

AARC CONGRESS 2017

THE 63RD INTERNATIONAL RESPIRATORY CONVENTION & EXHIBITION

Indiana
Convention
Center | Oct
4-7
2017



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

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EXHIBITOR PROSPECTUS



ABOUT THE AARC CONGRESS 2017

INDIANAPOLIS, IN • OCTOBER 4-7
(EXHIBITS OCTOBER 4, 5, 6)

A FIRST CLASS EVENT

*That Attracts Top
Respiratory Therapists
From All 50 United States,
U.S. Territories, and
Nearly 30 Countries.*

The AARC Congress offers an exciting venue to present advances in treatment, research, cutting-edge technology, and education on pulmonary disease and injury.

EXHIBITING AT AARC CONGRESS 2017

Attendees come to see your products and services and how they can improve patient care, making the AARC Congress your best place to demonstrate your products and close the deal. **22% of attendees are managers*** and **80% of attendees say they use the exhibit hall to gather information** for product purchases.* So bring your best show specials with you. Establish contact on the showroom floor; close the deal back in the office.

* Source: 2016 AARC Congress attendee survey

EXHIBIT DATES AND HOURS

WEDNESDAY, OCTOBER 4
10:30 A.M.– 4:00 P.M.

THURSDAY, OCTOBER 5
9:30 A.M.– 3:00 P.M.

FRIDAY, OCTOBER 6
9:30 A.M.– 2:00 P.M.

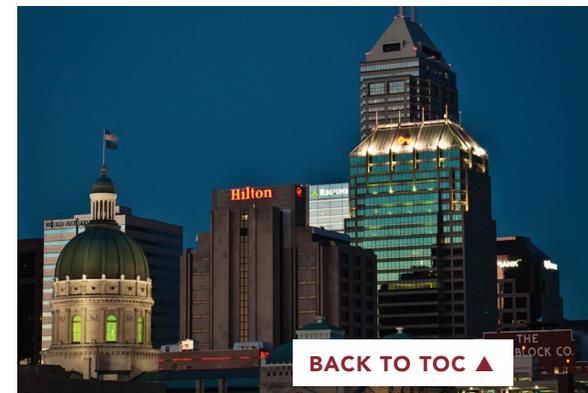
Meet the Profession's Leaders, schedule your 3-day sales call with nearly 6,000 respiratory therapists in Indianapolis. You'll build lasting connections with new customers and reinforce existing relationships.

2017 HIGHLIGHTS

- ▶ **INDIANA CONVENTION CENTER** — if you haven't been to the Circle City lately, you're in for an eye-opening surprise. Whether you're a sports fanatic, an art aficionado, a dining diva, or you simply like fun at every turn, we've got what you're looking for.
- ▶ **Unopposed Exhibit Hall time** — Attendees have nine hours, without sessions, to visit the Exhibit Hall.
- ▶ **Congress News Email advertising** — E-Newsletter sent to pre-registered attendees and managers to drive traffic to your booth!
- ▶ **Lectures lead attendees to exhibit hall** — The Keynote lecture, Eagan lecture, and Tom Petty lecture will all send attendees straight to the exhibit hall and your booth.
- ▶ **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.
- ▶ **New for 2017** — There will now be THREE unopposed hours of exhibit time on day #1 when attendance at the hall will be at it's highest.

INDIANA CONVENTION CENTER

The Indiana Convention Center is the last word in convenience, located in the middle of one of the nation's safest, friendliest and most vibrant downtown areas. You can stroll the sidewalks for outstanding shopping, dining and entertainment choices. Or stay above it all by using the skywalk connector that brings together major downtown hotels and other visitor venues.



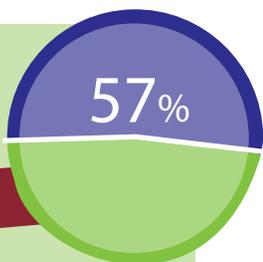
BACK TO TOC ▲

ATTENDEE DEMOGRAPHICS



Who Attends
AARC
Congress

QUICK FACTS



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

Source: AARC Congress 2016 attendee survey

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.)



Student	3.5%
Neonatal/Pediatrics	18%
Education	18%
Staff Therapist	21%
Management	22%
Other*	17.5%

*Other: Medical Director, Pulmonary Function Technologist, Owner, Nurse, Disease Manager, Diagnostic Technologist, Patient Educator, Sleep Technologist, Physician
Source: AARC Congress 2016 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



“ 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

BACK TO TOC ▲

WHERE ATTENDEES WORK

Whatever your market, you'll find an audience for your products at the AARC Congress.

ACUTE CARE HOSPITAL	65.2%
COLLEGES AND UNIVERSITIES	18%
OTHER*	16.8%

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



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.

Who Attends
AARC
Congress

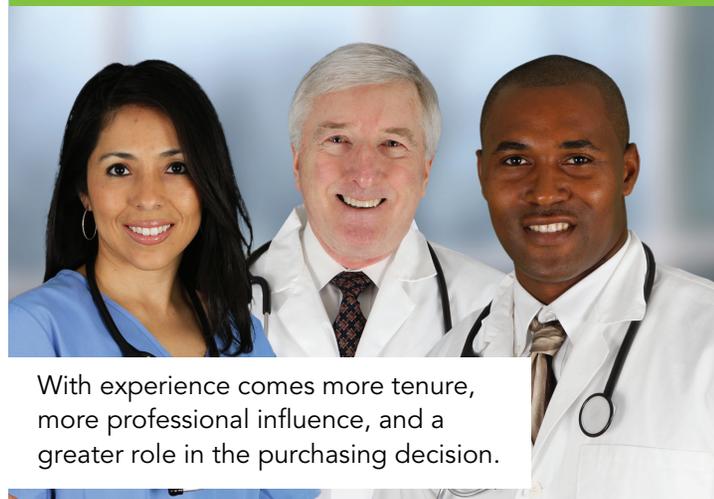
60.6%

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

ATTENDEES' RESPIRATORY THERAPY EXPERIENCE



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

20-50 Years	76.4%
10-20 Years	18%
5-9 Years	3.5%
1-4 Years	3.1%

Source: AARC Congress 2016 attendee data

FOR INFORMATION CONTACT

Annette Phillips, Exhibits Coordinator

annette.phillips@aacrc.org

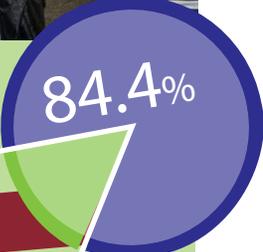
Direct (972) 406-4653 • Fax (972) 484-2720

ATTENDEE DEMOGRAPHICS



Who Attends AARC Congress

QUICK FACTS

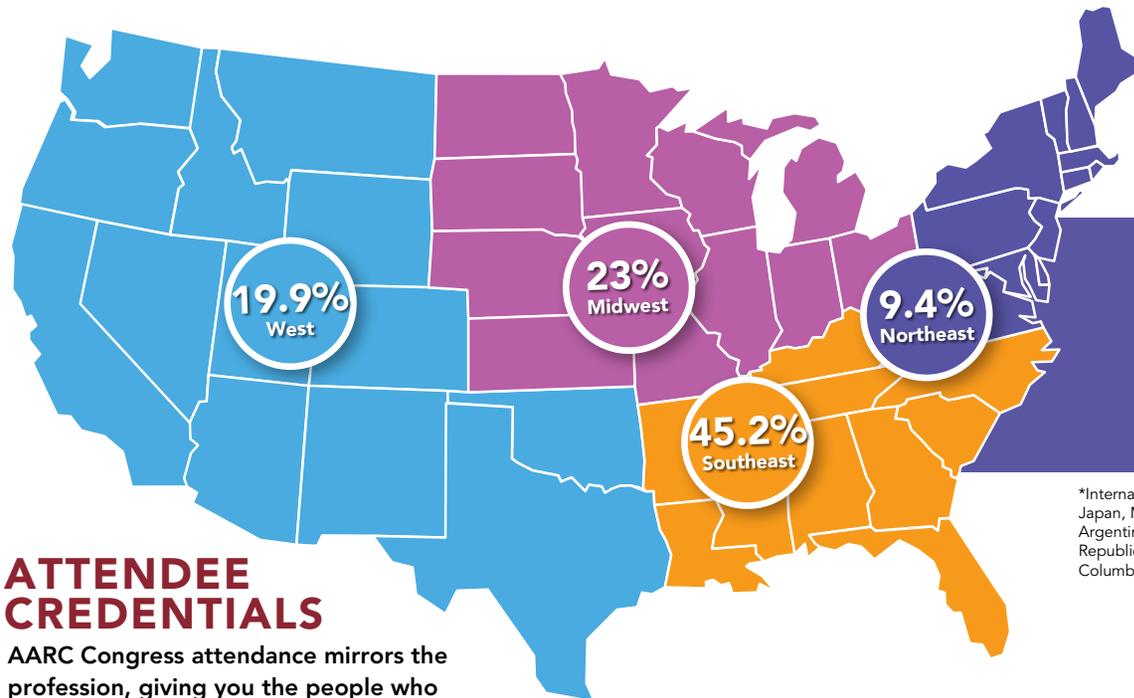


84.4% of attendees influence **purchasing decisions** in their organizations.

Source: AARC Congress 2016 attendee survey

45.3% of attendees state the AARC Exhibit Hall is the **only place** they can gather a robust **amount of information** on equipment in the industry.

Source: AARC Congress 2016 attendee survey



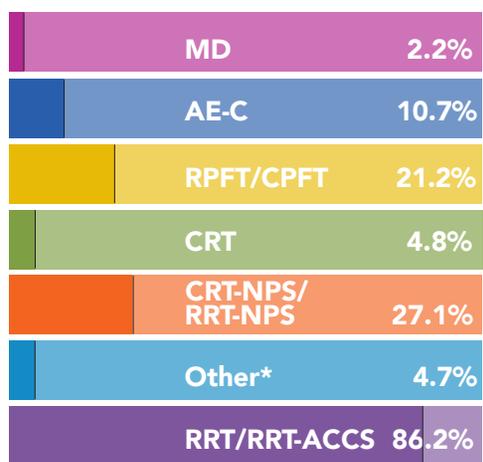
ORIGIN OF ATTENDEES
Your exhibit reaches the world with attendees from all 50 states, D.C., U.S. Territories, and nearly 30 foreign countries.

International* 2.3%

*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

ATTENDEE CREDENTIALS

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



NOTE: Some attendees list multiple credentials.

*Other (Includes these other credentials: RN, RPSGT, EMT-P, LPN, CTS, 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



PREVIOUS ATTENDEES INCLUDE Clinicians from These Institutions *(and more)*

Ablecare Health Equipment, Inc.
Advocate Children's Hospital
Aerosol Therapy Private Clinic
Akron Childrens Hospital
Alaska VA
Alexian Brothers Hospital
All Children's Hospital
American University of Beirut
Anne Arundel Medical Center
Apria Healthcare
Arkansas Allergy and Asthma Clinic
Arkansas Children's Hospital
Aseracare Hospice
At Home Medical
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
Carolinas Medical Center
Central Texas Rehabilitation Hospital
Chang Gung 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
Cincinnati Childrens Hospital Medical Center
Cleveland Clinic
Dartmouth Hitchcock Medical Center
Dhahran Health Center, Saudi Arabia
Duke University Medical Center
Durable Medical Supply
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
Jewish General Hospital, Canada
Johns Hopkins Hospital
Kaiser Permanente
King Abdulaziz 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
Kirigaoka 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
Mississippi Methodist Rehab
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
Presbyterian Manor
Puerto Rico Hospital Supply
Rainbow Babies and Children's Hospital
Riyadh Military Hospital, Saudi Arabia
Rochester General Hospital
Rush University Medical Center
San Francisco General Hospital

Seattle Children's Hospital
Select Specialty Hospital
Shands Hospital
Shanghai 10th Peoples Hospital, China
Sharp Memorial Hospital
Shriners Hospitals for Children
Sleep & Neurodiagnostics Institute
St. Alexius Medical Center
St. Jude Children's Research Hospital
Stanford Hospital and Clinics
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
Unites States Army
Unites States Navy
VA Medical Centers

and Many More...



FOR INFORMATION CONTACT

Annette Phillips, Exhibits Coordinator

annette.phillips@aacr.org

Direct (972) 406-4653 • Fax (972) 484-2720

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REASONS TO EXHIBIT



1 GET THE LEADS YOU WANT

Exhibitors collected more than **15,000** leads from influential therapists and decision makers in 2016. **These are the leads you want!**

2 LAUNCH NEW PRODUCTS

Just got FDA approval on a new piece of equipment? AARC Congress allows you to launch your product with a captive audience of over 6,000 respiratory therapists.

3 OPEN UP COMMUNICATIONS

Your presence opens the door for future communications – a door that often times leads to future sales.

4 MEET MANY CUSTOMERS COST-EFFECTIVELY

Nowhere else in respiratory care can you get in front of so many **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 but also make an important first impression. **That strengthens customer relationships.**

THE AARC CONGRESS EXHIBITION OFFERS **15 HOURS** OF EXHIBIT TIME INCLUDING **EIGHT HOURS OF UNOPPOSED TIME.**

5 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.**

6 SHOWCASE YOUR EXPERTISE

Showcase your company's clinical expertise by having thought-provoking, clinical conversations with attendees.

7 REPUTATION AND HISTORY

The AARC Congress, in its 63rd 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!**

8 REACH INTERNATIONAL MARKETS

In 2016 the Congress attracted foreign registrants from **nearly 30 foreign countries**. These clinicians are highly respected in their countries and can help you reach their markets.

REASONS TO EXHIBIT

NOWHERE ELSE CAN EXHIBITORS REACH THIS LEVEL OF DIVERSITY WITHIN RESPIRATORY CARE AT ONE TIME.

9

SEAL THE DEAL

Studies show that **tradeshow sales leads are easier to close.**

10

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.**

11

MONITOR INDUSTRY TRENDS

And gain insight into innovative technologies and treatments.

12

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.**

13

HOST FOCUS GROUPS

Test new product ideas and **get feedback from users.**

14

BENEFITS AND SERVICES

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

15

BOTTOM LINE

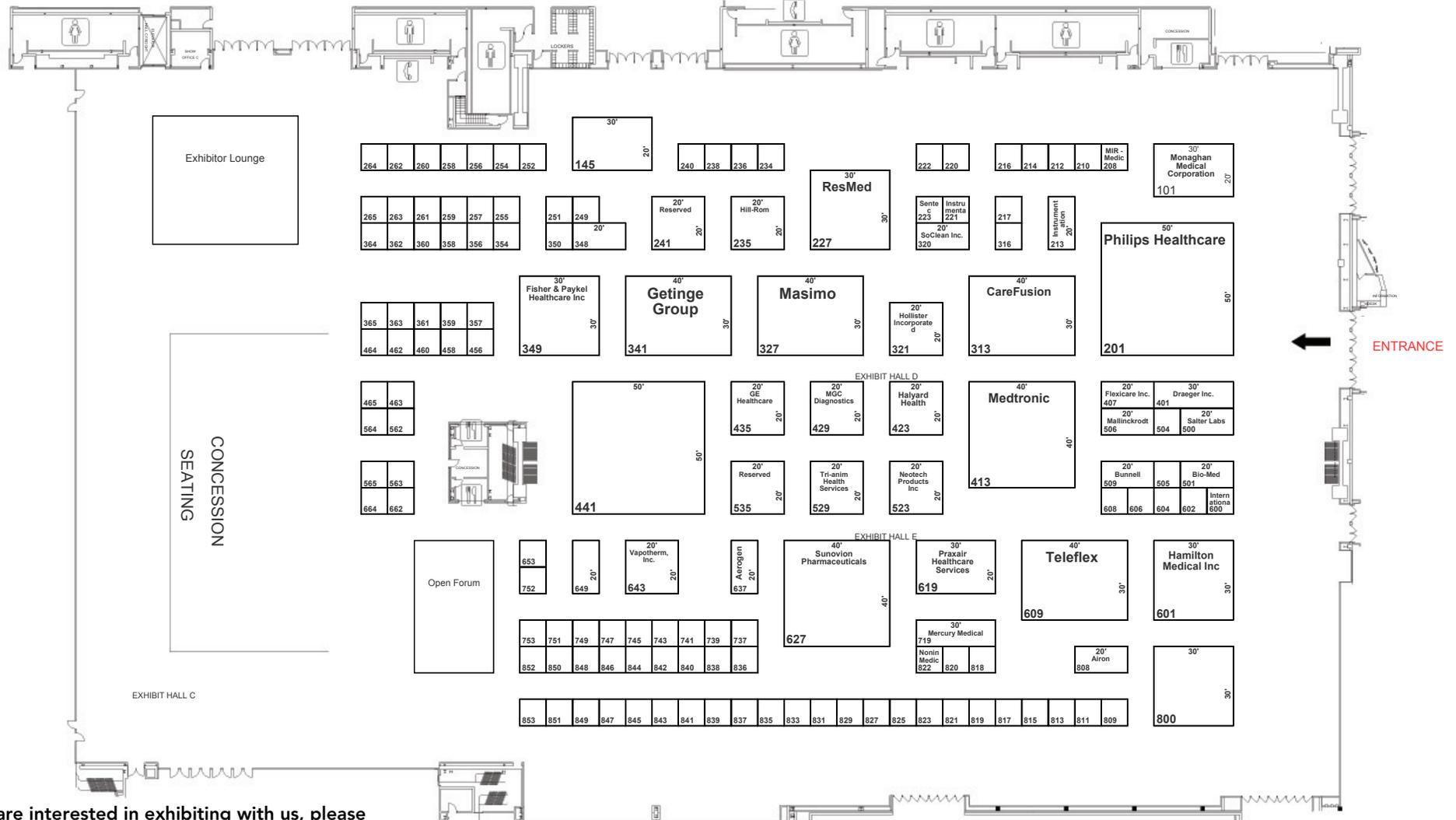
AARC Congress is one of the most cost-effective means by which to generate visibility and income-producing leads for your company.

EXHIBIT HALL MAP



Make Sure That Your Company Is Where the Buyers Are

[Download](#) the map to see the available booth space.



If you are interested in exhibiting with us, please contact Annette Phillips, Exhibits Coordinator

annette.phillips@aacr.org

Direct (972) 406-4653 • Fax (972) 484-2720



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

EXHIBITOR FEES

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') — \$4,850

An interior booth is one or more booths arranged in a straight line.

CORNER BOOTH (10' X 10') — \$5,600

A corner booth is an in-line booth exposed to aisles on two sides.

PRIORITY BOOTH (10' X 10') — \$5,850

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.

- 10' x 20' Island — \$12,700
- 20' x 20' Island — \$22,400
- 20' x 30' Island — \$32,100
- 30' x 30' Island — \$41,925
- 30' x 40' Island — \$54,900
- 40' x 40' Island — \$63,800
- 40' x 50' Island — \$79,000
- 50' x 50' Island — \$84,875
- 50' x 60' Island — \$101,250



EXHIBITING PAYS OFF

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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FOR INFORMATION CONTACT

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annette.phillips@aacrc.org

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“ *AARC Congress is four days of educational programs including more than 200 sessions and 350 research presentations.* ”

- ▶ 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 1st booth selection will occur on a first-come, first-serve basis
- ▶ Priority points are accumulated for each rented booth space and sponsorships 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 2017 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.

FOUR DAY RATES

Before May 15
\$300

Before Aug. 7
\$325

After Aug. 7 and On-Site
\$350

ONE DAY RATE
1 Day (On-site Only)
\$200



This agreement made and entered into this _____ day of _____, 2017 by and between the American Association for Respiratory Care, Irving, Texas, hereinafter referred to as AACR, and _____, hereinafter referred to as Exhibitor.

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

FIRST: AACR will permit Exhibitor only to occupy the assigned booth space(s) during AACR Congress 2017 to be held October 4-7, 2017, in Indianapolis, Indiana, USA. Exhibit dates will be October 4-6, 2017.

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 AACR 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 AACR the remaining amount of \$ _____ dollars based on the fee schedule below*

Fee Schedule: On-site purchase: 10% on-site, 20% by Jan. 24, 2017, 20% by Feb. 24, 2017, 50% March 24, 2017
Fee Schedule March 25 through Aug. 18, 2017: 50% down, 50% net 30
Fee Schedule after Aug. 18, 2017: 100% down

FIFTH: Upon specific booth assignment, Exhibitor agrees to pay AACR 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 February 24, 2017 all rights, duties, liabilities, and obligations hereunder shall terminate except that Exhibitor will be liable for and agrees to pay AACR forty percent (40%) of the exhibit rental fee reserved hereunder.* Such cancellation shall only be effective when written notice is received by AACR, Irving, Texas.

SEVENTH: In the event that Exhibitor cancels this agreement after 5:00 pm Central Time on Friday, February 24, 2017, and prior to 5:00 pm Central Time on Friday, June 23, 2017, all rights, duties, liabilities, and obligations hereunder shall terminate except that Exhibitor will be liable for and agrees to pay AACR sixty percent (60%) of the exhibit rental fee reserved hereunder.* Such cancellation shall only be effective when written notice is received by AACR, Irving, Texas.

EIGHTH: In the event that Exhibitor cancels this agreement after 5:00 pm Central Time on Friday, June 23, 2017, and prior to 5:00 pm Central Time on Friday, July 28, 2017, all rights, duties, liabilities, and obligations hereunder shall terminate except that Exhibitor will be liable for and agrees to pay AACR eighty percent (80%) of the exhibit rental fee reserved hereunder.* Such cancellation shall only be effective when written notice is received by AACR, Irving, Texas.

NINTH: In the event that Exhibitor cancels this agreement after 5:00 pm Central Time on Friday, July 28, 2017, and prior to 5:00 pm Central Time on Friday, August 25, 2017, all rights, duties, liabilities, and obligations hereunder shall terminate except that Exhibitor will be liable for and agrees to pay AACR ninety percent (90%) of the exhibit rental fee reserved hereunder.* Such cancellation shall only be effective when written notice is received by AACR, Irving, Texas.

TENTH: In the event that Exhibitor cancels this agreement after 5:00 pm Central Time on Friday, August 25, 2017, all rights, duties, liabilities, and obligations hereunder shall terminate except that Exhibitor will be liable for and agrees to pay AACR one hundred percent (100%) of the exhibit rental fee reserved hereunder.* Such cancellation shall only be effective when written notice is received by AACR, Irving, Texas.

ELEVENTH: AACR reserves the right to relocate any space to be occupied hereunder by Exhibitor. Upon receiving from AACR 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 AACR against and hold it free from any and all claims arising from loss or damage to Exhibitor's property whatsoever cause occasioned, and wheresoever such property is located during the period in which AACR occupies the Indiana Convention Center, 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 AACR.

Exhibitor agrees to indemnify AACR and the Indiana Convention Center from and against any and all claims, losses or damages to persons or property.

DOWNSIZING PENALTIES:

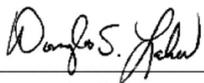
In the event an exhibitor requests their current booth be downsized to a smaller one, the following refund schedule will apply.

- Before February 24, 2017: Difference minus 25% of the costs between the two booths.
- Between February 25, 2017 and June 23, 2017: Difference minus 40% of the costs between the two booths..
- Between June 24, 2017 and July 28, 2017: Difference minus 60% of the costs between the two booths.
- Between July 29, 2017 and August 25, 2017: Difference minus 80% of the costs between the two booths.
- After August 25, 2017: Difference minus 90% of the costs between the two booths.

AACR has the right to relocate any company which chooses to downsize their booth.

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

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



AACR Associate Executive Director

X _____

Authorized Signature of Applicant

_____ Title

“AARC Congress provides an exceptional opportunity to meet respiratory therapists and decision-makers face to face.”

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 onsite 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. What are the show colors for the Exhibit Hall?

A. Colors are selected 60 days prior to the opening of AARC Congress. Contact Annette Phillips.

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, 2016.

Q. Can we have a drawing for give-a-ways 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

Annette Phillips, Exhibits Coordinator

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EXHIBITOR LIST

EXHIBITORS INCLUDED FOR 2012, 2013, 2014, 2015

“AARC Congress is
always our best show.”



Who Exhibits

EQUIPMENT/ PHARMACEUTICALS

Manufacturers and distributors of health care equipment, devices, technology, supplies, services, and pharmaceuticals

CAREER OPPORTUNITY

Hospitals and health care systems, military services, schools of respiratory care, and colleges and universities

MARKET RESEARCH

Market research companies who gather respiratory care and/or health care-related information from attendees

APPAREL & LIFESTYLE

Companies with health care apparel and health care-related lifestyle products

PUBLICATIONS/ EDUCATIONAL RESOURCES

Publishers of books, magazines, educational resources, and training materials for continuing professional education

ASSOCIATIONS/ SOCIETIES/ FOUNDATIONS

Nonprofit organizations

PREVIOUS EXHIBITORS INCLUDE (among many others):

Equipment/Services

Abbott Point of Care
Advanced Brain Monitoring, Inc.
Advanced Circulatory
Aerogen, Ltd.
AG Industries
Air Lift & CareFore Medical
Airborne Life Support Systems/VIA Medical
Airon Corporation
Airgas, Inc.
AirSep Corporation
Airtraq LLC
Airway Medix S.A.
Airway 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
Beevers Manufacturing & Supply, Inc.
Beijing Choice Electronic
Ben Khan & Associates
Technology Co., Ltd
Bernoulli
Besmed Health Business Corp.
B.E.S.T
Better Rest Solutions
Bio-Med Devices, Inc.
Biovo Technologies
BJC HealthCare
BLS Systems Limited
BOMImed Ltd
Bor Dah International Co. Ltd
Bosch Rexroth Corp.
Boston Medical Products
Boston Scientific Corp.
Breas Medical
Breathe Technologies, Inc.
Bunnell Incorporated
Cadwell Laboratories, Inc.
CAIRE SeQual
Cambium-Technologies
Cardionics Inc.
CareFusion
Cavagna Group
Cenorin
Circadiance
Clement Clarke International Ltd.
Clinical Trac
Clippard Instrument Laboratory, Inc.
CoHero Health
Compumedics 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.
Dymedso Inc.
EarlySense Inc.
EKOM spol s.r.o.
Electromed, Inc.
Ephiphany Cardiology Products
ERT
Essex Industries
Fisher & Paykel Healthcare
Flexicare Inc
Flight Medical Innovations, Ltd.
FloSure Technologies' LLC
Fobi Medical
Fordion Packaging, Ltd.
Foremount Enterprises Co., Ltd.
Gadshorn Medizin Electronic GmbH
GaleMed Xiamen Co., Ltd
Ganshorn LLC
Gaumard Scientific
GCX Corporation
GE Healthcare
Gems Medical Sciences
Genentech
General Biomedical Service, Inc.
General Physiotherapy, Inc.
Getinge Group
Glow Tube International
Great Group Medical Co., Ltd
Grifols
GS Designs
Halyard 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.
IngMar 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
Maxtec
MEDGRAPHICS
Medi Ware
Medisize US, Inc.
Medline Industries, Inc.
Med One Capital
Med Systems
Mediware
Medtronic
Mercury Medical
Merit Medical
Merits Health Products
MES, Inc.
Methapharm
MGC Diagnostics
Michigan Instruments
MicroBase
MIR-Medical International Research
Mobile Medical Maintenance Co.
Monaghan Medical Corporation
Monet Medical, Inc.
Mylan Inc
nnd Medical Technologies
NeoForce Group
Neotech Products, Inc.
NEVAP
Newport Medical Instruments
Nihon Kohden America
NJR 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
OPENPediatrics
OPTI Medical Systems, Inc.
Oricare, Inc.
Oridion
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 Respiration
Portescap
Praxair Healthcare Services
Precision Medical
Pryor Products
PulmOne Advanced Medical Devices, Ltd.

70%
ARE REPEAT
EXHIBITORS

Pulmodyne Inc.
Radiometer America, Inc.
RemZzzz
ResMed
Respiralogics LLC
RespirTech
RMS Medical Products
Roche Diagnostics
Rollins Medical Solutions, Inc.
Salter Labs
Schiller America, Inc.
Sensiron, Inc.
Sensium Healthcare
Sentec, by Master Dist. Bemes Inc.
Seoil Pacific Corp
Shinano Kenshi Corporation
Shire
Siemens Healthcare Diagnostics
Sleepnet Corporation
Small Beginnings
Smiths Medical
SoClean Inc.
SonarMed, Inc.
Soundway
Spiration, Inc.
Spiritus Technologies LLC
Splash Medical
SSCOR
SunMed
Swisslog Healthcare Solutions
TandemLife
Tecme Corporation
TELECOR Inc
Teleflex Medical
Thayer Medical
The LawMar'Jon Key
The Respiratory Therapists Society of
the Republic of China
Titan Medical
Toktome Acoustics, LLC
Tortle Products
TRACOE medical GmbH
Trajecsyst Corporation
Transtracheal Systems
Tri-anim Health Services, Inc.
TSI, Inc.
Turning Technologies
Universal Hospital Services
UW Hospital and Clinics
Vapotherm, Inc.
Ventec Life Systems
Ventus Medical
Verathon Medical
Virtuox
Vision-Sciences, Inc.
Vitalograph, Inc.
VORTRAN Medical Technology 1, Inc.
Welch Allyn, Inc.
Westmed, Inc.
Wilmarc Medical
Zoll Medical Corporation
continued on next page...

BACK TO TOC ▲

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.
NeilMed Pharmaceuticals, Inc.
Nephron Pharmaceuticals Corp.
Pfizer, Inc
PharmaCaribe 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
(NAECB)
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 Charlotte
University of Chicago Medical Center
University of Cincinnati - BSRT
University of Missouri
University of Virginia Health System
Wexner 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
RTCEU
RT/Sleep Review

Miscellaneous

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

M. L. Leddy's
Prepaidian

Associations/Foundations (professional and patient)

Allergy & Asthma Network Mothers of Asthmatics
American Association for Respiratory Care
American Respiratory Care Foundation
American Sleep & Breathing Academy
Alpha-1 Foundation
American Association of Cardiovascular
& Pulmonary Rehabilitation
Board of Registered Polysomnographic
Technologists
COPD Foundation
Lambda Beta Society
Pulmonary Hypertension Association
Saudi Society for Respiratory Care
The Columbia Society for Respiratory Care
The FACES Foundation
The Respiratory Therapists Society of the Republic
of China

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

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

