

# AARC CONGRESS 2018

THE 64<sup>TH</sup> INTERNATIONAL RESPIRATORY CONVENTION & EXHIBITION

Mandalay Bay  
Convention  
Center

**Dec.**  
**4-7**  
**2018**



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

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# EXHIBITOR PROSPECTUS





## A FIRST CLASS EVENT

**Congress 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 2018

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 make connections. **In fact 22% of attendees are managers\*** and **84% of attendees say the exhibit hall influences their purchasing decisions.** So bring your best show specials with you. Establish contact on the showroom floor; close the deal back in the office.

\* Source: 2017 AARC Congress attendee survey



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

### 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.

*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.*

## 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.



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# ATTENDEE DEMOGRAPHICS

AAC  
R  
CONGRESS 2018

Why Members  
Attend  
Congress

57%

## 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).



\*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



“ 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.

ACUTE CARE HOSPITAL 61.3%

COLLEGES AND UNIVERSITIES 25.4%

OTHER\* 12.3%

\*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.

Why Members  
Attend  
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%

10-19 Years 18%

5-9 Years 3.5%

1-4 Years 3.1%

Source: AARC Congress 2016 attendee data

### FOR INFORMATION CONTACT

Pam Russell, Exhibits Coordinator

[pam.russell@aacrc.org](mailto:pam.russell@aacrc.org)

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



# ATTENDEE DEMOGRAPHICS



Who Attends  
AACR  
Congress

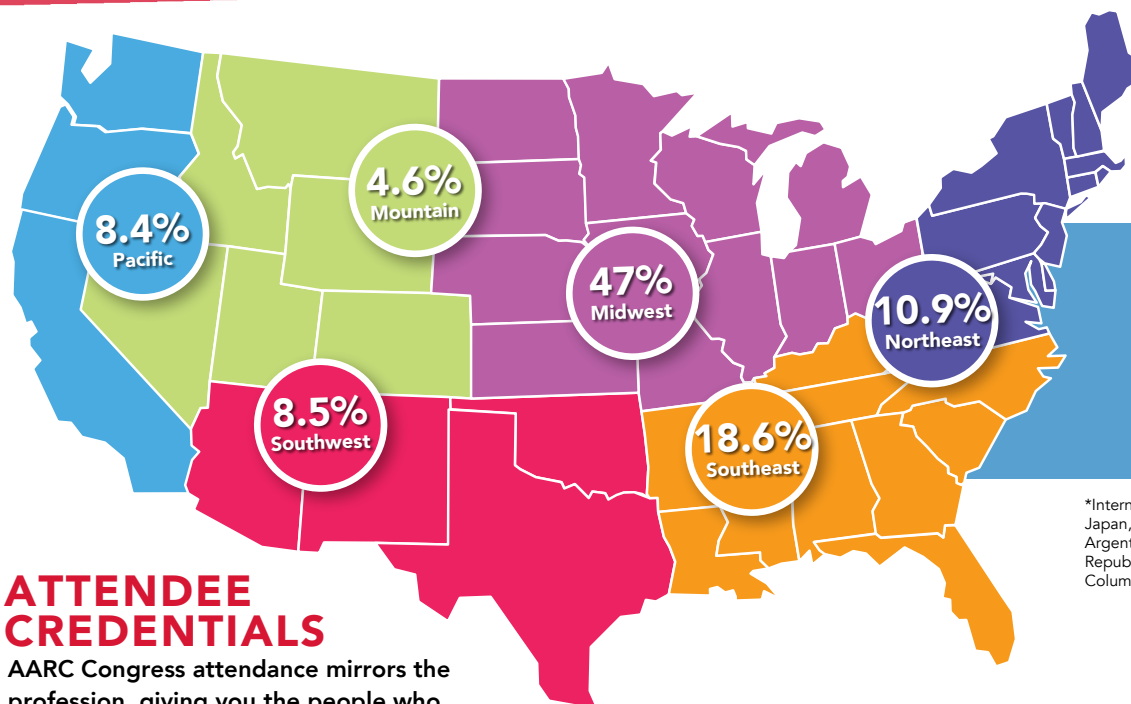
## QUICK FACTS

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

Source: AACR Congress 2017 attendee survey

**82.5%** of attendees were pleased with the **additional hour** of unopposed exhibit time added to Day #1.

Source: AACR Congress 2017 attendee survey



## ORIGIN OF ATTENDEES

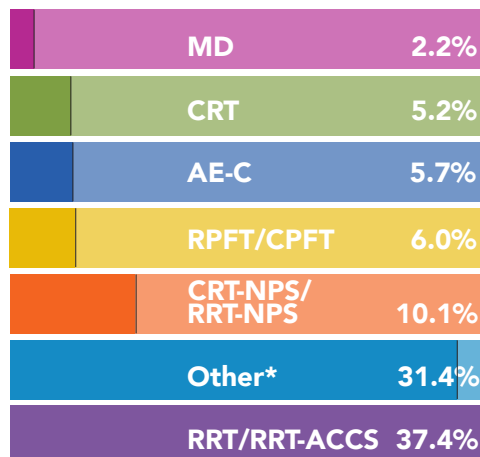
Your exhibit reaches the world with **attendees from all 50 states, D.C., U.S. Territories, and nearly 30 foreign countries.**

International\* 2.0%

\*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

## ATTENDEE CREDENTIALS

AACR 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, CTTS, RRT-SDS, DO, CRT-SDS, LVN)

Source: AACR Congress 2016 attendee demographics



## DEGREES HELD BY ATTENDEES

You want to reach people who are comfortable with and understand new technology. AACR Congress delivers with degreed professionals including more than 21% with post graduate degrees.

Source: AACR 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%

## 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  
Anne Arundel Medical Center  
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  
Carolinas 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  
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  
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  
Rush University Medical Center  
San Francisco General Hospital

Seattle Children's Hospital  
Select Specialty 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  
Unites States Army  
Unites States Navy  
VA Medical Centers

**and many more!**



### FOR INFORMATION CONTACT

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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 2017. **These are the leads you want!**

## 2 LAUNCH NEW PRODUCTS

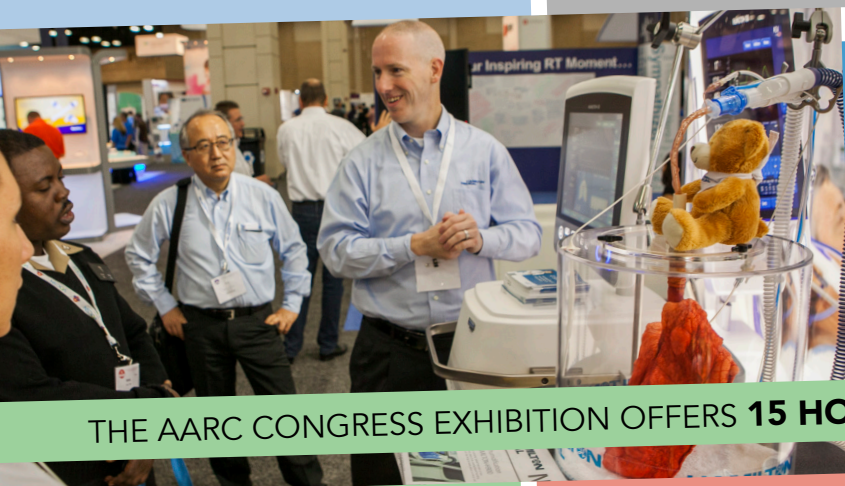
Just got FDA approval on a new piece of equipment? Use AARC Congress as a platform to launch your product with a captive audience of nearly 6000, potential buyers.

## 3 RELATIONSHIP BUILDING

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

## 4 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.**

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

## 8 REACH INTERNATIONAL MARKETS

AARC Congress **consistently** attracts foreign attendees from nearly **30 foreign countries.**

# REASONS TO EXHIBIT

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

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## SEAL THE DEAL

Studies show that **tradeshows 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

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.**

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## HOST FOCUS GROUPS

Test new product ideas and **get immediate 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.**

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## 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



**FOR INFORMATION  
CONTACT**

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Fax (972) 484-2720

**Download**  
the map to see the  
available booth  
space.



**BACK TO TOC ▲**

“ 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') — \$4,885

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.

• 10' x 20' Island — \$12,870	• 30' x 30' Island — \$42,195	• 40' x 50' Island — \$79,500
• 20' x 20' Island — \$22,640	• 30' x 40' Island — \$55,260	• 50' x 50' Island — \$85,375
• 20' x 30' Island — \$32,410	• 40' x 40' Island — \$64,200	• 50' x 60' Island — \$101,850



## 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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# BOOTH ASSIGNMENT / BADGE PRICES

“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 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.

### FOUR DAY RATES

**Before April 23**  
\$200

**Before Oct. 8**  
\$300

**After Oct. 8 and On-Site**  
\$350

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



# EXHIBIT CONTRACT

FOR AACR USE ONLY

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 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 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 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. 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 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 March 26, 2018 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 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 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, 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 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, 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 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, September 28, 2018, 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 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 AACR.

Exhibitor agrees to indemnify AACR and the Mandalay Bay from and against any and all claims, losses or damages to persons or property.

## DOWNSIZING PENALTIES:

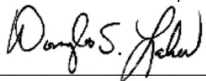
In the event an exhibitor requests their current booth be downsized to a smaller one, the following refund schedule will apply.

- Before 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.
- Between September 1, 2018 and October 26, 2018: Difference minus 80% of the costs between the two booths.
- After October 26, 2018: 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 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**

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**BACK TO TOC ▲**



# EXHIBITOR LIST

## EXHIBITORS INCLUDED FOR 2012 - 2017

“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 apparel and 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  
Airtex, 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.  
Cavagna Group  
Cenoria  
Circadiane  
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  
Gauvard 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.  
Insmid 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.  
MARFAC, 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 Respironics  
Portescap  
Praxair Healthcare Services  
Precision Medical  
Pryor Products  
PulmOne Advanced Medical Devices, Ltd.  
Pulmodyne Inc.

70%  
ARE REPEAT  
EXHIBITORS

Radiometer America, Inc.  
RemZzzs  
ResMed  
Respiralogics LLC  
RespirTech  
RMS Medical Products  
Roche Diagnostics  
Rollins Medical Solutions, Inc.  
Salter Labs  
Schiller America, Inc.  
Sensirion, 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  
Transtacheal 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.  
VORTAN Medical Technology 1, Inc.  
Vyaire Medical  
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

