

2ND ANNUAL



LASER ADDITIVE MANUFACTURING  
WORKSHOP

May 11-12, 2010 • Houston, TX USA

## Sponsorship/Exhibit Opportunities

- Learn about the latest laser additive manufacturing developments
- Find solutions to your technology challenges
- Gain understanding of the laser cladding and rapid manufacturing process
- Meet new suppliers
- Network with colleagues and industry specialists
- Source new products

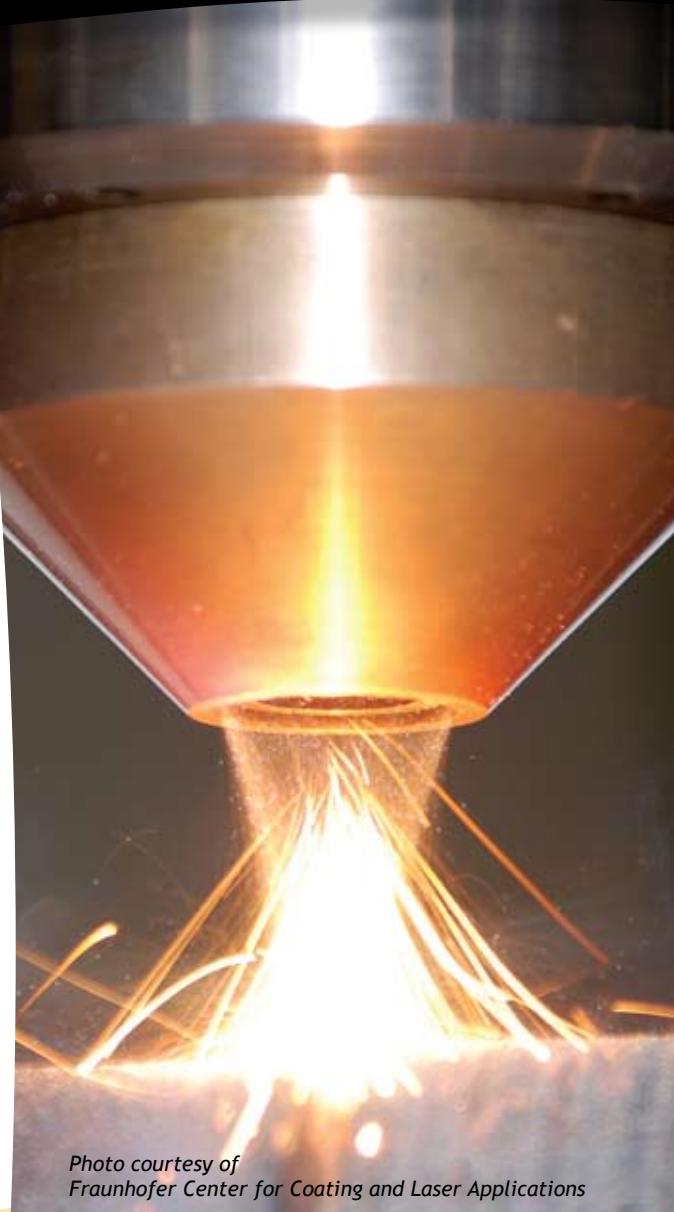
**Profitable Laser Solutions for  
Today's Manufacturing Challenges!**

Presented by:



**Laser Institute  
of America**

*Laser Applications and Safety*



*Photo courtesy of  
Fraunhofer Center for Coating and Laser Applications*

This unique workshop will bring together industry specialists from around the world with the goal of applying this state-of-the-art process (cladding and rapid manufacturing) to today's manufacturing challenges.

# LAM

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*Cladding • Rapid Manufacturing*

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Houston, TX USA

*Application Deadlines*

December 15, 2009 to be included in Advance Program  
March 25, 2010 to be included in On-site Program

## General Chair

**Paul Denney** - Connecticut Center for Advanced Technology

## Plenary Chair

**Jim Sears** - South Dakota School of Mines & Technology

## Sponsor Committee Chair

**Bill Shiner** - IPG Photonics

## LIA's 2nd Laser Additive Manufacturing Workshop...

...will bring industry specialists, executives, users and researchers from around the world to show how cladding and rapid manufacturing can be applied effectively and affordably to today's manufacturing challenges. This workshop will have a significant impact on the widespread industrial implementations of laser additive manufacturing.

**Sponsorship of LAM 2010 is a valuable way to reach a highly-qualified target audience.  
Don't miss this strategic opportunity for direct access to your customers!**

## Who Attends?

- Manufacturing Engineers and Managers
- Process/R&D Engineers
- Applications Engineers
- Construction Engineers
- Precision Parts Specialists
- OEMs
- System Integrators
- Anyone interested in laser cladding, sintering or rapid manufacturing

## Industries Represented:

- Oil and gas industries
- Aerospace
- Agriculture
- Automotive
- Military
- Powder Production
- Marine
- On- and Off-Highway transportation
- Power Generation
- Construction/Steel
- Hardfacing
- Bio-Medical
- Tooling, Dies and Molds

## Advantages of Sponsoring:

- Reach your target market with exclusive packages.
- Promote brand recognition through high visibility.
- Communicate directly with influential decision makers.
- Leverage these benefits to achieve returns on your marketing dollars.
- Provide solutions to technology challenges.
- Source new products.



LAM 2010 WORKSHOP • 13501 Ingenuity Drive, Suite 128 • Orlando, FL 32826 USA  
+1.407.380.1553 • FAX +1.407.380.5588 • [www.laserinstitute.org](http://www.laserinstitute.org) • [lam@laserinstitute.org](mailto:lam@laserinstitute.org)

## **SPONSORSHIP OPPORTUNITIES**

Choose the level that best matches your company's promotional goals and boosts your brand visibility.

### **All levels include:**

- One Tabletop exhibit. Display hours are Tuesday, May 11th, 1:00PM - Wednesday, May 12th, 2:00PM
- Exhibitor Reception on Tuesday, May 11, 2010 from 5:00PM - 7:00PM.  
This is the only scheduled event during this time slot. You will have the full attention of the attendees.
- Special acknowledgement (signage) during sponsored event.
- Company logo placement on registration area signage recognizing all sponsoring companies.
- Company logo and website link on LAM 2010 web page.
- Company logo and website link on all broadcast e-mails pre-/post-event.
- Logo and indication of sponsorship in LAM 2010 promotional materials.
- Pre- and post- lists of LAM 2010 attendees for marketing and follow-up mailings.
- Electricity

### **Sponsorship Levels:**

#### **PLATINUM LEVEL \$7,500 (1 Available)**

**Platinum Level Sponsor** will receive:

- 2 complimentary LAM 2010 workshop registrations
- Larger Exhibit Space during Exhibitor Reception - 10' x 5' display area for free standing display or tabletop
- Recognition as the premier sponsor at Workshop Welcome
- Prominent placement of company logo on promotional and on-site conference materials  
(i.e. web page, e-mails, registration area signage, on-site program book, etc.)
- Full page full color ad in *LIA TODAY* pre-show issue (March/April 2010)

#### **GOLD LEVEL \$5,000 (4 Available)**

**Gold Level Sponsors** will receive:

*(Wednesday Lunch, Flash Drives, Exhibitor Reception, Attendee Gift)*

- 1 complimentary LAM 2010 workshop registration
- Larger Exhibit Space during Exhibitor Reception - 10' x 5' display area for free standing display or tabletop
- Company logo will be featured prominently throughout sponsored event or on sponsored item
- 1/2 page full color ad in *LIA TODAY* pre-show issue (March/April 2010)

#### **SILVER LEVEL \$3,500 (7 Available)**

**Silver Level Sponsors** will receive:

*(Lanyards, AV, Printing, Padfolio, Tuesday Afternoon Break, Wednesday Afternoon Break, Wednesday AM Break)*

- 1 complimentary LAM 2010 workshop registration
- Company logo will be featured prominently throughout sponsored event or on sponsored item
- 1/4 page full color ad in *LIA TODAY* pre-show issue (March/April 2010)

### **Other Opportunities:**

#### **Tabletop Exhibit Only - \$2,250**

**Exhibition fee includes:**

- Includes 6' tabletop during exhibit hours and Exhibitor Reception (electricity included). Exhibit must fit on 6' table.
- 1 complimentary LAM 2010 workshop registration

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## **Hotel Information**

Marriott - Houston Airport  
18700 John F. Kennedy Boulevard  
Houston, Texas 77032 USA  
Tel: +1.281.443.2310  
Fax: +1.281.443.5233  
Toll Free: 1.800.627.7468



The Marriott Houston at George Bush Intercontinental Airport prides itself on flawless execution in order to satisfy the most discerning travelers; nothing is overlooked. Amidst the hustle and bustle of a fast paced, busy airport, this Houston Airport hotel is an unexpected retreat into an environment that relaxes and refreshes you from the rigors of today's travel. Arrive within minutes from your airport terminal via complimentary underground tram to experience a warm, friendly and speedy check-in.

## **Looking for additional information?**

Visit us online at [www.laserinstitute.org/LAM](http://www.laserinstitute.org/LAM) for complete details on the technical program, conference registration and hotel/travel arrangements.

## **About LIA Conferences**

The conferences of the Laser Institute of America are the town square of the laser community. A large and diverse group, laser professionals often find themselves disconnected from each other. LIA conferences, however, bring the university researcher, the business executive, and the production floor user together under one roof for a unique and rewarding networking opportunity. [www.laserinstitute.org/conferences](http://www.laserinstitute.org/conferences)

## **About LIA**

Laser Institute of America (LIA) is the international society for laser applications and safety. Our mission is to foster lasers, laser applications, and laser safety worldwide. Serving the industrial, medical, research and government communities for over 42 years, LIA offers technical information and networking opportunities to laser users from around the globe.



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### EARLY BIRD SPECIALS DEADLINE: November 30, 2009

#### Platinum:

Early Bird Price: \$7,250 ☐ Regular Price: \$7,500 ☐

**Gold:** (Wednesday Lunch, Flash Drives, Exhibitor Reception, Attendee Gift)

Early Bird Price: \$4,750 ☐ Regular Price: \$5,000 ☐

**Silver:** (Lanyards, AV, Printing, Padfolio, Tuesday Afternoon Break, Wednesday Afternoon Break, Wednesday AM Break)

Early Bird Price: \$3,250 ☐ Regular Price: \$3,500 ☐

#### Exhibitor:

Early Bird Price: \$1,995 ☐ Regular Price: \$2,250 ☐

Electricity required? ☐ yes ☐ no

☐ We DO NOT require  
a 6' draped table

Exhibitors are responsible for all  
audio/visual equipment as well  
as the rental fees, shipping,  
and customs.

## Sponsorship & Exhibitor Application:

Company Name: \_\_\_\_\_

Contact Name \_\_\_\_\_ Title \_\_\_\_\_  
(Will receive all exhibit information & guidelines)

Contact E-mail: \_\_\_\_\_

Address: \_\_\_\_\_

City/State: \_\_\_\_\_ Country: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Company E-mail: \_\_\_\_\_ Company Web Address: \_\_\_\_\_

Please do not place tabletop next to \_\_\_\_\_

### Please check payment type:

☐ Check Enclosed ☐ PO# \_\_\_\_\_ ☐ Money Order ☐ Visa ☐ MasterCard ☐ AMEX

Account #: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Payment Signature: \_\_\_\_\_

**Remit check or money order (USD) to:** Laser Institute of America. Please make reference to LAM 2010 on check; or fax with credit card information to +1.407.380-1553 ATTN: LAM 2010

**Mail, Email or Fax application to:** ATTN: LAM 2010, Laser Institute of America, 13501 Ingenuity Drive, Suite 128, Orlando, FL 32826, [lam@laserinstitute.org](mailto:lam@laserinstitute.org), Fax: +1.407.380.5588.

**Cancellation/Refund policy:** Requests for refunds will be honored if received prior to March 18, 2010, less a cancellation fee of \$500. Please submit a written request for a refund; state company's name and to whom check should be made payable.

Authorized Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**I have read and agree to all terms and conditions stated in this Sponsor/Exhibitor Application Form including the policies and liability information.**

Please initial: \_\_\_\_\_

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## Sponsorship & Exhibitor Program Policies

Upon approval of this contract by an authorized Exhibit representative, it is expressly understood that the Exhibitor has read and agreed to abide by the following liability policies.

**Location:** Laser Institute of America, referred to as LIA reserves the right to determine final placement of the Exhibitor's tabletop display within the reception area during the special reception on May 11, 2010.

**Transportation/Setup:** All transportation and any other costs related to tabletop setup not explicitly offered by LIA are to be paid by the Exhibitor.

**Liability:** LIA, and all organizations and individuals who are employed by or associated with it in connection with this Exhibition, will not assume responsibility and shall be held harmless by all Exhibitor for damage or loss resulting from fire, theft, or any other cause whatsoever, including accident or injury to Exhibitor, their employees and agents, the public, or others. The Exhibitor agrees to pay promptly for any and all damages to the building or its equipment incurred through carelessness or otherwise, of vendor or his employees or agents.

**Losses:** LIA will not take responsibility for damage to Exhibitor's property or lost shipments either incoming or outgoing, nor for moving costs. Damage due to inadequately packaged property is vendor's own responsibility. If display materials fail to arrive, the Exhibitor is still responsible for the space reserved as per this contract. Vendors are advised to insure against these risks.

**Cancellations:** A non-refundable deposit of \$500 is required to confirm space for the Exhibition. Written cancellation must be received in the LIA office prior to March 18, 2010 to assure a refund of monies (less non-refundable deposit). All monies are non-refundable after March 18, 2010.

**Termination of Exhibition:** In the event that the premises in which the Exhibition is or is to be conducted, shall become, in the sole discretion of LIA, unfit for occupancy, or in the event the holding of the tabletop display or the performance of LIA under the Exhibitor Agreement (of which these Rules and Regulations are a part) are substantially or materially interfered with by virtue of any cause or causes not reasonably within the control of LIA, said Contract and/or the Exhibition (or any part thereof) may be terminated by LIA. LIA shall not be responsible for delays, damage, loss, increased costs, or other unfavorable conditions arising by virtue of cause or causes not reasonably within the control of LIA. If LIA terminates said Contract and/or the Exhibition (or any part thereof) as aforesaid, then LIA shall not be liable to the exhibitor other than for a prorated refund of such Exhibition registration fee, payment determined on the basis of the number of conference days remaining. For purposes hereof, the phrase "cause or causes not reasonably within the control of LIA" shall include, but not by way of limitation; fire, casualty, flood, epidemic, earthquake or inclement weather; explosion or accident; blockade or embargo; governmental restraints; restraints or orders of civil defense or military authorities; act of public enemy, riot, or civil disturbance; strike, lockout, boycott, or other labor disturbance; inability to secure sufficient labor, technical, or other personnel; failure, impairment, or lack of adequate transportation facilities; inability to obtain, or condemnation, requisition, or commandeering of necessary supplies or equipment; local state, or federal law, ordinances, rule, order decree, or regulation, whether legislative, executive, or judicial, and whether constitutional or unconstitutional; or Acts of God. NOTE: Exhibition Guidelines with shipping information, etc. will be available approximately 30 days prior to LAM.