

## Who Should Exhibit

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

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

As an exhibitor, you'll be among the industry's leading names! Here is a sampling of the 2009 exhibitors. . .

Active Motif	Invitrogen
Alert Scientific, Inc.	ISC BioExpress
American Bioanalytical	LabNewEngland
Applied Biosystems	Labrepco
Beckman Coulter	Lonza
Biodirect	MBL International
BioHit	Miltenyi Biotec
Bio-Rad Laboratories	National Diagnostics
Boston BioProducts	New England Biolabs
Carestream Molecular Imaging	OriginLab
Cell Essentials	Pall Lite Sciences
Cell Signaling Technology	Primm Biotech
Charles River Laboratories	QIAGEN
Corning Life Sciences	R & D Systems, Inc.
Drummond	Research Products Int'l. Corp.
Eppendorf	Sarstedt
Fitzgerald Industries	Sigma Aldrich
GE Healthcare	Thermo Scientific
Greiner Bio-One	USA Scientific
Harvard Apparatus	VWR International
Idea Scientific	Wako Chemicals
Inotech Biosystems	Worthington Biochemicals

*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 register online please  
visit our website at  
[www.gtpmgt.com](http://www.gtpmgt.com)**

*You are invited to  
exhibit at the . . .*

# **2010 Biomedical Research Equipment and Supplies Exhibit at Harvard Medical School**

*Sponsored by :*

**Technical Sales Association**  
A NETWORK FOR ADVANCING TECHNICAL SALES

*in cooperation with the*  
**New England Scientific  
Manufacturers Association**

**September 22-23, 2010  
Harvard Medical School  
Boston, MA**

## The 2010 Biomedical Research Equipment and Supplies Exhibit at Harvard Medical School

*The single most effective forum to reach the Harvard research community.*

The Technical Sales Association, a nationwide member-led organization in cooperation with the New England Scientific Manufacturers Association, invites you to exhibit in the 2010 Biomedical Research Equipment and Supplies Exhibit at Harvard Medical School.

This outstanding event hosted every year by Harvard Medical School and Harvard University Office of Procurement offers you a unique opportunity to meet decision-makers from the Harvard scientific community and surrounding research institutions. The central location of the courtyard at Countway Plaza behind the Warren Alpert Research Building affords maximum visibility and convenient access for the more than 1,000 purchasing agents, primary investigators and the laboratory staffs from over 18 teaching hospitals and 50 clinical departments who are expected to attend. These decision-makers from numerous disciplines will come from the area's most prestigious research institutions including: Harvard University and its Medical School, Dental School and School of Public Health, as well as affiliate hospitals, including Brigham and Women's Hospital, Dana-Farber Cancer Institute, Beth Israel Hospital and Children's Hospital. Researchers and health-care related professionals from area educational institutions including MIT, Tufts, and Boston University will also be invited.

In fiscal year 2009, total sponsored research and training dollars total \$238 million. The 2010 Biomedical Research Equipment Exhibit at Harvard Medical School is your most direct and cost-effective way to gain a share of this valuable market.

Participation is limited. With high vendor demand to exhibit, each participating firm will be limited to a maximum of 2 booths. Tremendous interest from both TSA and NESMA members promises another sell-out event. **Wide-reaching promotion throughout the Harvard campus and neighboring facilities will ensure an equally tremendous attendance. To enhance the quantity and quality of attendees in 2010, we will distribute and hang signage throughout the HMS/Longwood campus research facilities. In addition, we are planning new sponsorship opportunities for 2010 exhibiting companies.**

Don't miss this valuable opportunity to reach the entire Harvard research community in only 2 days – a marketing event unmatched in the New England area.

## Exposition Facts

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### Location:

Exhibit Tent at Countway Plaza  
Harvard University Medical School  
Boston, MA

### Installation:

Tuesday, September 21  
10:00 a.m. - 7:00 p.m.

**NOTE: THERE WILL BE NO FREIGHT OFFLOADING ON WEDNESDAY, SEPTEMBER 22, PRIOR TO THE EXHIBIT'S OPENING AND NO DIRECT SHIPMENTS WILL BE ALLOWED ON-SITE. ALL SHIPMENTS MUST BE SENT TO OUR EXPOSITION CONTRACTOR.**

## Exposition Hours\*

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### Wednesday, September 22

10:00 a.m. - 3:30 p.m.

### Thursday, September 23

10:00 a.m. - 3:00 p.m.

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

### Dismantle:

Thursday, September 23  
3:00 p.m. - 6:00 p.m.

\*Exhibit schedule preliminary, subject to change.

### Booth Size:

5' x 8'

### Booth Rate:

\$750 for Corner Booth;  
\$725 for Non-Corner Booth. Space is limited. Multiple booths are based on single unit booth rate. Multiply single booth rate by total number of booths requested.

## Booth Rate Includes

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- 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 (if required) - 1.5 amp **maximum** per booth\* – **only essential to product demonstration\*** (does not include extension cords or outlets)
- Overnight general security guard 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/services.

*\*Electrical power is limited. Maximum 1.5 amps available to each booth. No auxiliary generators permitted.*

### NOTE:

**Space is allocated on a first-come, first-served basis. Applications not accompanied by full payment will not be assigned space. If requesting multiple spaces, full payment must be enclosed. To exhibit, at least one individual from each exhibiting firm must be a member of TSA or NESMA.**

Applications may be submitted online with Visa, MasterCard, or AMEX. Please visit our website to take advantage of this opportunity.

[www.gtpmgt.com](http://www.gtpmgt.com)

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Official Exposition Contractor:  
Freeman Decorating Company  
1515 Washington Street  
Braintree, MA 02184

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