

2018

nfmt.com/vegas

BUILDING OPERATING MANAGEMENT'S
NFMTVEGAS

*exhibitor
prospectus*

November 6-7, 2018 • Rio Las Vegas Hotel & Casino

BUILDING OPERATING MANAGEMENT'S NFMT VEGAS

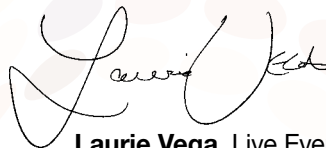
National Facilities Management & Technology

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It's back!

Every two years we bring NFMT Vegas back to the west coast, providing exhibitors an opportunity to connect with our high-level attendees. The reason this live event should always have a place in your marketing plan is because it's almost impossible to get the amount of leads in just two days, that you'll gather at NFMT Vegas.

When you decide to reserve a booth at the west coast's largest facilities management trade show, you'll be in front of more than 1,000 FMs, all seeking new solutions for their buildings. NFMT Vegas has proven to attract high ranking executives throughout the highly populated west coast. FMs are eagerly anticipating NFMT's return to Las Vegas. Look through this prospectus to get a better feel of what you can expect as an exhibitor. The sooner you get in touch with your exhibit sales team representative, the sooner you'll unlock access to NFMT Vegas benefits such as better booth location in the expo hall, marketing tools and resources to enhance your presence.



Laurie Vega, Live Events, Sales Manager

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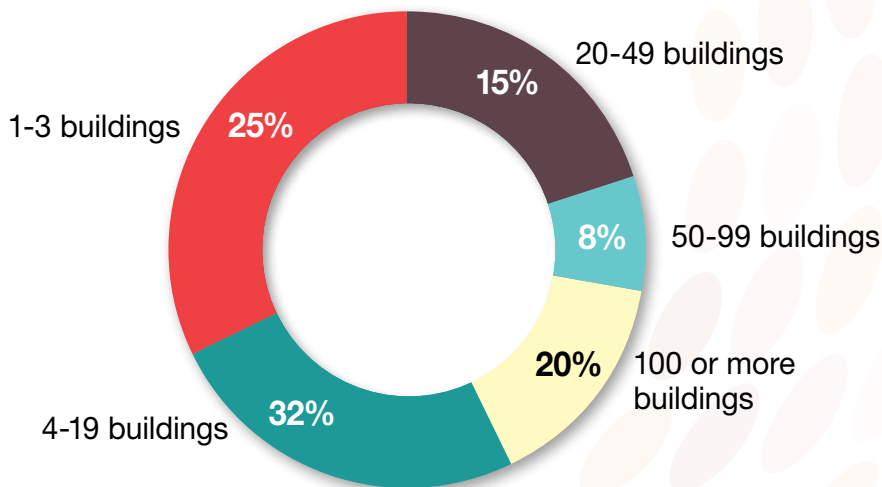
Exhibitors at NFMT Vegas in 2016 Reported

- 95% expect to generate business as a result of exhibiting

More Reasons You Should Exhibit

- Largest FM event on the west coast
- Attendees comprised of all types of buildings and facilities: commercial, office, government, education, medical, hospitality, retail, and industrial.
- 91% of attendees are the primary decision maker or influence the buying/specifying decision

NFMT Vegas Connects You With Decision-Makers Responsible for Multiple Buildings



Responsible for Purchasing Products

Access Control/Security	71%
Boilers/Water Heaters	65%
Building Automation	77%
Building Services	68%
Carpeting	64%
Ceilings	63%
Diagnostic/Monitoring/Testing Instruments	55%
Door Hardware	73%
Elevators	55%
Energy Management	81%
Fire Safety & Prevention	77%
Floor Care Equipment	55%
Flooring	71%
Grounds Care Equipment	53%
HVAC Systems & Equipment	83%
IAQ Products	50%
Lighting/Controls	84%
Maintenance Products	70%
Material Handling	52%
Motors/Drives	60%
Paints/Coatings	70%
Power (rental/generation/quality)	60%
Power Tools	60%
Restroom/Plumbing	71%
Roofing	64%
Software	55%
Sustainable Products	64%
Telecommunications	52%
Water Conservation Products	64%
Windows/Doors/Entry Systems	71%

Attendees at NFMT Vegas

- Met with an average of 25 exhibitors
- 94% learned about new products
- 86% gathered product info for future purchases
- 82% will make or recommend a purchase as a result of attending
- 99% recommend NFMT Vegas to a colleague

JOB TITLES IN ATTENDANCE IN 2016:

- Building Manager
- Facility Manager
- VP of Facilities
- Director of Facilities
- Maintenance Manager
- Asset Manager
- Chief Engineer
- Construction Manager
- Plant Manager
- Operations Manager
- VP of Engineering
- Director of Maintenance
- Sustainability Manager
- Staff Architect
- ...and many more!

NFMT Vegas Schedule-At-A-Glance

TUESDAY, NOVEMBER 6

- 8 a.m. – 11 a.m.: Conference Sessions
- 11 a.m. – 3 p.m.: Expo Hall Open
- 2 p.m. – 3 p.m.: Networking Party in Expo Hall
- 4 p.m. – 5 p.m.: Conference Sessions

WEDNESDAY, NOVEMBER 7

- 8 a.m. – 11 a.m.: Conference Sessions
- 11 a.m. – 2 p.m.: Expo Hall Open
- 2 p.m. – 4 p.m.: Conference Sessions

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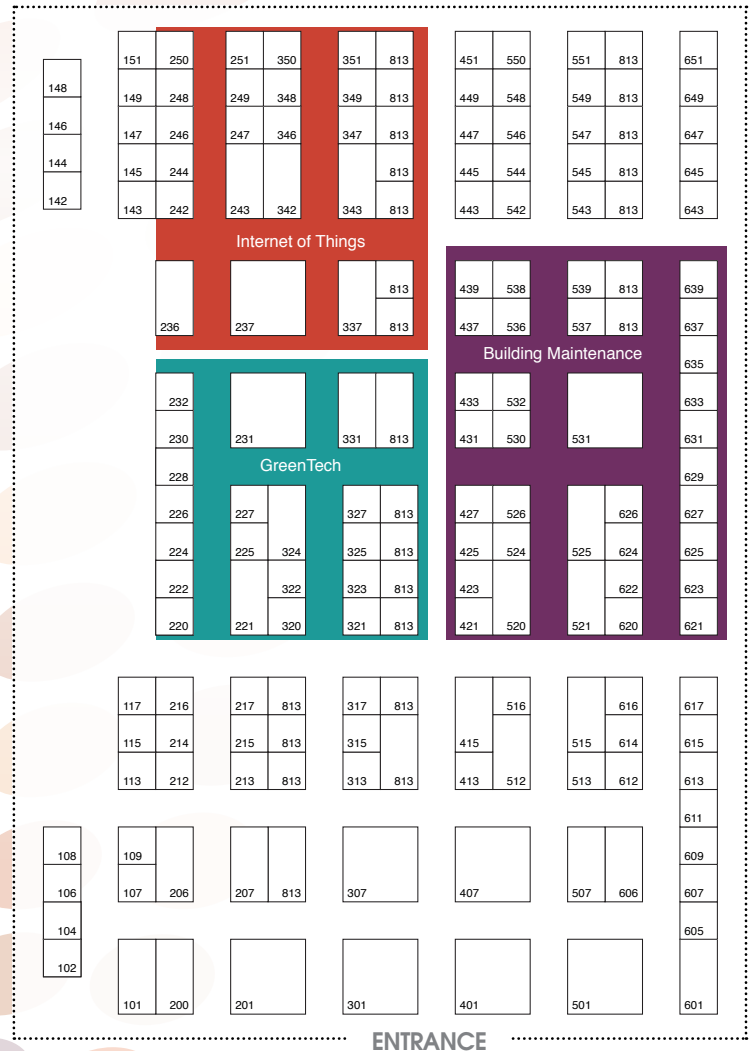
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2018 NFMT Vegas Floorplan

"We do several shows each year and were pleasantly surprised by the amount of projects discussed and generated from NFMT Vegas this year."

— **Steve Batchelder**
Director of Sales
Connectrac

Exhibit Space at NFMT Vegas
is **\$34 per sq ft.**



No Cost for Carpeting!!

Also included in the standard inline space:

- 8 foot high back wall drape
- 3 foot high side rail drape
- 7"x44" company ID sign
- Complimentary conference access for exhibitor personnel
- Access to the onsite Exhibitor Lounge
- 24 Hour perimeter expo hall security
- Company and product listing in the official event directory

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Reserve your exhibit space today and contact your Exhibitor Team!

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