

BUILDING OPERATING MANAGEMENT'S

NFMT2017

March 7-9, 2017 • Baltimore

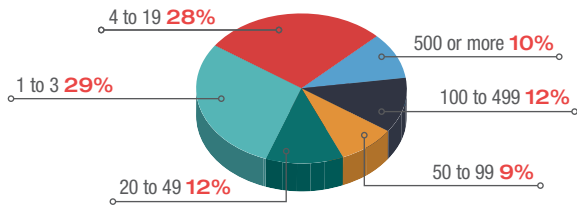


The
Highest Attended
EVENT in the
FACILITIES
INDUSTRY

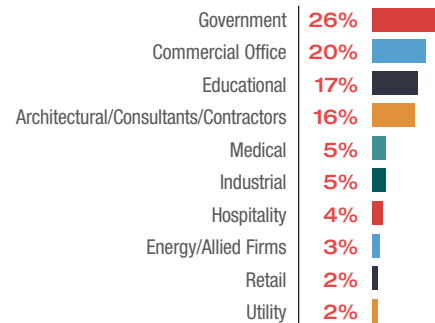
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2016 ATTENDEES at-a-GLANCE

Number of Buildings They're Responsible For



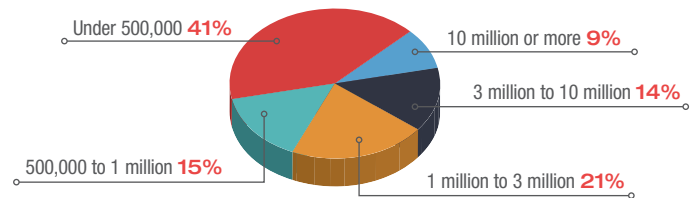
Positions They Hold



Positions They Hold



Size of Buildings They Manage (total sq. footage)



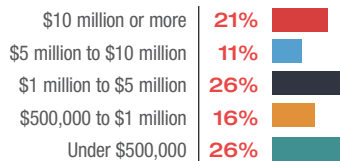
Where They Come From



Facility executives come to NFMT to connect with suppliers



How Much They Spend Annually



NFMT attendees buy, specify, and recommend products throughout the building

- | | | |
|--|---------------------------------------|--|
| 78% Access Control/Security | 84% Fire Safety and Prevention | 72% Power (Power rental, generation, quality) |
| 69% Boilers/Water Heaters | 55% Floor Care Equipment | 88% Power Tools |
| 81% Building Automation | 79% Flooring | 82% Restroom/Plumbing |
| 82% Building Services | 73% Grounds Care Equipment | 71% Roofing |
| 79% Carpeting | 89% HVAC Systems and Equipment | 55% Software |
| 83% Ceilings | 74% IAQ Products | 74% Sustainable Products |
| 67% Diagnostic/Monitoring/Testing Instruments | 86% Lighting/Controls | 51% Telecommunications |
| 88% Door Hardware | 84% Maintenance Products | 60% Water Conservation Products |
| 63% Elevators | 50% Material Handling | 74% Windows/Doors/Entry Systems |
| 81% Energy Management | 76% Motors/Drives | 70% Trucks & Accessories |
| | 83% Paints/Coatings | 60% Utility Vehicles |

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:

COMMERCIAL

Sr. Technical Facilities Manager
MLB ADVANCED MEDIA

Executive Director
MORGAN STANLEY

Chief Engineer
TRANSWESTERN

VP of Facilities
M&T BANK

Senior Facilities Manager
CBRE

EDUCATIONAL

Building Manager
THE JOHNS HOPKINS UNIVERSITY

Vice President
HOWARD UNIVERSITY

Director of Facilities
HARVARD MEDICAL SCHOOL

Chief of Mechanical Systems
COLORADO SPRINGS SCHOOL DISTRICT

Facilities Manager
PURDUE UNIVERSITY

GOVERNMENT

Architect
US ARMY CORPS OF ENGINEERS

CFO
CITY OF BALTIMORE

Construction Manager
STATE OF DELAWARE

Deputy Director of Facilities
BRITISH EMBASSY

Director of Facilities
CANAVERAL PORT AUTHORITY

HOSPITALITY

Assistant Facilities Manager
HORSESHOE CASINO

Chief Engineer
MARRIOTT INTERNATIONAL

Sr. Stadium Operations Manager
BALTIMORE RAVENS

Maintenance Manager
SANDALS RESORTS INTERNATIONAL

Corporate Director of Engineering
ONE HOSPITALITY GROUP

INDUSTRIAL

Manager of Energy
TOYOTA MOTORS

VP of Facilities
LOCKHEED MARTIN

Director of Technology
JOHNSON CONTROLS, INC.

MEDICAL

Director of Facilities
CHILDREN'S NATIONAL MEDICAL CENTER

Corporate Safety Officer
BEEBE HEALTHCARE

Director of Facilities
VITAE PHARMACEUTICALS

Supervisor of Facilities Operations
MAYO CLINIC

VP-Engineering
AMERICAN HEALTHCARE LLC

RETAIL

District Facilities Manager
MACY'S

Director of Facilities Management
TOYS R US

Executive Director-Facilities
ESTEE LAUDER COMPANIES

VP-Facilities
L'OREAL

Director-Store Operations
DAVID'S BRIDAL

UTILITY

Director of Operations
WALTER ELECTRIC

Building Manager
ALERT ENERGY

Building Manager
AMERICAN ENERGY SYSTEMS

Supervisor-Facilities Management
THE NATIONAL GAS COMPANY OF TRINIDAD & TOBAGO

“NFMT is an excellent venue for promoting our company to a very large and diverse market of clients. It is well worth our time.”

Robert J. Bailey, Business Development, Chesapeake Controls, Inc.



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“**NFMT** is the best facility management conference in the country.”

Mike Cowley, President, CE Maintenance Solutions, LLC

In 2016, **NFMT** attendees indicated that after seeing it at the show, they plan to purchase these products and services:

| | | |
|---|--------------------------------|-----------------------------|
| A/C | Fan systems | Modular raised floor system |
| 2-way radios | Filtered water options | Motion faucets |
| Air purifier | Fire Protection | Plumbing |
| Air test units | Fire stopping devices | Rapid garage door closer |
| AntiSlip Safety Stair | Flood vents | Reconditioned furniture |
| Asphalt repair | Floor scrubbers | Recycling containers |
| Automation products | Flooring | Restroom products |
| Bird repellant glass applications | Golf Carts | Roofing material |
| Building automation controls | Green and sustainable products | Security |
| Building survey and investigation tools | Gum removal wand | Signage |
| Ceiling Tiles | Hand towel dispensers | Snow Removal Services |
| Cleaning solutions | Hand wash unit | Soap dispensers |
| CMMS | HVAC | Software |
| Communications equipment | Insulation | Solar PV system |
| Cooling Tower | Internet of Things | Sound Management Services |
| Custodial supplies and products | IR camera | Specialty lighting |
| Disaster recovery products | IT solutions | Sprinkler lines |
| Doors and hardware | Ladders and lifts | Standby Generator |
| Duct Cleaning | LED lighting | Thermal imaging tools |
| Electrical systems | Liftgates | Thermostats |
| Electrical switchgear testing | Lighting controls | Trash receptacles |
| Energy conservation | Lock systems | Utility vehicles |
| Equipment inventory data software | Logistics Support | Warehousing |
| Facility maintenance materials | Low energy lights | Waterless Trap Seals |
| | Macrowave | Waterproofing |
| | Maintenance software | Windows/glass |
| | Mobile tool carts | And Many More! |

Categorized Show Floor Featuring

6 PAVILIONS in 1 EXHIBIT HALL

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

BRAND NEW » **Fire Protection & Detection**

EXHIBIT HOURS

TUESDAY, March 7
12pm to 4pm

WEDNESDAY, March 8
11am to 3pm

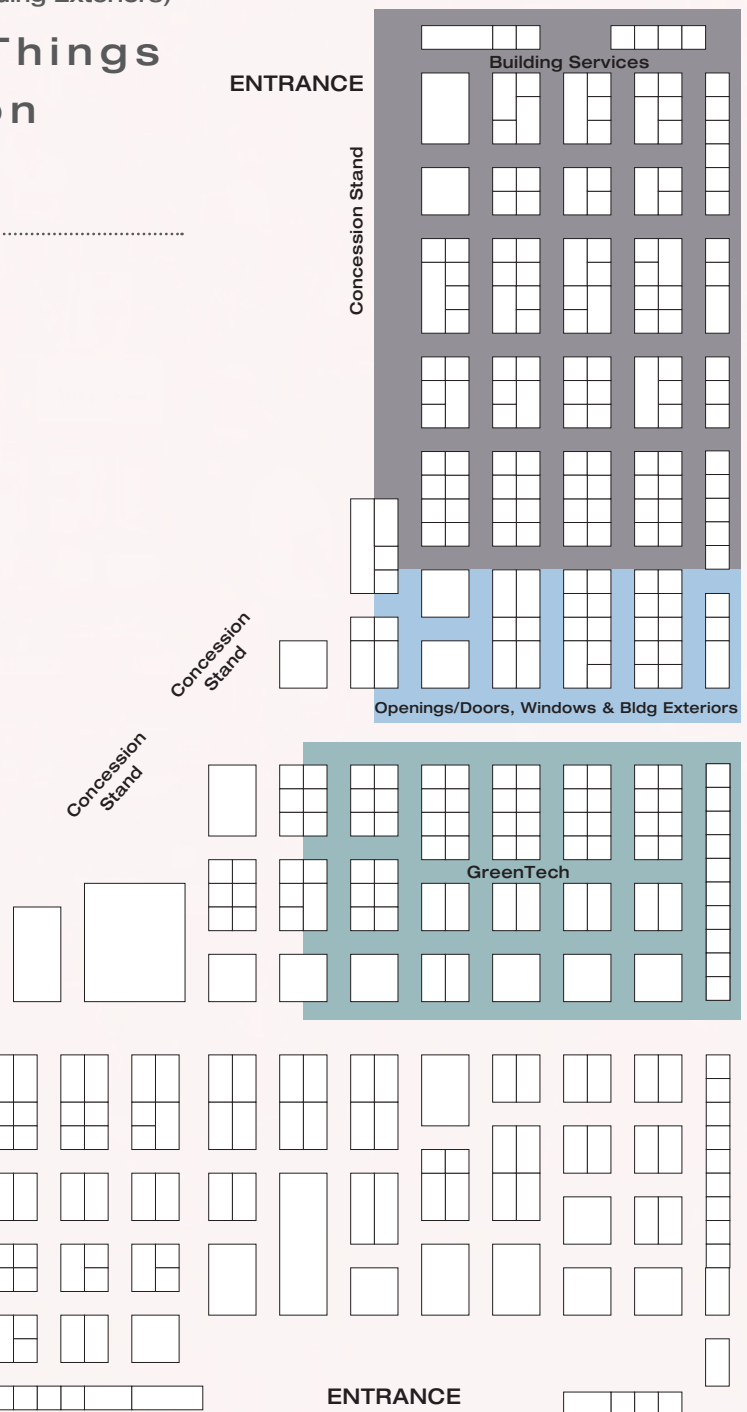
THURSDAY, March 9
11am to 2pm

2017 PRICING

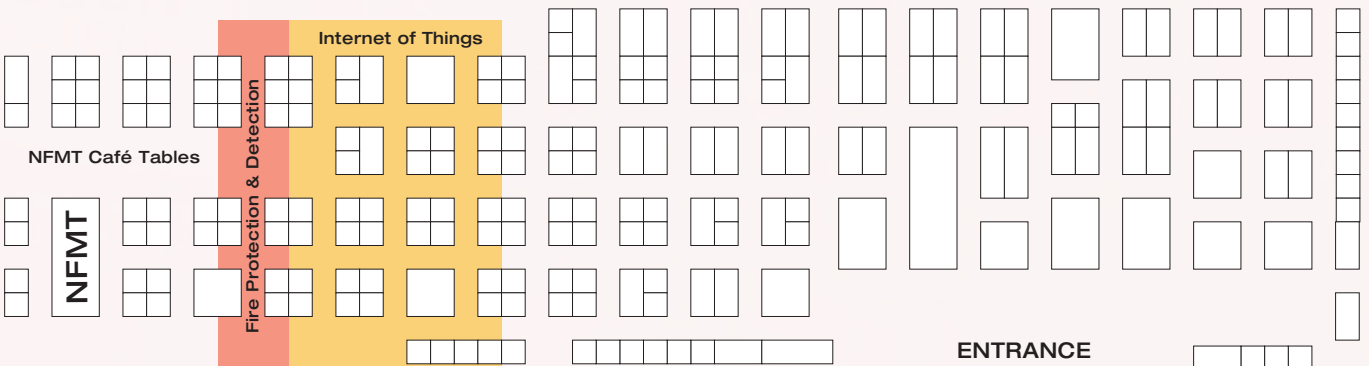
- » 10 x 10 = 100 sq. ft.
\$4,150
- » 10 x 20 = 200 sq. ft.
\$8,300
- » 20 x 20 = 400 sq. ft.
\$16,600

KEY

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



Concession Stand



EXHIBITING INFORMATION:

Your exhibit space reservation at NFMT includes:

- » Company listing on NFMT.com during the NFMT 2017 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



"This show is a must for us because of the quantity of quality leads that it generates for us."
Fredrick Taggart,
Director of Sales & Marketing, Lighting Breakthroughs

Reserve Your Exhibit Space TODAY!

Laurie Vega
Live Events Sales Manager
Accounts A-B + Numeric Names
laurie.vega@tradeexpress.com
414-228-7701, ext. 482

Jodi Denton
Account Executive
Accounts C, E-K
jodi.denton@tradeexpress.com
414-228-7701, ext. 449

Lucy Kaufmann
Account Executive
Accounts D and L-P
lucy.kaufmann@tradeexpress.com
414-228-7701, ext. 477

Debbie Hanamann
Senior Account Executive
Accounts Q-Z
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