



**ATS**  
**2019**

*Where today's science  
meets tomorrow's care™*

**INTERNATIONAL CONFERENCE**

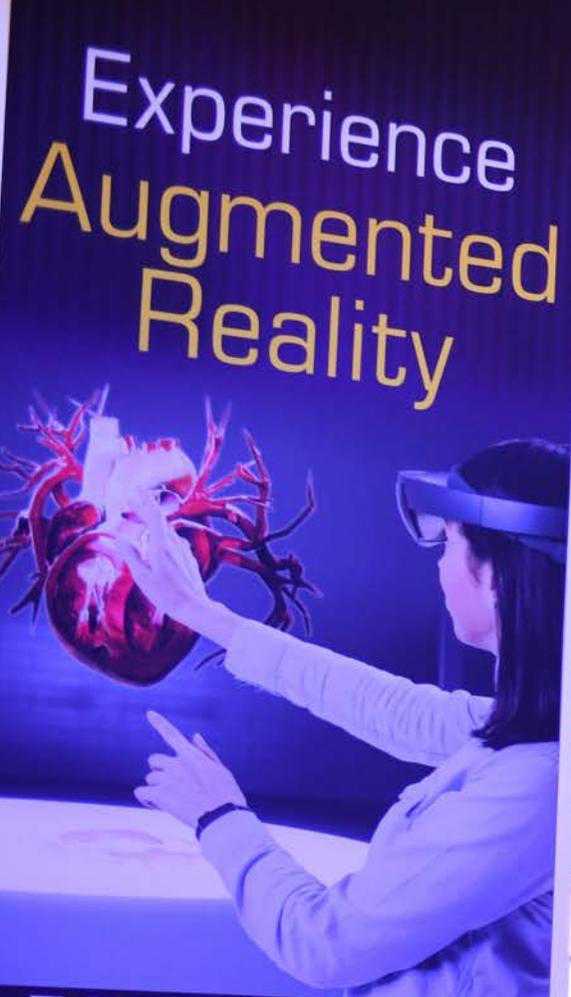
**May 17- 22, 2019**

**Kay Bailey Hutchison Convention Center**

**Exhibition Dates: May 19 - 21**

dallas tx

**EXHIBITOR  
PROSPECTUS**



Experience  
Augmented  
Reality

AN INSIDE  
LOOK AT PAH

aire™  
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RESTROOMS • TELEPHONES



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# JOIN US AT THE ATS 2019 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 2019 International Conference exhibition in Dallas. 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 13,000 pulmonary, critical care, and sleep researchers and clinicians who will attend ATS 2019. We strive to facilitate beneficial interactions between attendees and exhibitors, as well as help you achieve the greatest ROI for your company.

*"The dedicated Exhibit Hall time was incredibly productive, with a constant flow of attendees willing to engage with our booth. Other exhibitors were a pleasure to interact with."*

**Kathryn Lee**  
Johns Hopkins Division of  
Pulmonary & Critical Care Medicine

# Why Exhibit at ATS 2019?

## AUDIENCE REACH

- **13,268** professionals attended the conference
- **10,091** attendees visited the Exhibit Hall (per beacon data)
- **26,213** leads generated
- Average dwell time for an attendee in an exhibitors booth = 7 minutes
- Average number of exhibit booths visited = 6

## 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 description and product category listing in the printed ATS Exhibit Guide
- Company name and booth number on large floorplans at all 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 listing on three Exhibit Hall Wayfinder kiosks displaying the ATS Online Exhibitor Directory and Interactive Floorplan
- Dynamic conference website provides sessions and exhibitors of interest to attendees during search function

### WHY EXHIBIT AT ATS 2019?

- Large Targeted Audience
- We Promote You
- Valuable Exhibitor Benefits



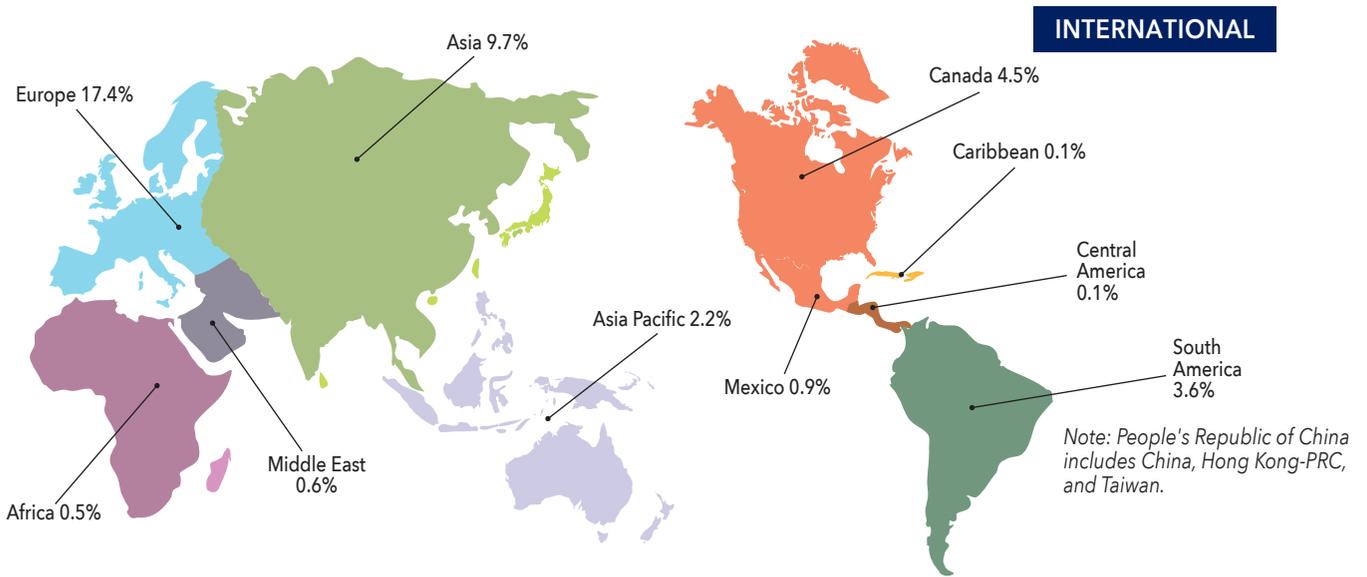
## Benefits to ATS Exhibitors

- 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 in April (first name, last name, city, state)
- Attendee list rental (individual email messages sent by the ATS) can be sorted by specific attendee demographics to target attendees most interested in your product/service
- Exhibitor Success & ROI Center – your FREE, on demand, 24/7 exhibiting knowledge resource
- Complimentary E3 – Exhibitor Effectiveness Evaluation Report – The booth report helps reinforce areas of effectiveness and identifies potential areas of improvement so your booth gets better results
- Discounted exhibitor housing rates and early access to housing blocks
- Complimentary Exhibitor Lounge on the exhibit floor featuring beverages and snacks
- Rental of Expo Suites inside the Exhibit Hall
- Discounted rates on Meeting Suites and Meet Up rooms outside the Exhibit Hall
- Monthly issues of the ATS Exhibitor Newsletter
- Exhibitor Appreciation Reception on Sunday afternoon



# Demographics

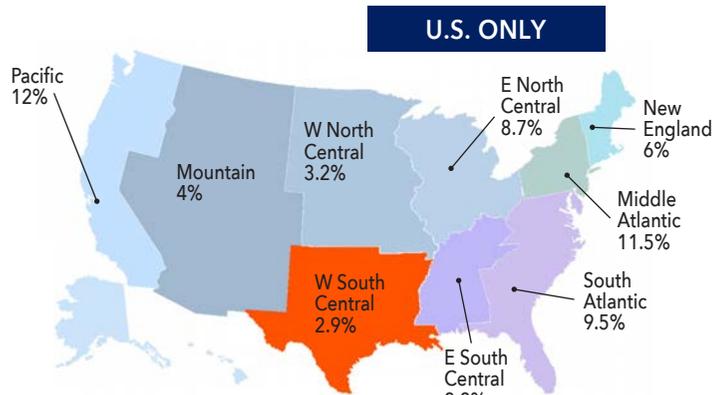
We are pleased to present the independent third-party audit of the ATS 2018 International Conference. The audit is done by Exhibit Surveys, Inc. For the full details of the 2018 audit, visit the ATS conference website: <http://conference.thoracic.org/exhibitors/become-exhibitor/official-attendee-audit.php>



## PROFESSIONAL AUDITED ATTENDANCE

U.S. (includes Puerto Rico, Guam and APO military bases) - 7,993, International - 5,275

*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<br>(includes session speakers) | 13,263        |
|---|---------------|
| Exhibit Only Attendees                                  | 5             |
| <b>Total Professional Attendance</b>                    | <b>13,268</b> |
| Guests  | 221           |
| Media   | 84            |
| Exhibitors, Non-Exhibiting Supporters and support staff | 2,395         |
| <b>Total overall attendance</b>                         | <b>15,968</b> |

## ATTENDEES BY EDUCATION/ CREDENTIALS

(Attendees could select up to 3)

### Top Five Listed

| Education | Total atndts | % of total |
|-----------|--------------|------------|
| MD        | 7,293        | 55         |
| PhD       | 1,697        | 12.8       |
| MBBS      | 348          | 2.6        |
| DrMed     | 305          | 2.3        |
| BA        | 293          | 2.2        |



*"great show, great audience, full understanding of the value of the exhibitor, lots of theater/symposium opps and BEST exhibit manager in the business!"*

**Heidi Einhorn**  
Representing AstraZeneca



## ATTENDEES BY WORK SETTINGS

(attendees could select more than one response)

### Top Five Worksettings Listed

| Business Type            | Total atndns | % of total |
|--------------------------|--------------|------------|
| Hospital, University     | 4,428        | 33.4       |
| Academic, Public         | 3,510        | 26.5       |
| Academic, Private        | 2,430        | 18.3       |
| Industry/Pharmaceuticals | 1,716        | 12.9       |
| Hospital, Community      | 1,327        | 10         |

## ATTENDEES BY SPECIALTY

(attendees could select more than one response)

### Top 20 Specialty Areas listed\*

| Major Areas/Nature of Professional Wk/Training | Total Attendees | % of Total |
|--|-----------------|------------|
| Pulmonary (Adult)                              | 5,676           | 42.8       |
| Critical Care (Adult)                          | 3,344           | 25.2       |
| Research (Basic Science)                       | 1,712           | 12.9       |
| Research (Clinical)                            | 1,591           | 12.0       |
| Internal Medicine                              | 1,371           | 10.3       |
| Allergy/Immunology                             | 1,228           | 9.3        |
| Pulmonary (Pediatric)                          | 1,190           | 9.0        |
| Cell & Molecular Biology                       | 996             | 7.5        |
| Sleep Medicine                                 | 980             | 7.4        |
| Immunology                                     | 815             | 6.1        |
| Pulmonary (Interventional)                     | 794             | 6.0        |
| Respiratory Therapy                            | 774             | 5.8        |
| Education/Teaching                             | 732             | 5.5        |
| Administration/Management                      | 726             | 5.5        |
| Pediatrics                                     | 655             | 4.9        |
| Assistant Professor                            | 590             | 4.5        |
| Full Professor                                 | 573             | 4.3        |
| Fellow   | 540             | 4.1        |
| Research (Epidemiology)                        | 529             | 4.0        |
| Infectious Disease                             | 462             | 3.5        |

## TOPICS OF INTEREST

(attendees could select more than one response)

### Top 25 Topics of Interest listed\*

| Topics of Interest                       | Total atndns | % of total |
|--|--------------|------------|
| COPD                                     | 4,946        | 37.3       |
| Asthma                                   | 4,939        | 37.2       |
| Interstitial Lung Diseases, Other        | 3,137        | 23.6       |
| Idiopathic Pulmonary Fibrosis            | 3,096        | 23.3       |
| ARDS                                     | 3,017        | 22.7       |
| Pulmonary Hypertension                   | 2,630        | 19.8       |
| Mechanical Ventilation                   | 2,246        | 16.9       |
| Lung Cancers                             | 2,205        | 16.6       |
| Bronchoscopy                             | 2,061        | 15.5       |
| Sepsis                                   | 1,994        | 15.0       |
| Pneumonia                                | 1,987        | 15.0       |
| Bronchiectasis                           | 1,933        | 14.6       |
| Respiratory Failure/Injury               | 1,869        | 14.1       |
| Non-Invasive Ventilation                 | 1,694        | 12.8       |
| Cystic Fibrosis                          | 1,692        | 12.8       |
| Infectious Lung Diseases, Other          | 1,643        | 12.4       |
| Air Movement and Airways Diseases, Other | 1,458        | 11.0       |
| Pulmonary Embolism/Deep Vein Thrombosis  | 1,426        | 10.8       |
| Shock                                    | 1,410        | 10.6       |
| Obstructive Sleep Apnea                  | 1,406        | 10.6       |
| Sarcoidosis                              | 1,387        | 10.5       |
| Cough                                    | 1,368        | 10.3       |
| Pulmonary Vascular Diseases, Other       | 1,367        | 10.3       |
| Pleural Effusion                         | 1,246        | 9.4        |
| Rare Lung Diseases                       | 1,246        | 9.4        |

\* Complete list can be found in the audit.

# ATS Exhibit Hall Traffic Builders

## Restoring Joy in Health Care ①

The Restoring Joy in Health Care booth drew large crowds in 2018 so we are bringing it back in Dallas. The booth focuses on providing resources to help physicians improve their professional environment, as well as providing a relaxing chair massage or a visit with a therapy dog to bring them back to center.

## Scientific Posters, Exhibits, and General Session Located Together ②

The Scientific Poster Session, the Exhibit Hall and the General Session are all located in Halls A-F on Level 2 of the convention center.

## Innovation Pavilion ③

Innovative start-ups are at the forefront of breakthroughs in medicine. 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 Innovation Pavilion displays the latest innovations available in this rapidly changing environment and many others.

## Coffee & Connections ④

Four Coffee & Connections 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 available twice a day to power up attendees.

## Professional Headshots ⑤

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 2018 with over 1,000 attendees getting a photo.

## Guru Bars ⑥

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.

## New Mid-Size Industry Theater Added for 2019 ⑦

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. New for 2019, a Mid-Size Theater, holding 125 attendees happening during the open 45 minutes between the two large theaters. 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 100 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 skill training is in high demand at the ATS International Conference.

*"This is hands down the best conference for us to exhibit at in order to contact companies and individuals in our field."*

**Jeri Webb**  
Pulmonary Fibrosis Foundation

## Complimentary VIP Customer Exhibit Hall Only Registration 8

Each exhibiting company receives five complimentary VIP Customer Exhibit Hall Only Registrations. If you have potential customers living in or around the Dallas 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. Additional VIP Customer Exhibit Hall Only Registrations are available for \$50 each.

## Discovery Quest on the ATS Mobile App 9

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 qualify to win one of four Apple watches per day.



### TRAFFIC BUILDERS

- Therapy Dogs
- Posters, Exhibits, Sessions
- Guru Bars
- Coffee & Connections
- Mid-Size Industry Theater
- Innovation Pavillion
- Discovery Quest/ATS App
- Professional Headshots
- Complimentary Exhibit Hall Only Registration

# ATS Digital Advertising on the Interactive Floorplan and Online Exhibitor Directory

**For ATS 2018, exhibitor views exceeded 23,000** 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 2018)*

## 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

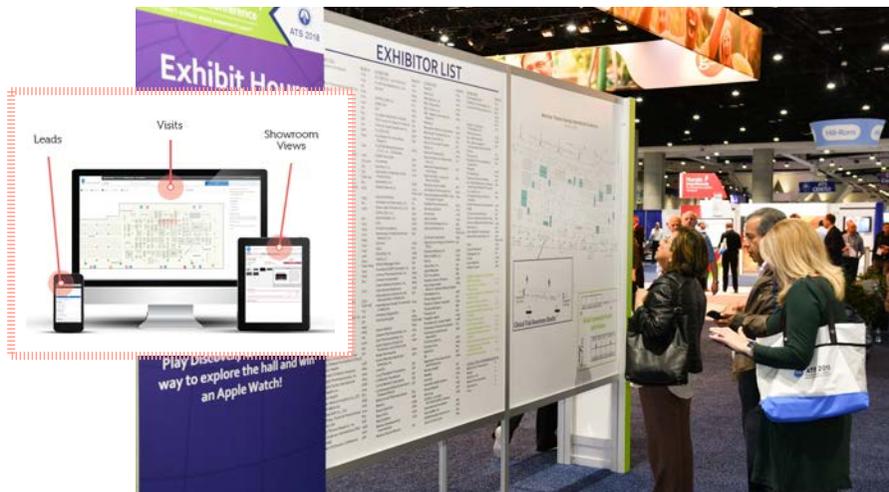
## Exclusive Hall Ad on Interactive Floorplan - \$4,000 / Early bird \$1,995 (Early bird ends November 2)

- Includes Platinum Package
- One 728 x 90 pixel banner ad on the ATS Interactive Floorplan
- ATS Interactive Floorplan is shown on the ATS 2019 conference website. Live link directs attendees to your listing on the floorplan
- Statistics are available for tracking
- Upload requires a 1456x180 static image (jpg or png preferred)

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

- Includes Platinum Package
- One 180 x 150 pixel banner ad on the home screen of the Online Exhibitor Directory
- The home screen is shown on the ATS 2019 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](mailto:jpost@mapyourshow.com).*



# Fundraising in the Exhibit Hall



The ATS encourages exhibitors to incorporate a fundraising activity for the ATS Foundation Research Program as part of your booth. Make it fun, make it rewarding, and most importantly support research and improve patient care. It can be as easy as a \$10 donation for each attendee participating in a challenge or quiz.

The ATS Foundation Research Program provides research grants to promising young investigators launching careers dedicated to scientific discovery and better patient care - 100% of the donation goes to support research grants and awards.

The ATS is invested in your success and as such promotes your fundraising activity via the Assembly Newsletters, the ATS Daily Bulletin, Facebook, Twitter, and the Know Before You Go email blast to all registered attendees.

To learn more about fundraising in the Exhibit Hall please contact Stacy McManus, CEM at [smcmanus@thoracic.org](mailto:smcmanus@thoracic.org) or via phone at 212-315-8699.

*All fundraising activities must benefit the ATS Foundation Research Program*

# Specialty Areas for Exhibitors



## Clinical Trial Awareness

Connect with the thousands of attendees 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 companies 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 allows 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:

- Listing in the ATS Exhibit Guide
- Listing and write-up in the ATS ePreview sent to 30,000 attendees and potential attendees.
- Write-up in the ATS Daily Bulletin
- Notifications via the ATS mobile app
- Signage placed around the convention center

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

*The ATS recommends 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 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 19 8:30 a.m. to 4:30 p.m.

Monday, May 20 8:30 a.m. to 4:30 p.m.

Tuesday, May 21 8:30 a.m. to 4:30 p.m.

## Innovation Pavillion

Mobile technology, digital therapeutics, robotics, software and many others are challenging existing models of care delivery and how we think about health. The Innovation Pavilion is your chance to display the latest advances in technology and medicine to our highly targeted group of pulmonary, critical care and sleep professionals. The Innovation Pavilion makes it easy to exhibit by eliminating the costs and ordering for shipping/material handling, furniture, electrical, Internet and carpeting.

### Start-up Kiosk: \$2,900 (two sided kiosk)

The Start-up kiosk provides a turnkey environment for companies to engage with attendees for minimal investment. Highlight products still in development to gain feedback or gain exposure for a product, technology, or solution brand new to the market. All you need to bring is your laptop or tablet. 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 two exhibitor registrations.*

### Innovation Kiosk: \$4,700 (three sided kiosk)

The Innovation Kiosk is the most comprehensive way to highlight your transformative product/service to attendees. Participation includes a turnkey kiosk and a 15-minute speaking opportunity at the Guru Bar of your choice. Each 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 inline booth on the exhibit floor.

The 10'x10' booth space includes carpet, a 6ft draped table, and two chairs.

Cost \$2,700 per 10'x10' booth space

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

Purchase a recruitment ad in the ATS Exhibit Guide. All attendees receive the ATS Exhibit Guide via the registration bag. All ads are in four color.

- ¼ page ad \$820
- ½ page ad \$1,550
- Full page \$3,100

*Please contact Maureen Mauer at Ascend Integrated Media at 913-780-6633 or [mmauer@ascendintegratedmedia.com](mailto:mmauer@ascendintegratedmedia.com) for more deadline dates and ad specifications.*

*The 10'x10' booth space includes carpet, a 6ft draped table, and two chairs.*

*Cost \$2,700 per 10'x10' booth space*

# Meeting Space at the Convention Center: Three Options Available

Complete details on Meeting Space at the convention center is available at <http://www.conference.thoracic.org>

Private meeting space in the convention center is in high demand at the ATS 2019 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 turn-key solution for meeting space. Rooms include a conference table and chairs, a 32" LCD screen, wireless internet, electrical, ventilation unit, and a ceiling for maximum privacy.

| Cost 10' x 20'<br>up to 10 persons | 2 hours | Half Day | Full Day | 3 or More Days |
|------------------------------------|---------|----------|----------|----------------|
| Exhibitor                          | \$1,050 | \$2,100  | \$4,200  | \$12,500       |
| Non-Exhibitor                      | \$1,550 | \$2,600  | \$4,700  | \$13,000       |
| Cost 20' x 20'<br>up to 20 persons | 2 hours | Half Day | Full Day | 3 or More Days |
| Exhibitor                          | \$1,475 | \$2,950  | \$5,900  | \$17,600       |
| Non-Exhibitor                      | \$1,975 | \$3,450  | \$6,400  | \$18,100       |

## Meetup Rooms

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

| Cost 10' x 20'<br>up to 10 persons | 2 hours | Half Day | Full Day | 3 or More Days |
|------------------------------------|---------|----------|----------|----------------|
| Exhibitor                          | \$675   | \$1,350  | \$2,700  | \$7,900        |
| Non-Exhibitor                      | \$1,175 | \$1,850  | \$3,200  | \$8,300        |
| Cost 20' x 20'<br>up to 20 persons | 2 hours | Half Day | Full Day | 3 or More Days |
| Exhibitor                          | \$975   | \$1,950  | \$3,900  | \$11,500       |
| Non-Exhibitor                      | \$1,475 | \$2,450  | \$4,400  | \$12,000       |

## Expo Suites (available to rent by exhibitors only)

Expo Suites are private meeting rooms located in 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 18 through Tuesday, May 21. (Please note attendees can only access the Expo Suites during regular exhibit hall hours.)



### Included with the Expo Suite:

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

### Expo Suites Cost:

- 10'x10' Expo Suite \$4,500
- 10'x20' Expo Suite \$5,500
- 20'x20' Expo Suite \$6,500
- 20'x30' Expo Suite \$7,500



### Need something a little bit different?

Custom quotes are available by contacting  
Stacy McManus, CEM at  
[smcmanus@thoracic.org](mailto:smcmanus@thoracic.org)

# Exhibitor Information

Visit <http://conference.thoracic.org/exhibitors/> for more information

## EXHIBIT SPACE RATES

- \$4,500 - 10' x 10' Inline booth space
- \$4,700 - 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\*
- \$47.00 per square foot for Island space (20'x20' and larger)
- \$4,700 - 10' x 10' Innovation Kiosk
- \$2,900 - 10' x 10' Start-up Kiosk

*\*Non-profit rate is subject to availability. All new organizations must submit proof of non-profit status to Stacy McManus at [smcmanus@thoracic.org](mailto:smcmanus@thoracic.org).*

## ATS 2019 LABOR RATES

- Straight time - \$111.00 per hour
- Overtime - \$165.00 per hour
- Double time - \$220.00 per hour

## REFUND/CANCELLATION/ DOWNSIZING

- Send notice of cancellation and/or downsizing in writing.
- A refund minus the cancellation fee of 20% of the total booth price is available until February 8, 2019. After February 8, 2019, 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 2019 MATERIAL HANDLING RATES

- Advance Shipments to the warehouse: \$129.00 CWT (blended rate)
- Direct Shipments to the Convention Center: \$121.50 CWT (blended rate)

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

## TENTATIVE EXHIBIT HALL HOURS\*

- Sunday, May 19, 2019**  
10:30 a.m. to 3:30 p.m.
- Monday, May 20, 2019**  
10:30 a.m. to 3:30 p.m.
- Tuesday, May 21, 2019**  
10:30 a.m. to 3:30 p.m.

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

## BOOTH CONSTRUCTION

- Standard booths are limited to 8 ft. background drapes and 3 ft. side drapes. The maximum height of an in-line booth 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 5, 2019. The layouts must include the dimensions and elevations of all booth components. Island booths layouts should be submitted to Stacy McManus, CEM at [smcmanus@thoracic.org](mailto:smcmanus@thoracic.org)
- Contact Stacy McManus, CEM at [smcmanus@thoracic.org](mailto: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 20 ft.

## 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 6, 2019. For security purposes, any independent service contractors we do not receive notification for are not permitted to access the Exhibit Hall.

Independent service contractors are responsible for notifying the ATS of the booths they will work in by April 6, 2019. Proof of insurance coverage is also required by that date. If a certificate of insurance is not provided, the independent service contractor is not able to work until it is received.

**QUESTIONS?**  
Please Contact:

**Stacy McManus, CEM**  
Director, Corporate Alliances & Exhibition Operations  
Email: [smcmanus@thoracic.org](mailto:smcmanus@thoracic.org)  
Phone: 212-315-8699 Fax: 212-315-8653

**SET-UP \***

**Friday, May 17, 2019**  
8 a.m. to 5 p.m.

**Saturday, May 18, 2019**  
8 a.m. to 5 p.m.

*All booths and materials must be set up by 5 p.m. on Saturday. Any booths unoccupied by 5 p.m. on Saturday, May 18, are regarded as a no show and the contract to exhibit is terminated unless the ATS has pre-authorized a late set-up. All freight is removed and returned to the loading dock at the exhibitor's expense.*

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

**DISMANTLING \***

Dismantling may not start prior to close of all exhibits on Tuesday, May 21, 2019, at 3:30 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**

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**OFFICIAL ATS VENDORS**

**GENERAL SERVICE CONTRACTOR**

**Freeman**  
3801 Adler Dr., Suite 100  
Dallas, TX 75211  
T (214) 634-1463 F (469) 621-5601  
[FreemanDallasES@freeman.com](mailto:FreemanDallasES@freeman.com)

**Freeman Exhibit Transportation**  
T (800) 995-3579 F (469) 621-5810

**HOUSING**

**Experient**  
*A Maritz Global Events Company*  
5202 Presidents Court, Suite G100  
Frederick, MD 21703  
1-800-967-8852

**REGISTRATION**

**Convention Data Services (CDS)**  
1-866-635-3582  
Customer Service representatives are available from 9 a.m. to 5 p.m. (EST)

**REGISTRATION**

- All exhibitor personnel must register 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, most educational sessions, and networking functions. To attend any ticketed sessions with an additional fee or to be eligible for CME or MOC

credit, an exhibitor must register as a paid attendee. You 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 10'x30' booth or larger 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.

# Important Dates to Remember

## 2018

OCTOBER

- Exhibitor housing opens

DECEMBER

- Phase I attendee registration and exhibitor housing opens



## 2019

LATE JANUARY

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

FEBRUARY 8

- 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

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

APRIL 5

- Notification due regarding intent to use outside contractors and proof of insurance from contractor
- Island booth layouts submitted for approval
- 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

**2020**

May 15-20  
Philadelphia

**2021**

May 14-19  
San Diego

**2022**

May 13-18  
San Francisco

# ATS 2018 Exhibitor List

- 3D Systems Symbionix  
3M  
4Dx  
Actelion Pharmaceuticals US Inc.  
Adherium  
Allegheny Health Network  
Allergan USA, Inc.  
Allergy & Asthma Network  
Alpha-1 Foundation  
Altus Infusion  
AMBU  
American Board of Internal Medicine  
American College of Chest Physicians (CHEST)  
American College of Physicians  
APSR 2018 Taipei  
ARDS Foundation  
Arena Pharmaceuticals, Inc.  
Asian Pacific Society of Respirology  
Asociacion Argentina de Medicina Respiratoria  
Associates of Cape Cod, Inc.  
Asthma and Allergy Foundation of America  
AstraZeneca  
Auris Health  
B. Braun Interventional Systems, Inc.  
Bat-Call D.Adler LTD  
Bayer  
BD  
Bellerophon Therapeutics  
Biodesix, Inc.  
Biofire Diagnostics, LLC  
Biogen  
BioSpherix  
BMS/Pfizer  
Body Vision Medical  
Boehringer Ingelheim Pharmaceuticals, Inc.  
Bosch Healthcare Solutions GmbH  
Boston Medical Products/Novatech  
Boston Scientific Corporation  
Brazilian Thoracic Society  
Breathe Technologies, Inc.  
Brigham & Women's Hospital, Inc.  
Broncus Medical, Inc.  
Bruker BioSpin  
BTG  
Canadian Thoracic Society  
Celgene Corporation  
Cheetah Medical  
CHI Mercy Medical Center  
Children's Interstitial & Diffuse Lung Disease Foundation (CHILD)  
Christus Health  
Cincinnati Children's Hospital  
Circassia Pharmaceuticals, Inc.  
Clement Clarke International  
CMI Health Inc.  
Cohero Health  
Contec Medical Systems Co.,LTD  
COOK MEDICAL  
Coreline Soft Co., Ltd.
- CRC Press, Taylor & Francis Group  
Curetis USA  
Cystic Fibrosis Research, Inc.  
Data Sciences International (DSI)  
DKBmed  
Eastern Pulmonary Conference  
ECO MEDICS - ECO PHYSICS  
Egyptian Pediatric Pulmonology Society  
e-LinkCare Meditech Co.,Ltd  
Elsevier  
ENDOCLEAR LLC  
ERBE USA  
ERT  
European Respiratory Society  
FDA Center for Tobacco Products  
Fisher & Paykel Healthcare Inc.  
FLUIDDA NV  
Foundation for Sarcoidosis Research  
FUJIFILM Medical Systems U.S.A., Inc.  
Fujifilm SonoSite  
Futuremed  
Ganshorn LLC  
Genentech, Inc.  
Gilead Sciences Inc.  
Goldstein and Associates, Inc.  
Great Lakes Orthodontics, Ltd.  
Grifols USA, LLC  
GSK  
Hans Rudolph, Inc.  
HCA  
Hcmed Innovations  
Hermansky-Pudlak Syndrome Network, Inc.  
Hill-Rom  
IASLC  
IDbyDNA, Inc.  
Imbio,LLC  
Indian Chest Society  
Infinity Massage Chairs  
Innovative ECMO Concepts, Inc.  
Innovus Pharmaceuticals, Inc.  
Insmmed Incorporated  
Inspire Medical Systems, Inc.  
International Biophysics  
International Institute for the Advancement of Medicine  
International Society for Aerosols in Medicine  
Interpace Diagnostics  
Intuitive Surgical  
Irish Thoracic Society  
Itamar Medical  
Janssen Pharmaceuticals, Inc.  
Japanese Respiratory Society  
Jazz Pharmaceuticals, Inc.  
Johns Hopkins Division of Pulmonary and Critical Care Medicine  
Kaiser Permanente  
Konica Minolta.com  
Level Ex  
Lung Transplant Foundation
- LUNGevity Foundation  
Lymol Medical Corporation  
Lymphangiomas & Gorham's Disease Alliance  
Mallinckrodt Pharmaceuticals  
Masimo  
Maxor Specialty  
Mayo Clinic  
Med Systems  
Medical Developments International  
Medical Device Mavens  
MedQIA  
Medtronic  
Methapharm, Inc.  
MGC Diagnostics  
Micro Direct, Inc.  
MIR - Medical International Research Molekule  
Monaghan Medical Corporation  
Monitored Therapeutics, Inc.  
Morgan Scientific Inc.  
Mount Sinai Health System  
Mylan Inc.  
Nabriva Therapeutics  
National Board for Respiratory Care, Inc.  
National Disease Research Interchange  
National Heart, Lung, and Blood Institute  
National Jewish Health  
nnd Medical Technologies Inc.  
Nebraska Medicine/UNMC Lung Transplant Program  
NeilMed Pharmaceuticals  
NeuWave Medical  
Novabiosis  
nSpire Health  
NTM Info & Research, Inc.  
Olympus America, Inc.  
OncoCyte Corporation  
Open Source Imaging Consortium (OSIC)  
Optellum Ltd.  
Owlstone Medical Ltd  
PAD A CHEEK LLC  
PAH.tv  
Pan African Thoracic Society (PATS)  
Passy-Muir, Inc.  
PatientMpower  
PCD Foundation  
Pediatric Search Partners  
Penn State Health Milton S. Hershey Medical Center  
PFM Medical Inc.  
Philips Respiration  
Phoenix Children's Hospital  
Pinnacle Biologics  
PracticeLink  
Propeller Health  
Providence St. Joseph Health  
Public Health Foundation of India  
Pulmonary Fibrosis Foundation
- Pulmonary Hypertension Association  
PulmOne USA Inc.  
Pulmonx Corp.  
Rabbit Air  
RB  
Reata Pharmaceuticals  
Regeneron Pharmaceuticals/Sanofi  
Genzyme  
Renown Health  
ResMed  
restor3d  
Riverside Health System  
Rocket Medical  
Samsung  
SCIREQ - an emka TECHNOLOGIES company  
Scleroderma Foundation  
Shionogi Inc.  
SomnoMed, Inc.  
SOMNOmedics America Inc.  
Sound Critical Care  
SoutheastHEALTH  
STEMCELL Technologies, Inc.  
Sunovion Pharmaceuticals Inc.  
Temple Lung Center  
TEVA Respiratory  
The JAMA Network  
The LAM Foundation/  
Lymphangiomeiomyomatosis Thirona  
Thoracent Inc.  
Thoracic Society of Australia and New Zealand  
THORASYS Thoracic Medical Systems Inc.  
TriHealth  
TSI Healthcare  
Tuberosus Sclerosis Alliance  
Turkish Thoracic Society  
U.S. EPA's National Air, Climate, and Energy Research Program  
U.S. Jaclean, Inc.  
UF Health Shands Children's Hospital  
United Therapeutics Corporation  
UPMC  
US Acute Care Solutions  
US Army Healthcare Team  
US Army Medicine Civilian Corps  
Veracyte, Inc.  
Veran Medical Technologies  
Vertex Pharmaceuticals, Inc.  
VIDA  
Vitalink Research  
Vitalograph, Inc.  
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Exhibit application and real time floorplan are available at  
<http://conference.thoracic.org/exhibitors/become-exhibitor/>

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