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connect

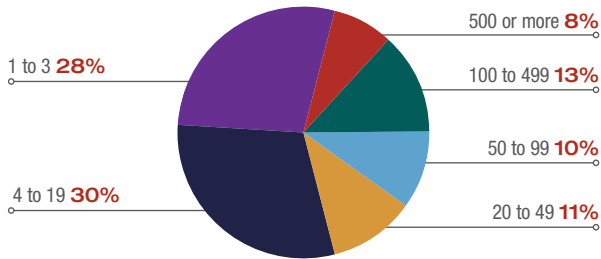
with the most attendees, the best qualified attendees at
the National Facilities Management & Technology Show

BUILDING OPERATING MANAGEMENT'S
NFMT[®]2018

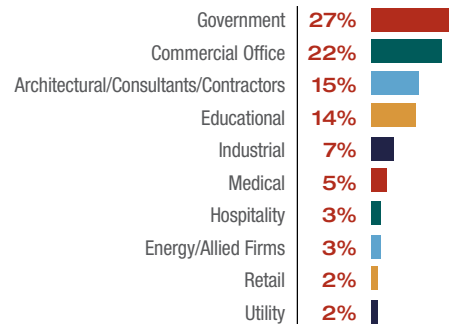
March 20-22, 2018 • Baltimore

2017 attendees at-a-glance

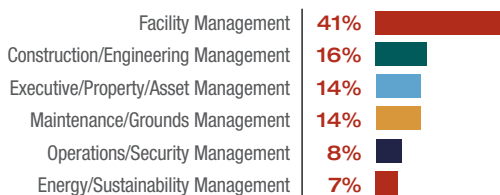
Number of Buildings They're Responsible For



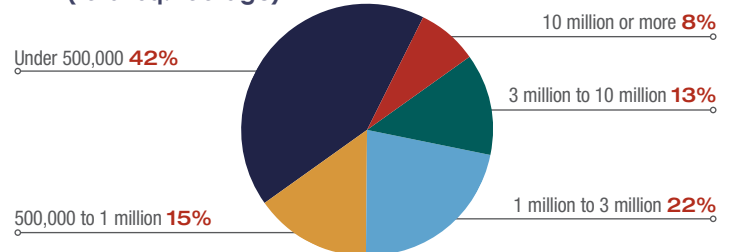
Facilities Type



Positions They Hold



Size of Buildings They Manage (total sq. footage)



Where They Come From

46 States • Washington DC • Puerto Rico
26 International Countries • 4 Canadian Provinces

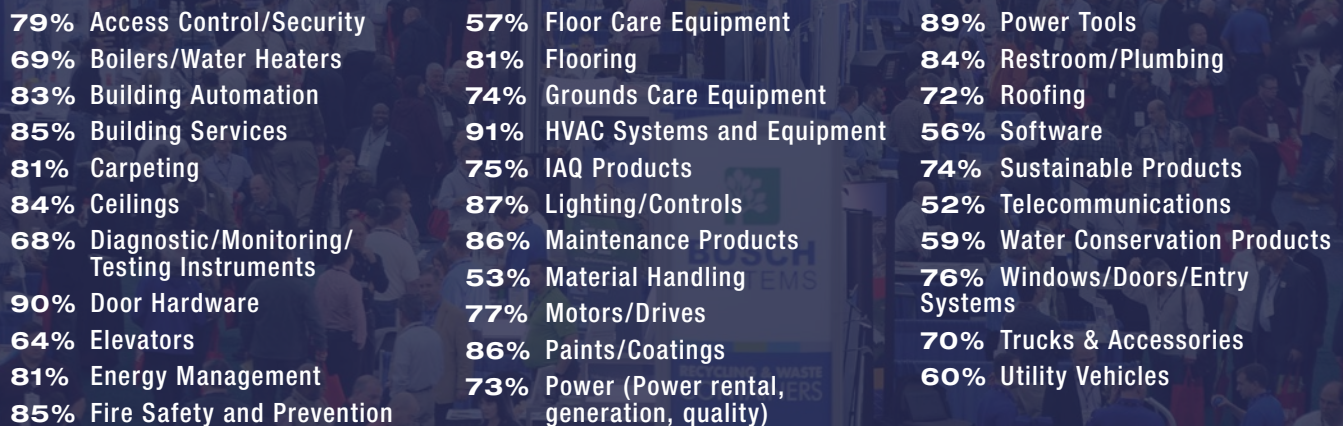
Facility executives come to NFMT to connect with suppliers



How Much They Spend Annually



National Facilities Management & Technology Show Attendees Buy, Specify, and Recommend Products Throughout the Building



NFMT is the largest, vibrant marketplace in the FM industry. Top executives plan for NFMT and rely on it each year. It's the only event that draws professionals from the eight markets that matter most to your business. Here's a sampling of the buyers you'll meet:

COMMERCIAL

Vice President - Property Construction -
STATE EMPLOYEES' CREDIT UNION

Engineering Team Leader
ALLSTATE INSURANCE COMPANY

Facilities Management
AEI CAPITAL CORPORATION

Facilities Manager
SIRIUSXM RADIO

Facilities Manager
WASHINGTON POST

Facilities Manager
CONSUMER REPORTS

EDUCATIONAL

Executive Director Of Facilities
UNIVERSITY OF MARYLAND

Sr Dir Capital Planning & Construction
ANCHORAGE SCHOOL DISTRICT

Dir Facilities Management
FAIRFAX COUNTY PUBLIC SCHOOLS

Maintenance Supervisor
UNIVERSITY OF VIRGINIA

GOVERNMENT

Sr Operating Engineer
FEDERAL RESERVE

Director
NYPD

Equipment Specialist
AIR NATIONAL GUARD

Facilities Manager
SMITHSONIAN INSTITUTE

Facilities Manager
EMBASSY OF DENMARK

HOSPITALITY

Vice President, Corp Facilities
WYNDHAM WORLDWIDE

Director Of Building Maintenance
UNIVERSAL ATHLETIC CLUB

Director Of Engineering
KIMPTON HOTEL AND RESORTS

Maintenance Supervisor
SANDALS ROYAL BAHAMIAN HOTEL

INDUSTRIAL

Facilities Manager
UNION PACIFIC RAILROAD

Facilities Chief
BOEING

Facilities Project Manager
VOLVO

Senior Facilities Specialist
3M

Technical Group Manager
GENERAL MOTORS COMPANY

MEDICAL

Environmental Service Director
THE VALLEY HOSPITAL

Facilities Operations Supervisor
MAYO CLINIC

Assistant Director Of Maintenance
ALBANY MEDICAL CENTER

Director Of Plant Engineering
GREATER BALTIMORE MEDICAL CENTER

Director Of Facilities
OCTAPharma PLASMA

RETAIL

Sr. Facilities Manager
UNDER ARMOUR, INC.

Facilities Manager
TOTAL WINE & MORE

Facilities Manager
VON MAUR

IR Thermography Engineer
AMAZON

Property Manager
APPLE RETAIL PROPERTIES

UTILITY

Executive Director
ENERGY MANAGEMENT ASSOCIATION

Foreman
DC WATER

Chief Executive Officer
FRONTLINE JANITORIAL SERVICES

Facilities Manager
GUADALUPE VALLEY ELECTRIC COOPERATIVE

“NFMT is the most important marketing effort we do each year and always delivers us tremendous sales opportunities.”

Fredrick Taggart –
Director of Sales and Marketing
– Lighting Breakthroughs

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“NFMT attendees who stopped by our booth were all in need of a service for their facility in the immediate future. Within less than one week, we are already working on projects from this show. Excellent ROI!”

*Tony Leff
National Sales Manager
SureCrete Design Products*

In 2017, **National Facilities Management & Technology** Show attendees indicated that after seeing it at the show, they plan to purchase these products and services:

2-way Radios	Energy Efficiency Services	Snow/Ice Removal Chemicals
A/C units	Equipment Data	Pipe Insulation
Air purification	Facilities and Maintenance Tools	Power Monitoring Products
Asphalt	Fire Hydrant Service and Inspections	PV Systems and Components
Bathroom Wall Materials	Fire Protection	Recycling Containers
Bird Repellents	Fire Sprinkler Items	Reliable Controls
Blue Print Document Scanning, Sorting and Organizing	Flood Remediation	Roofing and Roofing Products
Building Maintenance Systems and Controls	Flooring Products	Sealants
Ceiling Tiles	Furniture Refurbishing	Security Systems
Cleaning Services	Green Products	Signage
Cleaning Supplies	Hand Dryers	Software Services
CMMS	HVAC	Space & Drawing/Diagram Management
Coil Leak System	IoT Products	Standing Desks
Concrete Cleanings	IR Camera	Storm Drain and Storm Water Management Products
Controls	Janitorial	Tools
Custodial	LED Lights	Trash Cans
Roof Coating	Lifts	Recycle Bins
Disaster Recovery	Lighting	Wall Protection Barriers
Document Digitizing	Lighting Controls	Water Cooler Services
Door Hardware	Locks	And Many More!
Electrical	Maintenance Management	
Electrical System Health and Usage	Monitoring System and Cleaning Solutions	
Elevators	Sprinkler System	

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EXPO HOURS

TUESDAY, March 20

12pm to 4pm

WEDNESDAY, March 21

11am to 3pm

THURSDAY, March 22

11am to 2pm

The largest show floor in the FM industry is categorized so attendees can find you! The expo hall has a new layout in 2018! No additional investment for corner booths or pavilion booths

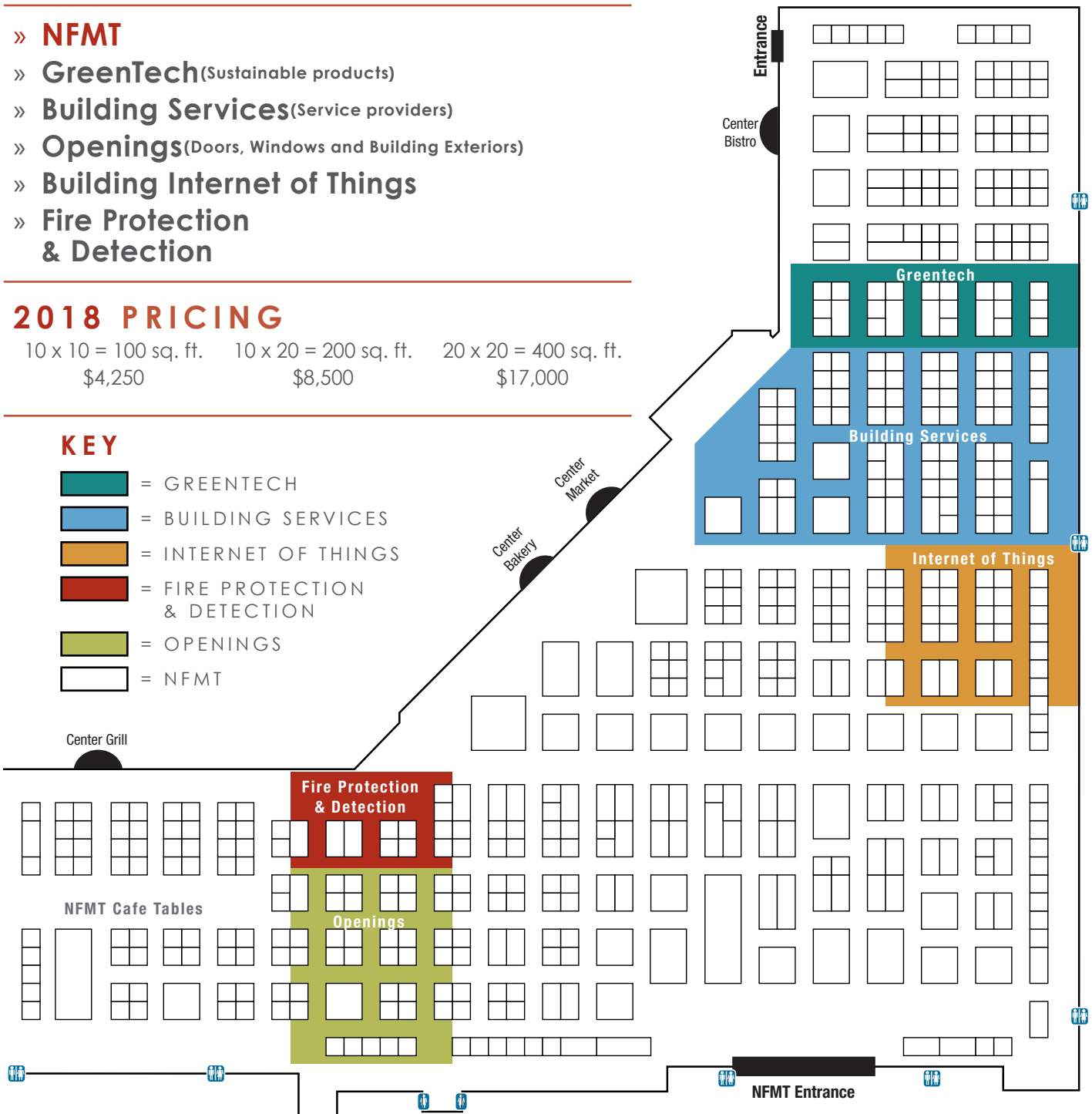
- » **NFMT**
- » **GreenTech** (Sustainable products)
- » **Building Services** (Service providers)
- » **Openings** (Doors, Windows and Building Exteriors)
- » **Building Internet of Things**
- » **Fire Protection & Detection**

2018 PRICING

10 x 10 = 100 sq. ft. 10 x 20 = 200 sq. ft. 20 x 20 = 400 sq. ft.
 \$4,250 \$8,500 \$17,000

KEY

- = GREENTECH
- = BUILDING SERVICES
- = INTERNET OF THINGS
- = FIRE PROTECTION & DETECTION
- = OPENINGS
- = NFMT



EXHIBITING INFORMATION:

Your exhibit space reservation at NFMT includes:

- » Company listing on NFMT.com during the NFMT 2018 promotional cycle, enhanced when you upload a company or product brochure and/or video
- » 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 33" company identification sign
- » Standard 8 ft. backwall and 3 ft. side rail drape
- » Onsite exhibitor lounge
- » Unlimited exhibitor staff badges

Contact your Expo Team to
RESERVE YOUR BOOTH!

Companies A-B, plus numeric
Laurie Vega
414-228-7701, Ext. 482
laurie.vega@tradeexpress.com

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

Companies C, E-K
Jodi Denton
414-228-7701, Ext. 449
jodi.denton@tradeexpress.com

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

"This was our first year exhibiting at NFMT, and of the eight trade shows we participated in this past year, it was the biggest success. Over 100 contacts, 53 categorized as "quality contacts" spending an extended time discussing our product and expressing genuine interest purchasing. NFMT has been permanently added to our corporate calendar."

— Ralph Wilberg
Director of Sales
Radiant Electric Heat

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