

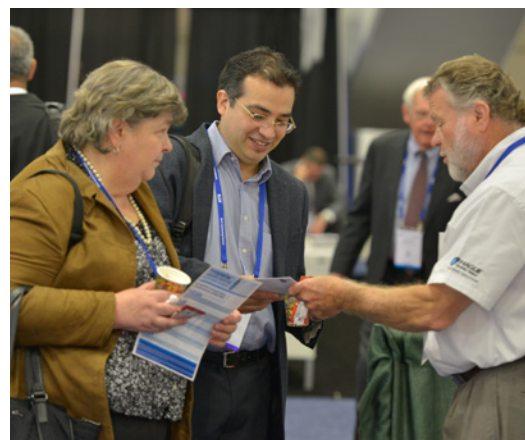
May 19- May 24, 2017
Washington, DC
<http://conference.thoracic.org>

Please Join Us At the ATS 2017 International Conference

The Largest Pulmonary, Critical Care,
and Sleep Medicine Conference for
both Clinicians and Researchers in the
United States.

On behalf of the American Thoracic Society (ATS), we invite you to participate in the ATS 2017 International Conference exhibition in Washington, DC. This is the preeminent conference on pulmonary, critical care, and sleep medicine in the United States. The ATS appreciates the significant contributions made by exhibiting and supporting companies. As the largest professionally attended pulmonary meeting in the United States, and the first healthcare meeting to have an independent-third-party audit of our registration data performed, our goal is to make this conference an increasingly productive and profitable experience for you.

We are committed to providing an environment that fosters discussion of your product or service to the over 12,000 pulmonary, critical care, and sleep researchers and clinicians who will attend ATS 2017. We strive to facilitate beneficial interactions between attendees and exhibitors, as well as help you achieve the greatest ROI for your company.



"ATS is a good show for relationship building with pulmonary physicians (U.S. & International). They do a good job of helping and educating exhibitors on best practices and getting attendees into the exhibit hall."

– **Shaella Dickinson**
nSpire Health

AUDIENCE REACH

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

13,712

pulmonary, critical care, and sleep medicine professionals attended the ATS 2016 International Conference

53.5%

of attendees were from the United States

52%

of attendees spend up to 25% of their time teaching and sharing what they learned

93%

of survey respondents indicated they visited the Exhibit Hall in 2016.

We Promote You!

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

Benefits to ATS Exhibitors



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

2016 ATTENDEE DEMOGRAPHICS

We are pleased to present the independent, third-party audit of the ATS 2016 International Conference. The audit of the attendance numbers was performed by Exhibit Surveys.



Full details of the audit can be found on the ATS conference website:

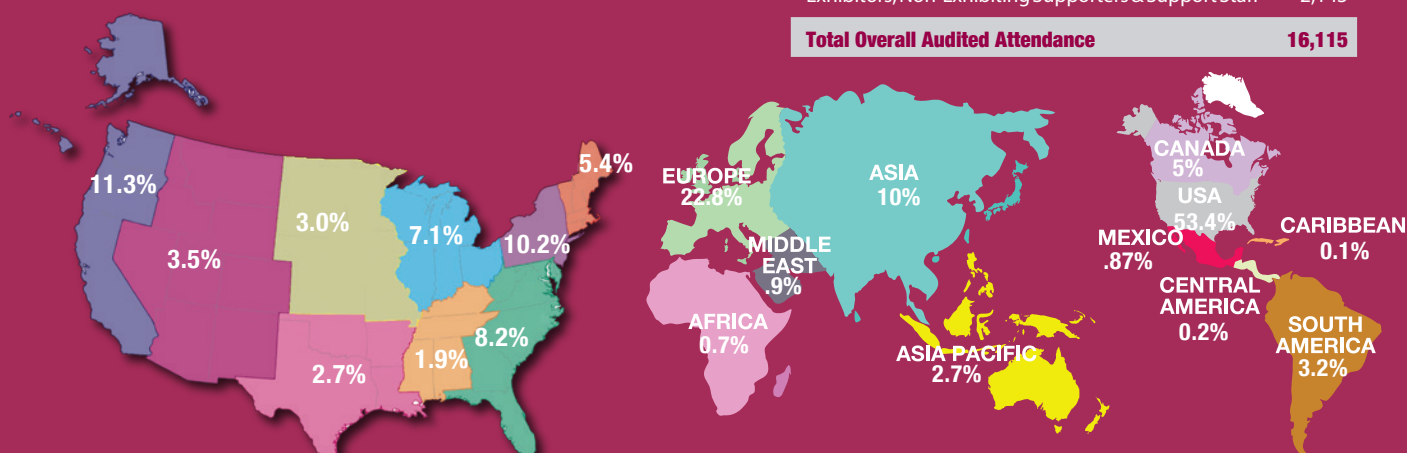
<https://conference.thoracic.org/exhibitors/become-exhibitor/official-attendee-audit.php>

PROFESSIONAL AUDITED ATTENDANCE

U.S. (includes Puerto Rico, Guam and APO military bases) – 7,330
International – 6,382

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

ATS Conference Attendees (includes session speakers)	13,697
Exhibit Only Attendees	15
Total Professional Attendance	13,712
Guests	195
Media	65
Exhibitors, Non-Exhibiting Supporters & Support Staff	2,143
Total Overall Audited Attendance	16,115



ATTENDEES BY EDUCATION/CREDENTIALS

(attendees could select up to 3)

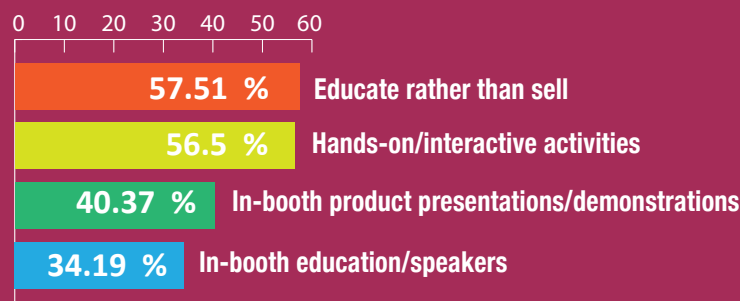
Education	Total attns	% of total			
ACNS-BC	12	0.1	•	MPH	63 0.5
BA	170	1.2	•	MRCPP	30 0.2
BM	10	0.1	•	MS	213 1.6
BM BCH	13	0.1	•	MSc	270 2.0
BPharm	38	0.3	•	MSN	33 0.2
BS	224	1.6	•	NP	61 0.4
BSc	215	1.6	•	PA	24 0.2
BSN	31	0.2	•	PharmD	183 1.3
CRT	2	<0.1	•	PhD	1,868 13.6
DDS	34	0.3	•	PT	48 0.4
DMD	13	0.1	•	RN	56 0.4
DO	195	1.4	•	RPh	6 <0.1
DPhil	49	0.4	•	RRT	35 0.3
DrMed	609	4.4	•	ScD	8 0.1
DrPH	125	0.9	•	Other	547 4.0
DrPT	6	<0.1	•		
DSc	15	0.1	•		
DVM	30	0.2	•		
JD	8	0.1	•		
MA	41	0.3	•		
MBA	112	0.8	•		
MBBS	321	2.3	•		
MBChB	147	1.1	•		
MD	7,570	55.2	•		
MHS	13	0.1	•		
			•	Total Conference and Exhibit Only Attendees Identified by Educational Credentials 13,448 98.1	
			•	Total Conference and Exhibit Only Attendees Not Identified by Educational Credentials 264 1.9	
			•	TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES 13,712 100.0	

WORKSETTING (BUSINESS TYPE)

Business Type	Total attns	% of total
Academic, Private	2,408	17.6
Academic, Public	3,348	24.4
Community Health Center	195	1.4
Government, Federal	305	2.2
Government, International	78	0.6
Government, Local	142	1.0
Government, State	285	2.1
Government, Other	57	0.4
Health Maintenance Organization	102	0.7
Hospital, Community	1,296	9.5
Hospital, University	4,934	36.0
Hospital, Other	1,047	7.6
Industry/Device	249	1.8
Industry/Pharmaceuticals	1,369	10.0
Industry/Research	726	5.3
Military	43	0.3
Practice/Group	562	4.1
Practice/Individual	333	2.4
Professional Society (employee)	89	0.6
Veterans Affairs	420	3.1
Other	309	2.3
Total Conference and Exhibit Only Attendees Identified by Work Setting	13,407	97.8
Total Conference and Exhibit Only Attendees Not Identified by Work Setting	305	2.2
TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES	13,712	100.0

WHAT CAN EXHIBITORS DO TO ENCOURAGE YOU TO SPEND MORE TIME IN THE EXHIBIT HALL?

(Based on ATS 2016 attendee survey)



ATTENDEES BY SPECIALTY

(attendees could select more than one response)

Education	Total attns	% of total	
Administration/ Management	940	6.9	• Oncology
Advocacy	86	0.6	• Palliative Care
Allergy/Immunology	1,267	9.2	• Pathology
Anesthesiology	150	1.1	• Pediatrics
Assistant Professor	558	4.1	• Pharmacology
Associate Professor	451	3.3	• Pharmacy
Basic Microbiology	119	0.9	• Physical Therapy
Behavioral Science	113	0.8	• Physician Assistant
Biochemistry	369	2.7	• Physiology, Cellular
Biomedical Engineering	252	1.8	• Physiology, Integrative/ Organ System
Biophysics	123	0.9	• Post-Doctoral
Biostatistics	237	1.7	• Preventive Medicine
Cardiology (Adult)	433	3.2	• Psychiatry
Cardiology (Pediatric)	101	0.7	• Psychology
Cardiology (Other)	94	0.7	• Public Health
Cell & Molecular Biology	1,067	7.8	• Pulmonary (Adult)
Clinical Microbiology	106	0.8	• Pulmonary (Interventional)
Clinical Research Coordinator	169	1.2	• Pulmonary (Pediatric)
Critical Care (Adult)	3,129	22.8	• Quality Improvement
Critical Care (Pediatric)	173	1.3	• Radiology
Critical Care (Other)	144	1.1	• Rehabilitation
Dentistry	50	0.4	• Research (Basic Science)
Education/Teaching	754	5.5	• Research (Clinical)
Emergency Medicine	132	1.0	• Research (Epidemiology)
Environmental Medicine	225	1.6	• Resident
Epidemiology	401	2.9	• Respiratory Therapy
Family Medicine	251	1.8	• Retired
Fellow	503	3.7	• Sleep Medicine
Full Professor	602	4.4	• Social Sciences
Genetics	308	2.2	• Student (Non-Physician)
Geriatrics	78	0.6	• Student (Physician)
Health Policy	160	1.2	• Surgery, Thoracic
Health Regulation	54	0.4	• Surgery, Other
Hospitalist Practice	220	1.6	• Technician/Technical Support
Immunology	850	6.2	• Veterinary Medicine
Infectious Disease	558	4.1	• Other
Informatics/Info. Systems	120	0.9	
Internal Medicine	1,263	9.2	Total Conference and Exhibit Only Attendees Identified by Major Areas
Journalism	28	0.2	
Law	17	0.1	
Marketing or Commercial	242	1.8	
Neonatology	129	0.9	Total Conference and Exhibit Only Attendees Not Identified by Major Areas
Neuroscience	104	0.8	
Nursing	49	1.1	
Occupational Medicine	134	1.0	
			TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES
			13,712 100.0

TOPICS OF INTEREST

(attendees could select more than one response)

Topic	Total attns	% of total
ARDS	3,652	26.6
Sepsis	2,936	21.4
Shock	2,186	15.9
Other Respiratory Failure/Injury	1,952	14.2
Alpha-1 Antitrypsin	842	6.1
Asthma	5,518	40.2
Bronchiectasis	2,106	15.4
COPD	5,511	40.2
Other Diseases of Air Movement and Airways	988	7.2
Chronic Thromboembolic Pulmonary Hypertension	1,308	9.5
Pulmonary Hypertension	3,369	24.6
Other Pulmonary Vascular Diseases	1,298	9.5
Cystic Fibrosis	1,806	13.2
Other Congenital, Genetic and Developmental Lung Diseases	805	5.9
Environmental, Exposure-Related and Occupational Lung Diseases	1,197	8.7
Fungal Lung Diseases	1,056	7.7
Nontuberculous Mycobacterial Infection	1,190	8.7
Pleural Infections	1,199	8.7
Pneumonia	2,956	21.6
Tuberculosis	1,499	10.9
Other Infectious Lung Diseases	1,674	12.2
HIV/AIDS	714	5.2
Other Systemic Diseases Affecting the Respiratory System	1,200	8.8
Idiopathic Pulmonary Fibrosis	3,192	23.3
Other Interstitial Lung Diseases	2,313	16.9
Lung Cancers	2,503	18.3
Lymphangioleiomyomatosis	568	4.1
Sarcoidosis	1,664	12.1
Other Nonspecific Interstitial Pneumonitis	791	5.8
Mesothelioma	556	4.1
Pleural Effusion	1,365	10.0
Other Diseases of the Pleura and Chest Wall	528	3.9
Myasthenia Gravis	288	2.1
Narcolepsy	575	4.2
Obstructive Sleep Apnea	1,888	13.8
Parasomnias	462	3.4
Restless Leg Syndrome	532	3.9
Other Sleep-Related and Neuromuscular Breathing Disorders	971	7.1
Pulmonary Embolism/Deep Vein Thrombosis	1,680	12.3
Rare Lung Diseases	1,518	11.1
Transplantation	1,117	8.1
Total Conference and Exhibit Only Attendees Identified by Topics of Interest	13,395	97.7
Total Conference and Exhibit Only Attendees Not Identified by Topics of Interest	317	2.3
TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES	13,712	100.0

ATS 2017 EXHIBIT HALL TRAFFIC BUILDERS



Scientific Posters, Registration, and Exhibits Located Together

The conference registration area, the scientific posters, and the Exhibit Hall are all located in Halls A, B, and C on the exhibit level of the convention center.

Unopposed Exhibit Time

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

Guru Bars

Attendees are able to engage and learn in one of four small theaters organized by categories of interest: 1) Education/Awareness/Prevention 2) Diagnosis 3) Treatment 4) Adherence/Compliance. This learning experience consists of burst sessions of 15-20 minutes led by subject matter experts from industry.

Industry Theaters and Practical Workshops

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

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

Digital Health Pavilion

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

Discovery Quest

The Discovery Quest is a fun way for attendees to “learn” something new while exploring the Exhibit Hall. Attendees must correctly answer a question provided by each of the 15 participating exhibitors. Attendees successfully completing the Discovery Quest are entered into a daily prize drawing for one of five iPad Minis.

Professional Headshots

Having a current headshot is vital due to recent advances in social media and online communication channels. The ATS offers attendees and exhibitors the ability to get a headshot taken by a professional photographer. This was an overwhelming success in 2016 with almost 700 attendees taking part.

Power Breaks in the Networking Hubs

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

Complimentary VIP Customer Exhibit Hall Only Registration

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

ATS DIGITAL ADVERTISING ON THE INTERACTIVE FLOORPLAN AND ONLINE EXHIBITOR DIRECTORY

Digital Advertising

For ATS 2016, exhibitors were viewed over 26,000 times on the Interactive Floorplan and Online Exhibitor Directory. Start attracting attendee attention months before the conference by upgrading your listing. Exhibitors put a lot of attention into making their booth noticeable. Get on the attendees “must see” list by upgrading your listing.

Exhibitors taking the Platinum package were viewed 4 times more than exhibitors with a basic listing. (ATS 2016)

Gold Package - \$500

- Company logo
- 4 product images with descriptions
- Access to leads

Platinum Package - \$1,250

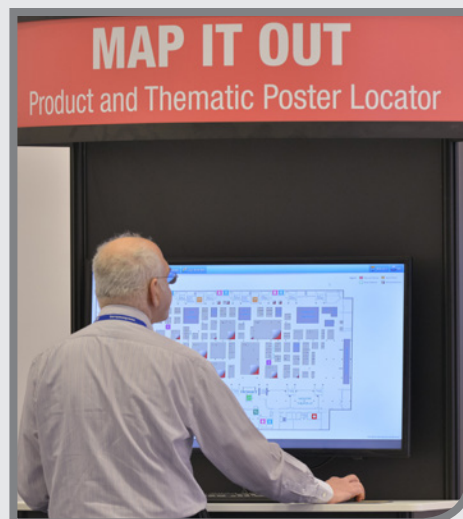
- Includes the Gold package
- Priority placement at the top of all online searches

- 4 video panels (for a total of 8 display panels)
- Inclusion in the **Featured Exhibitor Search**
- Online booth is highlighted with a corner peel graphic on the Interactive Floorplan
- Your video or image is featured on the home page of the Online Exhibitor Directory

Exclusive Banner Ad on Online Exhibitor Directory Landing page - \$5,000 / Early bird \$2,995 (ends November 1)

- Includes Platinum Package
- One 180x150 pixel banner ad on the home screen of the Online Exhibitor Directory
- The home screen is displayed on the ATS 2017 conference website
- Live link directs attendees to your exhibitor profile/showcase
- Statistics are available for tracking
- Upload requires a 360x300 static image (jpg or png file preferred)

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



SPECIALTY AREAS FOR EXHIBITORS

Clinical Trial Awareness



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

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

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

How the ATS promotes the Clinical Trial Awareness booths:

- Listing in the ATS Exhibit Guide
- Listing and write-up in the ATS ePreview sent to 30,000 people
- Daily notifications via the ATS mobile conference app
- Signage placed around the convention center
- A banner and two meterboards identifying this special group of booths

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

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

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

The hours for Clinical Trial Awareness are as follows:

- Sunday, May 21 8:30 a.m. to 4:30 p.m.**
- Monday, May 22 8:30 a.m. to 4:30 p.m.**
- Tuesday, May 23 8:30 a.m. to 4:30 p.m.**

Digital Health Pavilion

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

Start-up Kiosk: \$2,500 (two sided kiosk)

A turnkey environment for start-up companies to gain valuable insight and feedback on products still in development or gain exposure for a product, technology, or solution brand new to the market.

All you need to bring is your laptop or tablet.

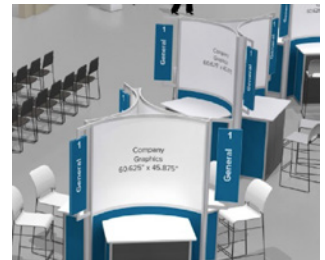
Includes: One side of kiosk with logos/graphics on kiosk, Internet, electrical, two chairs, and 2 exhibitor registrations.



Innovation Kiosk: \$4,500 (three sided kiosk)

The Innovation Kiosk is the most comprehensive way to showcase your transformative technology to attendees. Participation includes a turnkey kiosk and a 15 minute speaking opportunity at the Guru Bar of your choice. The Guru Bar seats 25 people.

Includes: one side of kiosk, electrical, Internet, two chairs, logo/graphic on kiosk, one 15 minute time slot in the Guru Bar of your choice, and four exhibitor registrations.



Job Recruitment Booths

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



The 10' x 10' booth space includes carpet, a 6ft draped table, and 2 chairs.

SPACE IS LIMITED! Cost \$2,700 per 10' x 10' booth space

Purchase a recruitment ad if a booth is not in the budget.

Don't have time to send staff to the conference but you still want to reach this targeted audience?

Purchase a recruitment ad in the ATS Exhibit Guide. The ATS Exhibit Guide is distributed to all attendees via the registration bag. All ads are in four color.

¼ PAGE AD \$800

½ PAGE AD \$1,500

FULL PAGE \$3,000

Please contact Maureen Mauer at Ascend Integrated Media at 913-780-6633 or mmauer@ascendintegratedmedia.com for more deadline dates and ad specifications.

INTERNATIONAL EXHIBITORS



The ATS DOES Permit:

- ✓ Hospitality Suites in Hotels
- ✓ International Industry Theaters
- ✓ Non-CME Symposia for your guests and other attendees
- ✓ Meeting and/or Hospitality Suites in the Convention Center
- ✓ Registration Desks at hotels with prior approval (not in lobby area)

The ATS International Conference attracts attendees from all over the world. There were 6,382 professional attendees (46.6%) representing 100 different countries, confirming the ATS's global attraction. A breakdown of the international attendees by country can be found as part of the ATS 2016 official attendee audit on our website: <http://conference.thoracic.org>.

It is completely appropriate for international companies without FDA product approval to exhibit at the ATS International Conference. There are, however, a few simple guidelines to which international exhibiting companies should adhere:

- Companies without FDA product approval should clearly indicate on their booth their product is for display purposes only and is not approved for use in the United States.
- Shipping paperwork should indicate the product is for display purposes only.
- It is strongly recommended international companies inform the FDA and U.S. Customs and Border Protection their products are being shipped into the United States for display purposes only, and not for distribution.

For more information, please contact the FDA at 800-638-2041 and U.S. Customs and Border Protection at 877-227-5511.

International exhibitors have the chance to host an International Industry Theater for non-U.S. attendees, giving them the opportunity to learn about products and services available in their respective countries but are not approved in the United States. Attendee badges are color-coded and the ATS provides a security guard to ensure only international attendees are admitted.

Additionally, the ATS offers international exhibitors the opportunity to hold Non-CME evening programs. These programs can either be open to all conference attendees, limited to international attendees only, or invitation-only for your specific delegation.

Finally, make sure to check out Meeting Suites for your on-site, in-the-convention-center meeting, or hospitality needs.

MEETING SPACE AT THE CONVENTION CENTER

Three different options available

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

Private meeting space in the convention center is in high demand at the ATS 2017 International Conference. Take advantage of this opportunity to secure private meeting space onsite at the convention center. The ATS offers three options for meeting space – Meeting Suites, Meetup Rooms, and Expo Suites. Meeting Suites and Meetup Rooms are located outside the Exhibit Hall and are available from 7:00 a.m. until 5:00 p.m. Saturday through Tuesday.

Reasons you need meeting space:

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



MEETING SUITES

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

Cost 10' x 20' 10 person	2 hours	Half Day	Full Day	Full Conference
Exhibitor	\$900	\$1,800	\$3,600	\$14,000
Non-Exhibitor	\$1,400	\$2,300	\$4,100	\$14,500

Cost 20' x 20' 20 person	2 hours	Half Day	Full Day	Full Conference
Exhibitor	\$1,200	\$2,400	\$4,800	\$18,500
Non-Exhibitor	\$1,700	\$2,900	\$5,300	\$19,000

MEETUP ROOMS

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

Cost 10' x 20' 6-8 person	2 hours	Half Day	Full Day	Full Conference
Exhibitor	\$550	\$1,100	\$2,200	\$8,500
Non-Exhibitor	\$1,050	\$1,600	\$2,700	\$9,000

Cost 20' x 20' 12-16 person	2 hours	Half Day	Full Day	Full Conference
Exhibitor	\$700	\$1,400	\$2,800	\$11,000
Non-Exhibitor	\$1,200	\$1,900	\$3,300	\$11,500

EXPO SUITES

(Available to rent by Exhibitors Only)

Expo Suites are private meeting rooms located in back of the Exhibit Hall. Expo Suites allow exhibitors to customize the interior of the space to meet their needs. Expo Suites are secured from Saturday, May 20th through Tuesday, May 23rd. Please note attendees are only permitted in the Exhibit Hall during regular hall hours.

Included with Expo Suites:

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

Expo Suites Cost:

10' x 10' Expo Suite	\$4,000
10' x 20' Expo Suite	\$5,000
20' x 20' Expo Suite	\$6,000
20' x 30' Expo Suite	\$7,000

EXHIBITOR INFORMATION

EXHIBIT SPACE RATES

\$4,300	10' x 10' Inline booth space
\$4,500	10' x 10' Corner booth space
\$2,700	10' x 10' Recruitment space
\$1,100	10' x 10' booth space Clinical Trial Awareness or Non-profit rate*
\$45.00 per square foot for Island Booths (spaces 20' x 20' and larger)	

*Non-profit rate is subject to availability. Proof of non-profit status for all new organizations must be submitted to Stacy McManus at smcmanus@thoracic.org.

REFUND/CANCELLATION/DOWNSIZING

- Notice of cancellation and/or downsizing must be received in writing.
- A refund minus the cancellation fee of 20% of the total booth price is available until February 3, 2017. After February 3, 2017, there are no refunds and the full balance is due.
- For downsizing, half of the priority points for the year are forfeited.
- The ATS retains the right to relocate an exhibitor after downsizing.
- The ATS can sell cancelled or downsized space to another exhibitor without any rebate or permission.

ATS 2017 MATERIAL HANDLING RATES

Advance shipment to warehouse \$139.50 CWT

Direct shipments to convention center \$129.50 CWT

Material handling rates are straight time, blended composite rates which include any special handling or loose/uncrated surcharges. There is a 100 lb. minimum per shipment. Additional details can be found in the Exhibitor Services Manual.

ATS 2017 LABOR RATES

Straight time	\$107.50 per hour
Overtime	\$159.25 per hour

TENTATIVE EXHIBIT HALL HOURS*

Sunday, May 21, 2017	10:30 a.m. to 3:30 p.m.
Monday, May 22, 2017	10:30 a.m. to 3:30 p.m.
Tuesday, May 23, 2017	10:30 a.m. to 3:30 p.m.

SET-UP*

Friday, May 19, 2017	8 a.m. to 5 p.m.
Saturday, May 20, 2017	8 a.m. to 5 p.m.

All booths and materials must be set up by 5 p.m. on Saturday. Any booth unoccupied by 5 p.m. on Saturday, May 20, are regarded as a no show and the contract to exhibit is terminated unless ATS has pre-authorized a late set-up. All freight is removed and returned to the loading dock at the exhibitor's expense.

DISMANTLING*

Due to the posters and the exhibits being located together dismantle can not start until the poster session ends at 4:30 p.m. Dismantling or tearing down exhibits prior to the official close of the exhibition is prohibited and results in the loss of priority points and future access to the attendee registration list rental.

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

THE ATS EXHIBITS TEAM

Stacy McManus, CEM

Director, Corporate Alliances & Exhibition Operations
212-315-8699 | smcmanus@thoracic.org

Shannon Payne

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

Steven Strom

Exhibit Sales Associate
661-615-3515 | ssstrom@thoracic.org

Michelle Turenne

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

OFFICIAL ATS VENDORS

GENERAL SERVICE CONTRACTOR

Freeman

909 Newark Turnpike
Kearny, NJ 07032
201-299-7400

HOUSING

Experient, A Maritz Global Events Company

5202 Presidents Court, Suite G100
Frederick, MD 21703
800-967-8852

Visit <http://conference.thoracic.org/exhibitors/index.php> for floorplan and online application

To reserve space, review floorplans, and rules and regulations, go to
<http://conference.thoracic.org/exhibitors/index.php>

REGISTRATION

Convention Data Services (CDS)

1-866-635-3582

Customer Service representatives are available from 9 a.m. to 5 p.m. (EST)

INDEPENDENT SERVICE CONTRACTORS

Exhibiting firms may opt to use independent service contractors for installation and dismantling. If such contractors are used, the exhibiting firm is responsible for notifying the ATS of the name and address of the contractor by April 7, 2017. For security purposes any independent service contractors we do not receive notification for will not be permitted to access the Exhibit Hall.

Independent service contractors are responsible for notifying the ATS of the booths they will work in by April 7, 2017. Proof of insurance coverage is also required by that date. If a certificate of insurance is not provided the independent service contractor will not be able to work until it is received.

BOOTH CONSTRUCTION

- Standard booths are limited to 8 ft. background drapes and 3 ft. side drapes. The maximum height of an in-line exhibit is 8 ft. and may extend only 5 ft. from the back wall. The remaining 5 ft. must not exceed 4 ft. high.
- For islands, 20 ft. is the maximum height permitted, and there must be access from all four sides with a 30% see through effect from all four sides of the booth. All island booths must submit the booth layout for approval no later than April 7, 2017. The layouts must include the dimensions and elevations of all booth components.
- Contact Stacy McManus, CEM at smcmanus@thoracic.org for specifics and approval of two-story exhibits or if a variance is needed.
- All booths must be fully carpeted or have floor covering for the entire booth space.
- The maximum height for the top of any banner is 22 ft.

REGISTRATION

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

Any questions? Please contact:

Stacy McManus, CEM

**Director, Corporate Alliances
& Exhibition Operations**

Email: smcmanus@thoracic.org

Phone: 212-315-8699 | Fax: 212-315-8653



IMPORTANT DATES TO REMEMBER

NOVEMBER 16, 2016

- Exhibitor housing and registration open

DECEMBER 14, 2016

- Phase 1 attendee registration and housing opens

JANUARY 19, 2017

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

FEBRUARY 3, 2017

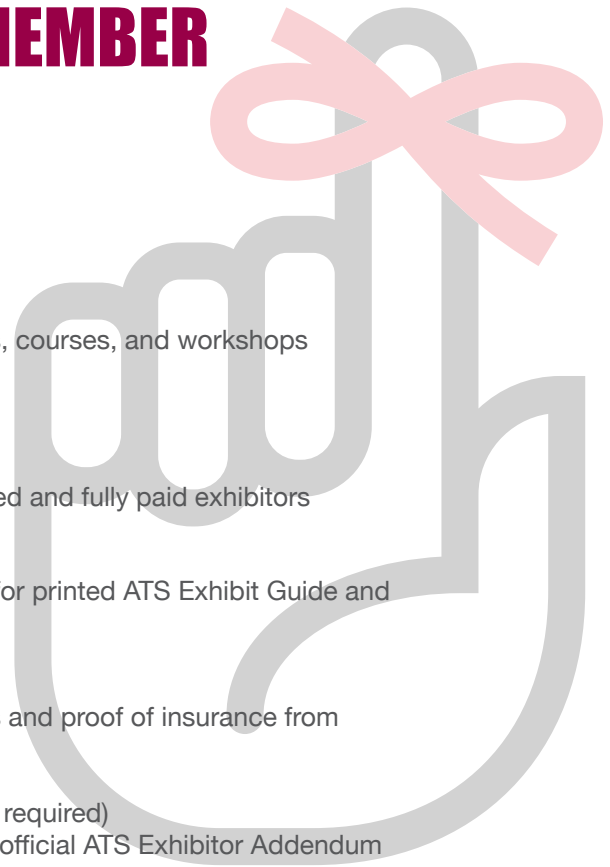
- Final payment due for exhibit space
- “No Refund” policy goes into effect
- Link to the Exhibitor Service Manual distributed to contracted and fully paid exhibitors

MARCH 7, 2017

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

APRIL 7, 2017

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



FUTURE DATES

2018

May 18-23

San Diego, CA

2019

May 17-22

Dallas, TX

2020

May 15-20

Philadelphia, PA

ATS 2016 EXHIBITORS

3D Systems, Healthcare

Abbott Nutrition

Actelion Pharmaceuticals US Inc.

Adherium Limited

ADInstruments

Aerocrine / Circassia

Allergy & Asthma Network

ALLIANCE TECH MEDICAL, INC.

Alpha-1 Foundation

American Association for Bronchology and
Interventional Pulmonology

American Board of Internal Medicine

American College of Chest Physicians
(CHEST)

Applied BioPhysics, Inc.

AQUAS Pure Air & Water

Aragen Bioscience, Inc.

ARDS Foundation

Asian Pacific Society of Respiriology

Asociacion Argentina de Medicina
Respiratoria

Asociacion Latinoamericana de Torax - ALAT

Associates of Cape Cod, Inc.

Asthma and Allergy Foundation of America

AstraZeneca

Avery Biomedical Devices

B. Braun Interventional Systems, Inc.

Baxalta US Inc.

Bayer HealthCare

BD

Benson Medical Instruments Co

Biodesix, Inc.

bioMerieux, Inc.

Boehringer Ingelheim Pharmaceuticals, Inc.

Boston Medical Products / Novatech

Boston Scientific Corporation

Brazilian Thoracic Society

BresoTec Inc.

British Thoracic Society

Broncus Medical, Inc.

Bruker BioSpin

BTG

Canadian Thoracic Society

Cell Biologics, Inc.

Cempra, Inc.

Cepheid

Cheetah Medical

Children's Hospital Colorado

Children's Interstitial & Diffuse Lung Disease
Foundation (CHILD)

Cincinnati Children's Hospital

Cogentix Medical

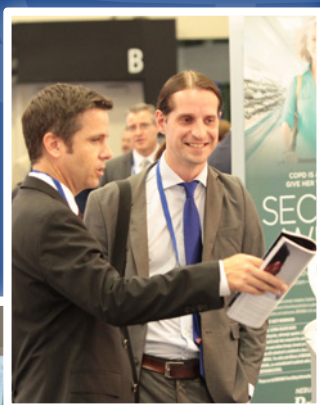
Cognita Labs

Cohero Health

ATS 2016 EXHIBITORS (continued)

COOK MEDICAL	Kaiser Permanente	Pneumonia Journal
COPD Foundation	Kreg Therapeutics	PracticeLink
COSMED	Kyrgyz Thoracic Society (KTS)	PromoCell GmbH
CRC Press / Taylor & Francis Group LLC	Lexington Medical Center	Propeller Health
CSL Behring	Lovelace Respiratory Research Institute	Pulmonary Fibrosis Foundation
Data Sciences International (DSI)	Lung Biotechnology	Pulmonary Hypertension Association
Dolores Speech Products	Lung Transplant Foundation	Pulmonx
Doximity	Lymphangiomatosis & Gorham's Disease Alliance	Rare Lung Diseases Consortium
Eastern Pulmonary Conference	Mallinckrodt Pharmaceuticals	Reata Pharmaceuticals
ECO MEDICS - ECO PHYSICS	Meda Pharmaceuticals	Regeneron Pharmaceuticals/Sanofi
Electromed, Inc.	Medical Decision Network	Relapsing Polychondritis Awareness and Support Foundation, Inc.
Elsevier	MedQIA	ResMed Corp.
ERBE USA	Medtronic	Richard Wolf Medical Instruments Corporation
ERT	Memorial Healthcare System	Saint Francis Health System
European Respiratory Society	Metamason, Inc.	SCIREQ - an emka TECHNOLOGIES company
Extracorporeal Life Support Organization (ELSO)	Methapharm, Inc.	Scleroderma Foundation
FibroGen, Inc.	MGC Diagnostics	Seegene Technologies
Fidelta d.o.o.	Micro Direct, Inc.	seven dreamers laboratories, inc.
Fisher & Paykel Healthcare Inc.	MICROBASE TECHNOLOGY CORP.	SleepImage
FLUIDDA NV	Miltenyi Biotec	SNBL Clinical Pharmacology Center, Inc.
Forum for International Respiratory Societies (FIRS)	MIR - Medical International Research	Sociedad Española de Neumología y Cirugía Torácica (SEPAR)
Foundation for Sarcoidosis Research	Monaghan Medical Corporation	SomaLogic, Inc.
FUJIFILM Medical Systems U.S.A., Inc.	Morgan Scientific Inc.	Sommetrics, Inc.
Futuremed	Mount Sinai - National Jewish Health Respiratory Institute	SOMNOMedics America
Ganshorn LLC	Mylan Inc.	SonoSite FujiFilm
Genentech, Inc.	National Board for Respiratory Care, Inc.	SoutheastHEALTH
Gilead Sciences Inc.	National Death Index	Spiration, Inc.
GlaxoSmithKline	National Disease Research Interchange	St. Joseph's Hospital And Medical Center
Global Asthma Network	National Heart, Lung, and Blood Institute	STEMCELL Technologies, Inc.
Great Lakes Orthodontics Ltd.	National Institute of Environmental Health Sciences (NIEHS)	Sunovion Pharmaceuticals Inc.
Grifols USA, LLC	National Jewish Health	Sutter Gould Medical Foundation
Hans Rudolph, Inc.	NCSS, LLC	Synapse Biomedical Inc.
Hayek Medical Devices	ndd Medical Technologies Inc.	TEVA Respiratory
Healio Pulmonology by SLACK Incorporated	NeilMed Pharmaceuticals	The Dental and Physician Sleep Network
Hill-Rom	NeuWave Medical	The Intensivist Group
Hsiner Co., LTD	Niveus Medical	The JAMA Network
Huntsville Hospital Heart Center	Nonin Medical Inc.	The LAM Foundation
ICC Healthcare	Nova Biomedical	The Lancet
Imbio, LLC	Novartis	THORASYS Thoracic Medical Systems Inc
Inamed GmbH	nSpire Health	TSI Healthcare
Indian Chest Society	NTM Info & Research, Inc.	Turkish Thoracic Society
Infinite Therapeutics	Olympus America, Inc.	U.S. Environmental Protection Agency
Insmmed Incorporated	PAH.tv	United Therapeutics Corporation
Inspire Medical Systems	Pan African Thoracic Society	VeracYTE
International Institute for the Advancement of Medicine	Patient Services Inc.	Veran Medical Technologies
International Society for Aerosols in Medicine	PCD Foundation	Vertex Pharmaceuticals
Irish Thoracic Society	Penn State Health Milton S. Hershey Medical Center	VIDA Diagnostics, Inc.
Itamar Medical	Pfizer, Inc.	Vitalograph
Janssen Pharmaceuticals, Inc.	pfm medical inc.	Wolters Kluwer Health
Japanese Respiratory Society	Philips Respironics	
Journal of Thoracic Disease	PneumaCare Limited	

American Thoracic Society International Conference



Applications & floor plans available at
<http://conference.thoracic.org>



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meets tomorrow's care™*

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New York, NY 10004-1012
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