Pittcon 2019
Exhibitor Luncheon Meeting
March 1, 2018
Pittcon 2019

- March 17 – 21, 2019
- Pennsylvania Convention Center
  - Philadelphia, PA
  - Site of Pittcon 2013
Why Philadelphia?

- 5,250 chemists employed in Pennsylvania
- Another 11,000 within a 100 mile radius of Philadelphia.
- Pennsylvania is the third largest state in the employment of chemists
- Over 40 colleges and universities within a 50 mile radius of Philadelphia with a chemistry program,
- More than 130 schools within a 100 mile radius.
Pittcon 2019 Team

• Philadelphia Convention and Visitors Bureau
  ▫ Pat Kraft Hipl – Executive Director, Citywide Sales
  ▫ Philomena Petro – Vice President of Convention Services

• Pennsylvania Convention Center
  ▫ Mary Ann Torres – Director of Business Analysis

• Pittsburgh Conference Committee
Philadelphia Super Bowl Parade
February 8, 2018
Brookings Institute
Named Philadelphia
A “Knowledge Capital”

Condé Nast Traveler named Philadelphia the second best shopping city in the world in 2015, signaling Philadelphia’s growing stature as a retail destination.
NEW OUTDOOR SPACE
Dilworth Park
Connecting the PA Convention Center
to Rittenhouse Hotels

NEW SHOPPING VENUES
Nordstrom Rack, Century21 & East Market
160,000 square feet of stores and restaurants
EAST MARKET DEVELOPMENT

Between 11th and 12th on Market Street

- Residential Towers
- Retail Space
- Restaurants
- Q3 2017 Opening
NEW URBAN BEACH
Spruce Street
Harbor Park

- Floating beer garden and restaurant
- Food concepts from Sbraga, Garces and Solomonov
PHILADELPHIA FROM NEW HEIGHTS

One Liberty Observation Deck

- 57th Floor – 883’ feet up
- 360 degree views
MUSEUM OF THE AMERICAN REVOLUTION

Opening 2017

• Original Artifacts
• Immersive Galleries
• Dynamic Theaters
Steven Starr
Jose Garces
BYOB's
Local Flavor
READING TERMINAL MARKET

- Established in 1892
- 78,000 square feet
- 80 Merchants
- Event Venue
Exhibiting at the Pennsylvania Convention Center
A BETTER PLACE TO DO BUSINESS!
Mary Ann Torres
Director, Business Analysis
mtorres@paconvention.com  215-418-4785

March 18-21, 2019
MAJOR CHANGES SINCE 2013

• 2013 - SMG awarded contract for Operations Management
• 2014- New Customer Satisfaction Agreement
• Expanded Exhibitor Rights
• Created Contractor Services Department
• Lighting & Rigging Services
• Billing Transparency
• Added two key customer-centric positions:
  Director of Business Analysis & Guest Experience Director
• Floor Manager Program
NEW LABOR AGREEMENT

- 10-year term with four signatory partner unions:
- More streamlined and efficient jurisdictions
- Skilled and capable workforce

ELECTRICIANS
Increased Scope

LABORERS
Increased Scope

RIGGERS
No Change

STAGE HANDS
Increased Scope
Benefits to PITTCNON Exhibitors

• Greatly expanded Exhibitor Rights with more favorable rules for Exhibitors, Contractors and EACs.
• A more consistent & proficient labor pool.
• Exhibitor Webinars and access to answers prior to arrival.
• A pleasant, more efficient and enjoyable place to meet and work!
All Booths

Product and Literature:

Open boxes, stock shelves, set up, plug in, hang up, and freely distribute your non-bulk products/literature within your booth or show space.

Loading Dock & Personally Owned Vehicles

Drive your non-commercial vehicle near our docks to unload.

Use your own dollies, luggage carriers, non-hydraulic carts, and two-to-four wheel hand trucks.
Booths 600 square feet or less:

Power Tools
Use your own power tools and ladders (up to 6 feet) to set up and tear down exhibits.

Install signage and floor coverings in booths.

Install and remove non-rented and non-public AV equipment in booths.
Computers:

- Exhibitors may set up and connect computers and all computer components and any required low voltage power supply equipment for non-public use.
- Apply to computers and computer components that are owned by the exhibitors and are not supplied by a rental company.
- Rental computers would require set up and removal by a composite call (Stagehand/Electrician).
See you in Philadelphia!

PITTCON®
CONFERENCE & EXPO
March 17-21, 2019
Pittcon 2019

- March 17 – 21, 2019
- Pennsylvania Convention Center
  - Philadelphia, PA
  - Site of Pittcon 2013
- Three Day Exhibition
- Short Courses on the Opening Weekend

The Visible Difference in Laboratory Sciences
Pittcon 2019 Committee Leadership

- President: Chuck Gardner (gardnerc@Pittcon.org)
- Vice-President: Jane Chan (chan@Pittcon.org)
- Expo Chair: Geoff White (white@Pittcon.org)
- Program Chair: Heather Juzwa (juzwa@Pittcon.org)
- Registration Chair: Karen Johnson (johnsonk@Pittcon.org)

23 Additional Chairs Leading the Various Operational Aspects of Pittcon 2019
And
A Dedicated 12 Person Office Staff
Pittcon 2019 Goal: Drive Attendance by Scientists from Global Philadelphia

- Eastern PA, MD, NC, NJ, NY, VA
- New England
- Government and Academic Labs
  - Washington, DC
  - Baltimore, MD
Spread the Word about Pittcon 2019

- Pittcon has Engaged Slice Communications as its Local Public Relations Partner
- Pittcon is Leveraging its Relationships with Local Technical Societies to Let Their Members Know We’re Coming in 2019
  - Local American Chemical Society Sections
  - Chromatography Forums in the Area
  - Society for Applied Spectroscopy Local Sections
- Developing and Working Contacts at Key Area Universities
- And that’s just the start...
Pittcon 2024

The Site of Pittcon 2024 has been moved from Chicago, IL to San Diego, CA

- February 25-29, 2024
- In Response to Requests for New Venues More Centrally Located to Researchers in the Life Sciences and Biotechnology
- First Year on the West Coast
After Pittcon 2027

• Pittcon 2028 – Boston, MA   February 20 -24, 2028
• Pittcon 2029 – Philadelphia, PA  March 11-15, 2029
• Pittcon 2030 – San Diego, CA  February 24-28, 2030
# Pittcon: The Next 11 Years

<table>
<thead>
<tr>
<th>Year</th>
<th>Location</th>
<th>Week of</th>
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<tr>
<td>2019</td>
<td>Philadelphia, PA</td>
<td>March 17, 2019</td>
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<tr>
<td>2020</td>
<td>Chicago, IL</td>
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See You at Pittcon 2019!
March 17 - 21, 2019