Reach senior leaders and decision makers at the trusted national conference and trade show for health care facility management and engineering professionals.

Reserve your booth space for the
56th ASHE Annual Conference & Technical Exhibition

July 14–17, 2019 | Baltimore, MD

ashe.org/annualexhibit #ASHEAnnual
The ASHE Annual Conference and Technical Exhibition is the go-to event for decision-makers in all realms of health care facility management and engineering, including facility operations, building and construction, infection prevention, safety and security, and energy management. Every year, professionals from hospitals and health systems seek products and services at the ASHE Annual Conference that will sustain and add value to their health care facilities.

Participating in the ASHE Annual Conference as an exhibitor is a worthwhile investment. The exhibition has been recognized by Trade Show News Network (TSNN) and Trade Show Executive as one of the fastest-growing trade shows in the field—making it a top exhibition event in the health care facility industry.

If you sell products or services that provide value to the health care physical environment, you don’t want to miss the opportunities that await you at the 56th ASHE Annual Conference and Technical Exhibition. Take advantage of the following opportunities:
- Network with more than 3,700 health care professionals and explore their future needs.
- Showcase your latest products and services with 8 hours of dedicated exhibit time.
- Evaluate your competitors’ products and services among more than 370 exhibitors on-site.

Who Attends?
- Health care facility managers
- Health care engineers (clinical, biomedical, electrical)
- CEOs and CFOs
- Vice presidents of support services
- Health care construction managers
- Environmental managers
- Safety and security managers
- Project managers
- Health care property managers
- Contractors
- Architects
- Authorities with jurisdiction

For 9 straight years, more than 80% of attendees have been at the management level or above.

2018 ASHE Annual Conference Participant Profiles

<table>
<thead>
<tr>
<th>Level of Responsibility</th>
<th>Area of Direct Involvement</th>
<th>Purchasing Responsibility</th>
</tr>
</thead>
<tbody>
<tr>
<td>Principal/owner/chief executive officer</td>
<td>Facility management/engineering/support services</td>
<td>Final decision-makers on all products</td>
</tr>
<tr>
<td>Vice president/director (multiple department responsibility)</td>
<td>Construction</td>
<td>Final decision-makers on some products</td>
</tr>
<tr>
<td>Manager/supervisor/coordinator (responsible for area(s) within a department)</td>
<td>Architecture/design</td>
<td>Recommend products</td>
</tr>
<tr>
<td>Entry level/staff (no management responsibility)</td>
<td>Regulatory accreditation</td>
<td>Investigate products</td>
</tr>
<tr>
<td>Intern/student</td>
<td>Other</td>
<td>Not applicable</td>
</tr>
</tbody>
</table>

What products or services are you interested in learning more about at the ASHE Annual Conference?
- Plant equipment
- Security
- Construction equipment
- Life Safety
- HVAC
- Furniture or furnishings
- Building controls
- Lighting
- A/E services
- Construction services
- Communications
- Roofing
- Prefabricated modular pods
- Refrigeration
- Sterilization
- And more!
2019 ASHE Annual Conference
Exhibit Hall Opportunities

Standard Booth
Package: $2,900

10 x 10 ft. exhibit space (100 sq. ft.)
Additional $450 charge for each open corner

- Booth includes: 8 ft. high back wall, 3 ft. high side rails, identification sign, 24-hour perimeter security guard service, and daily cleaning of exhibit hall aisles and common areas
- Four exhibitor badges per 100 sq. ft. of booth space, granting your team members access to the exhibit hall and the networking events on the evenings of Sunday, July 14 and Monday, July 15 (a $300 value)
- One full conference registration per company, which includes lunch in the exhibit hall on Monday and Tuesday and gives you access to all education and networking sessions at the conference (a $950 value)
- Three exhibit hall guest passes per 100 sq. ft. of booth space to provide to your valued customers (a $225 value)
- Pre-conference mailing list of all attendees (a $300 value)
- A 35-word exhibitor listing in the ASHE Annual Conference mobile app
  - Upgrade your listing to be included in our “Featured Exhibitor” section in the main navigation of the app (includes logo and one PDF to share with attendees)
  - Ask about sponsoring the mobile app (one of our highest engagement opportunities on site)
- Listing featured in the online exhibitor map on ashe.org/annual that includes company name, booth number, and website URL
- Comprehensive marketing kit, including 2019 ASHE Annual Conference exhibitor logo, to promote your presence at the exhibition

Ask about a customized booth space!
Interested in a larger booth or additional meeting space?
Contact Stuart Lawry, ASHE Exhibit Sales Manager, at 312-673-5440 or slawry@smithbucklin.com
Exhibit Set-Up
Saturday, July 13 – 8 a.m. to 5 p.m.
Sunday, July 14 – 8 a.m. to 5 p.m.
Monday, July 15 – 7 a.m. to 9 a.m.

Exclusive Show Hours
Monday, July 15
10:45 a.m. to 1:45 p.m.
4:30 p.m. to 6:30 p.m.
Networking Reception in the Exhibit Hall
Tuesday, July 16
10:45 a.m. to 1:45 p.m.

Exhibit Tear-Down
Tuesday, July 16
1:45 p.m. to 8 p.m.
Wednesday, July 17
8 a.m. to 12 p.m.

Reserve your exhibit space today.
To purchase booth space, contact:
Stuart Lawry, ASHE Exhibit Sales Manager
312-673-5440 | slawry@smithbucklin.com
For questions about booth space, payment, and show logistics, contact:
Diana Prachan, ASHE Exhibits Coordinator
312-673-5475 | dprachan@smithbucklin.com

Location: Baltimore Convention Center | Baltimore, MD

Sponsorship Opportunities
ASHE Annual Conference sponsorship opportunities are also available.
A full menu of sponsorship opportunities will be available at
ashe.org/annual. Exclusive and/or customized sponsorship packages
are also available.
Questions? Please contact Kevin Davoren, ASHE Annual Sponsorship
Sales, at 773-401-9496 or kdavoren.ASHEAnnual@gmail.com.