

NFMT 2016

The #1 EVENT in the FACILITIES INDUSTRY



EXHIBITOR PROSPECTUS



MARCH 22 - 24, 2016 | BALTIMORE | NFMT.COM/BALTIMORE

NFMT

2015 ATTENDEES INDICATED
THEY PLAN TO PURCHASE THESE PRODUCTS AND
SERVICES AFTER SEEING THEM IN THE EXHIBIT HALL:

Access Control
Actuators
Adhesives
Air Filters
Air Handlers
Automatic Doors
Automatic Hand Dryers
Ballasts
BAS Systems
Bird Control
Boilers
Blue Print Scanning
Building Automation
Building Control Systems
Building Survey Service
Cabling/Cable Channels
Carpeting
Ceiling Fan Blowers
Ceiling Tiles
CMMS
Coils
Compressors
Data Loggers
Daylighting Products
Deicers
Doors and Hardware

Duct Sox
Electric Vehicles
Electrical Meters
Electrical Panels
and Breakers
Elevators
Elevator Services
Energy Dashboards
Energy Efficient Boilers
Energy Optimization Software
Environmental Products
Epoxy Coatings
Escalators
Evacuation Chairs
Exterior Furniture
Fans
Fire Alarm Systems
Fire Safety/Fire Protection
Floor Drain Check Valves
Flooring
Flush Valves
Furniture
Garage Doors
Glass Doors
Ground Source Heat Pumps
Hand Dryers

Heat Detectors
Heated Rugs
Housekeeping Services
HVAC Components and
Equipment
HVAC Services
Ice Melt
Infrared Cameras
and Thermography
LED Lighting
Lifts
Lighting/Light Fixtures
Locks
Meters
Mobile HVAC
Mobile Tool Storage Carts
Motion Sensors
Multimeters
Occupancy Sensors
Paint
Paving Services
Pipe Lining
PM Services
Portable Coolers
Plumbing/Plumbing Fixtures
Raceway Systems

Recycling Units/Trash Cans
Restoration Services
Roll Down Doors
Roof Membranes
Roofing/Shingles
Security Cameras
Security Services
Self-Cleaning Cooling Towers
Signage
Solar Panels
Sound Masking
Stair Treads
Standby Generators
Synchronized Clocks
Toilets
Trap Guard/Trap Seals
Wall Coatings
Water Heaters
Waterless Urinals
Water Proofing
Water Purification/Water
Treatment
White Boards
Windows
Window Film
Wireless Lighting Controls

“The NFMT
Show makes
our sales year.
Nowhere do
we see a better
gathering of the
right decision
makers.”

– Vincent Resor
Vice President
Chardon Laboratories



COMMERCIAL

Senior Facilities Manager
CBRE

Senior Property Manager
CUSHMAN AND
WAKEFIELD

Director Facility Operations
FANNIE MAE

Facilities Manager
JONES LANG LASALLE

Portfolio Operations Manager
MORGAN STANLEY

Vice President Of Facilities
PENNROSE
MANAGEMENT CO.

EDUCATIONAL

Dir. Energy & Engineering
AMERICAN UNIVERSITY

Director Of Facilities
BLOOMFIELD PUBLIC
SCHOOLS

Director Of Facilities
HARVARD UNIVERSITY

Building Systems Engineer
PENN STATE
UNIVERSITY

Facilities Manager
PURDUE UNIVERSITY

Director, Building Services
UNIVERSITY OF TORONTO

GOVERNMENT

Director of Facilities
Management
BRITISH EMBASSY

Director, Facility Management
DENVER INTERNATIONAL
AIRPORT

Facilities Engineer
DEPARTMENT OF
DEFENSE

Facility Manager
DEPT. OF DEFENSE

Facilities Manager
GENERAL SERVICES
ADMINISTRATION

Facility Engineer
US ARMY

HOSPITALITY

Director Of Engineering
HERSHEY LODGE

National Director Of Facilities
KIMPTON HOTELS

Sr. Manager
Maintenance & Planning
MARRIOTT
INTERNATIONAL

Group Engineering Manager
SANDALS RESORTS
INTERNATIONAL

Director Of Facilities
HOLLYWOOD CASINO

Director Of Facilities
PHILADELPHIA EAGLES

INDUSTRIAL

Facilities Manager
DOW CHEMICAL

O&M Engineer
EXXONMOBIL GREF

Facilities Engineer
GENERAL MOTORS

Facilities Electrical Engineer
HONDA MANUFACTURING
OF INDIANA

Vice President Facilities
ICL

President
LIGHTWEIGHT
MANUFACTURING

MEDICAL

Engineering Operations Manager
VALLEY HEALTH
SYSTEM

Director Of Facility O&M
AUGUSTA HEALTH

Sr. Manager, Facilities
BRISTOL-MYERS
SQUIBB CO.

Director Capital Purchasing
GENESIS HEALTH CARE

Director Of Plant Operations
MT. WASHINGTON
PEDIATRIC HOSPITAL

Director Plant Operations
SUMMIT HEALTH CARE

RETAIL

Engineering Operations
AMAZON

Global Supply Manager
APPLE INC.

District Facilities Manager
MACYS

Manager - Facilities
THE HERSHEY
COMPANY

Director Of Facilities
UNDER ARMOUR

Advanced Systems Engineer
WAL-MART
STORES INC.

Director Of Facilities
DAVID'S BRIDAL, INC.

UTILITY

Facility Project Manager
BATTELLE ENERGY
ALLIANCE

Facilities Manager
CABLEVISION

Facility Specialist
COMCAST

Facilities Manager
GENERAL DYNAMICS

Facilities Manager
GENERAL ELECTRIC
COMPANY

Facility Manager
TUCSON ELECTRIC
POWER

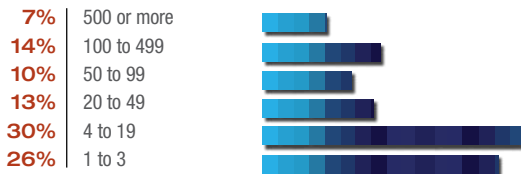
NFMT is the **only** event that draws **professionals** from the eight markets that **matter most** to your business



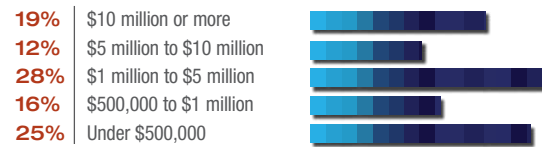
NFMT 2015 ATTENDEES

at-a-GLANCE

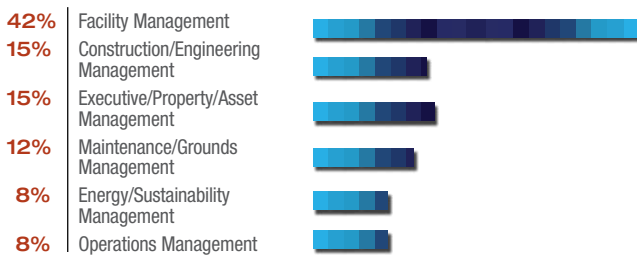
Number of Buildings They're Responsible For



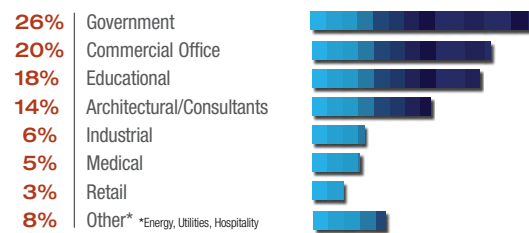
How Much They Spend Annually



Positions They Hold



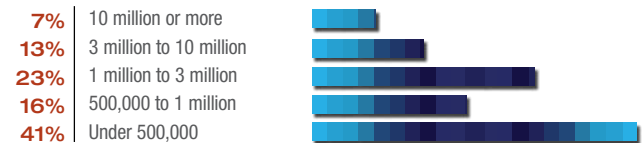
Facilities They Run



Facility executives come to NFMT to connect with suppliers

- 86% Learned about new products at NFMT
- 81% Gathered product information for future purchases
- 81% Plan to buy a product they saw at NFMT
- 77% Researched new products at NFMT
- 67% Met potential new suppliers at NFMT
- 27% Requested a sales call from an exhibitor

Size of Buildings They Manage (total sq. footage)



From the BOILER ROOM to the ROOF and *everywhere in between...* NFMT ATTENDEES Buy, Specify, and Recommend Products Throughout the Building

65%	Access Control/Security	75%	Energy Management	80%	Sealants and Waterproofing Products
70%	Acoustics/Sound Control	89%	Fire Safety and Prevention	66%	Security Equipment and Supplies
73%	ADA Products	79%	Flooring	75%	Signage
74%	Bird/Pest Control	64%	Furniture Systems	73%	Snow and Ice Removal Products
71%	Boilers/Water Heaters	74%	Grounds Care Products and Equipment	66%	Software
76%	Building Automation	84%	HVAC Systems and Equipment	70%	Storage Cabinets, Shelving, Lockers
83%	Building Services	88%	Lifts and Ladders	72%	Training
80%	Carpet/Carpet Care	84%	Lighting/Controls	70%	Trucks and Accessories
81%	Ceilings	81%	Motors/Drives	60%	Utility Vehicles
66%	Cleaning Supplies	78%	Paints/Coatings	67%	Waste Management and Recycling Products
46%	Communications	77%	Portable and Emergency Cooling Equipment	66%	Water Treatment
67%	Diagnostic/Monitoring/Testing Instruments	68%	Power (Power rental, generation, quality)	74%	Windows
86%	Doors/Door Hardware	90%	Power and Hand Tools	66%	Wire and Cable
63%	Electricity/Natural Gas	84%	Restroom/Plumbing		
75%	Electrical Testing Equipment	70%	Roofing Systems		
82%	Electrical Equipment/Systems	86%	Safety Products		
70%	Elevators				

1 EXHIBIT HALL with 5 DIFFERENT PAVILIONS

- » **NFMT**
- » Internet of Things
- » GreenTech
- » Building Services
- » Openings:
Doors, Windows and Building Exteriors

2016 PRICING

- » 10 x 10 = 100 sq. ft.
\$4,000
- » 10 x 20 = 200 sq. ft.
\$8,000
- » 20 x 20 = 400 sq. ft.
\$16,000

KEY








-  = CONCESSIONS
-  = ENTRANCE
-  = BUILDING SERVICES
-  = OPENINGS
-  = GREENTECH
-  = INTERNET OF THINGS
-  = NFMT

EXHIBIT HOURS

TUESDAY, March 22

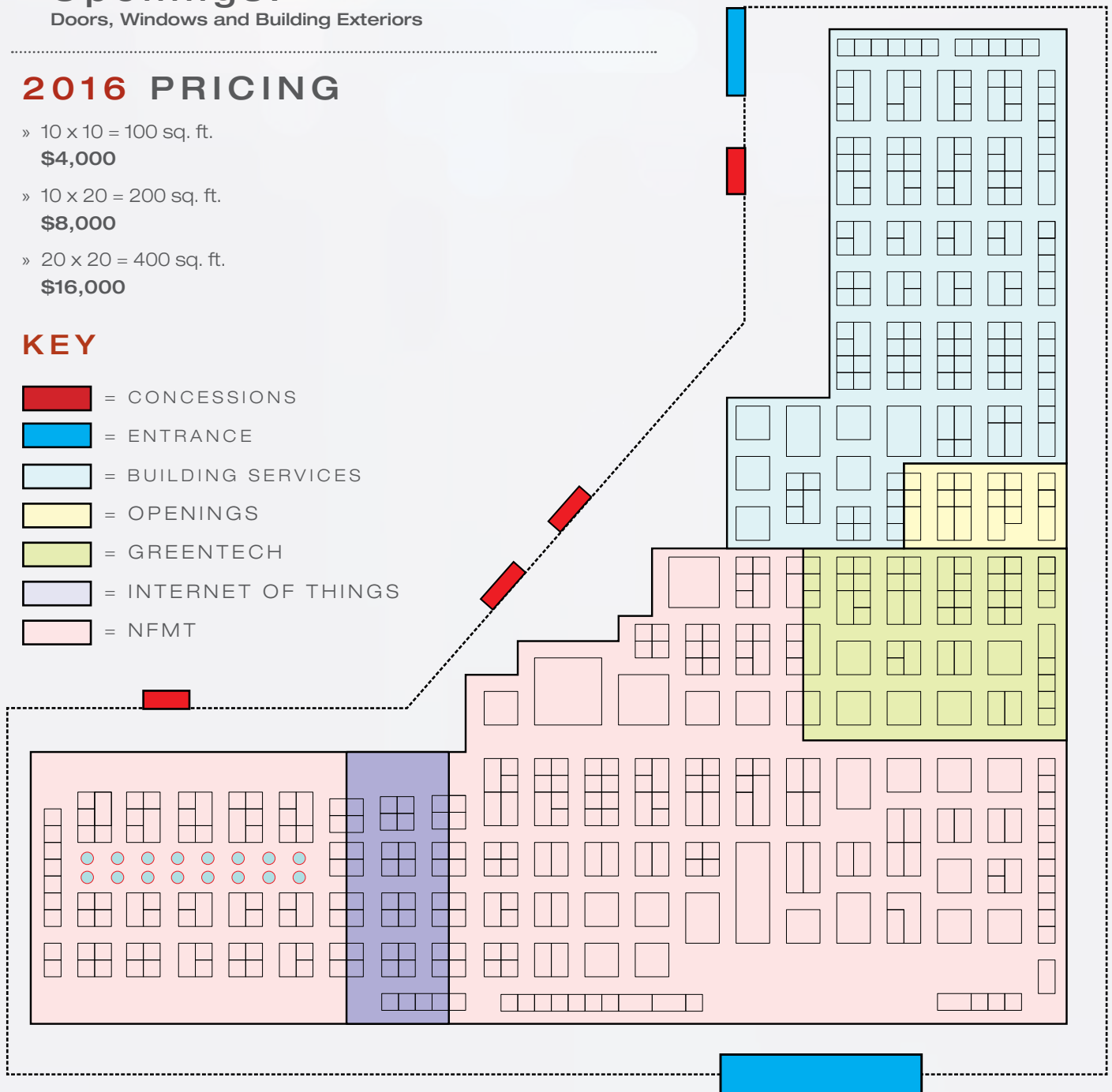
12pm to 4pm

WEDNESDAY, March 23

11am to 3pm

THURSDAY, March 24

11am to 2pm



EXHIBITING INFORMATION:

“One of the best shows for
generating leads that led to real sales
that I have been to in many years.”

- Greg Patterson, President
Shutgun

Your exhibit space
reservation at NFMT
includes:

- » Unlimited Exhibitor Staff Badges
- » Complimentary Event Directory Listing
- » Pre- and post-event registrant mailing lists
- » No cost marketing tools: web banner ads, personalized HTML email campaigns, and unique URLs
- » 24 Hour Exhibit Hall Perimeter Security
- » 7" x 44" Company Identification Sign
- » Standard 8 ft. Backwall and 3 ft. Side Rail Drape
- » Onsite Exhibitor Lounge



Reserve Your Exhibit Space **TODAY!**

Account Executives:

Exhibitors A-C, plus numeric
Laurie Vega
414-228-7701, Ext. 482
laurie.vega@tradepress.com

Exhibitors E-K
Rob Lewis
414-228-7701, Ext. 449
rob.lewis@tradepress.com

Exhibitors D, L-P
Lucy Kaufmann
414-228-7701, Ext. 477
lucy.kaufmann@tradepress.com

Exhibitors Q-Z
Debbie Hanamann
414-228-7701, Ext. 305
debbie.hanamann@tradepress.com

