

**BUILDING OPERATING MANAGEMENT'S**  
**NFMT<sup>®</sup>2019**  
National Facilities Management & Technology March 26-28, 2019 • Baltimore

**ADVERTISING**  
**&**  
**MARKETING**  
**OPPORTUNITIES**

**Market your Participation**  
**and **Stand Out** from**  
**Your Competition**

# **NO cost - LOW cost**

## **Marketing Opportunities**

### **Marketing Toolkit**

Marketing your participation is key to helping you have a successful NFMT experience. Review the NO COST options below to help you promote your participation at NFMT.



### **E-mail Invite using a Unique Registration Link**

All exhibitors are assigned a unique registration link to use. Insert your link in any e-marketing tools sent to your database promoting your participation at the event to help build traffic to your booth. An NFMT branded HTML template is also available, which can be customized with your company logo and product. Simply insert your unique registration link prior to sending. Using your unique link gives you access to reports on who registers with your link.



### **Banner Ads**

Various sized banner ads are available. After downloading a web banner, use your unique registration link to access reports on who registers with your link!

### **VIP All-Access Pass**

Invite your customers to the conference and expo with the All-Access Pass. \*If you are interested in sending out hard copies to your database, we can mail you an inventory of them. Otherwise, you can send the VIP pass out as a pdf attachment in an email to your database.

The following pages contain marketing opportunities.



# BUILDING OPERATING MANAGEMENT'S NFMT<sup>®</sup>2019

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## Product Showcase

### Showcase Your Company, Products & Services

#### Are you looking for ways to drive traffic to your exhibit space?

Do you want to reach NFMT audience even when the Expo Hall is closed and conference sessions are in progress? Do you have a limited budget? Not to worry! The NFMT 2019 Baltimore Product Showcase can fulfill those needs!



**Cost: \$795 per panel**

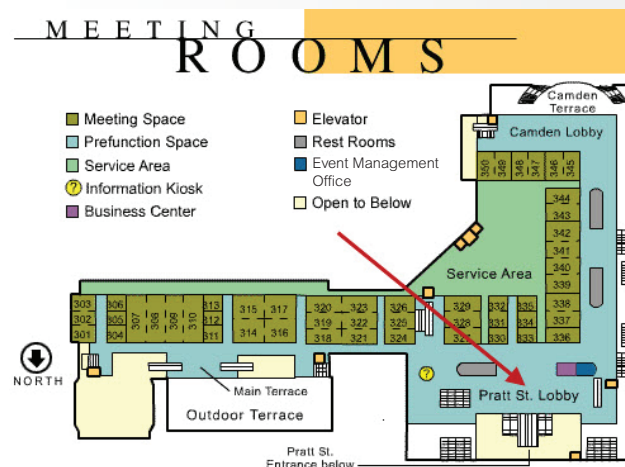
**Do you have multiple products and/or services you would like to illustrate?**

Consider purchasing an entire display for \$2,800 (\$380 savings!)

Reserve all four panels of a display unit and we'll feature your company logo on a the display header.



#### Location of Displays



#### FEATURES:

- Product Showcases are placed in high-traffic areas — near registration and near the conference session meeting rooms in the Pratt Street Lobby.
- Participating company's graphics will occupy one 968mm x 2210mm (1m x 2.44m) panel.
- Promotional content may include: company name, exhibit space number, company logo, product description, QR code and photo of product. It's your design, be creative!
- Product Showcase will be on display the entire duration of NFMT event.

#### Questions?

Laura Koski • 630-271-8226 • lkoski@rocexhibitions.com

#### Exhibitor Account Executives

**Laurie Vega**  
Companies A – B, plus numeric  
Phone: 414-228-7701, Ext. 482  
Fax: 414-228-1134  
laurie.vega@tradepressmedia.com

**Kayleigh Norton**  
Companies C, D, and L – P  
Phone: 414-228-7701 Ext. 477  
Fax: 414-228-1134  
kayleigh.norton@tradepressmedia.com

**Nick Fetek**  
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Fax: 414-228-1134  
debbie.hanamann@tradepressmedia.com

#### BENEFITS:

- Keeps your company's products and services in the forefront of attendee's minds even when they are outside the Expo Hall.
- Generates interest in your products/services.
- Drives traffic to your exhibit space.
- Builds awareness for your brand.

Please reserve \_\_\_\_\_ Product Showcase panel(s) for my company. Total Cost: \_\_\_\_\_

## Product Showcase Agreement/Commitment

To secure your Product Showcase panel(s) the total amount must be received by ROC Exhibitions along with this completed contract. Due to the nature of the Product Showcase and the benefits received, cancellations are not accepted. No refunds will be provided and full payment is required.

- Product Showcase subject to availability.
- Specs and submission guidelines will be confirmed after contract and payment are received.
- Artwork deadline is March 1, 2019.

Company Name: \_\_\_\_\_ Exhibit Space #: \_\_\_\_\_

Address: \_\_\_\_\_ Address 2: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_ Web Site: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_ Date: \_\_\_\_\_

*(Please indicate your preferred method of payment.)*

Check (please make check payable to ROC Exhibitions). Mail to ROC Exhibitions, 1963 University Lane, Lisle, IL 60532

Please charge my credit card \$: \_\_\_\_\_  VISA  MasterCard  American Express

Credit Card #: \_\_\_\_\_ CCV Code: \_\_\_\_\_ Expiration date: \_\_\_\_\_

Name of cardholder (please print): \_\_\_\_\_

Credit Card Authorization Signature: \_\_\_\_\_

Credit card billing address:  Same as above

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Please send completed contract to Laura Koski — [lkoski@rocexhibitions.com](mailto:lkoski@rocexhibitions.com) or by fax 630-271-8234

**TAKE YOUR PLACE AT A TABLE  
AND RESERVE YOUR TOPIC TODAY**  
Wednesday, March 27 • 5:10 - 6:30 p.m.



## **YOUR TABLE AWAITS**

Solutions Exchange puts you at the head of a roundtable discussion and creates an unparalleled opportunity to position your organization as an industry information resource.

As a Solutions Exchange host, you'll facilitate a non-commercial discussion among attendees on a topic of pertinent industry interest. After 20 minutes the roundtable concludes and another group of attendees will join your table. Your roundtable will repeat three times, providing you with dozens of interested facility professionals.

**Host a table for \$1,195**  
Tables are limited and available only to  
NFMT 2019 Exhibitors.



### **Past Table Topics Included:**

- Acoustics & LEED in Green Buildings
- An Introduction to Integrated Workplace Management Systems (IWMS)
- Creating Defensible Capital Budgets in an Uncertain Economy
- Daylighting and Other Energy Saving Strategies
- EISA ACT and What You Need to Know
- Energy and the Building Envelope
- Energy Efficient Building Automation
- Energy Reduction at Your Facility
- Facade Restoration — Exterior Aluminum Restoration and Maintenance
- Green Cleaning and LEED
- Hand Dryer and the Hygienic, Green Facility
- Keys to Job Finding and Career Advancement
- Long Term Door Solutions
- Modernize Your Elevator: Achieve Energy Savings
- Optimizing Your CMMS
- Portable Air Conditioning
- Renewable Energy — Making an Impact on the Market
- Sustainable Options for Door Renovation and Maintenance
- Sustainable by Design — Doing More with Less
- Sustainable Roofing Solutions
- Tankless Water Heater Technology for Energy Efficiency
- UVC and Energy Savings

### **Table Host Benefits Include:**

#### **BEFORE THE EVENT:**

- Table topic and description on Solutions Exchange page of [nfmt.com/baltimore](http://nfmt.com/baltimore)
- Your Logo and URL listed in the Solutions Exchange page of [nfmt.com/baltimore](http://nfmt.com/baltimore)

#### **AT THE EVENT:**

- Table topic, description and company logo included in the Solutions Exchange page in the NFMT 2019 event directory
- Promotional sign placed in your exhibit space during Tuesday's Expo hours
- Opportunity to furnish up to 200 pieces of company materials for the literature table during Solutions Exchange

#### **AFTER THE EVENT:**

- Complete mailing information for all attendees during Solutions Exchange

Act quickly to host a **SOLUTIONS EXCHANGE** Table

**HOST A SOLUTIONS EXCHANGE TABLE AT NFMT 2019**

**Wednesday, March 27**  
**5:10 - 6:30 p.m.**  
**Baltimore Convention Center**

**Host a table for only \$1,195**

**Solutions Exchange is a non-commercial discussion about topics, trends, technology or solutions for the facilities professional.**

**YES! My company would like to host a 2019 Solutions Exchange table at the cost of \$1,195\***

*\*Cancellation of a contracted Solutions Exchange Table will result in a cancellation fee of 100% of the monies paid. This cancellation policy also includes exhibit space cancellations.*

**I hosted a table last year and would like to use the same topic and description.**

**SELECT A TOPIC**

- ADA
- Building Automation
- Data Centers
- Design & Construction
- Doors & Hardware
- Elevators
- Emergency Preparedness
- Energy Efficiency
- Equipment Rental & Tools
- Fire Safety
- Flooring
- Green
- Grounds Management
- HVAC
- IAQ
- Interior: Ceilings, Furniture & Walls
- Lighting
- Maintenance & Operations
- Outsourcing
- Paints & Coatings
- Plumbing & Restrooms
- Power Generation
- Roofing
- Security
- Software
- Windows & Exterior Walls
- Other, please contact me to discuss

**PLEASE PRINT OR TYPE ALL INFORMATION**

Company Name: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_  
 Province/Postal/Country (if applicable): \_\_\_\_\_  
 Contact Name: \_\_\_\_\_  
 Tel: \_\_\_\_\_ Fax: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Web Site: \_\_\_\_\_  
 Authorized Signature: \_\_\_\_\_  
 Date: \_\_\_\_\_

*(Please indicate your preferred method of payment.)*

Check (please make check payable to ROC Exhibitions).

Mail to ROC Exhibitions, 1963 University Lane, Lisle, IL 60532

Please charge my credit card \$: \_\_\_\_\_

VISA  MasterCard  American Express

Credit Card #: \_\_\_\_\_ CCV Code: \_\_\_\_\_ Expiration date: \_\_\_\_\_

Name of cardholder (please print): \_\_\_\_\_

Credit Card Authorization Signature: \_\_\_\_\_

Credit card billing address:  Same as above

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

**Additional details will be sent to you once the contract is received and payment processed.**

**To reserve your table please submit the completed form or contact:**

**Laurie Vega**  
 Companies A – B, plus numeric  
 Phone: 414-228-7701, Ext. 482  
 Fax: 414-228-1134  
 laurie.vega@tradeprmedia.com

**Nick Fetek**  
 Companies E – K  
 Phone: 414-228-7701 Ext. 449  
 Fax: 414-228-1134  
 nick.fetek@tradeprmedia.com

**Please direct topic content inquiries and questions to:**

**Laura Koski**  
 Phone: 630-271-8226  
 Fax: 630-271-8234  
 lkoski@rocexhibitions.com

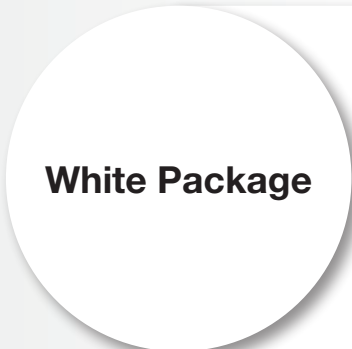
**Kayleigh Norton**  
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**Debbie Hanamann**  
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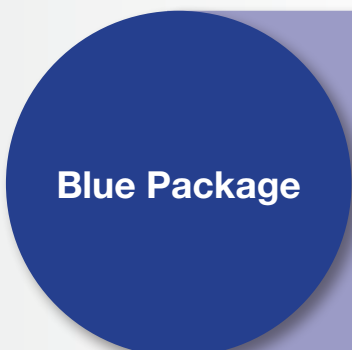
Full Page 4C Event Directory ad,  
and Directory listing logo

Reg Price: \$2,595  
**Package: \$1,595**  
Savings of: \$1,000



1/2 Page 4C Event Directory ad,  
and Directory listing logo

Reg Price: \$2,000  
**Package: \$1,275**  
Savings of: \$725



1/4 Page 4C Event Directory ad,  
and Directory listing logo

Reg Price: \$1,455  
**Package: \$930**  
Savings of: \$525

**Take Advantage of NFMT 2019 Exhibitor Advertising Packages.  
Contact your Exhibitor Account Executive:**

**Laurie Vega**  
Companies A – B, plus numeric  
Phone: 414-228-7701, Ext. 482  
Fax: 414-228-1134  
laurie.vega@tradepressmedia.com

**Kayleigh Norton**  
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# ADVERTISING Insertion Order Mechanicals Terms & Conditions

Please reserve directory advertising selected below:

**RED Advertising Package**

\$1,595

**WHITE Advertising Package**

\$1,275

**BLUE Advertising Package**

\$930

Upgrade your Red Advertising Package with a Special Placement Ad:

**Inside front cover 4c:**

add \$225 red

**Inside back cover 4c:**

add \$225 red

**Back cover:**

add \$430 red

**Center spread, 4c:**

add \$2,250 red

Not interested in an Ad Package, but would like to include our company logo with our NFMT2018 Event Directory listing: \$250

*Please note: Cancellation of contracted ad packages and/or logo insertion will result in a cancellation fee of 100% of the monies paid. This cancellation policy also includes exhibit space cancellations.*

**Space Deadline: January 30**

**Materials Due: February 6**

Name: \_\_\_\_\_ Email: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip/PC: \_\_\_\_\_

Country: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_ Date: \_\_\_\_\_

*(Please indicate your preferred method of payment.)*

Check (please make check payable to ROC Exhibitions). Mail to ROC Exhibitions, 1963 University Lane, Lisle, IL 60532

Please charge my credit card \$: \_\_\_\_\_  VISA  MasterCard  American Express

Credit Card #: \_\_\_\_\_ CCV Code: \_\_\_\_\_ Expiration date: \_\_\_\_\_

Name of cardholder (please print): \_\_\_\_\_

Credit Card Authorization Signature: \_\_\_\_\_

Credit card billing address:  Same as above

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

## Advertising Mechanicals:

Trim Size: 7.875" x 10.75"

Bleed Page: 8.125" x 11"

Spread Bleed: 16" x 11"

1 Page: 7" x 10"; 1/2 Page H: 7" x 4.875"; 1/2 Page V: 3.375" x 10";

1/4 Page: 3.375" x 4.875"

## Preferred Materials:

Electronic submission, contact production manager

(tel. 414-228-7701, ext. 469) for requirements or go to

[www.nfmt.com/mediakit/adspecs](http://www.nfmt.com/mediakit/adspecs)

**Payment Terms:** 50% due at time of insertion. Final payment due December 21,

2018. Insertions received after December 21, 2018, full payment is due.

**Eligible Advertisers:** Exhibitors only.

### Laurie Vega

Companies A – B, plus numeric

Phone: 414-228-7701, Ext. 482

Fax: 414-228-1134

[laurie.vega@tradepressmedia.com](mailto:laurie.vega@tradepressmedia.com)

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Phone: 414-228-7701 Ext. 449

Fax: 414-228-1134

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### Debbie Hanamann

Companies Q – Z

Phone: 414-228-7701 Ext. 305

Fax: 414-228-1134

[debbie.hanamann@tradepressmedia.com](mailto:debbie.hanamann@tradepressmedia.com)

## Return this form and send ad materials to:

### Amanda Balistreri

NFMT Event Directory

2100 West Florist Avenue

Milwaukee, WI 53209

Tel: 414-228-7701 (ext. 469)

Fax 414-228-1134

## Upload files to:

[www.tradepress.com/uploads](http://www.tradepress.com/uploads)



# BUILDING OPERATING MANAGEMENT'S NFMT<sup>®</sup>2019

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## Daily Highlight Video

COST: \$3,500\*

### Sponsor Benefits:

Company logo featured on promotional emails to registered attendees, Emails will include:

- Company logo/link to website
- Exhibit Space Number

Distribution: 30,000

- NFMT 2019 Pre-Registrants
- Facility Professionals within a 125 mile radius of Baltimore

### Available Dates - Choose one

(Delivered at approximately 8:00 pm ET)

- Monday, March 25
- Tuesday, March 26
- Wednesday, March 27

\*Cancellation will result in a cancellation fee of 100% of the monies paid.

This cancellation policy also includes exhibit space cancellations.

## PLEASE COMPLETE ALL INFORMATION AND RETURN

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Province/Postal/Country (if applicable): \_\_\_\_\_

Contact Name: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Web Site: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

Date: \_\_\_\_\_

(Please indicate your preferred method of payment.)

Check (please make check payable to ROC Exhibitions, Inc.).

Mail to ROC Exhibitions, Inc., 1963 University Lane • Lisle, IL 60532

Charge my credit card \$: \_\_\_\_\_  VISA  MasterCard  American Express

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Name of cardholder (please print): \_\_\_\_\_

Credit Card Authorization Signature: \_\_\_\_\_

Credit card billing address:  Same as above

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Additional details will be sent once contract has been received and payment processed.

Videos will include:

- Your company verbally recognized at the beginning of the Daily Highlight Video directing attendees to your Exhibit Space
- Company Logo displayed
- Exhibit Space number displayed

(Example messaging: "Our video today is presented by ABC company, see the newest in LED replacement lighting at exhibit space 12345.")

### Exhibitor Account Executives:

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