About the Conference

The Air Medical Transport Conference is an internationally recognized, annual educational meeting and trade show dedicated to improving the quality of patient care transport services. The AMTC facilitates a lively exchange of information to help medical transport professionals respond to constantly changing patient needs, and promotes industry advancement through adaptation to new technologies. This is your chance to meet with over 2,200 energetic, influential professionals active on all levels and in all areas of the medical transport field.

Attendees are emergency medical and critical care professionals from both hospital and independent providers of air and ground medical transport services—CEOs, program directors, medical directors, physicians, nurses, respiratory therapists, paramedics, pilots, communication specialists, Part 135 operators and aircraft manufacturers. All disciplines of the emergency medical transport industry are well represented at the AMTC. What better arena in which to show off your product or service?

Hotel Information

As the Air Medical Transport Conference (AMTC) continues to grow, so have our housing needs. For the benefit of all attendees and exhibitors, the AMTC will be using the services of a housing bureau for the 2020 event in Nashville. Full hotel information will be available in May 2020, and room blocks will open at that time. We will send an announcement to all exhibitors that have reserved booth space in Nashville with instructions on how to make your hotel reservations.
Exhibit Fees
Exhibit Space Rental Fees are as follows:

**Member Fees per 10’ x 10’ space**
- $1,550 early registration (postmarked by February 28, 2020)
- $1,650 regular registration (postmarked February 29–July 31, 2020)
- $1,950 onsite registration (postmarked after July 31, 2020)

**Non-Member Fees per 10’ x 10’ space**
- $1,850 early registration (postmarked by February 28, 2020)
- $1,950 regular registration (postmarked February 28–July 31, 2020)
- $2,250 onsite registration (postmarked after July 31, 2020)

**Exhibit Fees include:**
- Two COMPLIMENTARY Show Badges*
- 10’ x 10’ Exhibit Space (including backwall and siderail drape)
- 7” x 44” Company Identification Sign
- 24-hour Security
- Company listing, including product/service description, in AMTC On-Site Program and Mobile App.

*Complimentary badges include admittance to the exhibit hall during set-up/dismantle times and scheduled open times, Sunday night AMTC Welcome Reception, both General Sessions, Monday’s Community Awards Presentation and After Party, and lunches served in the Exhibit Hall on Monday and Tuesday. Information on upgrading Exhibitor Registrations and additional registration options will be available upon booth confirmation.

**Membership Pays!**
A membership discount of $300 on early and regular booth registration fees is offered to AAMS members to thank them for their support throughout the year. If you are a non-member, but are interested in becoming a member, please call the AAMS office at 703/836-8732 and request a membership kit. Membership information is also available at www.aams.org.

Exhibit Hours and Activities*

**Saturday, October 31**
- 0800–0830h Aircraft Operators Briefing
- 0900–1300h Aircraft Fly-In/Move-In Only

**Sunday, November 1**
- 0900–1800h Registration Open
- 0900–1800h Exhibits Move-In and Set-Up
- 2000–2300h AMTC Welcome Reception

**Monday, November 2**
- 0700–1900h Registration Open
- 0700–1100h Exhibits Set-Up/Final Touches
- 0815–0900h Opening General Session
- 1100–1200h Exclusive CEO/CFO/Program Director Exhibits Preview
- 1200–1800h Exhibit Hall Open
- 1200–1330h Attendee Lunch in the Exhibit Hall
- 1700–1800h Grand Opening Reception in the Exhibit Hall
- 1900–2130h Community Awards Presentation
- 2130–2200h Community Awards After Party

**Tuesday, November 3**
- 0800–1900h Registration Open
- 0915–1000h Exhibitor’s Breakfast & Meeting
- 1000–1600h Exhibit Hall Open
- 1100–1200h General Session
- 1200–1330h Attendee Lunch Served in the Exhibit Hall

**Wednesday, November 4**
- 0900–1500h Registration Open
- 0900–1200h Exhibit Hall Open
- 1200–1500h Aircraft Departures & Exhibits Tear down
- 1500–1930h Exhibits Move-Out & Clean-Up

*Note: Times of events are subject to change. Please refer to the AMTC Mobile App for the most current information available.

Ask about our Pre/Post-Conference Attendee Lists and Delegate Registration Kit Stuffers!

Lead Retrieval services will also be available to our AMTC Exhibitors.

Information on how to order lead retrieval for your booth will be included in the AMTC Exhibitor Service Kit, provided to exhibitors from Arata Expositions, Inc. prior to the AMTC in Nashville.
MAXIMIZE YOUR EXPOSURE
Consider participation in the AMTC Corporate Leadership Program.

Advance Mail Marketing
Pre- and Post-Conference attendee lists, including e-mail addresses, are available for your pre- and/or post-conference marketing efforts.

Registration Kit Stuffers
Your company’s literature (brochure, flyer, postcard) can be included in each AMTC attendee’s registration packet.

Advertising
Ad space is available in the AMTC Program that is distributed to all AMTC attendees.
Full page black and white $1,000
Half page black and white $600
For further details, see page 7.

For more information, please contact the AAMS Office at 703/836-8732.

Music City Center
Halls C and D
*Floorplan is subject to change
2020 Exhibit + Sponsorship Application
Air Medical Transport Conference
November 2–4, 2020 • Music City Center • Nashville, TN

Company Name (as it should appear in print): ____________________________________________________________

Key Contact Name: __________________________________________ Title: ________________________________

Address: __________________________________________________________________________________________

City: __________________________________________________________________ State: __ Zip: ___________

Phone: (_____) __________________________ Fax: (_____) __________________________

Email: ______________________________________________ Website: ________________________________

Referred by (circle one, if applicable): AAMS AMPA ASTNA IAFCPP IAMTCS NEMSPA

Exhibits Location Preference
Please provide at least 3 booth numbers in order of preference:
1: __________ 2: __________ 3: __________ 4: __________

Companies I do not wish to be near: ________________________________________________________________

Authorization:
________________________________________________________

PAYMENT INFORMATION
Please return completed application, along with full payment to:
Association of Air Medical Services, AMTC Exhibits
909 N. Washington St., Suite 410, Alexandria, VA 22314
703/836-8920

My check payable to Association of Air Medical Services is enclosed
$___________

Please charge my:
$___________

☐ MasterCard  ☐ Visa  ☐ AMEX  ☐ Discover

A 2.5% transaction fee will be applied to all credit card transactions. Credit card payment and form should be faxed to: 703-836-8920. Check and completed form should be mailed to: AAMS, 909 N. Washington Street, Suite 410, Alexandria, VA 22314

Name on Card: __________________________________________

Card #: __________________________

Exp. Date: ___________________

3- or 4-digit Security Code: __________________________

Authorized Signature: ______________________________

AMTC Sponsorship + Exhibit Contract Terms:
Exhibitor companies receive two complimentary exhibitor registrations with each 10’ x 10’ booth space purchased. Additional badges are available at a discounted rate.

BOOTH FEES: To compute the total cost of renting more than one 10’ x 10’ booth space, multiply the number of 10’ x 10’ booth spaces by the appropriate fee. Early fees are accepted if postmarked by February 28, 2020. Regular fees are accepted if postmarked between February 29 and July 31, 2020. Onsite fees apply after August 1, 2020.

Requests for cancellation of exhibit hall space must be received in writing by the AAMS office no later than July 15, 2020. No refunds will be made for cancellations received after July 15, 2020. Cancellations received by April 1, 2020 will receive a full refund, less $100 processing fee. Cancellations made between April 1 and July 15, 2020 will receive a 75% refund, less $100 processing fee.

AMTC Exhibits Only

# of Member 10’ x 10’  
$1650 early / $1650 regular / $1950 onsite
$_________

# of Non-Member 10’ x 10’  
$1850 early / $1950 regular / $2250 onsite
$_________

Marketing Tools
☐ Delegate Registration Kit Stuffer @ $500 each $_________
☐ Pre-Conference Attendee Contact List Rental @ $250 each $_________
☐ Post-Conference Attendee Contact List Rental @ $300 each $_________
☐ Pre AND Post-Conference Attendee Contact List Rental @ $500 for both sets $_________

AMTC Corporate Sponsorships

(Payments are listed on the AMTC Corporate Sponsorship page)

PATRON LEVEL ($10,000+)
☐ AMTC Mobile App $15,000
☐ Exhibit Hall Opening Reception $15,000
☐ Exhibit Hall Lunches $10,000

CONTRIBUTOR LEVEL ($5,000–$9,999)
☐ AMTC Badge Stock $8,000
☐ Attendee Charging Stations $7,500
☐ AMTC Coffee & Snack Breaks seeking 3, each @ $7,500
☐ Welcome Reception Event Co-Sponsors seeking 4, each @ $5,000
☐ Community Awards After-Party Event Co-Sponsors seeking 3, each @ $5,000
☐ Community Awards Presentations seeking 3, each @ $5,000
☐ Directional Signage & Floor Clings $5,000
☐ AMTC Dog Tags $5,000

SUPPORTER LEVEL ($2,000–$4,999)
☐ General Conference Sponsor up to $4,999
☐ Monday General Session $3,000
☐ Tuesday General Session $3,000

FRIEND LEVEL ($1,000–$1,999)
☐ General Conference Sponsors up to $1,999
☐ Education Session Tracks (7 to choose from) $1,500

*All fees and benefits listed on the AMTC Corporate Sponsorship page.*
Exhibitor must identify one authorized representative to be responsible for the company's exhibit for the duration of the conference in the appropriate space on the Exhibit Space Application and Contract form. A pre-conference contact person must also be identified on that form.

Installation and Dismantling
Installation of regular exhibitors begins at 0800h on Sunday, November 1, 2020 and must be completed by 1030h on Monday, November 2, 2020. Exhibits will close at 1200h on Wednesday, November 4, 2020. Dismantling may begin when the exhibits are closed and removal of all regular exhibitors from the Exhibit Hall must be completed by 1800h on November 4, 2020.

Please note: Aircraft on Display in the Exhibit Hall will be moved out BEFORE most of the exhibits. Order of departure will be determined on-site by the AMTC Aviation Coordinators and the AMTC Exhibit Floor Manager. Exhibitors will not be permitted to move items out while aircraft are being towed out of the hall. Your cooperation in following this regulation is appreciated, as aircraft must have prior notice due to weather, air medical program scheduling, and other unforeseen factors.

Aircraft on Display in the Exhibit Hall will be entering on Saturday, October 31, 2020 from 0900 to 1300h. Exit time is Wednesday, November 4, 2020 from 1200h to 1500h. The times established by AAMS are without exception, but are subject to change due to weather and other factors. Exhibitors with aircraft on display in the Exhibit Hall will receive detailed information on flight operations from AMTC in the AMTC Operations Manual. The Exhibitor shall abide by the rules governing aircraft operations as stated by AAMS in the guidelines within. Space not occupied by 1000h on Monday, November 2, 2020 reverts to AAMS without any obligation for refund. No packing materials, crates or boxes are to be left in the Exhibit Hall following installation or brought into the exhibit space before 1200h Wednesday, November 4, 2020.

Decorator Services
The official decorator for the Air Medical Transport Conference is Arata Expositions, Inc. tel: 407/422-3636, Contact: Carol Cash.

Exhibitors will receive an Exhibitor Service kit from Arata Expositions, Inc. (AEI) which explains and includes order forms for: drayage, labor, installation of electrical, telephone, audio-visual and other utilities, booth furnishings, signs, poster and shipping services, and floral decorating information. AEI will also provide an on-site Exhibitor Service Center during installation, exhibit hours and dismantling. The Service Center will be staffed by Arata Decorator Service representatives familiar with the AMTC Transport Conference and exhibit area.

Exhibitors using outside service contractors for decoration, installation and/or dismantling must notify AAMS at least 30 days prior to the Conference (October 1, 2020) and provide the names and addresses of all contractor personnel who will be working in the exhibit area. Certificates of insurance for liability and workers’ compensation are required for all outside contractors admitted to the exhibit area and must be mailed or faxed to the AAMS office 30 days prior to the Conference. All work required in connection with the Exhibitor’s participation in the exhibit must be done in accordance with local union requirements.

The Exhibitor agrees that, if a display house or outside contractor other than the official Decorator Service is used for set-up and dismantling, the contractor shall have a working agreement with the local decorator’s union. The outside contractor shall agree to conform to current and acceptable labor contracts.

Liability
AAMS, its officers, directors, members, agents and all organizations and individuals employed by AAMS in conjunction with the Air Medical Transport Conference shall not be responsible and shall be held harmless for any loss or injury resulting from accident, fire, theft or any cause whatsoever, including, but not limited to, accident or injury to Exhibitor’s property, manufacturer’s demonstration participants, their employees, agents, guests, the public and others, during or subsequent to the periods covered by the Booth Application and Contract.

The Exhibitor assumes entire responsibility and hereby agrees to protect, indemnify and hold harmless AAMS, Arata Expositions, Inc., the Music City Center (MCC) and the city of Nashville, their officers, employees and agents, against all claims and damages to persons and property, governmental charges or fines and attorney’s fees arising out of or caused by Exhibitor’s installation, removal, maintenance, occupancy or use of the exhibition premises or part thereof, including any outside exhibition areas.

In addition, the Exhibitor acknowledges that AAMS, Arata Expositions, Inc. and the city of Nashville, their officers, employees and agents do not maintain insurance covering Exhibitor’s property. Exhibitors are advised to obtain business interruption and property damage insurance covering such losses by Exhibitor’s own insurance.

The Exhibitor agrees that AAMS, Arata Expositions, Inc., the Music City Center (MCC) and the city of Nashville are not responsible for obtaining such insurance.

Exhibitors flying aircraft to the Music City Center (MCC) and/or Static Display are required to provide AAMS with written evidence of Aircraft Liability Coverage with combined single limit for bodily injury, property damage and passenger liability of $10 million before being permitted to move into the exhibit hall. Please provide evidence of insurance at least 30 days prior to the Conference (October 1, 2020). Each Exhibitor is responsible for any and all damage to the exhibit area and for any and all claims and demands made in regard to an injury, death or damage to property incurred in or upon the assigned space.

Suite Requests and Meeting Space Reservations
Suites and meeting space will be available at the AMTC contracted hotels. Suite/Meeting Room layout and rate information is available through the AAMS office. All suite and meeting space reservations must be made through the AAMS Office. Please contact the AAMS V.P. of Education and Events, at 703/836-8722 to make arrangements. Arrangements for Guest Passes during installation and dismantling can be made at the on-site AMTC Registration Desk.

Please direct all inquiries to the AAMS Office at 703/836-8732.
AMTC CORPORATE SPONSORSHIP PROGRAM

This program is designed specifically with you in mind. Reach specific, targeted audiences in the increasingly competitive medical transport marketplace while maximizing the return on your investment. Enhance the image, prestige and position of your company and accelerate your market penetration.

In addition to the special recognition related to specific events and activities, companies participating in the Corporate Sponsorship Program will receive additional prestige and exposure through each incremental leadership level.

**Patron ★★★★★**
($10,000+)
AMTC Mobile App
Conference Tote Bags
Conference T-Shirts
Exhibit Hall Opening Reception
Exhibit Hall Lunches

**Benefits of Patron Sponsorship include:**
- ALL Benefits of a Contributor PLUS:
- 2 FREE Full Registrations to Conference;
- Hyperlink on program’s website for 2 months around program dates;
- A Full Page Black & White ad in the Final Program Book;
- If applicable, your company logo on the wall or screen of sponsored Event.
- Free copy (upon request) of post-registration list for post-conference mailing

**Contributor ★★★★★**
($5,000–$9,999)
AMTC Badge Stock
Attendee Charging Stations
AMTC Coffee & Snack Breaks (seeking 3)
Welcome Reception Event Co-Sponsors (seeking 4)
Community Awards After-Party Event Co-Sponsors (seeking 3)
Community Awards Presentations (seeking 3)
Directional Signage & Floor Clings
AMTC Dog Tags

**Benefits of Contributor Sponsorship include:**
- ALL Benefits of a Supporter PLUS:
- 1 FREE Full Registration to Conference;
- Ability to place marketing at the event company sponsors;
- A half-page black & white ad in the Final Program Book;
- FREE copy (upon request) of pre-registration attendee list for pre-conference mailing

**Supporter ★★★**
($2,000–$4,999)
General Conference Sponsor
Monday General Session
Tuesday General Session

**Benefits of Supporter Sponsorship include:**
- ALL Benefits of a Friend PLUS:
- Recognition at one of two General Sessions;
- Ability to purchase pre-registration attendee list for pre-conference mailing at a 50% discount.

**Friend ★★**
($1,000–$1,999)
General Conference Sponsors
Education Session Tracks (7 to choose from)

**Benefits of Friend Sponsorship include:**
- Recognition in the Final program book, distributed to all attendees;
- Signage at sponsored program/event thanking sponsor(s);
- Leadership program recognition Signage at exhibit booth (if applicable);
- Sponsor badge to wear onsite;
- Acknowledgement in a full-page advertisement listing all Leadership participants in a post conference issue of AAMS’ newsletter, News On The Fly;
- Company Name displayed prominently on our wall of sponsors;
- Right of first refusal to sponsor the same event the following year.

Or you may wish to sponsor an event or conference piece not shown here.

Contact the AAMS Office at 703/836-8732 for detailed pricing and/or information about any of the Corporate Leadership items listed, or with any questions you may have about the program.
Join over 2,200 energetic, influential professionals in the medical transport field!