

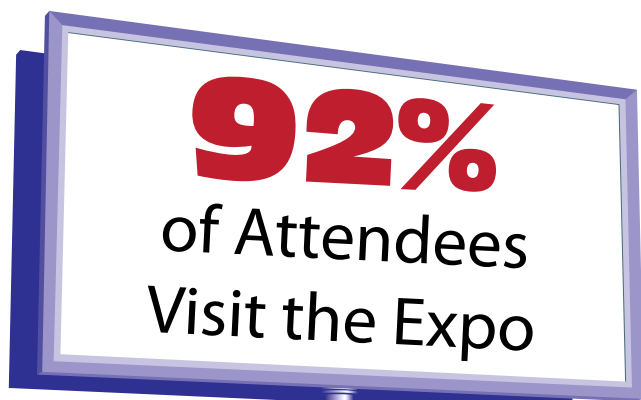
## Exhibitor Prospectus

### Exhibit in 2018

AIHce EXP is not just any conference –  
It's an *EXPerience*

For 78 years, AIHA's annual conference has focused on the important trends, needs, and research that impact worker health. Industry suppliers have joined in the EXPerience, adding new technologies, training, and connections that make IH/OH professionals more efficient in their pursuit of protecting worker health.

AIHce EXP is the premiere destination for thousands of IH/OH professionals, including industrial hygienists, EHS specialists, and safety and risk management professionals, all of whom are responsible for the safety, health, and environment of today's workspaces.



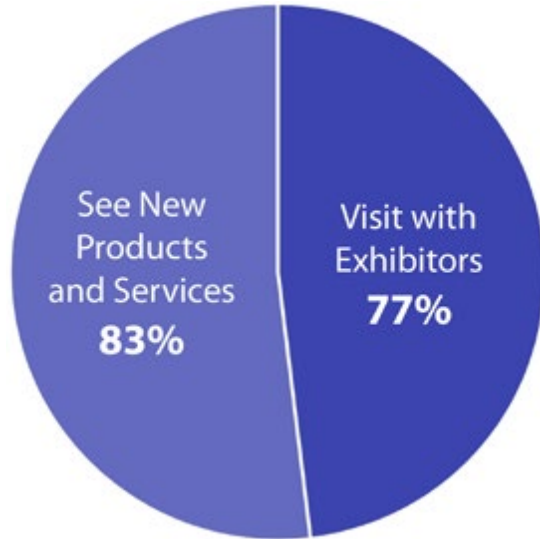
### Why Exhibit at AIHce EXP?

- ★ Increase visibility and brand recognition
  - **4,300+** IH/OH professionals attend AIHce EXP
- ★ Connect with buyers
  - **80%** of AIHce EXP attendees research, influence, or approve purchasing decisions for their companies
  - **95%** of buyers plan to make purchases in the next year
- ★ Accelerate the buying process
  - **Over 15,900 leads** were generated at AIHce EXP 2017
- ★ Reach an international audience
  - **Representatives from 42 countries** attended AIHce EXP 2017
- ★ Your competitors will be there
  - Take advantage of the opportunity to **prove why your products/services are the better choice**
- ★ Because you are a SOLUTIONS provider
  - Your company plays an important role in worker safety. By exhibiting at AIHce EXP, you will be able to **actively partner with decision makers** to help them find solutions that will ultimately make the world a safer place.

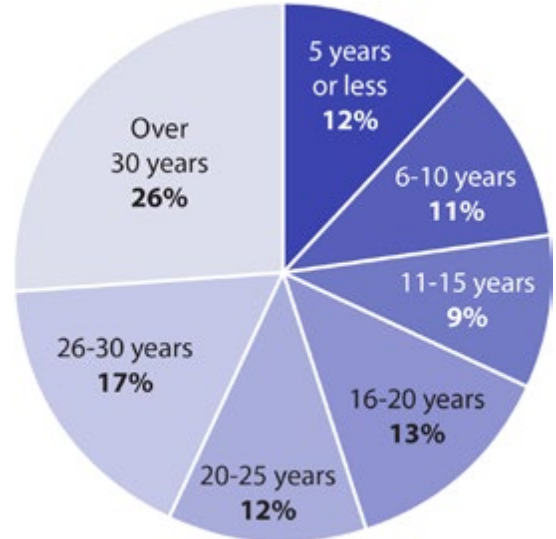
## Exhibitor Prospectus

### Attendee Demographics

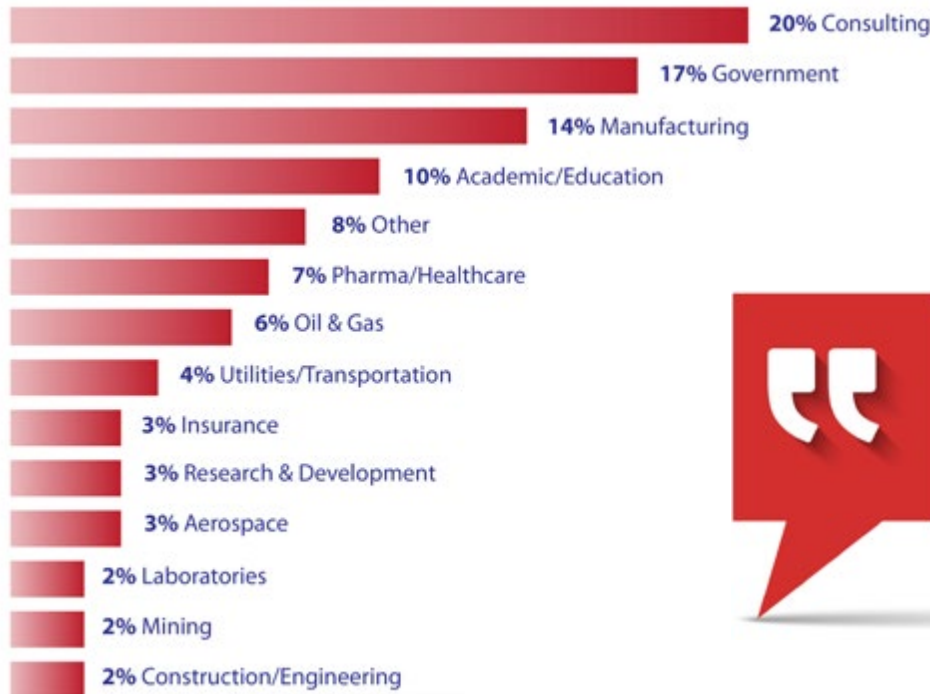
Main Reasons Attendees Go Specifically to the Expo (%)



Attendees by OEHS Experience



Industries Represented



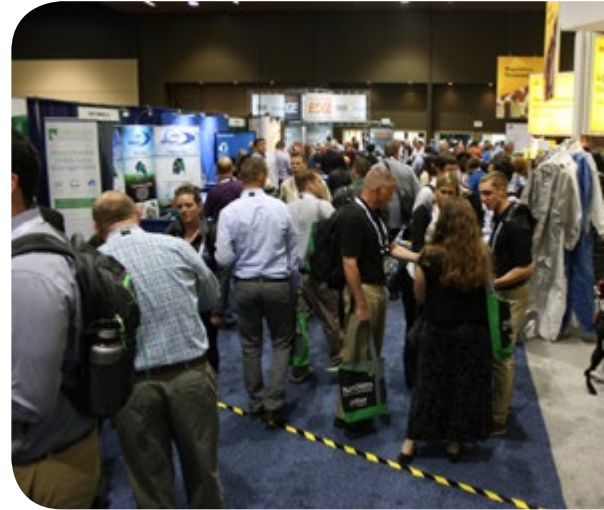
*I am re-evaluating our entire trade show plan. We have decided that if a show isn't going to bring us the quality of attendees that AIHceEXP brought, then we don't want to exhibit! So, I guess you could say that you guys set the bar!*

- Bonalyn Boyd, Marketing Director

**SY-KLONE**

## Exhibitor Prospectus

### Products and services attendees are looking for



*AIHce has consistently been our best trade show in reaching our target audience of decision makers for our hearing protection and communication products. The quality of contacts is always top notch with a genuine interest in seeing what's new in the industry, gaining product information, or finding solutions.*

- Michael Ermann, Sales Manager,  
Serenity Hearing Protection

**PHONAK**

## Exhibitor Prospectus

### AIHce EXP 2018 General Information

#### Expo Dates

- ★ May 21-23, 2018

#### Location

- ★ Pennsylvania Convention Center, Philadelphia, PA

#### Booth Pricing

Category	Price (USD) per square foot	Price (USD) for 10'x10' booth footprint
Inline	\$27.95	\$2,795
Corner	\$29.95	\$2,995
Premium	\$31.96	\$3,195

#### Expo Open Hours

- ★ Monday, May 21: 9:00 a.m. – 5:30 p.m.
- ★ Tuesday, May 22: 9:00 a.m. – 3:00 p.m.
- ★ Wednesday, May 23: 8:00 a.m. – 1:30 p.m.

#### Expo Only Non-Compete Hours

- ★ Monday, May 21: 9:30 a.m. – 10:00 a.m., 12:15 p.m. – 1:45 p.m., and 4:00 p.m. – 5:30 p.m.
- ★ Tuesday, May 22: 9:00 a.m. – 10:00 a.m. and 12:15 p.m. – 1:45 p.m.
- ★ Wednesday, May 23: 8:30 a.m. – 9:00 a.m. and 11:15 a.m. – 12:45 p.m.

#### Set-Up

- ★ Saturday, May 19: 8:00 a.m. – 5:00 p.m.
- ★ Sunday, May 20: 8:00 a.m. – 5:00 p.m.
- ★ Monday, May 21: 7:00 a.m. – 8:00 a.m.  
Exhibitor finishing only (no crates)

#### Dismantle

- ★ Wednesday, May 23: 1:30 p.m. – 11:59 p.m.

#### Exhibit Package Includes:

- ★ Standard draped back wall, side rails, and identification sign
- ★ Five (5) FREE Expo Only registration passes for exhibitor guests and customers
- ★ Free booth personnel badges and registration allotment for exhibitors booking hotel rooms through AIHce EXP\*
- ★ Preferred function space
- ★ Use of exhibitor lounge
- ★ Early booth selection for AIHce EXP 2019 in Minneapolis, MN
- ★ Sponsorship opportunities
- ★ Free post-show mailing list for exhibitors booking hotel rooms through AIHce EXP\*
- ★ Free company listing in the Final Program (Deadline: March 15, 2018)
- ★ Free online listing on AIHce EXP before and after the conference
- ★ Free listing in AIHA Annual Buyers Guide

*\*Exhibitors who book and utilize AIHce EXP-contracted hotels through the AIHce EXP registration system will receive an unlimited number of booth personnel badges and an allotment of full conference badges based on booth size (two for 10x10 booth, three for 10x20 booth, and four for 300 square feet or more) if badges are secured by May 1, 2018. Booth personnel badges secured after May 1, 2018 are \$200 per badge. A registration fee of \$200 per badge will apply if hotel room is not booked through AIHce EXP.*



#### Traffic Building Activities in the Expo Hall:

- ★ Daily non-compete Expo time
- ★ Monday evening Welcome Reception
- ★ Tuesday morning Refreshment Break
- ★ Learning Pavilion Presentations
- ★ Passport to Prizes “scavenger hunt”
- ★ Book signings and activities in the AIHA booth
- ★ New Exhibitor Pavilion\*\*

## Exhibitor Prospectus



**Don't miss out — reserve your booth today!**  
*Applying for exhibit space is quick and easy.*

### Booth space is assigned on a first-come, first-served basis.

- ★ Complete the [Exhibit Space Application](#).
- ★ Returning exhibitors select the “Renew My Booth” option.
- ★ New exhibitors select the “I Need Space” option. \*\*

You'll be able to review the [floor plan](#) and pricing on page two of the application.

There is no deadline to submit your application, space permitting.

\*\**New Exhibitors:* To secure a booth in the New Exhibitor Pavilion (based on availability), email [Alison Daniels](#) or call 703-846-0764 prior to completing the Exhibit Space Application – these booths cannot be selected through the online application.

*Returning Exhibitors:* If you don't already have your booking code, email [Alison Daniels](#) to receive it.

### Payment Terms

#### On or before February 2, 2018:

- ★ 50% of the total booth fee is due with the application
  - If paying by check, payment is due within 10 business days of application submission
- ★ Final balance is due February 2, 2018

#### After February 2, 2018:

- ★ Full payment is due with application
  - If paying by check, payment is due within 10 business days of application submission

# AIHce<sup>2018</sup>EXP

## QUESTIONS?

**Alison Daniels**  
Manager, Expositions  
Email: [adaniels@aiha.org](mailto:adaniels@aiha.org)  
Phone: 703-846-0764