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AARC CONGRESS 2018
THE 64TH INTERNATIONAL RESPIRATORY CONVENTION & EXHIBITION

Where Leaders Meet!
It’s a Sales Call With Nearly 6,000 RESPIRATORY THERAPISTS

EXHIBITOR PROSPECTUS
ABOUT THE AARC CONGRESS 2018
LAS VEGAS, NV • DECEMBER 4-7
(EXHIBITS DECEMBER 4, 5, 6)

Meet the Profession’s Leaders, schedule your 3-day sales call with nearly 6,000 respiratory therapists in Las Vegas. You’ll build lasting connections with new customers and reinforce existing relationships.

EXHIBIT DATES AND HOURS
TUESDAY, DECEMBER 4
10:30 A.M.– 4:00 P.M.
WEDNESDAY, DECEMBER 5
9:30 A.M.– 3:00 P.M.
THURSDAY, DECEMBER 6
9:30 A.M.– 2:00 P.M.

2018 HIGHLIGHTS

► Mandalay Bay Convention Center — one of the premier meeting destinations on the Las Vegas Strip. An all-in-one venue with everything under one roof!
► Unopposed Exhibit Hall time — Attendees have nine hours, without sessions, to visit the Exhibit Hall.
► Congress News Email advertising — Digital newsletters sent to pre-registered attendees and managers to drive traffic to your booth!
► Lectures lead attendees to Exhibit Hall — The Keynote, Petty and Egan plenary lectures will fill seats. Once these lectures conclude, the only thing scheduled on the program is a free hour to visit the Exhibit Hall!
► Hours that start early when attendees’ excitement level is highest — Attendees will have more energy for their exhibit hall visit.
► More sponsorship opportunities — Visit the Sponsorship and Advertising Prospectus.
► Back by popular demand — There will be THREE unopposed hours of exhibit time on day #1 when attendance at the hall will be at it’s highest.

MANDALAY BAY CONVENTION CENTER

The Mandalay Bay Convention Center, located inside the Mandalay Bay Resort and Casino, is one of the largest privately owned and operated convention centers in the world. When they opened they were the fifth largest convention facility in the United States and the largest on the Las Vegas Strip. With 2.1 million gross square feet of meeting space, the Mandalay Bay Convention Center holds some of Las Vegas’ largest trade shows and events.

BACK TO TOC ▲
**ATTENDEE DEMOGRAPHICS**

**Why Members Attend Congress**

57% of Congress attendees state their primary reason to enter the exhibit hall is to engage in clinical discussion with industry experts.

**57%**

*Source: AARC Congress 2016 attendee survey*

**QUICK FACTS**

**JOB FUNCTION OF ATTENDEES**

The job function of attendees spans the spectrum of positions in respiratory care. This ensures that you reach the entire decision making unit (the initiators, the gatekeepers, the buyers, and the users).

<table>
<thead>
<tr>
<th>JOB FUNCTION</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Student</td>
<td>2.5%</td>
</tr>
<tr>
<td>Neonatal/Pediatrics</td>
<td>13%</td>
</tr>
<tr>
<td>Education</td>
<td>23%</td>
</tr>
<tr>
<td>Staff Therapist</td>
<td>19%</td>
</tr>
<tr>
<td>Management</td>
<td>22%</td>
</tr>
<tr>
<td>Other*</td>
<td>42.5%</td>
</tr>
</tbody>
</table>

*Other: Medical Director, Pulmonary Function Technologist, Nurse, Disease Manager, Diagnostic Technologist, Patient Educator, Sleep Technologist, Physician, Pulmonary Rehab, Home Care, Transport, Long Term Care

*Source: AARC Congress 2017 attendee demographics*

**CONGRESS ATTENDANCE**

A consistent attendance track record indicates that the AARC Congress is important to the respiratory care profession and relevant to your marketing plan.

**5 YEAR ATTENDANCE AVERAGE**

Nearly 6,000!

---

*The AARC Congress is the crown jewel of the association’s activities. No other meeting compares in terms of exhibits and quality of the program. If I could attend only one meeting a year, it would be the AARC annual meeting.*

— Richard Branson, MSc, RRT, FAARC
QUICK FACTS

60.6% of attendees say their primary reason for entering the exhibit hall is to see, touch, and manipulate products and devices.

Source: AARC Congress 2016 attendee survey

WHERE ATTENDEES WORK

Whatever your market, you’ll find an audience for your products.

<table>
<thead>
<tr>
<th>WHERE ATTENDEES WORK</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACUTE CARE HOSPITAL</td>
<td>61.3%</td>
</tr>
<tr>
<td>COLLEGES AND UNIVERSITIES</td>
<td>25.4%</td>
</tr>
<tr>
<td>OTHER*</td>
<td>12.3%</td>
</tr>
</tbody>
</table>

*Other: Sleep Labs, Skilled Nursing Facilities, Home Care/DME, Physicians’ Offices/Clinics, Military, Temp Agencies, Outpatient Facilities, Long-Term Acute Care Facilities, Unknown

ATTENDEES’ RESPIRATORY THERAPY EXPERIENCE

With experience comes more tenure, more professional influence, and a greater role in the purchasing decision.

<table>
<thead>
<tr>
<th>EXPERIENCE</th>
<th>PERCENTAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>20-50 Years</td>
<td>76.4%</td>
</tr>
<tr>
<td>10-19 Years</td>
<td>18%</td>
</tr>
<tr>
<td>5-9 Years</td>
<td>3.5%</td>
</tr>
<tr>
<td>1-4 Years</td>
<td>3.1%</td>
</tr>
</tbody>
</table>

Source: AARC Congress 2016 attendee data

FOR INFORMATION CONTACT
Pam Russell, Exhibits Coordinator
pam.russell@aarc.org
Direct (972) 406-4653 • Fax (972) 484-2720

QUANTITY + QUALITY = MULTIPLE LEADS

With nearly 6,000 attendees, no other meeting in your marketing plan offers such a large gathering of respiratory therapists of this caliber.

Why Members Attend Congress

60.6%
ATTENDEE DEMOGRAPHICS

ATTENDEE CREDENTIALS
AARC Congress attendance mirrors the profession, giving you the people who use your products.

84.4% of attendees influence purchasing decisions in their organizations.
Source: AARC Congress 2017 attendee survey

82.5% of attendees were pleased with the additional hour of unopposed exhibit time added to Day #1.
Source: AARC Congress 2017 attendee survey

MD 2.2%
CRT 5.2%
AE-C 5.7%
RPFT/CPFT 6.0%
CRT-NPS/RRT-NPS 10.1%
Other* 31.4%
RRT/RRT-ACCS 37.4%

NOTE: Some attendees list multiple credentials.
*Other (Includes these other credentials: RN, RPSGT, EMT-P, LPN, CTTS, RRT-SDS, DO, CRT-SDS, LVN)
Source: AARC Congress 2016 attendee demographics

DEGREES HELD BY ATTENDEES
You want to reach people who are comfortable with and understand new technology. AARC Congress delivers with degreed professionals including more than 21% with post graduate degrees.
Source: AARC Congress 2016 attendee list

BACHELOR’S DEGREE 39.8%
ASSOCIATE’S DEGREE 14.3%
POST GRADUATE DEGREE 21.2%
ON THE JOB TRAINEE (OJT) 24.7%

ORIGIN OF ATTENDEES
Your exhibit reaches the world with attendees from all 50 states, D.C., U.S. Territories, and nearly 30 foreign countries.

International* 2.0%

*International: Canada, Italy, Turkey, Saudi Arabia, Norway, Japan, Mexico, Taiwan, Republic of Korea, Brazil, China, Argentina, Portugal, United Arab Emirates, Australia, Czech Republic, Germany, Singapore, Cayman Islands, Israel, Chile, Columbia, Denmark, Ecuador, Denmark, Morocco, Ethiopia
PREVIOUS ATTENDEES INCLUDE
Clinicians from These Institutions (and more)

Ablecare Health Equipment, Inc.
Advocate Children’s Hospital
Akron Childrens Hospital
Alaska VA
Alexian Brothers Hospital
All Children’s Hospital
American University of Beirut
Apria Healthcare
Arkansas Allergy and Asthma Clinic
Arkansas Children’s Hospital
Aseracare Hospice
Asian University Hospital
Barnes Jewish Hospital
Baylor Martha Foster Lung Care Center
Baylor University Medical Center
Boston Medical Center
Brigham and Women’s Hospital
British Columbia Children’s Hospital, Canada
Broadway Medical Supply Company
Brooke Army Medical Center
Cambridge Health Alliance
Carolina’s Medical Center
Central Texas Rehabilitation Hospital
Chang Gung Hospital
Changhua Christian Hospital
Charleston Area Medical Center
Children’s Healthcare of Atlanta
Children’s Hospital Boston
Children’s Hospital of California
Children’s Hospital of Philadelphia
Children’s Medical Center of Dallas
China Medical University
China Medical University Hospital
Cincinnati Childrens Hospital Medical Center
Cleveland Clinic
Dartmouth Hitchcock Medical Center
Dhahran Health Center, Saudi Arabia
Duke University Medical Center
Einstein Medical Center
Fairview Hospital
Florida Hospital
Fort Wood Army Hospital
Grupo Angeles Salud
Harborview Medical Center
High Plains Sleep Disorders Center
Holden Hospital Supply, Inc.
Home Life Oxygen
Hong Kong Adventist Hospital, China
Hospital Angeles Del Pedregal, Mexico
Hospital Del Maestro
Inova Fairfax Hospital
Japanese Nursing Association
Junior General Hospital, Canada
Kaiser Permanente
King Abdullah Hospital, Saudi Arabia
King Faisal Specialist Hospital & Research Centre, Saudi Arabia
King Khalid Hospital, Saudi Arabia
King Saud Bin Abdulaziz University for Health Sciences, Saudi Arabia
Kirgaoka Tsuda Hospital
Lakeland Regional Medical Center
LDS Hospital
Lifeline Sleep Disorders Center
M.D. Anderson Cancer Center
Maine Medical Center
Massachusetts General Hospital
Mayo Clinic
MedPro Respiratory Care
Memorial Herman Texas Medical Center
Memorial Sloan Kettering Hospital
Mount Sinai Hospital
National Institute for Respiratory Disease
National Institutes of Health
National Jewish Health
Nebraska Heart Hospital
New York University Medical Center
Ochsner Clinic Foundation
Oslo Universitets Sykehus, Norway
Philips Home Healthcare Solutions
Pima Medical Institute
Puerto Rico Hospital Supply
Rainbow Babies and Children’s Hospital
Respiratory Therapists Society of the Republic of China
Riyadh Military Hospital, Saudi Arabia
Rochester General Hospital
San Francisco General Hospital
Seattle Children’s Hospital
Shands Hospital
Shanghai 10th Peoples Hospital, China
Shriners Hospitals for Children
Sleep & Neurodiagnostics Institute
St. Alexius Medical Center
St. Jude Children’s Research Hospital
Stanford Hospital and Clinics
Taiwan Society for Respiratory Therapy
Tampa General Hospital
Texas Children’s Hospital
The University of Tokushima, Japan
Tokushima University Hospital, Japan
Tufts Medical Center
UC San Diego Health System
UCLA Medical Center
University of Chicago Medical Center
University of Cincinnati
United States Air Force
United States Army
Unites States Navy
VA Medical Centers
and many more!

FOR INFORMATION CONTACT
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Direct (972) 406-4653 • Fax (972) 484-2720

BACK TO TOC ▲
GET THE LEADS YOU WANT
Exhibitors collected more than 15,000 leads from influential therapists and decision makers in 2017. These are the leads you want!

LAUNCH NEW PRODUCTS
Just got FDA approval on a new piece of equipment? Use AARC Congress as a platform to launch your product with a captive audience of nearly 6000, potential buyers.

RELATIONSHIP BUILDING
Your presence builds the foundation for customer relationships that often times leads to future sales.

MEET CUSTOMERS COST-EFFECTIVELY
Nowhere else in respiratory care can you get in front of thousands of industry-specific customers and prospects in a short amount of time.

EXPAND YOUR PROSPECT BASE AND STRENGTHEN CUSTOMER RELATIONSHIPS
The AARC Congress Exhibit Hall not only allows you to show your product or service and make important first impressions with new clients. This strengthens customer relationships.

PEOPLE YOU WANT TO SEE
See everyone from managers and clinicians to industry specialists. Attendees come from all U.S. states and countries from around the world.

SHOWCASE YOUR EXPERTISE
Showcase your company’s clinical expertise by having thought-provoking, clinical conversations with attendees.

REPUTATION AND HISTORY
The AARC Congress, in its 64th year, is considered the “gold standard” of educational events for respiratory care. That is why it is the best attended respiratory care meeting in the world.

REACH INTERNATIONAL MARKETS
AARC Congress consistently attracts foreign attendees from nearly 30 foreign countries.

THE AARC CONGRESS EXHIBITION OFFERS 15 HOURS OF EXHIBIT TIME INCLUDING NINE HOURS OF UNOPPOSED TIME.
### SEAL THE DEAL
Studies show that **tradeshow sales leads are easier to close.**

### LEARN THE LATEST RESEARCH
Learn the latest research by respiratory therapists in the Open Forum. **Plus, educational sessions tell you how therapists are practicing respiratory care and using your products.**

### MONITOR INDUSTRY TRENDS
Gain insight into innovative technologies and treatments.

### EDUCATION FOR YOUR SALES TEAM
Exhibitors can become more effective sales representatives by attending Congress educational sessions and learning what their customers learn. **Plus, they can earn CRCE credit.**

According to a Simmons Market Research Bureau study, 91% of respondents attending tradeshows say they are “extremely useful” as a source for product purchasing information. **That’s higher than any other source, including on-site visits from sales representatives.**

### HOST FOCUS GROUPS
Test new product ideas and get immediate feedback from users.

### BENEFITS AND SERVICES
Your exhibit space entitles you to many benefits and services including Congress promotion before, during, and after the event.

### BOTTOM LINE
AARC Congress is one of the most cost-effective means by which to generate visibility and income-producing leads for your company.
Make Sure That Your Company Is Where the Buyers Are

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Fax (972) 484-2720

Download the map to see the available booth space.
BOOTH PRICES

Booth requests for two or more booths must be in-line; peninsulas are not allowed. All booths are required to be carpeted.

The exhibit space rental fee does not include: furniture, accessories, carpeting, audio-visual equipment, additional signs or electricity. These items can be ordered from individual contractors using the forms provided in the Exhibitor Services Kit to be emailed in July.

INTERIOR BOOTH (10’ X 10’) — $4,885
An interior booth is one or more booths arranged in a straight line.

CORNER BOOTH (10’ X 10’) — $5,660
A corner booth is an in-line booth exposed to aisles on two sides.

PRIORITY BOOTH (10’ X 10’) — $5,885
Located in high traffic areas.

The above booths (interior, corner and priority) are a 10’ x 10’ structure, limited to 8 feet in height and cannot extend further than 3 feet from the back wall. Booths come with a back drape, a 7” x 44” identification sign with the company name, city, state and booth number. The exhibiting company name to be displayed is the name listed on the original application for space.

ISLANDS
An island booth must be accessible from all four sides.

<table>
<thead>
<tr>
<th>Island Size</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>10’ x 20’ Island</td>
<td>$12,870</td>
</tr>
<tr>
<td>20’ x 20’ Island</td>
<td>$22,640</td>
</tr>
<tr>
<td>20’ x 30’ Island</td>
<td>$32,410</td>
</tr>
<tr>
<td>30’ x 30’ Island</td>
<td>$42,195</td>
</tr>
<tr>
<td>30’ x 40’ Island</td>
<td>$55,260</td>
</tr>
<tr>
<td>40’ x 40’ Island</td>
<td>$64,200</td>
</tr>
<tr>
<td>40’ x 50’ Island</td>
<td>$79,500</td>
</tr>
<tr>
<td>50’ x 50’ Island</td>
<td>$85,375</td>
</tr>
<tr>
<td>50’ x 60’ Island</td>
<td>$101,850</td>
</tr>
</tbody>
</table>

EXHIBITING PAYS OFF

ROI is tenfold of everything we put into the AARC Congress.

Average cost to identify a potential customer through an exhibition ............... $96
Cost to identify a single prospect by means other than an exhibition ........... $443
Average cost to close a sale with an exhibition lead .................. $2,188
Average cost to close a sale without an exhibition lead .......... $3,102

Source: The Cost-Effectiveness of Exhibition Participation

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Booth location will be assigned according to the priority point system. When companies that have an equal number of points request the same booth space, space is assigned based upon the date and time the booth purchase was made. After April 1 booth selection will occur on a first-come, first-served basis.

Priority points are accumulated for each rented booth space and sponsorship during previous meetings. The applicant with the highest number of priority points is assigned first, the applicant with the second highest is assigned second, etc.

If an exhibiting company merges with, buys, or is bought by another company, half of the points accumulated by the purchased company will be credited to the purchasing company’s points.

AARC reserves the right to reassign an alternate booth location.

If we contact you regarding booth assignment and there is no response from your company within 48 hours, we will proceed with the next company’s booth assignment.

Past due balances for all parties with the AARC and Daedalus, must be paid in full before assignment of 2018 exhibit space will be approved. Failure to maintain a current credit balance or failure to remit balance of the booth rental fee within the net 30-day terms will result in a hold on all services provided through the AARC and its subsidiaries and potential loss of reserved exhibit space.

GENERAL BADGE INFORMATION
The AARC issues an official name badge for each of the exhibitor’s representatives based upon the Badge Request Form, which will be emailed in a separate communication by the end of July. Each exhibiting company is allotted 6 badges per each 100 square feet of purchased exhibit space. For example, an exhibitor with 200 sq.ft. of purchased exhibit space will be allotted 12 exhibitor badges.

PRICES FOR ADDITIONAL BADGES
Exhibiting companies may register at no charge six (6) representatives for each 10’ x 10’ booth. Additional representatives may be registered by the booth manager for the entire 4 days of the Congress or for 1 day only at the following rates.

<table>
<thead>
<tr>
<th>FOUR DAY RATES</th>
<th>Before April 23</th>
<th>Before Oct. 8</th>
</tr>
</thead>
<tbody>
<tr>
<td>Before Oct. 8</td>
<td>$300</td>
<td>$300</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ONE DAY RATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Day (On-site Only)</td>
</tr>
</tbody>
</table>
This agreement made and entered into this ____________ day of ______________, 2018 by and between the American Association for Respiratory Care, Irving, Texas, hereinafter referred to as AARC, and ________________________________, hereinafter referred to as Exhibitor.

WINNETH: That in consideration of the premises and the mutual covenants herein contained, the parties hereto agree as follows:

FIRST: AARC will permit Exhibitor only to occupy the assigned booth space(s) during AARC Congress 2018 to be held December 4-7, 2018, in Las Vegas, Nevada, USA. Exhibit dates will be December 4-6, 2018.

SECOND: Exhibitor agrees not to sublet or to otherwise assign, to any person or organization whatsoever, any right to occupancy space covered by this statement.

THIRD: Exhibitor agrees to limit all AARC convention-related activities to within their assigned booth space(s).

FOURTH: Upon submission of this application/contract, Exhibitor includes, as a deposit, 10% (on-site only) of the rental fee for the requested booth space in the amount of $ ___________ dollars and agrees to pay AARC the remaining amount of $ ___________ dollars based on the fee schedule below*

Fee Schedule: On-site purchase: 10% on-site, 20% by Jan. 26, 2018, 20% by Feb. 26, 2018, 50% March 26, 2018 Fee Schedule March 27 through Sept. 21, 2018: 50% down, 50% net 30 Fee Schedule after Sept. 21, 2018: 100% down

FIFTH: Upon specific booth assignment, Exhibitor agrees to pay AARC the difference, if any, between the total rental fee of the requested booth space and the total rental fee of the assigned booth space, within 30 days from the date of invoice.*

SIXTH: In the event that Exhibitor cancels this agreement prior to 5:00 pm Central Time on March 26, 2018 all rights, duties, liabilities, and obligations hereunder shall terminate except that Exhibitor will be liable for and agrees to pay AARC forty percent (40%) of the exhibit rental fee reserved hereunder.* Such cancellation shall only be effective when written notice is received by AARC, Irving, Texas.

SEVENTH: In the event that Exhibitor cancels this agreement after 5:00 pm Central Time on Monday, March 26, 2018, and prior to 5:00 pm Central Time on Friday, July 27, 2018, all rights, duties, liabilities, and obligations hereunder shall terminate except that Exhibitor will be liable for and agrees to pay AARC sixty percent (60%) of the exhibit rental fee reserved hereunder.* Such cancellation shall only be effective when written notice is received by AARC, Irving, Texas.

EIGHTH: In the event that Exhibitor cancels this agreement after 5:00 pm Central Time on Friday, July 27, 2018, and prior to 5:00 pm Central Time on Friday, August 31, 2018, all rights, duties, liabilities, and obligations hereunder shall terminate except that Exhibitor will be liable for and agrees to pay AARC eighty percent (80%) of the exhibit rental fee reserved hereunder.* Such cancellation shall only be effective when written notice is received by AARC, Irving, Texas.

NINTH: In the event that Exhibitor cancels this agreement after 5:00 pm Central Time on Friday, August 31, 2018, and prior to 5:00 pm Central Time on Friday, September 28, 2018, all rights, duties, liabilities, and obligations hereunder shall terminate except that Exhibitor will be liable for and agrees to pay AARC ninety percent (90%) of the exhibit rental fee reserved hereunder.* Such cancellation shall only be effective when written notice is received by AARC, Irving, Texas.

TENTH: In the event that Exhibitor cancels this agreement after 5:00 pm Central Time on Friday, September 28, 2018, all rights, duties, liabilities, and obligations hereunder shall terminate except that Exhibitor will be liable for and agrees to pay AARC one hundred percent (100%) of the exhibit rental fee reserved hereunder.* Such cancellation shall only be effective when written notice is received by AARC, Irving, Texas.

ELEVENTH: AARC reserves the right to relocate any space to be occupied hereunder by Exhibitor. Upon receiving from AARC notice of such relocation, Exhibitor, notwithstanding any other provision hereof, may cancel this agreement without penalty and shall be entitled to the return of any previously paid exhibit rental fee.

TWELFTH: Exhibitor agrees to indemnify AARC against and hold it free from any and all claims, losses or damages to persons or property whatsoever cause occasioned, and wheresoever such property is located during the period in which AARC occupies the Mandalay Bay, except for such injury or loss as may be proximately caused by willful and malicious misconduct on the part of any full-time regular payroll employee of AARC. Exhibitor agrees to indemnify AARC and the Mandalay Bay from and against any and all claims, losses or damages to persons or property.

* FAILURE TO MAINTAIN A CURRENT CREDIT HISTORY CAN RESULT IN SUSPENSION OF ALL SERVICES FROM AARC AND ITS SUBSIDIARIES.

IN WITNESS THEREOF, the parties hereto have executed this contract upon the day and year first above written.

[Signature]
AARC Associate Executive Director

[Signature]
Authorized Signature of Applicant

[Signature]
Title

DOWNSIZING PENALTIES:
In the event an exhibitor requests their current booth be downsized to a smaller one, the following refund schedule will apply.

• Before March 26, 2018: Difference minus 25% of the costs between the two booths.

• Between March 27, 2018 and July 27, 2018: Difference minus 40% of the costs between the two booths.

• Between July 28, 2018 and August 31, 2018: Difference minus 60% of the costs between the two booths.

• After October 26, 2018: Difference minus 90% of the costs between the two booths.

AARC has the right to relocate any company which chooses to downsize their booth.
Q. How many badges will I receive for my booth?  
A. Each exhibiting company is allotted 6 badges per each 100 sq. ft. of purchased exhibit space.

Q. Are meeting rooms available for corporate meetings or other events?  
A. Yes, meeting space is available on a first-come, first-served basis in the AARC headquarter hotel.

Q. Can Exhibitors earn CRCE credits?  
A. Yes, the AARC exhibitor badge allows exhibitors to attend all educational and poster sessions. Respiratory therapists who are registered as an exhibitor may receive CRCE credit. Details will be provided to the booth manager(s) at the on-site registration desk.

Q. What hours are exhibitors allowed in the Exhibit Hall?  
A. Exhibitors are allowed in 2 hours before the Exhibit Hall opens, and 1 hour after the Hall closes.

Q. Am I required to carry liability insurance?  
A. Yes. Exhibitors are required to carry a minimum of $1,000,000 in liability insurance. You may purchase your own or work with our preferred insurance provider.

Q. What furnishings, if any come with the booth cost?  
A. The exhibit space rental fee does not include: furniture, accessories, carpeting, audio-visual equipment, additional signs, or electricity. These items can be ordered from individual contractors using the forms provided in the Exhibitor Services Kit emailed out separately. The booths come with a back drape, a 7” x 44” identification sign with the company name, city, state, and booth number. All booths are required to be carpeted.

Q. What is the height limit for booths and islands?  
A. The height limit for 10’x10’ booth(s) is 8 feet in height and it cannot extend further than 3 feet from the back wall. The maximum height for islands is 20 feet including signs, company name, logo and product information, lighting trusses or any other types of lighting fixtures with a 40% see-through effect from front to back and from side to side. All companies with booth space 20 X 20 or higher must submit booth designs to AARC by Aug. 1, 2018.

Q. Can we have a drawing for giveaways in our booth?  
A. Drawings, contests, or prize awards of any kind are expressly prohibited on the exhibit floor. Entries may be completed within your booth with the actual drawing held elsewhere. An announcement of the winner(s) may be discreetly posted within your booth. Announcements are prohibited via audio from the exhibitor’s booth.

Q. How does the AARC help to protect your exhibit?  
A. In order to assist you in protecting your equipment and resources, the AARC will provide security in the Exhibit Hall on a 24-hour basis from the first day of installation of exhibits through the last day of dismantling. Entrance and exit of workers, attendees, and exhibit personnel will be strictly monitored.

FOR INFORMATION CONTACT  
Pam Russell, Exhibits Coordinator  
pam.russell@aarc.org  
Direct (972) 406-4653 • Fax (972) 484-2720
Who Exhibits

PREVIOUS EXHIBITORS INCLUDE (among many others):

- AbbVie
- Abbott Point of Care
- Advanced Brain Monitoring, Inc.
- Advanced Circulatory
- Aerogen, Ltd.
- AG Industries
- Air Lift & CareFone Medical
- Airborne Life Support Systems/VIA Medical
- Alion Corporation
- Aliggins, Inc.
- Airsep Corporation
- Airtrac LLC
- Aireway Media S.A.
- Aireway Development LLC
- Alere, Inc.
- Alliance Tech Medical
- Allied Healthcare Products, Inc.
- Allied Powers LLC
- Altera A.S.
- A-M Systems, LLC
- Ambu, Inc
- Amico
- Amsino International Inc.
- Analytical Industries, Inc.
- Apex Medical Corp
- ARC Medical, Inc.
- Autumn Medical Supplies
- B&B Medical Technologies
- Baitella AG
- Bard Access Systems
- Baxalta Medical Affairs
- Baxter
- Bay Corporation
- Beever's Manufacturing & Supply, Inc.
- Beijing Choice Electronic
- Ben Khan & Associates Technology Co., Ltd.
- Bernoulli
- Beamed Health Business Corp.
- B.E.S.T
- Better Rest Solutions
- Bio-Med Devices, Inc.
- Biovo Technologies
- BJC HealthCare
- BLS Systems Limited
- BOMedInc Ltd
- Bor Dah International Co. Ltd
- Bosch Rexroth Corp.
- Boston Medical Products
- Boston Scientific Corp.
- Breeza Medical
- Breathe Technologies, Inc.
- Bunnell Incorporated
- Cadwell Laboratories, Inc.
- CAIRE SeQual
- Cambium Technologies
- Cardionics Inc.
- Cavagna Group
- Canion
- Circadiance
- Clement Clarke International Ltd.
- Clinical Traq
- Clifford Instrument Laboratory, Inc.
- Conflero Health
- Compamedics USA
- Contec Medical Systems Co., Ltd.
- CooperSurgical
- COSMED USA, Inc.
- Covidien
- Dale Medical Products
- DataArc
- DIMI ITALIA SRL
- Dolores Speech Products
- Drive Medical
- D. R. Burton
- Draeger Medical, Inc.
- Dymedco Inc.
- EarlySense Inc.
- EKOM spol.s.r.o.
- ElectroMed, Inc.
- Epiphany Cardiography Products
- ERT
- Essex Industries
- Fisher & Paykel Healthcare
- Flexicare Inc.
- Flight Medical Innovations, Ltd.
- FloSure Technologies’ LLC
- Fobi Medical
- Fordham Packaging, Ltd.
- Foremount Enterprises Co., Ltd.
- Gaddshorn Medizin Electronic GmbH
- GaleMed Xiakou Co., Ltd.
- Ganshorn LLC
- Gaumard Scientific
- GCX Corporation
- GE Healthcare
- Germs Medical Sciences
- Genentech
- General Biomedical Service, Inc.
- General Physiotherapy, Inc.
- Getinge Group
- Glow Tube International
- Great Group Medical Co., Ltd.
- Grifols
- GS Designs
- Hallday Health
- Hamilton Medical, Inc.
- Hayek Medical Devices
- HEADSTAR Medical Products Co., Ltd.
- Hi-Dow International Incorporated
- Hill-Rom
- Hi-Tech Medical
- Hollister Incorporated
- Hospira
- HSINER
- Hutchinson Technology
- I.V. League Medical
- IDEM
- Ikaria
- Impact Instrumentation, Inc.
- Infinite Trading Inc.
- InnoMar Medical, Ltd.
- InnoMed Technologies, Inc.
- Inova Labs, Inc.
- Insmed Incorporated
- Instrumentation Industries, Inc.
- Instrumentation Laboratory
- International Biomedical
- International Biophysics Corporation
- Intersurgical, Inc.
- IntubRite, LLC
- Invacare Corporation
- IPI Medical Products
- KARL STORZ Endoscopy-America, Inc.
- KOL Bio-Medical Instruments, Inc.
- Legacy Health
- Lincare
- Lung Assist Inc.
- Main Clinic Supply
- MAQUET Medical Systems, Inc.
- MARPAC, Inc.
- Masimo Corporation
- MAXAIR Systems
- Medcare
- MEGAPRAXIS
- Medi-Ware
- Medisize US, Inc.
- Medline Industries, Inc.
- Med One Capital
- Med Systems
- Medware
- Medtronic
- Mercurial Medical
- Merit Medical
- Merits Health Products
- MES, Inc.
- Methapharm
- MGC Diagnostics
- Michigan Instruments
- MicroBase
- MRI Medical International Research
- Mobile Medical Maintenance Co.
- Monaghan Medical Corporation
- Monet Medical, Inc.
- Mylan Inc
- ndd Medical Technologies
- Neoforce Group
- Neotech Products, Inc.
- NEVAP
- Newport Medical Instruments
- Nihon Kohden America
- NUR Medical Inc.
- Nonin Medical, Inc.
- Nouvag AG
- Nova Biomedical
- nSpire Health
- O2 Concepts
- OBP Medical
- Ohio Medical Corporation
- Omneotech
- Omnimate Enterprise Co., Ltd.
- ONY Inc. Infasurf
- OPENPedicare
- OPTI Medical Systems, Inc.
- Oricare, Inc.
- Orislon
- Otto Trading Inc.
- Pall Medical
- Pan-America Hyperbarics, Inc.
- Parker Medical
- Parker Precision Fluidics Division
- Passy-Muir Inc.
- Patient Shield Concepts LLC
- Percussionaire Corporation
- Philips Respironics
- Portescap
- Praxair Healthcare Services
- Precision Medical
- Pryor Products
- PulmOne Advanced Medical Devices, Ltd.
- Pulmodyne Inc.
- Radometer America, Inc.
- RemZzzs
- RedMar
- Respirologias LLC
- RespirTech
- RMS Medical Products
- Roche Diagnostics
- Rollins Medical Solutions, Inc.
- Salter Labs
- Schiller America, Inc.
- Sensiron, Inc.
- Siemens Healthcare
- Sentec, by Master Dist. Bernes Inc.
- Seoul Pacific Corp.
- Shinano Kenki Corporation
- Shire
- Siemens Healthcare Diagnostics
- Sleepnet Corporation
- Small Beginnings
- Smiths Medical
- SoClean Inc.
- SonarMed, Inc.
- Soundway
- Spiration, Inc.
- Spiritus Technologies LLC
- Splash Medical
- SSSCOR
- SunMed
- Swedish Healthcare Solutions
- TandemLife
- Teseo Corporation
- TELECOR Inc
- Teleflex Medical
- Thayer Medical
- The LawMar’Jon Key
- The Respiratory Therapists Society of the Republic of China
- Titan Medical
- Tokton Acoustics, LLC
- Tortle Products
- TRACOe medical GmbH
- Trajecsys Corporation
- Transtrachal Systems
- Tri-anim Health Services, Inc.
- TSI, Inc.
- Turning Technologies
- Universal Hospital Services
- UW Hospital and Clinics
- Vapotherm, Inc.
- Ventec Life Systems
- Vertus Medical
- Verathon Medical
- Virtuos
- Vision-Sciences, Inc.
- Vitalograph, Inc.
- VORTTRAN Medical Technology 1, Inc.
- Vyaire Medical
- Welch Allyn, Inc.
- Westmed, Inc.
- Wilmac Medical
- Zoll Medical Corporation
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Pharmaceuticals
Boehringer Ingelheim Pharmaceuticals, Inc.
Chiesi USA, Inc.
Cornerstone Therapeutics
Dey Pharma, L.P.
Discovery Laboratories, Inc.
Forest Pharmaceuticals, Inc.
GlaxoSmithKline
Lupin Pharmaceuticals
Mallinckrodt Pharmaceuticals
Meda Pharmaceuticals
Mylan, Inc.
NeillMed Pharmaceuticals, Inc.
Nephron Pharmaceuticals Corp.
Pfizer, Inc
PharmaCanbe LLC
Pharmaxis
Sunovion Pharmaceuticals

Government & Accreditation Agencies/ Organizations
CDC/Office on Smoking and Health
Commission on Accreditation for Respiratory Care
Committee of Accreditation for Polysomnographic Technologist Education
National Asthma Educator Certification Board (NAEBC)
National Board for Respiratory Care, Inc. (NBRC)
National Disaster Medical System – (HHS)
Office of the Civilian Volunteer Medical Reserve Corps

Recruitment
Aureus Medical Group
Barnes Jewish Hospital
Baylor Health Care System
Carilion Clinic
Children’s Hospital Colorado
Children’s Hospital Los Angeles
Children’s Medical Center Dallas
Cross Country TravCorps
East Tennessee State University
Grand Canyon University
H. Lee Moffitt Cancer Center
HCA North and West Florida
Independence University
Lakeland Regional Medical Center
Lee Memorial Health Systems
Lucille Packard Children’s Hospital
Northwestern Memorial Hospital
Mayo Clinic
Medical Staffing Network
MSN Travel Allied
Nova Southeastern University
NSU-College of Health Care Sciences
NYU Langone Medical Center
Ottawa University
Phoenix Children’s Hospital
Pikeville Medical Center, Inc.
Pima Medical Institute
Pitt County Memorial Hospital
Seton Healthcare Family
Shands Healthcare
Tampa General Hospital
Tanner Health System
The Children’s Hospital of Philadelphia

UCLA Health Systems
UF Health Shands
UNC Chapel Hill
University of Chicago Medical Center
University of Cincinnati - BSRT
University of Missouri
University of Virginia Health System
Weaner Medical Center at the Ohio State University

Books, Publishers, Education
ADVANCE-Media, Marketing & Merchandise
ContinuingEducation.com
CME America
Daedalus Enterprises, Inc.
Excelsior College
Elsevier Publishing
Goldstein & Associates Inc.
Independence University
Jones & Bartlett Learning
Kettering National Seminars
Northstar Learning
RTCBEU
RT/Sleep Review

Miscellaneous
Blue Mountain Research
Feel Good Inc.
Hawaiian Moon
Geico
Hospital Device Research
Marsh U.S. Consumer
Medex Research
MedSpace Exploration

Face Time Matters
86% of attendees use face-to-face interaction at exhibitions to become aware of new products, evaluate vendors for future purchase, and/or narrow their choices to preferred vendors.

Source: Center for Exhibition Industry Research

EXHIBITOR LIST
EXHIBITORS INCLUDED FOR 2012 - 2017

PRODUCTS AND SERVICES EXHIBITED
- Adapters/Connectors
- Aerosol Delivery Devices
- Airway Devices
- Ambulation Devices, Critical Care (In-Hospital)
- Analyzers
- Beds
- Blood Gas Devices/Supplies
- Blood Pressure Devices
- Books
- Breathing Retrainers
- Bronchoscopes/Supplies
- Calorimeters
- Capnographs/Capnometers
- Cardiac Diagnostics
- Chest Physiotherapy Devices
- Compressors
- Cough-Assist Devices
- CPAP/Bi-Level Devices
- Defibrillators
- Disposables
- Distributor
- Education, Patient and Family
- Education/Training, Professional
- Equipment Accessories
- Equipment Cleaning/Disinfection
- Equipment Rental/Leasing
- Equipment Repair
- Equipment, Used
- Filters
- Gas Administration Devices
- HEPA Filtration
- Humidifiers
- Hyperbaric Oxygen Chambers/ Services/ Supplies
- Incentive Spirometers
- Incubators
- Infant Warmer
- IPPB
- Isolation Chambers
- Management/Business Services
- Manometers
- Masks
- Medical Gas Administration Devices
- Medical Gas Supplies
- Monitors
- Nitric Oxide Devices
- Nose Clips
- Oxygen Delivery
- Peak Flow Meters
- Personal Protective Equipment
- Pharmaceuticals
- Pulmonary Function Testing
- Pulse Oximetry
- Recruitment
- Resuscitation Equipment
- Sleep Diagnostics
- Sleep Products
- Software
- Spirometers
- Stethoscopes
- Suction Devices & Supplies
- Test Lungs
- Testing and Research Equipment
- Tracheostomy Supplies
- Ventilator Supplies
- Ventilators

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