

# 2018 NIH Research Festival Exhibit

## The Most Direct Marketing Link to the NIH Community

The Technical Sales Association, a nation-wide member-led organization based in greater Metropolitan Washington, invites you to exhibit at its foremost event of the year hosted at the Bethesda campus of NIH, a long-time hub of activity for TSA members. This 30th annual event has emerged as the region's largest on-site exhibit in the biomedical research community – and your most valuable marketing link to NIH decision makers. The 2018 exhibit will again be held on Lot 10H. This location affords us superb visibility, easy access and a strategic location in relation to the rest of the campus. The 2017 exhibit featured over 325 exhibit booths showcasing the latest product developments of more than 300 national and regional vendors – the single largest representation of TSA member suppliers. Likewise, a record number attendance of well over 2,500 research professionals from the NIH community and neighboring facilities is expected of this annual event. The FY 2018 budget requests \$26 billion for the National Institutes of Health. The 2018 exhibit is your best opportunity to gain a share of this highly valuable market. Exhibitors will again have the opportunity to select a desired booth location and apply for more than one booth!

*The 2018 Exhibit will continue to be TSA's premier exhibit as it has been for the last 30 years*

## PAST EXHIBITORS

*As an exhibitor, you'll be among the industry's leading names!*

*Here is a sampling of past exhibitors. . .*

Affymetrix	Elsevier	Leica Biosystems	Quality Biological
Agilent Technologies	Electron Microscopy Sciences	Life Technologies	Rainin Instruments
ATCC	Eppendorf	Lonza	Roboz
Beckman Coulter	Essen Biosciences	Microfluidics	Sartorius
BD Biosciences	Fisher Scientific	Miltenyi Biotec	Sigma Aldrich
Bio-Rad Laboratories	Government Scientific Source	Molecular Devices	Thermo Scientific
BioLegend	Grace Scientific	Neuroscience Assoc.	Thomas Scientific
BioTek Instruments	Harvard Apparatus	Olympus America	Unchained Labs
BrandTech Scientific	Hydro Service & Supplies	OriginLab Corporation	USA Scientific
Charles River Labs	Infors USA	Panasonic Healthcare	UVP
Cell Press	Imgen Technologies	PeproTech	VWR International
Charles River	Integra	Perkin Elmer	Wako Chemicals
Cryo Associates	Integrated DNA Technologies	Precision Plastics	Waters Corp.
Daigger	Inotech Bioscience	Protein Simple	Worthington Biochemicals
Drummond	LabSource	Qiagen	Zymo Research Corp

## WHO SHOULD EXHIBIT?

*This thirty year tradition is a favorite of both researchers and exhibitors alike.*

*Companies that provide equipment, supplies and services related to the biomedical research industry, including but not limited to...*

AIDS Research Products & Services	Diluting and dispensing equipment	Homogenizers	Publications and journals
Centrifuges	Electrochemical detectors	Immunological & biological reagents	Radioactivity detectors
Cell culture products and services	Electrophoresis apparatus	Incubators & ovens	Shakers
Chromatography equipment & supplies	Fermentation systems	Metering pumps, gas analyzers & humidity monitors	Specialty chemicals & biochemicals
Computer software systems-data acquisition/networks	Freezers, refrigerators, cold rooms	Microscopes and microtomy equipment	Spectrophotometers
Cryogenic equipment & systems	General laboratory equipment, supplies & chemicals	Molecular biology products & services	Stirrers
DNA synthesis reagent systems	Genetic engineering enzymes & reagents	Multiblock heaters	Support service laboratories
Diagnostic products	Glassware and plasticware	Protein & peptide synthesis & analysis systems	Training video tapes
Dialysis equipment			Vacuum pumps
			Video & image analysis systems
			Washers, hoods
			Water purification systems



**For more information and to reserve exhibit space, contact:**

GTP Management Services International LLC  
P.O. Box 250355 • Atlanta, GA 30325  
(404) 249-9618 • Fax (404) 249-6414  
E-mail: [exhibits@gtpmgt.com](mailto:exhibits@gtpmgt.com)

FOR AVAILABLE BOOTH LOCATIONS AND TO APPLY  
ONLINE PLEASE VISIT OUR WEBSITE AT  
[www.gtpmgt.com](http://www.gtpmgt.com)

# NIH

## Research Festival Exhibit:

*A Celebration of Intramural Science*

### September 13-14, 2018

### National Institutes of Health Bethesda, Maryland

Sponsored by



# NATIONAL INSTITUTES OF HEALTH

Began as a one-room laboratory of Hygiene in 1887, the National Institutes of Health today is one of the world's foremost biomedical research centers, and the Federal focal point for biomedical research in the U.S.

The NIH mission is to expand fundamental knowledge about the nature and behavior of living systems and to improve and develop new strategies for the diagnosis, treatment, and prevention of disease and communicate the results of research with the goal of improving health. NIH works toward that mission by: conducting research in its own laboratories; supporting the research of non-Federal scientists in universities, medical schools, hospitals, and research institutions throughout the country and abroad; helping in the training of research investigators; and fostering communication of biomedical information.

The NIH is one of eight health agencies of the Public Health Service

which, in turn, is part of the U.S. Department of Health and Human Services. Comprised of 28 separate Institutes and Centers, NIH has 85 buildings on more than 300 acres in Bethesda, MD. From a total of about \$300 in 1887, the NIH budget has grown to exceed \$32 billion in 2017.

Simply described, the goal of NIH research is to acquire new knowledge to help prevent, detect, diagnose, and treat disease and disability, from the rarest genetic disorder to the common cold.

Scientific progress depends mainly on the scientist. About 50,000 principal investigators – working in every state and in several foreign countries, from every speciality in medicine, every biomedical discipline, and at every major university and medical school – receive NIH extramural funding to explore unknown areas of biomedical science.

The National Institutes of Health serves the American public through the support and conduct of medical research. We have reached the dawn of

a new century in which the average life expectancy in the United States has increased by nearly 30 years – an accomplishment realized in part, by research-based improvements in health. Continued improvements in the practice of medicine and health are possible, if we are prepared to take advantage of the achievements in fundamental science and informatics, including advanced computing imaging.

The FY 2018 program level for the NIH is \$26 billion. As a result of this continued high level funding of its budget, the Institutes and Centers (ICs) at the NIH have many new research initiatives underway, all of which will be continued in FY 2018 and beyond. This continued support of medical research will pay real dividends in the years to come – dividends in the form of new scientific knowledge, new treatments, new diagnostic tools, new cures, and new ways to prevent disease before it strikes.

## Exposition Facts:

**LOCATION:** Exhibit Tent – Parking Lot #10H, adjacent to Clinical Center National Institutes of Health, Bethesda, MD

**INSTALLATION:** Wednesday, September 12

10:00 a.m. - 7:00 p.m. (No set up after 7:00 p.m.)

Off-load access: Cars & minivans: 10:00 a.m.-7:00 p.m. (No unloading after 7:00 p.m.)

**NOTE:** There will be no exhibitor unloading on Thursday September 13 prior to the exhibit opening and no direct shipments will be allowed on-site. All shipments must be sent to our Exposition contractor.

## Exposition Hours:

Thursday, September 13: 9:30 a.m. - 3:30 p.m.

Friday, September 14: 9:30 a.m. - 2:30 p.m.

Refreshments available to exhibitors and attendees during exhibit hours each day.

**DISMANTLE:** Friday September 14

2:30 p.m. - 5:30 p.m.

\*Exhibit schedule preliminary, subject to change.

**BOOTH SIZE:** 5' x 8' or multiples thereof

**BOOTH RATE:** Priority Period Special \$800 per corner booth; \$775 per noncorner booth before 4/15/18.

(Available only to those TSA members who renewed or joined the TSA prior to Jan. 31, 2018) \$900 per corner booth; \$875 per noncorner booth after 4/15/18.

Please refer to space application to select your top four booth choices.

**NOTE:** Space is allocated on a first-come, first-served basis and as available. Applications not accompanied by full payment will not be assigned space.

**Booth Rate Includes:**

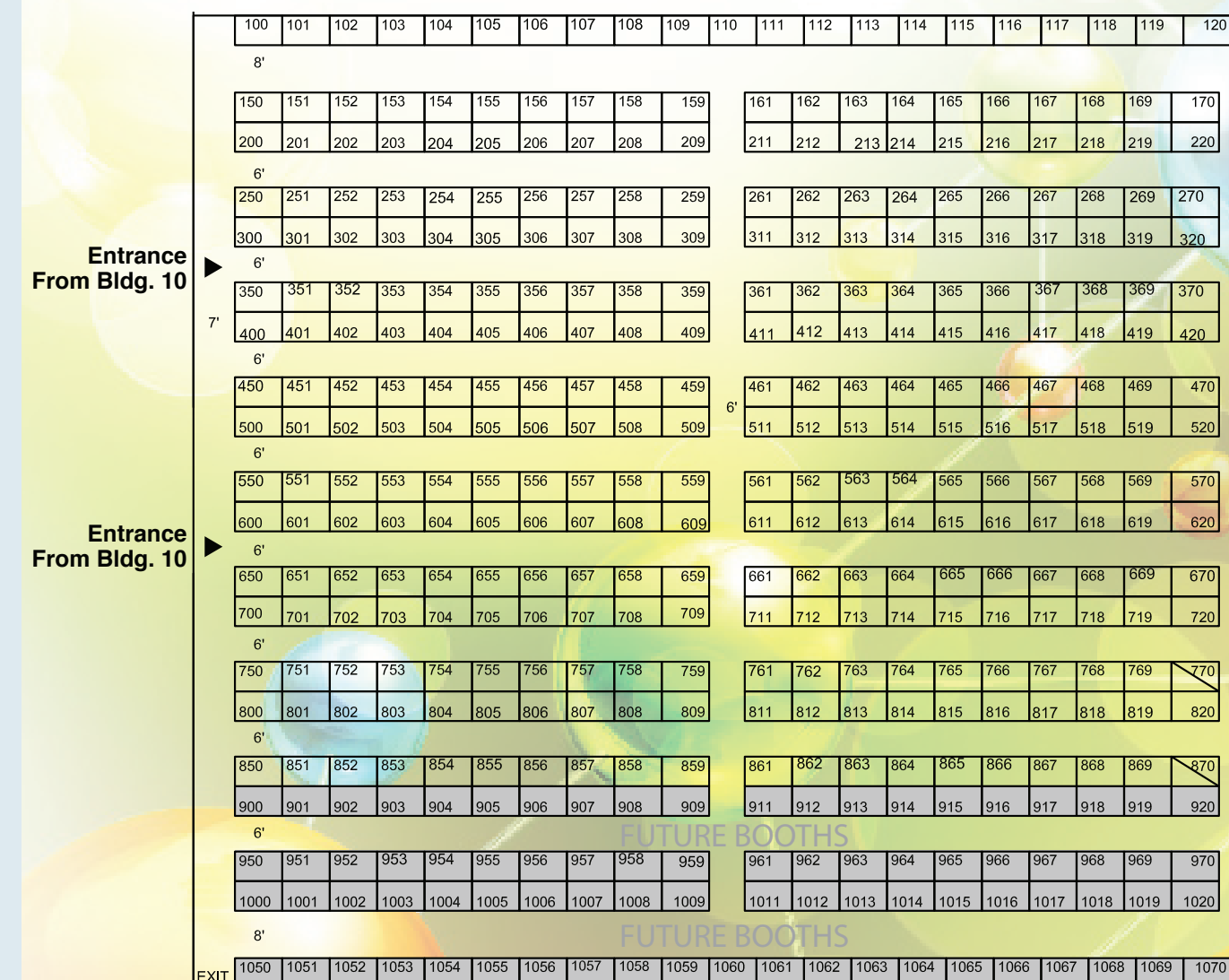
- Aluminum frame booth with flame retardant backwall and sidewall drapes and standard booth identification sign
- (1) 6' table covered with white vinyl top and skirting
- Electricity - 1.5 amp guaranteed per booth only if essential to product demonstration\* (does not include extension cords or outlets)
- Overnight general security guard service
- Carpeted exhibit aisles and daily aisle cleaning service
- Booth personnel identification badges
- Product/service listing in official program
- Coffee, soft drinks & snacks during exhibit hours
- Exhibitor Service Manual with operational information and order forms for additional rental items and services.
- Discount admission to Thursday evening Exhibitor Networking Mixer

**Exhibitor Networking Social:** Each year for the past 25 years, the Technical Sales Association has sponsored an exhibitor networking social held in conjunction with the annual Research Festival Exhibit. The networking event is open to all exhibitors, TSA members, NIH employees and guests. TSA, through its underwriting capabilities as a non-profit organization, has been able to offer this event at a discounted rate to all attendees. This year, for the first time, you have the option of registering for this annual event at Rock Bottom Brewery on September 13, 2018 at 4:00 p.m. at the same time you register for booth space. Please see enclosed application/contract for details on how to pre-register. There is also an early-bird rate for signing up now!

\*Electrical power is limited. Maximum 1.5 amps available to each booth. Additional power (above 1.5 amps per booth) is available at extra cost to the exhibiting company (Order form included in Exhibitor Service Manual).

Official Exposition Contractor: Arata, Inc.

# 2018 NIH FLOOR PLAN



## NIH OVERVIEW

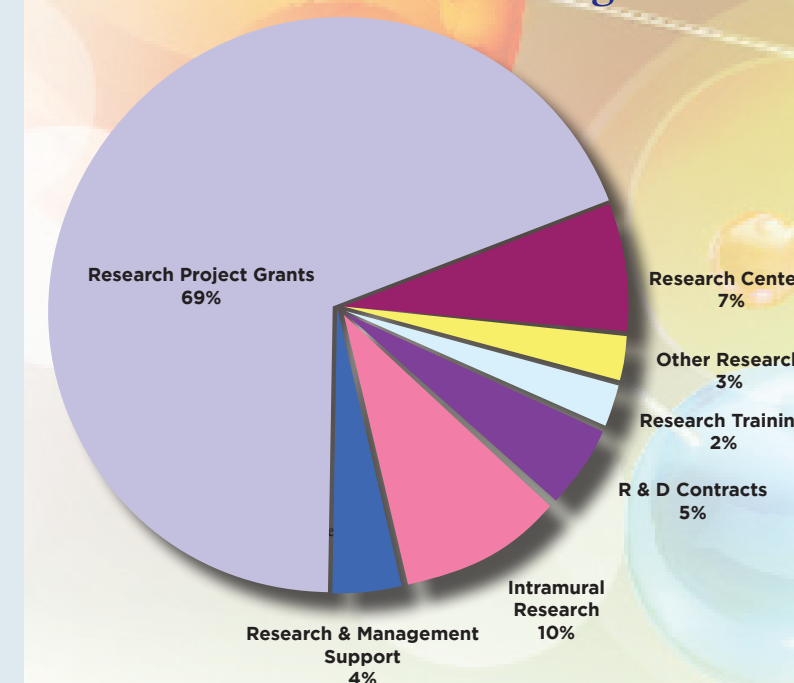
### IMPACT OF BUDGET LEVEL ON PERFORMANCE

Programs and Measures (Dollars in Millions, except where noted)	FY 2017 Annualized CR	FY 2018 President's Budget	FY 2018 +/- FY 2017
Research Project Grants	\$17,927.331	\$14,188.712	-20.9%
Competing Average Cost (in thousands)	\$484.800	\$389.436	-19.7%
Number of Competing Awards (whole number)	8,974	7,326	-18.4%
Estimated Competing RPG Success Rate (absolute rate)	17.1%	13.7%	-19.9%
Research Centers	\$2,496.279	\$2,079.715	-16.7%
Other Research	\$2,151.400	\$1,731.883	-19.5%
Training	\$843.291	\$737.508	-12.5%
Research & Development Contracts	\$2,911.704	\$2,489.201	-14.5%
Intramural Research	\$3,672.888	\$3,064.128	-16.6%
Research Management and Support	\$1,718.144	\$1,576.596	-8.2%
Common Fund (non-add)	\$674.355	\$454.423	-32.6%
Buildings & Facilities Appropriation	\$128.618	\$98.615	-23.3%
Other Mechanisms <sup>1</sup>	\$743.687	\$953.352	28.2%
<b>Total, Program Level<sup>2</sup></b>	<b>\$32,593.342</b>	<b>\$26,919.710</b>	<b>-17.4%</b>

<sup>1</sup> Includes Office of the Director-Other and Superfund Research activities funded from the Interior appropriation.

<sup>2</sup> Includes discretionary budget authority received from Labor/HHS appropriations (ICs) and the Interior appropriation (Superfund). Also includes mandatory budget authority derived from the Special Type 1 Diabetes account and Patient-Centered Outcomes Research Trust Fund (PCORTF), and Program Evaluation Financing.

## FY 2018 NIH Budget



## Funding Levels by Fiscal Year

### FUNDING HISTORY

Fiscal Year	Amount <sup>1</sup>
2014 <sup>2</sup>	\$30,061,862,000
2015 <sup>3</sup>	\$30,311,349,000
2016 <sup>3</sup>	\$32,311,349,000
2017 Annualized CR <sup>4</sup>	\$32,593,341,000
2018 Budget Request <sup>5</sup>	\$26,919,710,000

<sup>1</sup> Appropriated amounts include discretionary budget authority received from both Labor/HHS appropriations that fund ICs as well as the Interior, Environment & Related Agencies appropriation that supports NIH Superfund Research activities. Includes mandatory budget authority derived from the Special Type 1 Diabetes account, and from Patient-Centered Outcomes Research Trust Fund in FY 2018; also includes NLM Program Evaluation (\$8.20 million) in FY 2014, and NIGMS Program Evaluation financing of \$715 million in FY 2015, \$780 million in FY 2016, FY 2017, and FY 2018.

<sup>2</sup> FY 2014 appropriation includes the effect of Secretary's Transfers, and it also reflects sequestration of the mandatory funding for Type 1 Diabetes.

<sup>3</sup> Excludes Ebola-related and Zika-related supplemental appropriation.

<sup>4</sup> Includes funding authorized by the 21st Century Cures Act, and also reflects sequestration of the mandatory funding for Type 1 Diabetes.

<sup>5</sup> Reflects consolidation of the Agency for Healthcare Research and Quality within NIH as the National Institute for Research on Safety and Quality, and elimination of the Fogarty International Center.