American Thoracic Society International Conference

EXHIBITOR PROSPECTUS

EXHIBITION DATES
MAY 20 - 22, 2018
San Diego Convention Center
San Diego, CA

http://conference.thoracic.org
On behalf of the American Thoracic Society (ATS), we invite you to participate in the ATS 2018 International Conference exhibition in San Diego. This is the preeminent conference on pulmonary, critical care, and sleep medicine in the United States. The ATS appreciates the significant contributions made by exhibiting and supporting companies. As the largest professionally attended pulmonary meeting in the United States, and the first healthcare meeting to have an independent-third-party audit of our registration data performed, our goal is to make this conference an increasingly productive and profitable experience for you.

We are committed to providing an environment that fosters discussion of your product or service to the over 13,000 pulmonary, critical care, and sleep researchers and clinicians who will attend ATS 2018. We strive to facilitate beneficial interactions between attendees and exhibitors, as well as help you achieve the greatest ROI for your company.

“Well-oiled machine, great booth traffic, attendees actually seem interested in learning/getting more information at the exhibition.”

– Jennifer Terchek
Resmed
AUDIENCE REACH

The ATS International Conference brings together researchers and clinicians so we can truly say this meeting is “Where Today’s Science Meets Tomorrow’s Care.”

We Promote You!

- Featured exhibitor articles in two ePreviews, the ATS Print Preview, the Exhibit Guide and all three ATS Daily Bulletin newspapers
- ePreview 2 and the ATS Print Preview are focused on the Exhibit Hall and industry programs
- Company name and booth number in the Final Program
- Company name and booth number on large floorplans at the entrances to the Exhibit Hall as well as inside the Exhibit Hall
- Company description and product category listing in the printed ATS Exhibit Guide
- Company description and product listing on three Exhibit Hall Wayfinder kiosks displaying the ATS Online Exhibitor Directory and Interactive Floorplan

Benefits to ATS Exhibitors

- Three hours of unopposed time
- Four complimentary exhibitor badges per 10’x10’ booth
- Exhibitor badge provides access into most educational sessions (ticketed sessions not included)
- Five VIP Customer Exhibit Hall Only Passes
- Complimentary preview attendee pre-registration list (first name, last name, city, state)
- Attendee mailing list rental (email message sent by CDS) can be sorted by specific demographics to target those attendees most interested in your product/service
- Exhibitor Success & ROI Center – your FREE, on demand, 24/7 exhibiting knowledge resource
- Discounted exhibitor housing rates
- Complimentary Exhibitor Lounge on the exhibit floor featuring beverages and snacks
- Rental of Expo Suites inside the Exhibit Hall or discounted rates on Meeting Suites outside the Exhibit Hall
- Opportunity to host an Industry Theater, Practical Workshop or Guru Bar
- Monthly issues of the ATS Exhibitor Newsletter
- Exhibitor Appreciation Reception on Sunday afternoon

13,496 pulmonary, critical care, and sleep medicine professionals attended the ATS 2017 International Conference.
11,148 attendees visited the Exhibit Hall (beacon data)
25,856 leads generated

83% of attendees visited the Exhibit Hall (beacon data)
2017 ATTENDEE DEMOGRAPHICS

We are pleased to present the independent, third-party audit of the ATS 2017 International Conference. The audit of the attendance numbers was performed by Exhibit Surveys.

Full details of the audit can be found on the ATS conference website: https://conference.thoracic.org/exhibitors/become-exhibitor/official-attendee-audit.php

PROFESSIONAL AUDITED ATTENDANCE

U.S. (includes Puerto Rico, Guam and APO military bases) – 7,823 (Canada – 554, Mexico – 79)
International – 5,673

For specific breakdown by state or country please see the complete audit online. Percentages shown are based on attendance as a whole.

<table>
<thead>
<tr>
<th>Category</th>
<th>Total</th>
<th>% of total</th>
</tr>
</thead>
<tbody>
<tr>
<td>ATS Conference Attendees (includes session speakers)</td>
<td>13,477</td>
<td></td>
</tr>
<tr>
<td>Exhibit Only Attendees</td>
<td>19</td>
<td></td>
</tr>
<tr>
<td>Total Professional Attendance</td>
<td>13,496</td>
<td></td>
</tr>
<tr>
<td>Guests</td>
<td>260</td>
<td></td>
</tr>
<tr>
<td>Media</td>
<td>95</td>
<td></td>
</tr>
<tr>
<td>Exhibitors, Non-Exhibiting Supporters &amp; Support Staff</td>
<td>2,318</td>
<td></td>
</tr>
<tr>
<td>Total Overall Audited Attendance</td>
<td>16,169</td>
<td></td>
</tr>
</tbody>
</table>

Note: People’s Republic of China includes China, Hong Kong-PRC, and Taiwan.

ATTENDEES BY EDUCATION/CREDENTIALS (attendees could select up to 3)

<table>
<thead>
<tr>
<th>Education/Credential</th>
<th>Total attnds</th>
<th>% of total</th>
</tr>
</thead>
<tbody>
<tr>
<td>MD</td>
<td>7,340</td>
<td>54.4</td>
</tr>
<tr>
<td>PhD</td>
<td>1,771</td>
<td>13.1</td>
</tr>
<tr>
<td>DrMed</td>
<td>719</td>
<td>5.3</td>
</tr>
<tr>
<td>MBBS</td>
<td>330</td>
<td>2.4</td>
</tr>
<tr>
<td>BS</td>
<td>274</td>
<td>2.0</td>
</tr>
</tbody>
</table>

Top Five Worksettings Listed

<table>
<thead>
<tr>
<th>Business Type</th>
<th>Total attnds</th>
<th>% of total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hospital, University</td>
<td>4,787</td>
<td>35.5</td>
</tr>
<tr>
<td>Academic, Public</td>
<td>3,287</td>
<td>24.4</td>
</tr>
<tr>
<td>Academic, Private</td>
<td>2,350</td>
<td>17.4</td>
</tr>
<tr>
<td>Industry/Pharmaceuticals</td>
<td>1,457</td>
<td>10.8</td>
</tr>
<tr>
<td>Hospital, Community</td>
<td>1,389</td>
<td>10.3</td>
</tr>
</tbody>
</table>
TOP THINGS EXHIBITORS CAN DO TO ENCOURAGE ATTENDEES TO SPEND MORE TIME IN THE EXHIBIT HALL

(Based on ATS 2017 attendee survey)

<table>
<thead>
<tr>
<th>Topical Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Educate rather than sell (i.e. simulation training)</td>
<td>55.42 %</td>
</tr>
<tr>
<td>Hands-on/interactive activities</td>
<td>51.36 %</td>
</tr>
<tr>
<td>In-booth product presentations/demonstrations</td>
<td>38.16 %</td>
</tr>
<tr>
<td>In-booth education/speakers (physicians, scientists as speakers)</td>
<td>32.95 %</td>
</tr>
</tbody>
</table>

ATTENDEES BY SPECIALTY

(Attendees could select more than one response)

Top 20 Specialty Areas listed
(complete list can be found in the audit)

<table>
<thead>
<tr>
<th>Specialty Area</th>
<th>Total attnds</th>
<th>% of total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administration/Management</td>
<td>773</td>
<td>5.7</td>
</tr>
<tr>
<td>Allergy/Immunology</td>
<td>1,282</td>
<td>9.5</td>
</tr>
<tr>
<td>Assistant Professor</td>
<td>605</td>
<td>4.5</td>
</tr>
<tr>
<td>Cell &amp; Molecular Biology</td>
<td>1,000</td>
<td>7.4</td>
</tr>
<tr>
<td>Critical Care (Adult)</td>
<td>3,247</td>
<td>24.1</td>
</tr>
<tr>
<td>Education/Teaching</td>
<td>716</td>
<td>5.3</td>
</tr>
<tr>
<td>Fellow</td>
<td>571</td>
<td>4.2</td>
</tr>
<tr>
<td>Full Professor</td>
<td>612</td>
<td>4.5</td>
</tr>
<tr>
<td>Immunology</td>
<td>847</td>
<td>6.3</td>
</tr>
<tr>
<td>Infectious Disease</td>
<td>546</td>
<td>4.1</td>
</tr>
<tr>
<td>Internal Medicine</td>
<td>1,325</td>
<td>9.8</td>
</tr>
<tr>
<td>Pediatrics</td>
<td>665</td>
<td>4.9</td>
</tr>
<tr>
<td>Pulmonary (Adult)</td>
<td>6,179</td>
<td>45.8</td>
</tr>
<tr>
<td>Pulmonary (Interventional)</td>
<td>820</td>
<td>6.1</td>
</tr>
<tr>
<td>Pulmonary (Pediatric)</td>
<td>1,243</td>
<td>9.2</td>
</tr>
<tr>
<td>Research (Basic Science)</td>
<td>1,729</td>
<td>12.8</td>
</tr>
<tr>
<td>Research (Clinical)</td>
<td>1,749</td>
<td>13.0</td>
</tr>
<tr>
<td>Research (Epidemiology)</td>
<td>591</td>
<td>4.4</td>
</tr>
<tr>
<td>Respiratory Therapy</td>
<td>874</td>
<td>6.5</td>
</tr>
<tr>
<td>Sleep Medicine</td>
<td>1,098</td>
<td>8.1</td>
</tr>
</tbody>
</table>

TOPICS OF INTEREST

(Attendees could select more than one response)

Top 25 Topics of Interest listed
(complete list can be found in the audit)

<table>
<thead>
<tr>
<th>Topic</th>
<th>Total attnds</th>
<th>% of total</th>
</tr>
</thead>
<tbody>
<tr>
<td>ARDS</td>
<td>3,573</td>
<td>26.5</td>
</tr>
<tr>
<td>Asthma</td>
<td>5,345</td>
<td>39.6</td>
</tr>
<tr>
<td>Bronchiectasis</td>
<td>2,142</td>
<td>15.9</td>
</tr>
<tr>
<td>CAP</td>
<td>1,117</td>
<td>8.3</td>
</tr>
<tr>
<td>Chronic Thromboembolic Pulmonary Hypertension</td>
<td>1,172</td>
<td>8.7</td>
</tr>
<tr>
<td>COPD</td>
<td>5,405</td>
<td>40.1</td>
</tr>
<tr>
<td>Cystic Fibrosis</td>
<td>1,824</td>
<td>13.5</td>
</tr>
<tr>
<td>Global Health</td>
<td>1,106</td>
<td>8.2</td>
</tr>
<tr>
<td>Idiopathic Pulmonary Fibrosis</td>
<td>3,137</td>
<td>23.2</td>
</tr>
<tr>
<td>Lung Cancers</td>
<td>2,372</td>
<td>17.6</td>
</tr>
<tr>
<td>Nontuberculous Mycobacterial Infection</td>
<td>1,122</td>
<td>8.3</td>
</tr>
<tr>
<td>Obstructive Sleep Apnea</td>
<td>1,706</td>
<td>12.6</td>
</tr>
<tr>
<td>Infectious Lung Diseases</td>
<td>1,261</td>
<td>9.3</td>
</tr>
<tr>
<td>Interstitial Lung Diseases</td>
<td>2,159</td>
<td>16.0</td>
</tr>
<tr>
<td>Pulmonary Vascular Diseases</td>
<td>1,198</td>
<td>8.9</td>
</tr>
<tr>
<td>Respiratory Failure/Injury</td>
<td>1,958</td>
<td>14.5</td>
</tr>
<tr>
<td>Pleural Effusion</td>
<td>1,296</td>
<td>9.6</td>
</tr>
<tr>
<td>Pleural Infections</td>
<td>1,100</td>
<td>8.2</td>
</tr>
<tr>
<td>Pneumonia</td>
<td>2,635</td>
<td>19.5</td>
</tr>
<tr>
<td>Pulmonary Embolism/Deep Vein Thrombosis</td>
<td>1,583</td>
<td>11.7</td>
</tr>
<tr>
<td>Pulmonary Hypertension</td>
<td>3,041</td>
<td>22.5</td>
</tr>
<tr>
<td>Rare Lung Diseases</td>
<td>1,492</td>
<td>11.1</td>
</tr>
<tr>
<td>Sarcoidosis</td>
<td>1,644</td>
<td>12.2</td>
</tr>
<tr>
<td>Sepsis</td>
<td>2,956</td>
<td>21.9</td>
</tr>
<tr>
<td>Shock</td>
<td>2,173</td>
<td>16.1</td>
</tr>
</tbody>
</table>

“Unlike other shows, this show focuses on helping exhibitors make the best of their show via multiple venues (online webinars, receptions in the hall, free editorials, etc.).”

– Shaela Dickinson, nSpire Health
Scientific Posters, Exhibits, and General Sessions Located Together
The scientific poster session, the Exhibit Hall and the General Sessions are all located in Halls A-H on the ground level of the convention center.

Unopposed Exhibit Time
Each day from 1:15 to 2:15 p.m. is dedicated time for attendees to visit the Exhibit Hall. No educational programming is scheduled during this time. Complimentary beverages and wholesome snacks are served in the Networking Nooks to drive attendance.

Guru Bars
Attendees are able to engage and learn in one of four small theaters organized by categories of interest: Education/Awareness; Prevention; Diagnosis; Treatment; Adherence/Compliance. This learning experience consists of burst sessions of 15-20 minutes led by subject matter experts from industry.

Industry Theaters and Practical Workshops
Industry Theaters and Practical Workshops provide two venues in the Exhibit Hall for attendees to gain knowledge of the latest industry advances in pulmonary, critical care and sleep medicine. There are two Industry Theaters (each seating 250 people) and one Mini Theater (seating 50 people) located across the back and/or side of the Exhibit Hall. Two time slots per day are available for the larger theaters and three time slots per day are available for the smaller theater. The ATS provides boxed lunches for the theaters to increase attendee participation.

The Practical Workshop (seating 150 people) offers medical device companies the opportunity to host a presentation with at least 50 minutes of hands-on skills training. We offer one time slot per day and the sponsor can add boxed lunches to their presentation. Hands-on skills training is in high demand at the ATS International Conference per the attendee survey results indicated on the previous page.

Digital Health Pavilion
Digital therapeutics are proving highly effective in helping to manage long-term conditions, as well as driving behavior change to prevent diseases in the long run and help people live more healthily. These technologies sit at the heart of the IT revolution in health, democratizing access to the latest health data, research and guidance. The Digital Health Pavilion showcases the latest innovations available in this rapidly changing environment.

Discovery Quest on the ATS Conference Mobile App
The Discovery Quest is a fun way for attendees to learn something new while exploring the Exhibit Hall. Attendees must correctly answer a question provided by each of the 15 participating exhibitors. Attendees successfully completing the Discovery Quest are entered into a daily prize drawing for one of five iPad Minis.
**Professional Headshots**
Having a current headshot is vital due to recent advances in social media and online communication channels. The ATS offers attendees and exhibitors the ability to get a headshot taken by a professional photographer. This was an overwhelming success in 2017 with almost 700 attendees taking part.

**Coffee & Connections**
Four Coffee & Connections are located throughout the Exhibit Hall. Comfortable furniture entices attendees to meet and network with colleagues, peers, and friends. Complimentary coffee and energy rich snacks are served twice a day to power up attendees.

**Complimentary VIP Customer Exhibit Hall Only Registration**
Each exhibiting company receives five complimentary VIP Customer Exhibit Hall Only Registrations. If you have potential customers living in or around the San Diego area not registered to attend the conference, the VIP Customer Exhibit Hall Only Registration is the best way to get them to your booth. Use the link on the exhibitor registration page to send out invitations and track who has registered using your link. The VIP Customer Exhibit Hall Only Registration provides access into the Exhibit Hall only and cannot be used to access sessions. Additional VIP Customer Exhibit Hall Only Registrations are available for $50 each.

**FUNDRAISING IN THE EXHIBIT HALL**
The ATS encourages exhibitors to incorporate a fundraising activity for the ATS Foundation Research Program as part of your booth. Make it fun, make it rewarding and most importantly support research and improve patient care. It can be as easy as a $10 donation for each attendee participating in a challenge or brief quiz.

The ATS Foundation Research Program provides research grants to promising young investigators launching careers dedicated to scientific discovery and better patient care - 100% of the donation goes to support research grants and awards.

The ATS is invested in your success and as such promotes your fundraising activity via the Assembly Newsletters, the ATS Daily Bulletin, Facebook, Twitter, and the Know Before You Go email blast to all registered attendees.

To learn more about fundraising in the Exhibit Hall please contact Stacy McManus, CEM at smcmanus@thoracic.org or via phone at 212-315-8699.

*(All fundraising activities must benefit the ATS Foundation Research Program)*

"ATS represents a unique opportunity to gain exposure to select audience, as well as keep up on current issues and education."

– Sari Spencer
PAH.TV
ATS DIGITAL ADVERTISING ON THE INTERACTIVE FLOORPLAN AND ONLINE EXHIBITOR DIRECTORY

For ATS 2017, **exhibitors were viewed over 17,000 times** on the Interactive Floorplan and Online Exhibitor Directory. Start attracting attendee attention months before the conference by upgrading your listing. Exhibitors put a lot of attention into making their booth noticeable. Get on the attendees “must see” list by upgrading your listing.

**Exhibitors taking the Platinum package were viewed 4 times more than exhibitors with a basic listing. (ATS 2017)**

**Exclusive Hall Ad on Interactive Floorplan - $3,250**
- Includes Platinum Package
- One 728x90 pixel banner ad on the ATS Interactive Floorplan
- ATS Interactive Floorplan is displayed on the ATS 2018 conference website
- Live link directs attendees to your listing on the floorplan
- Statistics are available for tracking
- Upload requires a 1456x180 static image (jpg or png preferred)

**Exclusive Banner Ad on Online Exhibitor Directory Landing page - $4,250**
- Includes Platinum Package
- One 180x150 pixel banner ad on the home screen of the Online Exhibitor Directory
- The home screen is displayed on the ATS 2018 conference website
- Live link directs attendees to your exhibitor profile/showcase
- Statistics are available for tracking
- Upload requires a 360x300 static image (jpg or png file preferred)

**Gold Package - $500**
- Company logo
- 4 product images with descriptions
- Access to leads

**Platinum Package - $1,250**
- Includes the Gold package
- Priority placement at the top of all online searches
- 4 video panels (for a total of 8 display panels)
- Inclusion in the Featured Exhibitor Search
- Online booth is highlighted with a corner peel graphic on the Interactive Floorplan
- Your video or image is featured on the home page of the Online Exhibitor Directory

Digital advertising is available during the application process when booking your booth online. If you have any questions please contact Justin Post from Map Your Show at 513-527-8953 (Monday – Friday 8:00 a.m. to 4:30 p.m. EST) or email jpost@mapyourshow.com.
Clinical Trial Awareness

Connect with the thousands of attendees interested in clinical trial opportunities that advance pulmonary, critical care, and sleep medicine by reserving space in Clinical Trial Awareness. It is a resource area for companies looking to discuss clinical trials in progress as opposed to products and services already available.

Positioned in a high-traffic location, it is distinct and separate from all other commercial booths allowing those scientific discussions to happen in a non-commercial environment.

Clinical Trial Awareness allows companies to meet one-on-one with attendees to share the latest scientific advances and breakthroughs and to develop dialogues for future partnerships and collaborations.

How the ATS promotes the Clinical Trial Awareness:

- Listing in the ATS Exhibit Guide
- Listing and write-up in the ATS ePreview sent to 30,000 people
- Write-up in the ATS Daily Bulletin
- Notifications via the ATS Conference mobile app
- Signage placed around the convention center

Booth space is $1,100 per 10’ x 10’ and carpeting is provided. Space is limited.

*It is strongly recommended companies purchase the ATS pre-registration attendee list for $800 and send a targeted message to attendees in the countries and disease areas of the clinical trials to let them know you want to meet them. The attendee list order form is available in the Freeman service manual sent to exhibitors in February.*

The exhibiting hours for Clinical Trial Awareness differ from regular Exhibit Hall hours to maximize attendee traffic.

The hours for Clinical Trial Awareness are as follows:

- Sunday, May 20  8:30 a.m. to 4:30 p.m.
- Monday, May 21  8:30 a.m. to 4:30 p.m.
- Tuesday, May 22  8:30 a.m. to 4:30 p.m.
Digital Health Pavilion

Disruptive technologies – activity trackers, wearable sensors, and mobile apps – are transforming health and wellness. These new personal health solutions, processes, and products are challenging existing models of care delivery and how we think about health. The Digital Health Pavilion explores these technologies in a bold new way.

Start-up Kiosk: $2,500 (two sided kiosk)
A turnkey environment for start-up companies to gain valuable insight and feedback on products still in development or gain exposure for a product, technology, or solution brand new to the market.
All you need to bring is your laptop or tablet.
Includes: One side of kiosk with logos/graphics on kiosk, Internet, electrical, two chairs, and two exhibitor registrations.

Innovation Kiosk: $4,500 (three sided kiosk)
The Innovation Kiosk is the most comprehensive way to showcase your transformative technology to attendees. Participation includes a turnkey kiosk and a 15 minute speaking opportunity at the Guru Bar of your choice. The Guru Bar seats 25 people.
Includes: one side of kiosk, electrical, Internet, two chairs, logo/graphic on kiosk, one 15 minute time slot in the Guru Bar of your choice, and four exhibitor registrations.

Job Recruitment Booths
Let the ATS help you reach the job candidates you need! With over 13,000 pulmonary, critical care, and sleep specialists in attendance, there is a good chance your next hire could be here. Discounted booth space is available for companies looking to recruit for open positions. Job Recruitment exhibitors are able to select any inline booth on the exhibit floor.

The 10' x 10' booth space includes: carpet, 1 6ft draped table, 2 chairs and wastebasket.
Cost $2,700 per 10' x 10' booth space

Job Recruitment exhibitors are able to select any inline booth on the exhibit floor.

Not able to send staff to the conference but still want to reach this targeted audience?
Purchase a recruitment ad in the ATS Exhibit Guide.
The Exhibit Guide is distributed to all attendees via the registration bag. All ads are in four color.

¼ page ad $800 ½ page ad $1,500 Full page $3,000

Please contact Maureen Mauer at Ascend Integrated Media at 913-780-6633 or mmauer@ascendintegratedmedia.com for more deadline dates and ad specifications.
MEETING SPACE AT THE CONVENTION CENTER
Three different options available

Complete details on Meeting Space at the Convention Center can be found at http://conference.thoracic.org/exhibitors

Private meeting space in the convention center is in high demand at the ATS 2018 International Conference. Take advantage of this opportunity to secure private meeting space onsite at the convention center. The ATS offers three options for meeting space – Meeting Suites, Meetup Rooms and Expo Suites. Meeting Suites and Meetup rooms are located outside the Exhibit Hall and are available from 7:00 a.m. until 5:00 p.m. Saturday through Tuesday.

Reasons you need meeting space:

- Client meetings
- Pre-con meetings
- Training sessions
- Focus groups
- Hospitality suites
- Private demonstrations
- Relaxation/Break room for staff
- Convenience

MEETING SUITES

Meeting Suites are your complete turnkey solution for meeting space. Rooms include a conference table and chairs, a 32" LCD screen, wireless Internet, electrical, and a ceiling for maximum privacy.

<table>
<thead>
<tr>
<th>Cost 10’ x 20’ 10 person</th>
<th>2 hours</th>
<th>Half Day</th>
<th>Full Day</th>
<th>3-4 Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exhibitor</td>
<td>$1,050</td>
<td>$2,100</td>
<td>$4,200</td>
<td>$12,500</td>
</tr>
<tr>
<td>Non-Exhibitor</td>
<td>$1,500</td>
<td>$2,600</td>
<td>$4,700</td>
<td>$13,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Cost 20’ x 20’ 20 person</th>
<th>2 hours</th>
<th>Half Day</th>
<th>Full Day</th>
<th>3-4 Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exhibitor</td>
<td>$1,350</td>
<td>$2,700</td>
<td>$5,400</td>
<td>$16,000</td>
</tr>
<tr>
<td>Non-Exhibitor</td>
<td>$1,850</td>
<td>$3,200</td>
<td>$5,900</td>
<td>$16,500</td>
</tr>
</tbody>
</table>

MEETUP ROOMS

Meetup Rooms provide an affordable place for companies to meet with clients, customers, or staff. They include a conference table and chairs. (Audio visual, electrical, and Internet are not included.)

<table>
<thead>
<tr>
<th>Cost 10’ x 20’ 6-8 people</th>
<th>2 hours</th>
<th>Half Day</th>
<th>Full Day</th>
<th>3-4 Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exhibitor</td>
<td>$625</td>
<td>$1,250</td>
<td>$2,500</td>
<td>$7,500</td>
</tr>
<tr>
<td>Non-Exhibitor</td>
<td>$1,125</td>
<td>$1,750</td>
<td>$3,200</td>
<td>$8,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Cost 20’ x 20’ 12-16 people</th>
<th>2 hours</th>
<th>Half Day</th>
<th>Full Day</th>
<th>3-4 Days</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exhibitor</td>
<td>$750</td>
<td>$1,500</td>
<td>$3,000</td>
<td>$9,000</td>
</tr>
<tr>
<td>Non-Exhibitor</td>
<td>$1,125</td>
<td>$2,000</td>
<td>$3,500</td>
<td>$9,500</td>
</tr>
</tbody>
</table>

NEED SOMETHING LARGER OR A LITTLE BIT DIFFERENT?

Custom quotes are available by contacting Stacy McManus, CEM at smcmanus@thoracic.org.

EXPO SUITES

(Available to rent by Exhibitors Only)

Expo Suites are private meeting rooms located in the Exhibit Hall. Expo Suites allow exhibitors to customize the interior of the space to meet their needs. Expo Suites are secured from Saturday, May 19th through Tuesday, May 22nd. (Please note attendees can only access the Expo Suites during regular exhibit hall hours.)

Included with Expo Suites:

- Private meeting room (no ceiling)
- Electrical (2000 watts)
- Carpeting
- 18”x18” sign with company logo

<table>
<thead>
<tr>
<th>Expo Suites Cost:</th>
</tr>
</thead>
<tbody>
<tr>
<td>10’ x 10’ Expo Suite $4,500</td>
</tr>
<tr>
<td>10’ x 20’ Expo Suite $5,500</td>
</tr>
<tr>
<td>20’ x 20’ Expo Suite $6,500</td>
</tr>
<tr>
<td>20’ x 30’ Expo Suite $7,500</td>
</tr>
</tbody>
</table>
EXHIBITOR INFORMATION

EXHIBIT SPACE RATES
$4,400  10' x 10' Inline booth space
$4,600  10' x 10' Corner booth space
$2,700  10' x 10' Recruitment space
$1,100  10' x 10' booth space Clinical Trial Awareness or Non-profit rate*
$46.00 per square foot for Island Booths
(spaces 20' x 20' and larger)
* Non-profit rate is subject to availability and limited to inline booth space only. Proof of non-profit status for all new organizations must be submitted to Stacy McManus at smcmanus@thoracic.org.

REFUND/CANCELLATION/DOWNSIZING
• Notice of cancellation and/or downsizing must be received in writing.
• A refund minus the cancellation fee of 20% of the total booth price is available until February 9, 2018. After February 9, 2018, there are no refunds and the full balance is due.
• For downsizing, half of the priority points for the year are forfeited.
• The ATS retains the right to relocate an exhibitor after downsizing.
• The ATS can sell cancelled or downsized space to another exhibitor without any rebate or permission.

TENTATIVE EXHIBIT HALL HOURS*
Sunday, May 20, 2018  10:30 a.m. to 3:30 p.m.
Monday, May 21, 2018  10:30 a.m. to 3:30 p.m.
Tuesday, May 22, 2018  10:30 a.m. to 3:30 p.m.

SET-UP*
Friday, May 18, 2018  8 a.m. to 5 p.m.
Saturday, May 19, 2018  8 a.m. to 5 p.m.
All booths and materials must be set up by 5 p.m. on Saturday. Any booths unoccupied by 5 p.m. on Saturday, May 19, are regarded as a no show and the contract to exhibit is terminated unless ATS has pre-authorized a late set-up. All freight is removed and returned to the loading dock at the exhibitor’s expense.

Dismantling may not start prior to close of all exhibits on Tuesday, May 22, 2018, at 3:30 p.m. Dismantling or tearing down exhibits prior to the official close of the exhibition is prohibited and results in the loss of priority points and future access to the attendee registration list rental.

*Times are subject to change. The ATS will notify exhibitors of any changes.

ATS 2018 MATERIAL HANDLING RATES
Advance shipment to warehouse:
$146 CWT (blended rate)
Direct shipments to convention center:
$138.50 CWT (blended rate)
Material handling rates are straight time, blended composite rates which include any special handling or loose/uncrated surcharges. There is a 100 lb. minimum per shipment.
Additional details can be found in the Exhibitor Services Manual.

ATS 2018 LABOR RATES
Straight time  $138.50 per hour
Overtime  $249.25 per hour

THE ATS EXHIBITS TEAM
Stacy McManus, CEM
Director, Corporate Alliances & Exhibition Operations
212-315-8699 | smcmanus@thoracic.org

Shannon Payne, CEM
Assistant Manager, Corporate Alliances & Exhibition Operations
212-315-8605 | spayne@thoracic.org

Steven Strom
Exhibit Sales Associate
661-615-3515 | sstrom@thoracic.org

Michelle Turenne
Chief, Corporate Alliances & Business Development
212-315-6448 | mturenne@thoracic.org

OFFICIAL ATS VENDORS
GENERAL SERVICE CONTRACTOR
Freeman
909 Newark Turnpike
Kearny, NJ 07032
201-299-7400

HOUSING
Experient, A Maritz Global Events Company
5202 Presidents Court, Suite G100
Frederick, MD 21703
800-967-8852

VISIT US
http://conference.thoracic.org
for floorplan and online application

*Non-profit rate is subject to availability and limited to inline booth space only. Proof of non-profit status for all new organizations must be submitted to Stacy McManus at smcmanus@thoracic.org.
REGISTRATION
Convention Data Services (CDS)
1-866-635-3582
Customer Service representatives are available from 9 a.m. to 5 p.m. (EST)

INDEPENDENT SERVICE CONTRACTORS
Exhibiting firms may opt to use independent service contractors for installation and dismantling. If such contractors are used, the exhibiting firm is responsible for notifying the ATS of the name and address of the contractor by April 6, 2018. For security purposes, any independent service contractors we do not receive notification for will not be permitted to access the Exhibit Hall.

Independent service contractors are responsible for notifying the ATS of the booths they will work in by April 6, 2018. Proof of insurance coverage is also required by that date. If a certificate of insurance is not provided the independent service contractor is not able to work until it is received.

BOOTH CONSTRUCTION
- Standard booths are limited to 8 ft. background drapes and 3 ft. side drapes. The maximum height of an in-line exhibit is 8 ft. and may extend only 5 ft. from the back wall. The remaining 5 ft. must not exceed 4 ft. high.
- For islands, 20 ft. is the maximum height permitted, and there must be access from all four sides with a 30% see through effect from all four sides of the booth. All island booths must submit the booth layout for approval no later than April 6, 2018. The layouts must include the dimensions and elevations of all booth components. Island booths layouts should be submitted to Stacy McManus, CEM at smcmanus@thoracic.org.
- Contact Stacy McManus, CEM at smcmanus@thoracic.org for specifics and approval of two-story exhibits or if a variance is needed.
- All booths must be fully carpeted or have floor covering for the entire booth space.
- The maximum height for the top of any banner is 20 ft.

Any questions? Please call:
Stacy McManus, CEM
Director, Corporate Alliances & Exhibition Operations
Email: smcmanus@thoracic.org
Phone: 212-315-8699 | Fax: 212-315-6489

REGISTRATION

- All exhibitor personnel must be registered with Convention Data Services. This includes: booth representatives, agency personnel, I&D staff staying through the entire conference and anyone else needing access into the Exhibit Hall.
- Four (4) registrations per 10’x 10’ booth are provided without charge. An exhibitor badge allows admission to the Exhibit Hall, general sessions, and open receptions. To attend any sessions that have an additional fee or be eligible for CME or MOC credit, an exhibitor must register as a paid attendee. Exhibitors may register for a PG Course separately without registering for the entire conference.
- One (1) Exhibit Hall Only badge is provided for exhibitors with a 20’x20’ booth or larger to be used specifically for an Installation & Dismantle Supervisor staying for the duration of the conference.
- Additional exhibitor staff badges over the company allotment are available for $50.00 per badge.
- Exhibitor badges are personal and are not to be given to anyone else. Exhibitors caught badge swapping will have their badge confiscated permanently and will be removed from the conference.
- Supplemental badges or those altered or changed by using a business card, ribbons, or company logos are not permitted and will be confiscated.
- Exhibitor badges can be transferred only if the original badge is surrendered permanently at the exhibitor registration desk.
- Exhibitor badges are printed in the name of the company shown on the exhibit reservation and application form only.
IMPORTANT DATES TO REMEMBER

OCTOBER, 2017
- VIP Exhibitor Housing Opens

NOVEMBER, 2017
- General Exhibitor Housing Opens

DECEMBER 6, 2017
- Phase 1 attendee registration and housing opens

JANUARY 31, 2018
- Phase 2 attendee registration opens – includes all sessions, courses, and workshops

FEBRUARY 9, 2018
- Final payment due for exhibit space
- “No Refund” policy goes into effect
- Link to the Exhibitor Service Manual distributed to contracted and fully paid exhibitors

MARCH 8, 2018
- Company description and product category selection due for printed ATS Exhibit Guide and Online Exhibitor Directory

APRIL 6, 2018
- Notification due regarding intent to use outside contractors and proof of insurance from contractor
- Tanks of compressed gas forms due
- Promotional give-away approval deadline (written approval required)
- Exhibitor directory information deadline for inclusion in the official ATS Exhibitor Addendum

FUTURE DATES

2019
May 17-22
Dallas, TX

2020
May 15-20
Philadelphia, PA

ATS 2017 EXHIBITORS

3D Systems, Healthcare
Abbvie, Inc.
Actelion Pharmaceuticals US Inc.
Adherium Limited
ADInstruments, Inc.
Allergy and Asthma Network
Alpha-1 Foundation
Ambry Genetics
American Board of Internal Medicine
American College of Chest Physicians (CHEST)
American Thoracic Society
Applied BioPhysics, Inc.
ARDS Foundation
Army Healthcare Team
Asian Pacific Society of Respirology
Asociacion Argentina de Medicina Respiratoria
Asociacion Latinoamericana de Torax - ALAT
Associates of Cape Cod, Inc.
Asthma and Allergy Foundation of America
AstraZeneca Pharmaceuticals, Inc.
Bayer
BD
Bellerophon Therapeutics
Billings Clinic
Biodex, Inc.
BMS/Pfizer
Boehringer Ingelheim Pharmaceuticals, Inc.
Boston Medical Products / Novatech
Boston Scientific Corporation
Bozeman Health
Brazilian Thoracic Society
Broncus Medical, Inc.
Bruker BioSpin
BTG (f/rmsly PneumRx Inc)
Canadian Thoracic Society
Charles River
Children’s Hospital Colorado
Children’s Interstitial & Diffuse Lung Disease Foundation (chILD)
Cincinnati Children’s Hospital
Circassia Pharmaceuticals, Inc.
Citeq BV
Clement Clarke International Ltd
Cohero Health
Cook Medical
COPD Foundation
COSMED USA, Inc.
CRC Press / Taylor & Francis Group LLC
Curetis USA
D R Burton Healthcare LLC
Data Sciences International (DSI)
Dolores Speech Products
Eastern Pulmonary Conference
ECO MEDICS/ ECO PHYSICS
Electromed, Inc.
Elsevier Inc.
ATS 2017 EXHIBITORS (continued)

EMMS
Endoclear, LLC
Epithelix
ERBE USA
eResearch Technology, Inc. (ERT)
European Respiratory Society
Extracorporeal Life Support Organization
FDA Center for Tobacco Products
FibroGen, Inc.
Fidelta Ltd.
Fisher & Paykel Healthcare Inc.
FloSure Technologies LLC
FLUIDDA NV
Foundation for Sarcoidosis Research
FUJIFILM Medical Systems U.S.A., Inc.
Fujifilm SonoSite
Futuremed
Ganshorn LLC
Genentech, Inc.
Gilead Sciences, Inc.
Great Lakes Orthodontics, Ltd.
Grifols
GSK
Hans Rudolph, Inc.
Hayes Locums
HCA
Hermansky-Pudlak Syndrome Network, Inc.
Hill-Rom, Inc.
IDbyDNA, Inc.
Imbio, LLC
Indian Chest Society
Indiana University Kelley School of Business
Infinity Massage Chairs
Insmed Incorporated
Inspire Medical Systems, Inc.
International Institute for the Advancement of Medicine
International Society for Aerosols in Medicine
Irish Thoracic Society
Itamar Medical Inc.
Janssen Pharmaceuticals, Inc.
Japanese Respiratory Society
Kaiser Permanente
Kreg Therapeutics
La Jolla Pharmaceutical Company
LocumTenens.com
Lung Transplant Foundation
Lymphangiomatosis & Gorham’s Disease Alliance
Mallinckrodt Pharmaceuticals
Masimo Corporation
MatTek Corporation
Mayo Clinic
MedBridge Healthcare
MedQIA
Medtronic Inc.
Methapharm, Inc.
MGC Diagnostics
Micro Direct, Inc.
MicroBase Technology Corporation
MIR - Medical International Research USA, Inc.
Mission Health and Asheville Pulmonary and Critical Care Associates
Monaghan Medical Corporation
Morgan Scientific, Inc.
MotherToBaby
Mount Sinai Health System
Mylan, Inc.
MySporio/HealthUp
Narcolepsy Network
National Board for Respiratory Care, Inc.
National Death Index
National Disease Research Interchange
National Heart, Lung, and Blood Institute
National Jewish Health
ndd Medical Technologies, Inc.
NeillMed Pharmaceuticals
NeuWave Medical
Novin Medical, Inc.
Novartis
Novartis Pharma AG
nSpire Health, Inc.
NTM Info and Research, Inc.
Olympus America Inc.
On Call Medical Coats
OncoCyte Corporation
OPCOM Medical USA Inc.
OracleBio
PAH.tv
Pan African Thoracic Society
PAREXEL International
Passy-Muir Inc.
Pediatric Search Partners
Penn State Health Milton S. Hershey Medical Center
PFM Medical Inc.
Philips Respironics, Inc.
Pikeville Medical Center
Pneumacare Limited
PracticeLink
Primary Ciliary Dyskinesia (PCD) Foundation
Propeller Health
Public Health Foundation of India
Pulmonary Hypertension Association
PulmOne USA Inc.
Pulmonx
RB
Reata Pharmaceuticals, Inc.
Regeneron Pharmaceuticals/Sanofi
Relapsing Polychondritis Awareness and Support Foundation, Inc.
ResMed
Richard Wolf Medical Instruments Corporation
Riverside Health System
Rocket Medical
Santhera Pharmaceuticals
Schiller America
SCIREQ - an emka TECHNOLOGIES company
Scleroderma Foundation
SomnoMed, Inc.
SOMNONmedics America Inc.
Sound Physicians/The Intensivist Group
SoutheastHEALTH
Spyryx Biosciences
St. Joseph’s Hospital and Medical Center
St. Luke’s University Health Network
St. Peter’s Hospital
STEMCELL Technologies Inc.
Sunovion Pharmaceuticals Inc.
Synapse Biomedical
Temple University Health Systems, Inc.
TEVA Respiratory
The JAMA Network
The LAM Foundation
ThinkLabs Medical, Inc.
Thoracic Society of Australia & New Zealand
Thorasys Thoracic Medical Systems Inc.
TSI Healthcare
Tuberculosis Society of India
Turkish Thoracic Society (TTS)
U.S. Environmental Protection Agency
UF Health Shands Children’s Hospital
United Therapeutics Corporation
Veracyte, Inc.
Veran Med Technologies
Vertex Pharmaceuticals, Inc.
VIDA
Vitalograph, Inc.
Vyaire Medical
Wolters Kluwer
Xenex Disinfection Services LLC
Xentura Medical
Applications & floor plans available at
http://conference.thoracic.org