University (ESU) is a program dedicated to providing a structured format for exceptional quality education to first year endocrine surgery fellows. We are pleased to announce the 10th Annual Endocrine Surgery University will again be incorporated as a pre-session of the 2019 AAES Annual Meeting. The course objectives are to provide exposure to controversies in endocrine surgical management and to provide pearls for success in academic and clinical practice settings. Supporting Endocrine Surgery University is a great opportunity to introduce your products to young surgeons just starting their practice.

Endocrine Surgery University Jeopardy Sponsor – \$3,000

Fellows attending Endocrine Surgery University (ESU) engage in a fun and friendly competition “Jeopardy” asking the right questions for the endocrine surgery answers provided. Sponsors of this event will also receive a table display in the back of the meeting room. This is a very popular event among attendees (and faculty) and your support will be recognized verbally and via a slide display at the session, in the ESU program, in the AAES Annual Meeting program, and on the AAES website.

Endocrine Surgery University Sponsor – starting at \$2,500

Since 2010, Endocrine Surgery University has been dedicated to increasing the quality of education and skills for endocrine surgery fellows. Sponsorship support of ESU includes a table display in the back or just outside of the meeting room and will be acknowledged with on-site signage, on ESU meeting slides, at meal and refreshment breaks, at the ESU Fellows and Faculty Dinner, in ESU marketing materials, on the AAES website, and in the final program of the AAES Annual Meeting.

**If you do NOT wish to receive a table display, support of ESU can be in the form of an educational grant.*

ESU will be held at the Fairmont Miramar Hotel

Friday, April 5, 7:00 am-5:00 pm and Saturday, April 6, 7:00 am-12:00 pm

2019 AAES Sponsor & Exhibitor Registration

Sponsor and Exhibitor Registration is now online. Click the link below or type the URL into your browser to register.

<http://www.cvent.com/d/jgg623>

Contact us with Questions:

PHONE: 859-402-9810

EMAIL: info@endocrinesurgery.org

RULES & REGULATIONS



EXHIBITOR PROGRAMS & PRESENTATIONS

Exhibitor presentations may take place during any hours the exhibit hall is open to registrants. Exhibitor programs or presentations must be confined to the Exhibitor's assigned exhibit space. The sound intensity of such activities as determined by Show Management, must not interfere with the activities of neighboring exhibitors. Show Management reserves the right to determine at what point sound constitutes interference with others and whether it must be discontinued.

Programs or presentations are to be straightforward in nature and must avoid the use of sideshow or theatrical gimmicks.

Videos and films may be shown provided that screens are placed in the rear of the exhibit to eliminate congestion in the aisles.

Any visual or other transmissions from off-site locations including tele-surgery require written permission from Show Management. Request forms for these educational events will be included in your Exhibitor Confirmation Packet and must be completed and returned to the show office.

DIRECT SALES ON EXHIBIT FLOOR

No direct sales are permitted to take place on the exhibit floor excluding book sales. Orders may be taken and processed for delivery elsewhere but product may not be conveyed in the exhibit area.

DISPLAY OF INVESTIGATIONAL PRODUCTS

All Exhibitors must comply with FDA rules regarding display of investigational products. Display of any investigational product is not an endorsement by the AAES. To comply with the Food and Drug Administration's Guidelines on Notices of Availability, any investigational product exhibited or graphically depicted should:

- Contain only objective statements about the product.
- Contain no claims of safety effectiveness or reliability.
- Contain no comparative claims to other marketed products.
- Be displayed solely for the purpose of obtaining investigator responsibilities.
- Display a statement: "Caution – Investigational Device – Limited to Investigational Use" (or similar statement) in prominent size and placement.

DISPLAY OF CLASS III DEVICES

Any display of Class III devices for off-label use must be accompanied by the following statement: "Display of this device for off-label use is not endorsed by AAES."

INSURANCE & LIABILITY

The Exhibitor assumes entire responsibility and liability for losses, damages, and claims arising out of injury to any person, or loss of, or damage to property when such loss damage or injury is in any way connected to the Exhibitor's participation in the exhibition. Exhibitors shall indemnify and hold harmless the American Association of Endocrine Surgeons (AAES) and Show Management, their officers, directors, agents, members and employees, and the designated convention facilities, their agents, and employees from any and all such losses, damages and claims.

Exhibitors agree to protect, save and keep the AAES, Show Management and the Fairmont Miramar Hotel forever harmless from any damage or charges imposed for violation of any law or ordinance whether occasioned by the negligence of the Exhibitor or its agents as well as strictly to comply with the applicable terms and conditions contained in the agreement between the Fairmont Miramar Hotel and the AAES regarding the exhibit premises and further an Exhibitor shall at all times protect, indemnify, save and keep harmless the AAES and the Fairmont Miramar Hotel against any and all loss cost damage liability or expense arising from, or out of or by reason of said Exhibitor's occupancy and use of exhibit premises or part thereof.

While Show Management will provide security, furnishing of such security shall not be deemed to affect the non-liability of the AAES or Show Management, their members, officers, representatives or official services contractors, or the Fairmont Miramar Hotel to modify in any way the assumptions or risk provided herein.

If any part of the exhibit hall is damaged or destroyed in such a way as to prevent the AAES or Show Management from allowing an Exhibitor to occupy its assigned space during any portion of the exhibition or if same is prevented by strikes, acts of God, national emergency, or other causes beyond the control of AAES or Show Management, Exhibitors will be charged for space during the time it was, or could have been, occupied and Exhibitors hereby waive any claim against AAES or Show Management, their members, directors, agents, or employees, for losses or damages that may occur due to such inability to occupy assigned space.

PHOTOGRAPHY

An exhibit or its products may not be photographed or videotaped without the permission of the legitimate occupants of that exhibit space. Show Management reserves the right to photograph exhibits for society purposes.