“The interdisciplinary nature of this meeting is invaluable. Its focus on new staging, current practices and future treatments was wonderful.”
— 2018 Multidisciplinary Head and Neck Cancers Symposium attendee

Why exhibit?

95% of 2018 Symposium attendees said they would recommend this meeting to their colleagues.

Join us as an exhibitor and connect with the multidisciplinary leaders in the field of head and neck cancer treatment:

- Gain exposure to hundreds of health care professionals from all disciplines involved in cancer care.
- Introduce your new products to this engaged audience of committed specialists.
- Meet the key people from medical, radiation and surgical oncology treatment teams.
- Interact with attendees during dedicated exhibit hours and develop valuable sales leads.

“This meeting is large enough to include a critical mass of surgeons, radiation oncologists and medical oncologists, but small enough to allow optimal networking.”
— 2018 Symposium attendee

www.headandnecksymposium.org
2018 Head and Neck Registration Statistics

<table>
<thead>
<tr>
<th>Type</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Members</td>
<td>560</td>
</tr>
<tr>
<td>Non Members</td>
<td>286</td>
</tr>
<tr>
<td>Other</td>
<td>69</td>
</tr>
<tr>
<td>Exhibitors</td>
<td>53</td>
</tr>
</tbody>
</table>

Total Attendance: 968

2018 Attendance by Registration Type

- Exhibitors: 6%
- Professional: 94%
Attendance by Occupation

- Physician Assistant: 1%
- Medical Oncologist: 15%
- Nurse: 2%
- Nurse Practitioner: 2%
- Radiation Oncologist: 34%
- Clinical Oncologist: 3%
- Other: 20%
- Surgical Oncologist: 10%
- Resident/Fellow: 10%
- Student: 3%
- Other: 20%

Attendance by Primary Employer

- Private Practice/Community Based System: 15%
- Government Public Sector: 7%
- Independent Contractor/Locum Tenens: 12%
- Industry: 14%
- Academic/University System: 46%
- Other: 6%
Registration Profile

Attendance by Professional Activity

- Clinical Patient Care: 58%
- Basic Science Research: 15%
- Clinical Trials: 13%
- Other: 9%
- Outcomes and Health Services Research: 4%

Attendance by Practice Location

- Hospital: 68%
- Free Standing/Satellite Clinic: 14%
- Other: 18%

Years in Practice

- 1-4 Years: 29%
- 5-10 Years: 25%
- 11-19 Years: 20%
- 20 or More: 26%
United States Attendance

Domestic (U.S. only) 86%
International 14%

International Attendance

ARGENTINA
AUSTRALIA
BELGIUM
BRAZIL
CANADA
CHINA
COSTA RICA
DENMARK
FRANCE
GERMANY
INDIA
JAPAN
MEXICO
NETHERLANDS
NEW ZEALAND
PHILLIPINES
POLAND
SAUDI ARABIA
SINGAPORE
SPAIN
SWEDEN
SWITZERLAND
TAIWAN
UNITED KINGDOM

Total International Attendance: 14%
EXHIBIT HALL RATES

**Exhibit Fee:** $4,000 per tabletop exhibit

**Exhibit Fee Includes:**

- Post-show attendee list  
  *Please note that exhibitors will be required to sign a licensing agreement prior to obtaining the list and eligibility requirements apply.*
- Participation in the Passport to Prizes Program
- Exhibitor listing on the final program
- Two exhibitor registrations  
  *Additional exhibitor registrations are available for purchase.*
- One 6 foot draped table with two chairs
- Access to educational programs on a space available basis  
  *Please note exhibitors are not eligible to receive continuing medical education credit.*
- Meals for exhibit personnel in Exhibit Hall

**Cancellation**

- 100 percent of the total booth fee will be retained for cancellations.
- All cancellations must be made in writing to ASTRO.

**Symposium Show Management**

- Exhibit fees are not transferable to another meeting.
- Failure to make payment does not release the exhibitor from any contractual financial obligation.

**SPACE ASSIGNMENT**

Space will be assigned on a first-come, first-served basis with preference being given to meeting supporters, ASTRO Ambassadors and ASTRO Corporate Members.

**PRESHOW ATTENDEE MAILING LIST**

Promote your participation at the 2020 Multidisciplinary Head and Neck Cancers Symposium to registered attendees. Rent the preshow attendee mailing list for only $500! The preshow list will be sent no earlier than four weeks prior to the meeting. All orders require a sample of the printed material to be mailed. To order the list, please check the preshow attendee mailing list box on Application and Contract for Exhibit Space.

**SPONSORSHIP OPPORTUNITIES**

Don’t miss out on our highly visible sponsorship opportunities to further enhance your company’s presence and extend your branding and marketing well beyond the 2020 Multidisciplinary Head and Neck Cancers Symposium. To view the offerings check out Sponsorship Opportunities. You can reach a member of our Corporate Relations Department via email corporaterelations@astro.org or call 703-839-7342.

EXHIBIT ELIGIBILITY

Show Management views the Exhibit Hall as an integral part of the educational and scientific program. Qualified exhibitors are limited to firms, organizations and agencies whose exhibits promote an awareness of products, technologies and services that are recognized and approved by Show Management as being in harmony with, and supportive of, the objectives of the Multidisciplinary Head and Neck Cancers Symposium. Show Management has the sole right to determine the final eligibility/qualification of any firm, organization, agency or product for inclusion in the Exhibit Hall. Rulings of Show Management shall, in all instances, be final with regard to allowed use of exhibit space.

Exhibitors may not assign, sublet or apportion to others the whole or any part of the space to which they are allocated. Only those products and/or services that are manufactured or distributed by your company may be displayed in the Exhibit Hall.

TERMS OF PAYMENT AND CANCELLATION

**Payment**

- All applications for exhibit space must include full booth payment.
- No booth space will be assigned until all conditions are met.
General Information

KEY CONTACTS

EXHIBIT SALES
John Barrett
703-654-6490
john.barrett@spargoinc.com

EXHIBIT MANAGEMENT
Shirley Harris
703-631-6200
shirley.harris@spargoinc.com

MEDIA RELATIONS
703-286-1600
press@astro.org

MEETING INFORMATION
Sara Mansoor
703-839-7386
sara.mansoor@astro.org

Nicki Froats
703-839-7390
nicole.froats@astro.org

HOUSING
1-800-541-6058
headandneckhousing@spargoinc.com

REGISTRATION
1-800-541-6058
headandneckreg@astro.org

SPONSORSHIP OPPORTUNITIES
703-839-7342
corporaterelations@astro.org

EXHIBIT HALL HOURS

Wednesday, February 26, 2020
Exhibit Setup 4:00 p.m. – 7:00 p.m.

Thursday, February 27, 2020
Breakfast 7:00 a.m. – 8:00 a.m.
Morning Break 10:15 a.m. – 10:45 a.m.
Lunch 12:15 p.m. – 1:15 p.m.
Afternoon Break 2:45 p.m. – 3:15 p.m.
Poster Session and Reception 4:15 p.m. – 5:15 p.m.

Friday, February 28, 2020
Breakfast 7:00 a.m. – 8:00 a.m.
Morning Break 10:15 a.m. – 10:45 a.m.
Lunch 12:15 p.m. – 1:15 p.m.
Afternoon Break 2:45 p.m. – 3:15 p.m.
Exhibit Teardown 3:30 p.m. – 5:30 p.m.

Schedule subject to change.

IMPORTANT DATES

Mid- August
Service Manual Available through the Exhibitor Resource Center

January 3, 2020
Exhibitor Listing Deadline

February 4, 2020
AV Discount Deadline

Booth furnishings and shipment discount deadline

February 7, 2020
Confirm participation in Passport to Prizes program

February 14, 2020
Exhibitor Personnel and Sponsor Registration Deadline

February 26, 2020
Tabletop Display setup from 4:00 p.m. – 7:00 p.m. Booths must be set by 7:00 p.m.

February 27, 2020
Exhibit Hall opens at 7:00 a.m.

February 28, 2020
Dismantle begins at 3:30 p.m. and must be completed by 5:30 p.m.

PASSPORT TO PRIZES PROGRAM

Participate in our Passport to Prizes Program! This program is designed to give attendees incentive for visiting each participant’s booth. Make the most out of your exhibiting experience by giving attendees another reason to swing by!

For more information about this program and how to participate please visit headandnecksymposium.org/hn20passportprogram.