



2008 FAH

Public Policy Conference and Business Exposition

March 2-5 Washington, D.C.



**SPEAKER
UPDATE**

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Who Should Attend?

- Hospital CEOs
- Hospital Management Company Senior Management
- National or Corporate Accounts
- Field or Specialty Sales
- Health Care Policy Personnel
- Group Purchasing Executives
- Government Affairs Personnel
- Health Care Managers
- Financial Managers
- Purchasing Officers
- Materials Managers
- Public Affairs Officers
- Managed Care Executives
- Health Care Attorneys
- Health Industry Analysts and Consultants
- IDN Executives
- Representatives of Hospital Supplier / Manufacturer / Distributor Companies
- Vice Presidents of Sales and/or Marketing

About FAH

The Federation of American Hospitals ("FAH") is the national representative of investor-owned and managed community hospitals and health systems throughout the United States. Its membership includes companies or other organizations involved in the delivery of health care services that share a common philosophy of providing high quality, affordable health care through free enterprise.

The basic mission of the Federation is to represent the investor-owned hospital industry before the decision makers of government, business, labor, and society in general; to foster the public good through the creation and delivery of quality health care for all people; and to support the efforts of its members in expanding their ever increasing roles and responsibilities in meeting community health needs.

Why You Should Attend?

- ◆ Join leaders of the U.S. health care system at one of the nation's top health care meetings.
- ◆ Interact with the nation's health policy leaders, top executives from multi-hospital systems, group purchasing organizations, integrated delivery network organizations, and executives from the nation's leading health care suppliers.
- ◆ Hear the leading experts discuss the future direction of health care.
- ◆ Position yourself and your organization to take advantage of the challenges and opportunities that lie ahead.
- ◆ Learn first hand from leading policy makers in government, Congress and the health care industry what you can do to make your hospital system a winner.
- ◆ Capitalize on the networking opportunities with your peers.

Speakers

OPENING SESSION

Tony Snow
Former White House
Press Secretary



PLENARY SESSION

U.S. Senator Orrin G. Hatch (R-UT)
Finance Committee
Health, Education, Labor and Pensions Committee
Judiciary Committee
Select Intelligence Committee
Joint Taxation Committee



CMS UPDATE BREAKFAST

Kerry Weems
Administrator
Centers for Medicare and Medicaid Services



PLENARY SESSION

Keith Hennessey
Assistant to the President for Economic Policy
and Director of the National Economic Council
The White House



PRESIDENT'S REPORT TO GENERAL MEMBERSHIP

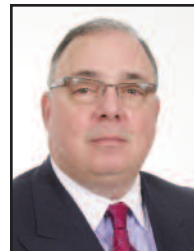
Charles N. Kahn III
President
Federation of American Hospitals



BOARD OF GOVERNORS AND GENERAL MEMBERSHIP MEETING

2007-2008 FAH CHAIRMAN

Keith Pitts
Vice Chairman
Vanguard Health Systems



SPECIAL SESSION - UNINSURED HEALTH REFORM PANEL

HEALTH REFORM AND CAPITOL HILL: LOOKING BACK TO LOOK FORWARD

This session is closed to Press

Moderator:

Charles N. Kahn III
President, Federation of American Hospitals

Panelists:

David Abernethy
Senior Vice President Operations
HIP Health Plan of New York

Sheila Burke
Research Fellow, Malcolm Wiener Center for Social Policy
and
Faculty Member, John F. Kennedy School of Government
Harvard University

Megan Hauck
Health Policy Director
Office of Senator Mitch McConnell (R-KY), Minority Leader

Wendell Primus
Senior Policy Advisor
Congresswoman Nancy Pelosi
Democratic Leader

PLENARY SESSION PANEL

HEALTH POLICY AND THE PRESIDENTIAL CANDIDATES: WHERE WILL THEY STAND?

Moderator:

Charles N. Kahn III
President
Federation of American Hospitals

Panelists:

Joseph R. Antos
Wilson H. Taylor Scholar in Health Care and Retirement Policy
American Enterprise Institute

Kenneth E. Thorpe, Ph.D.
Robert W. Woodruff Professor and Chair
Emory University Rollins School of Public Health

Tentative Schedule (dated January 19, 2008)

schedule subject to revision

SUNDAY, MARCH 2

- 4:00 pm - 5:30 pm Buyer / Supplier Orientation
5:30 pm - 6:30 pm New Contracted Supplier Reception (By Invitation Only)
7:00 pm - 8:00 pm Welcome Reception* (All Attendees)

MONDAY, MARCH 3

- 8:15 am - 9:15 am Opening Session* (All Attendees)
9:15 am - 10:00 am Buyer / Supplier Private Business Meetings
10:00 am - 12:00 pm Buyer Exposition I (Blue, White and Yellow Badges A-I)
(Contracted Suppliers with Yellow Badges visit Buyer Service Centers)
10:15 am - 11:15 am Session on Uninsured Health Reform
11:15 am - 12:00 pm Board of Governors / General Membership Meeting
Speakers: **Charles N. Kahn III**, FAH President "President's Report to General Membership"
Keith Pitts, 2007 FAH Chairman
12:00 pm - 6:00 pm FAH Committee Meetings
12:00 pm - 1:30 pm Buyer / Supplier Private Business Meetings
1:30 pm - 3:30 pm Capital Equipment Workshop
1:30 pm - 3:30 pm Pharmaceutical Workshop
3:30 pm - 5:30 pm Buyer Exposition II (Blue, White and Green Badges J-Z)
(Contracted Suppliers with Green Badges visit Buyer Service Centers)
6:00 pm - 7:00 pm Buyer / Supplier Reception* (All Attendees)

TUESDAY, MARCH 4

- 7:30 am - 8:15 am FAH Committee Meetings
7:30 am - 8:30 am Buyer / Supplier Private Business Meetings
8:30 am - 11:00 am Plenary Session* (All Attendees)
11:15 am - 12:30 pm Committee Chair / FAH Chair Luncheon Meeting
11:15 am - 1:00 pm Attendee Luncheon* (All Attendees)
11:15 am - 1:00 pm Pharmaceutical Luncheon Seminar
11:15 am - 1:30 pm Buyer / Supplier Private Business Meetings
12:30 pm - 1:30 pm Executive Committee Meeting
1:30 pm - 3:30 pm Supply Chain Forum Workshop (formerly Medical / Surgical Workshop)
2:00 pm - 5:00 pm Board of Directors Meeting
3:45 pm - 5:00 pm Buyer Exposition III (Blue, White, Green and Yellow Badges)
(Contracted Suppliers with Green and Yellow Badges visit Buyer Service Centers)
6:00 pm - 6:30 pm Sponsor / Board of Directors Reception (By Invitation Only)
(Platinum, Gold, Silver and Bronze Sponsorship Levels Only)
6:30 pm - 8:30 pm Chairmen's Reception / Dinner* (All Attendees)

WEDNESDAY, MARCH 5

- 8:30 am - 10:00 am CMS Update Breakfast* (All Attendees)

Conference Sponsors

FAH wishes to thank the following companies for their generous support on behalf of this conference. We gratefully acknowledge their contributions to the enhancement of the educational programs.

Platinum Level Sponsor

The Max and The Journal of Healthcare Contracting

Gold Level Sponsor

McKesson Corporation

Silver Level Sponsor

Baxter Healthcare Corporation
Merck & Co., Inc.
Press Ganey Associates, Inc.
Siemens Healthcare Diagnostics

Bronze Level Sponsor

Broadlane
Foley & Lardner
GE Healthcare
GlaxoSmithKline
Johnson & Johnson Health Care Companies, Inc.
Toshiba America Medical Systems, Inc.
Trane

Patron Level Sponsor

Abbott
Ansell Healthcare
C. R. Bard, Inc.
Cardinal Health
Cintas Corporation
ELA Medical, Inc.
Hill-Rom Company, Inc.
KCI USA, Inc.
Masterplan Inc.
Medical Strategies International, LLC
Medline Industries, Inc.
Riverain Medical Group
Roche Diagnostics



Buyer / Supplier Orientation Session

Sunday, March 2, 2008
4:00 PM - 5:30 PM

All first-time attendees are encouraged to attend this Orientation Session and tour of the Exposition floor.

Buyer and Supplier company representatives will not want to miss this step-by-step overview of the Public Policy Conference and Business Exposition. Hear tips and suggestions from buyer and supplier representatives. The Orientation Session also includes an exclusive tour of the Exposition floor for first-time attendees.

This is your opportunity to become familiar with the program and gain insights to maximize your time during the Public Policy Conference and Business Exposition. Discover the many benefits you will gain from your participation in plenary sessions, workshops, and special events. This session will set the stage so you'll make the most of the next few days of quality education and networking opportunities.

Welcome

Bonnie Money Penny

Senior Vice President, Administrative Services
Federation of American Hospitals

Overview and Value of Conference/Exposition

Ken Kuiper

President
Medical Contracting Strategies, Inc.
Chairman, FAH Marketing Sub-Committee

Overview to focus on purpose of FAH Public Policy Conference and Business Exposition with brief summary of meeting schedule.

Buyer Perspective

Cathy Florek

Assistant Vice President, National Agreements
HealthTrust Purchasing Group

Large Supplier Perspective

Kevin Burns

Vice President, Corporate Accounts
Siemens Healthcare Diagnostics

Small Supplier Perspective

Roger Biles

Chief Executive Officer
SourceMark, LLC

Allen Hughes

Vice President of Healthcare Solutions
SourceMark, LLC

Sophomore Attendee Perspective

Heather Schram

Corporate Health Systems Manager
Meridian Bioscience, Inc.

A 2007 1st time attendee shares experiences and tips.

The Buyer and Supplier panelists will highlight success stories from past FAH Business Expositions and provide tips for achieving success at the 2008 Business Exposition. The Sophomore Attendee panelist will discuss the experiences of a 1st time attendee in 2007 and what will be done differently as a 2nd time attendee in 2008.



Educational Workshops

CAPITAL EQUIPMENT WORKSHOP

Monday, March 3, 2008

1:30pm - 3:30pm

TOPIC:

**Survivor's Guide to Capital Equipment
... Driving Decisions in Today's Healthcare World**

OBJECTIVE:

This workshop will focus on key trends and aspects that impact capital equipment expenditures across different perspectives within healthcare systems. The program will include a brief overview presentation of trends in capital equipment today that impact capital equipment and buying strategies. The workshop will also provide the opportunity to better understand the processes and best practices different healthcare systems being represented follow...whether GPO or system contracting, aggregation or other methods in different areas in procuring capital equipment. The panelists will address questions that meet the objective of the workshop, as well as answer questions from the audience.

MODERATOR:

James L. Field, MBA, DBA
General Manager
Research and Strategy Consulting
The Advisory Board Company

PANELISTS:

Jocelyn Bradshaw
Vice President Capital Equipment Services
Operations Department
Broadlane

Martin McIntire
Vice President
RTKL Associates Inc.
Healthcare Technologies

Mark Miriani
President
MedAssets Supply Chain Systems

John A. Orsini, CPA
CHW Vice President Financial Operations
Catholic Healthcare West

Marc Probst
Chief Information Officer
Intermountain Healthcare

Don Weller
Director of Capital Equipment Program Operations
Catholic Health Initiatives

PHARMACEUTICAL WORKSHOP

Monday, March 3, 2008

1:30pm - 3:30pm

TOPIC:

How is Patient Safety a Pharmaceutical Industry Issue?

MODERATOR:

Philip L. Perry, R.Ph.
National Account Director
Merck & Co., Inc., and
Chairman, FAH Pharmacy Sub-Committee

SPEAKER:

Michael R. Cohen, RPh, MS, ScD, FASHP
President
Institute for Safe Medication Practices

Q&A

TOPIC:

Supply Chain Management in an IDN World

PANELISTS:

- Custom IDN: **Jon LaKamp, PharmD**
Director, Clinical Pharmacy
Resource Optimization & Innovation (ROi)
- Straight GPO: **Steven Pitzer**
System Director,
Supply Chain Management
CHRISTUS Health
- Within GPO: **Brent T. Johnson**
Vice President,
Supply Chain Organization and
Chief Purchasing Officer
Intermountain Healthcare

Q&A

Educational Workshops

PHARMACEUTICAL LUNCHEON SEMINAR

Tuesday, March 4, 2008
11:30am - 1:00pm

TOPIC:

TBD

SPEAKERS:

TBD

SUPPLY CHAIN FORUM WORKSHOP (formerly Medical / Surgical Workshop)

Tuesday, March 4, 2008
1:30pm - 3:30pm

TOPIC:

- GPO Senior Executives Address Key Industry Topics
- Custom and IDN Contracting
- GPO Consolidation
- Physician Preference Contracting
- Pricing Transparency
- GPO Pricing Philosophy

MODERATOR:

Mark McKenna
Partner
Healthcare Supplier-Provider Institute

PANELISTS:

Mike Alkire
President
Premier Purchasing Partners, LP
Premier, Inc.

Rand A. Ballard
Executive Vice President,
Chief Operating Officer and
Chief Customer Officer
MedAssets, Inc.

Todd Ebert
President and Chief Executive Officer
Amerinet, Inc.

James A. Fitzgerald
President and Chief Executive Officer
HealthTrust Purchasing Group

Charles E. Saunders, M.D.
Chairman and Chief Executive Officer
Broadlane

Joellyn Willis
President
Novation, LLC



2008 Participating Buying Groups

Take advantage of a unique opportunity for meaningful interaction with the purchasing decision-makers from key hospital systems, group purchasing organizations (GPOs), and integrated delivery networks (IDNs).

Amerinet, Inc.
 Ascension Health
 Baylor Health Care System
 Bon Secours Health System Inc.
 Broadlane
 Catholic Health Initiatives
 Child Health Corp of America
 Community Health Systems, Inc.
 Consorta, Inc.
 Cooperative Services of Florida
 & LeeSar Regional Service Center
 Fairview Health Services
 GNYHA Ventures, Inc.
 HCA Hospital Corporation of America
 Healthcare Purchasing Resources
 HealthTrust Purchasing Group
 Innovatix, LLC
 Inquisit
 Intermountain Healthcare
 Kindred Healthcare
 MAGNET Co-op
 Managed Health Care Associates, Inc.
 MedAssets, Inc.
 Novation, LLC
 OSF Healthcare System
 PharMerica, Inc.
 Premier, Inc.
 Provista
 Resource Optimization & Innovation
 Sisters of Mercy Health System
 Sisters of St. Francis Health Services, Inc.
 Tenet Healthcare Corporation
 Universal Health Services, Inc.
 VA National Acquisition Center
 Virginia Mason Medical Center
 WNC Health Network
 Yankee Alliance

2008 Participating Suppliers

The companies listed are registered for the 2008 FAH Business Exposition.
Is your company on this list? Is your competition listed?
 Don't miss this opportunity for exceptional networking with health care buyers!
Send in your 2008 Supplier Company Registration Contract now!

For more information, call Bonnie Moneypenny 501-661-9555 or e-mail bmoneypenny@fah.org.

Abbott
 Action Bag Company
 Advanced Medical Optics (AMO)
 Aesculap, Inc.
 Agfa HealthCare
 Airgas Puritan Medical
 Air Liquide Healthcare
 Air Products
 American Regent, Inc.
 AmerisourceBergen
 Amico Corporation
 Ansell Healthcare
 APP Pharmaceutical
 Arizant Healthcare
 Astellas Pharma US, Inc.
 Atrium Medical Corporation
 Attends Healthcare Products, Inc.
 (formerly PaperPak)
 B. Braun Medical Inc.
 Bard, Inc. / C. R.
 Baxter Healthcare Corporation
 BD
 Beckman Coulter, Inc.
 Bedford Laboratories
 Bioniche Pharma USA
 Bio-Rad Laboratories
 Boston Scientific Corporation
 Bracco Diagnostics, Inc.
 BREG, Inc.
 BSNmedical
 Canon Medical Systems
 Cardinal Health
 Cardinal Health/Viasys
 Respiratory Care
 Carestream Health, Inc.
 Carroll Hospital Group
 Cincinnati Sub-Zero
 Cintas Corporation
 Coloplast Corporation
 Comprehensive Pharmacy Services
 Compression Therapy Concepts
 CONMED Corporation
 ConvaTec,
 a Bristol-Myers Squibb Company
 Cook Medical
 Corporate Express
 Covidien (formerly Tyco)
 Crothall Services Group
 Datascope Corporation
 DePuy Orthopaedics
 DeRoyal Industries
 Dial Corporation (a Henkel Company)
 Diversified Clinical Services
 DJO
 Donovan Industries, Inc.
 Draeger Medical, Inc.
 Dukal Corporation
 Edwards Lifesciences
 Eli Lilly and Company
 Encompass Group, LLC
 Energizer
 ENSERV
 Enturia
 EZ Way, Inc.
 EZEM, Inc.
 Ferris Mfg. Corp.
 Fisher & Paykel Healthcare
 FONAR Corporation
 Fougera
 Fujifilm Medical Systems USA, Inc.
 G&W Laboratories
 GE Healthcare Clinical Systems
 GE OEC Medical Systems, Inc.
 GeneraMedix, Inc.
 Georgia-Pacific
 Getinge USA, Inc.
 GlaxoSmithKline
 Gore & Associates
 Guaranteed Returns
 HealthCare Links
 Healthpoint, Ltd.
 Henry Schein, Inc.
 Heritage Bag Company
 Herman Miller, Inc.
 Hill-Rom Company, Inc.
 Hitachi Medical Systems America, Inc.
 Huntleigh Healthcare
 ICU Medical
 I-Flow Corporation
 Instrumentation Laboratory
 Inverness Medical Innovations
 JARIT Surgical Instruments
 Johnson & Johnson
 Health Care Companies, Inc.
 Karl Storz Endoscopy-America Inc.
 KCI USA, Inc.
 Kimberly-Clark Health Care
 Laboratory Corporation of America
 Laboratory Supply Company
 Laerdal Medical Corporation
 LaserBand, LLC
 LMA North America, Inc.
 Lumenis, Inc.
 Masimo Corporation
 Masterplan Inc.
 Maximus Medical Products
 McKesson Corporation
 Medastat USA
 Medicare Products
 Medcomp, Inc.
 (Medical Components, Inc.)
 Medical Action Industries, Inc.
 Medical Place, Inc.
 Medical Strategies International, LLC
 Medison America, Inc.
 Medivators
 Medline Industries, Inc.
 MedQuist, Inc.
 Medtronic, Inc.
 Medtronic Spinal and Biologics
 Merck & Co., Inc.
 Merck/Schering-Plough
 Pharmaceuticals
 Meridian Bioscience, Inc.
 Merit Medical Systems, Inc.
 Merry X-Ray Corporation
 Mindray Medical USA Corp.
 Mizuho OSI
 Mölnlycke Health Care
 Nihon Kohden America
 Nikon Instruments, Inc.
 Nonin Medical, Inc.
 OfficeMax
 Olympus America, Inc.
 Omnicell, Inc.
 Omron Healthcare, Inc.
 Owens & Minor
 PDI - Professional Disposables, Inc.
 PDL BioPharma
 Peoplefirst Rehabilitation
 PharmaLink, Inc.
 Pharmion Corporation
 Physician Sales & Service
 Posey Company
 Praxair Healthcare Services
 Press Ganey Associates, Inc.
 Professional Hospital Supply
 Quest Diagnostics
 Quidel Corporation
 Rapid Pathogen Screening, Inc.
 Rauland-Borg Corporation
 Remel (Part of Thomas
 Fisher Scientific)
 Respironics, Inc.
 Richard Wolf Medical
 Instruments Corporation
 Ricoh Americas Corporation
 Riverain Medical Group
 Roche
 RoundTable Healthcare Partners
 RR Donnelley
 Ruhof HealthCare
 S&W Healthcare Corporation
 Sage Products, Inc.
 Sagent Pharmaceuticals, Inc.
 Sammons Preston
 Sandoz, Inc.
 Sanofi-Aventis
 Sheridan Healthcorp, Inc.
 Siemens Healthcare Diagnostics
 Siemens Medical Solutions
 SIZEwise
 Skytron
 Smith & Nephew, Inc.
 Smith & Nephew Wound Management
 Smiths Medical
 SonoSite, Inc.
 SourceMark, LLC
 Spacelabs Healthcare
 St. Jude Medical
 SterilMed
 STERIS Corporation
 Stryker
 Suture Express
 Swann-Morton (Gateway Medical)
 Takeda Pharmaceuticals, Inc.
 Terumo Medical Corporation
 Teva Health Systems
 The Max and The Journal
 of Healthcare Contracting
 The Medicines Company
 The St. John Companies
 TimeMed Labeling Systems, Inc.
 Toshiba America Medical
 Systems, Inc.
 Trane
 TRE, LLC
 Tri-Anim
 TRIMLINE Medical
 Products Corporation
 UDL Laboratories, Inc.
 US Foodservice
 Varian Medical Systems
 Vital Images, Inc.
 Vivosonic, Inc.
 Watson Pharmaceuticals
 Waverley Glen Systems
 Welch Allyn, Inc.
 Zebra Technologies Corporation
 ZOLL Medical Corporation
 Zonare Medical Systems

Business Exposition Information

BUSINESS EXPOSITION FORMAT

A unique executive format designed to offer an exceptional opportunity for quality networking between health care buyers and suppliers. Hospital suppliers visit buyers in their service centers during the two-day exposition portion of the executive business conference in an informal setting that lends itself to an exchange of ideas and opportunities among current and potential business partners. Don't miss this business development opportunity!

SUPPLIER COMPANY REGISTRATION CONTRACTS

The FAH Annual Public Policy Conference and Business Exposition provides the opportunity for one-stop shopping for your company's business requirements, including the unique opportunity for large or small supplier companies to meet and interact with the decision-makers from key health care purchasing groups. **Your company must have a Supplier Company Registration Contract in order for your company representative(s) to register and attend the conference and exposition.**

Please note that Supplier Company Registration Contracts will not be refunded after December 15, 2007.

YOUR COMPANY REGISTRATION INCLUDES:

- Multiple days of interaction at the Buyer Exposition to meet and network with key purchasing executives
- Participation in all plenary sessions and workshops
- Attendance at all social and business functions

FAH Member Supplier Company Registration Contract includes registration for 4 company representatives. FAH Non-Member Supplier Company Registration Contract includes registration for 3 company representatives. For FAH membership information, please contact Melody Durham at (501) 661-9555 or e-mail mdurham@fah.org.

BUYER / SUPPLIER ORIENTATION

Buyer and supplier company representatives will not want to miss this step-by-step overview of the Conference and Business Exposition. Hear tips and suggestions from buyers and suppliers as well as an exclusive tour of the Exposition floor. This is an excellent session for 1st time attendees!

NEW CONTRACTED SUPPLIER AND 1ST TIME ATTENDEE RECEPTION

This reception (by invitation only) is a unique opportunity for 1st time supplier company attendees to meet and network with FAH Exposition Advisory Board members.

COMPLIMENTARY MEETING SPACE AVAILABLE FOR PARTICIPATING COMPANIES

Many companies are choosing to conduct business meetings in conjunction with our annual conference and exposition.

If your company has a company registration and is interested in scheduling a meeting at the Marriott Wardman Park pre or post conference, a complimentary meeting room can be reserved by contacting Bonnie Moneypenny at (501) 661-9555 or via e-mail to bmoneyppenny@fah.org.

Business meeting space is limited and reservations for meeting rooms should be made by January 20, 2008.

Don't miss the opportunity to:

- Visit with representatives from GPOs and IDNs in their respective booths and introduce your products/services;
- Meet one-on-one with key decision-makers;
- Attend educational sessions addressing current issues and trends in today's healthcare market;
- Save weeks of travel time and expense; and,
- Save exhibiting costs for your company

Registration Information

Questions? Call 501-661-9555

REGISTRATION FORMS

Attendee (Non-Supplier) Registration Form

This registration form is provided for hospital management company, hospital and multi-hospital system personnel and buying group representatives.

Supplier Company Registration Contract

In order to participate in the Conference and Business Exposition, each supplier company must register by completing the Supplier Company Registration Contract. Please contact Bonnie Moneypenny, FAH Senior Vice President, Administrative Services at 501-661-9555, or via e-mail bmoneyppenny@fah.org if you have any questions.

Contracted Supplier Company Representative Registration Form

Please note that your company must have a Supplier Company Registration Contract in order for your company representative(s) to register and attend the Conference and Business Exposition. If your contract has been completed, please complete the Contracted Supplier Company Representative Registration Form. Please contact Bonnie Moneypenny, FAH Senior Vice President, Administrative Services at 501-661-9555, or via e-mail bmoneyppenny@fah.org if you have any questions.

REGISTRATION DEADLINES

Pre-registration deadline for all events is February 16, 2008. After February 16 you must register on-site. Substitutions and/or replacements will be accepted through February 16, 2008.

ATTENDEE REGISTRATION FEES

Member	\$650
Non-Member	\$725
Spouse/Guest	\$350

Supplier Companies: If your contract has been completed, please complete the Contracted Supplier Company Representative Registration Form.

REGISTRATION REFUND/CANCELLATION POLICY

Requests for attendee registration refunds must be in writing to Melody Durham, FAH Convention Registrar. Requests received by February 9, 2008 entitle the registrant to 100% refund. Requests received February 10 through February 16, 2008 entitle the registrant to 75% refund. No refunds after February 16, 2008. **Supplier Company Registration Contracts will not be refunded after December 15, 2007.**

PAYMENT PROCESSING

MAIL: Mail completed registration form with payment to:
Federation of American Hospitals
1405 N. Pierce St., Suite 311, Little Rock, AR 72207

FAX: Credit Card Payments ONLY
(501) 663-4903 (24 hours a day, 7 days a week)
Fill out registration form and fax it to FAH with credit card number.
FAH will confirm by mail. We accept American Express, MasterCard, and Visa.

SPECIAL SERVICES

Please check the Special Services box on the registration form if you require special accommodations to participate in the conference. FAH staff will contact you prior to the conference to discuss your needs.

HOTEL INFORMATION

Deadline for Hotel Reservations is January 25, 2008.

Complete the Room Reservation Form and return to the Marriott Wardman Park Hotel. Hotel will send confirmations 5-10 days after they receive your request. Changes and cancellations should be made directly with the hotel.

Cancellation Policy: 7 days prior to arrival.

Headquarter Hotel:

Marriott Wardman Park Hotel
2660 Woodley Road, N.W.
Washington, D.C. 20008

Reservations Only Telephone (202) 328-2900
Reservations Fax (202) 387-5397
Main Telephone (202) 328-2000
www.marriott.com

SMOKING POLICY

For the comfort and health of all attendees, smoking is not permitted at the Marriott Wardman Park Hotel.

DRESS

Dress for all FAH events/meetings is Business Casual.



Supplier Company Registration Contract

2008 Annual Public Policy Conference and Business Exposition

March 2-5, 2008 - Marriott Wardman Park - Washington, D.C.

Agreement: We agree that this Contract (one company per contract) is expressly subject to attendance at the FAH Annual Public Policy Conference and Business Exposition, March 2-5, 2008. In order to participate in the Public Policy Conference and Business Exposition, **each supplier company must register by completing this Supplier Company Registration Contract. Individual registration forms for contracted supplier company representatives (located on page 11 of this brochure) must also be completed for badge purposes and can be accepted after receipt of the Supplier Company Registration Contract with payment.**

We understand the rate for a Supplier Company Registration is:

- _____ Member Company - \$3,800.00 (includes complimentary registration for 4 company representatives)
Registration fee for each additional company representative: \$650.00
- _____ Non-Member Company - \$3,800.00 (includes complimentary registration for 3 company representatives)
Registration fee for each additional company representative: \$725.00
- _____ Has your company previously participated in the FAH Annual Public Policy Conference and Business Exposition?

Please complete the following information to compile the 2008 "Supplier Directory" that will be distributed at the Conference. Sign and return to FAH, 1405 North Pierce Street, Suite 311, Little Rock, AR 72207. If you have any questions please contact Bonnie Money Penny, FAH Senior Vice President, Administrative Services at (501) 661-9555 or via e-mail to bmoney penny@fah.org.

Company Registration Information:

Company _____

Address _____

City _____ State _____ Zip _____

Phone(_____) _____ Ext. _____ Fax (_____) _____

E-mail: _____ Web-Site: _____

Name _____ Title _____

Signature _____

Contact Person (if different from above) _____ Phone _____

Supplier Directory Information: This information will be published in the "Supplier Directory" if received by January 12, 2008.

Contact Name _____ Title _____

Address _____

City _____ State _____ Zip _____

Phone(_____) _____ Ext. _____ Fax (_____) _____

E-mail: _____ Web-Site: _____

Company Description (25 - 50 words) _____

Signature _____ Date _____

Payment Information: Full payment must accompany Supplier Company Registration Contract.

Send payment to: **Federation of American Hospitals**
1405 N. Pierce St., Suite 311
Little Rock, AR 72207
(501) 661-9555 phone (501) 663-4903 fax

American Express MasterCard VISA

Credit Card # _____ Security Code _____ Expiration _____

Name as it appears on card _____ Signature _____

Cancellation/Refunds: Supplier Company Contract cancellations must be made in writing to Bonnie Money Penny. Cancellations received prior to December 15, 2007 will have a \$300.00 administrative fee deducted from refund. (No Supplier Contract refunds after December 15, 2007.)



CONTRACTED SUPPLIER COMPANY REPRESENTATIVES REGISTRATION FORM

(for hospital supplier company representatives)

Registration Deadline February 16, 2008



Your company must have a Supplier Company Registration Contract (located on page 10 of this brochure) in order for a company representative to register and attend the Conference and Business Exposition.

1. Registration Information *(Please type or print)*

Are you a First Time Attendee? Yes No

Name _____

Title _____

Organization _____

Address _____

City _____ State _____ Zip _____

Phone (_____) _____ Fax (_____) _____

E-mail _____

Spouse/Guest Name _____

Special Services: Please check here if you require special accommodations to fully participate. Attach a written description of your needs.

Emergency Contact _____ Phone (_____) _____

2. Organization Type

(Check one only.)

Manufacturer

Distributor

Manufacturer /

Distributor

Other _____

3. Workshops / Events *(included in Conference registration fee)*

EDUCATIONAL WORKSHOPS: (Register for Workshops you will attend)

- Monday, March 3 *(Check one only.)*
- A Capital Equipment Workshop 1:30 pm - 3:30 pm
 - B Pharmaceutical Workshop 1:30 pm - 3:30 pm

- Tuesday, March 4
- C Pharmaceutical Luncheon Seminar 11:30 am - 1:00 pm
 - D Supply Chain Forum Workshop 1:30 pm - 3:30 pm
(formerly Medical / Surgical Workshop)

EVENTS: (Register for Events you will attend)

- E I will attend Chairmen's Dinner, Tuesday, March 4
- F I will attend CMS Update Breakfast, Wednesday, March 5

4. Event Registration

Sunday, March 2 - Wednesday, March 5

Reminder: Your company must have a Supplier Company Registration Contract (located on page 10 of this brochure) in order for a company representative to register and attend the Conference and Business Exposition.

	Amount
<input type="checkbox"/> FAH Conference and Exposition	_____
<input type="checkbox"/> FAH Member	\$ 650
<input type="checkbox"/> Non-Member	\$ 725
<input type="checkbox"/> Spouse/Guest (Conference Only)	\$ 350 _____
Total	_____

Cancellation/Refund Policy:

- NO refunds of Supplier Company Contracts after **December 15, 2007**
- Cancellations / requests for refunds must be made in writing and provided to Melody Durham, FAH Registrar
- 100% refund if the individual request is received by February 9, 2008
- 75% individual refund February 10 through February 16, 2008
- NO refunds of individual registration fees after **February 16, 2008**

5. Payment Processing

MAIL your completed form with payment to:
Federation of American Hospitals
1405 North Pierce St., Suite 311 Little Rock, AR 72207
phone 501-661-9555 fax 501-663-4903

OR

CHARGE my credit card.
 Please select one and fill in the blanks below. You may fax your completed form (credit card registrations ONLY) to **(501) 663-4903**.

- American Express MasterCard VISA

Credit Card Number _____ Security Code _____ Expiration _____

Name as it appears on card _____

Signature _____

6. Attendee Waiver *(Please read and sign.)*

As an attendee of the Federation of American Hospitals' Public Policy Conference ("Conference"), I hereby give my permission to the Federation of American Hospitals to photograph, videotape, and/or record me during my participation in the Conference and its various meetings and forums. This grant of permission is general in nature and is intended to cover any photography, videotaping, and/or recording in public places during Conference events. I acknowledge that the Federation of American Hospitals seeks this same authorization from all Conference attendees related to their general participation. I agree and acknowledge that I am undertaking such participation in FAH activities as my own free and intentional act, and I am fully aware that possible physical injury might occur to me as a result of my participation in these activities. I give this acknowledgement freely and knowingly and that I am, as a result, able to participate in the FAH activities, and I do hereby assume responsibility for my own well being. I also agree not to allow any other individual to participate in my place.

Signature _____ Date _____

Spouse/Guest Signature _____ Date _____



ATTENDEE (NON-SUPPLIER) REGISTRATION FORM

(including representatives of hospital management companies, IDNs and GPOs)

Registration Deadline February 16, 2008

IMPORTANT:
→

If you are a Supplier Company representative, please complete the "Contracted Supplier Company Registration Form" located on page 11 of this brochure.

1. Registration Information *(Please type or print)* Are you a First Time Attendee? Yes No

Name _____

Title _____

Organization _____

Address _____

City _____ State _____ Zip _____

Phone (_____) _____ Fax (_____) _____

E-mail _____

Spouse/Guest Name _____

Special Services: Please check here if you require special accommodations to fully participate. Attach a written description of your needs.

Emergency Contact _____ Phone (_____) _____

2. Organization Type

(Check one only.)

Multi-Hospital System

Hospital

GPO

IDN

Association

Other _____

3. Workshops / Events *(included in Conference registration fee)*

EDUCATIONAL WORKSHOPS: (Register for Workshops you will attend)

Monday, March 3 *(Check one only.)*

A Capital Equipment Workshop 1:30 pm - 3:30 pm

B Pharmaceutical Workshop 1:30 pm - 3:30 pm

Tuesday, March 4

C Pharmaceutical Luncheon Seminar 11:30 am - 1:00 pm

D Supply Chain Forum Workshop 1:30 pm - 3:30 pm
(formerly Medical / Surgical Workshop)

EVENTS: (Register for Events you will attend)

E I will attend Chairmen's Dinner, Tuesday, March 4

F I will attend CMS Update Breakfast, Wednesday, March 5

4. Event Registration

Sunday, March 2 - Wednesday, March 5

Reminder: This registration form is for Attendee Non-Supplier registration only. Hospital suppliers must complete the Contracted Supplier Company Registration Form located on page 11 of this brochure.

	Amount
<input type="checkbox"/> FAH Conference and Exposition	_____
<input type="checkbox"/> FAH Member	\$ 650
<input type="checkbox"/> Non-Member	\$ 725
<input type="checkbox"/> Spouse/Guest (Conference Only)	\$ 350 _____
Total	_____

Cancellation/Refund Policy:

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Signature _____ Date _____

Spouse/Guest Signature _____ Date _____



HOTEL Reservation Form

Marriott Wardman Park Hotel

2660 Woodley Road, N.W. • Washington, D.C. 20008

is pleased to welcome

Federation of American Hospitals

March 2 - 5, 2008

**Hotel Cut-Off
January 25!**

**Reservations received after 1/25/08 will be confirmed on a space available basis.
Room block fills quickly and cut-off date does not guarantee availability of rooms.**

Please complete all information and mail or fax directly to the Marriott Wardman Park Hotel.

Name _____

Firm _____

Street _____

City _____

State _____ Zip _____

Phone (____) _____

Fax (____) _____

E-Mail _____

Share with _____

Arrival Date _____

Departure Date _____

Room Type Request

Park Center Tower Single \$239.00

Wardman Tower Single \$259.00

Concierge Level Single \$279.00

Special Requests

King Bed 2 Double Beds

Accessible Room

Room types and special requests such as bed type and connecting rooms are subject to availability. Please note our check in time is 3:00 p.m. Check out time is 12:00 Noon.

Special Room Request _____

MARRIOTT WARDMAN PARK HOTEL

Attn: Reservations
2660 Woodley Road, N.W., Washington, D.C. 20008
Reservations: (202) 328-2900
Fax: (202) 387-5397
Main Telephone: (202) 328-2000
On-line: Marriott.com/wasdt
Reference: Federation of American Hospitals

GUARANTEE: All rooms must be guaranteed by one night's advance deposit or credit card.

CANCELLATION: Please be advised a full night's room and tax will be charged for cancellations received less than 7 days prior to arrival.

METHOD OF PAYMENT:

CHECK - Send by mail

Please mail completed housing form and check (payable to Marriott Wardman Park Hotel) for one night's room deposit (including 14.5% hotel tax).

OR

CREDIT CARD - Send by mail or fax

Please check credit card type and complete information below:

American Express Discover

Carte Blanche Mastercard

Diners Club VISA

Card Holder's Name _____

Signature _____

Credit Card Number _____

Credit Card Security Code _____ Expiration Date _____

ON-LINE

To make reservations on line:

1. Marriott.com/wasdt
2. Select a date
3. Enter Group Codes
4. Click on "find"

Group Codes:

A. FAHFAHA Park/Center Tower
B. FAHFAHB Concierge Level
C. FAHFAHW Wardman Tower



2008 FAH Sponsorship Application

Once you've selected your level of sponsorship and the event or activity you'd like to sponsor, please call **Bonnie Moneyppenny at (501) 661-9555** or e-mail **bmoneyppenny@fah.org** to determine availability. Exclusive and limited sponsorships are first offered to previous year's sponsors and then accepted on a first-come, first-serve basis. Sponsorships paid in full by November 1, 2007 will be acknowledged in the conference marketing brochure and the 2008 FAH Annual Directory.

All sponsorships must be paid in full by February 15, 2008.

Sponsorship Level

- Platinum (\$25,000+) Bronze (\$6,000 - \$11,999)
 Gold (\$18,000 - \$24,999) Patron (\$1,000 - \$5,999)
 Silver (\$12,000 - \$17,999)

Networking Events

- Welcome Reception (Sunday, March 2) - \$7,500
 Buyer / Supplier Reception (Monday, March 3) - \$7,500
 Chairmen's Dinner (Tuesday, March 4) - \$25,000
 FAH Closing Breakfast / CMS Update (Wednesday, March 5) - \$5,000

Educational Sessions

- Buyer / Supplier Opening Session (Monday, March 3) - \$5,000
 Plenary Session (Tuesday, March 4) - \$15,000
 Educational Workshops (Monday, March 3 and Tuesday, March 4) - \$10,000
 (Capital Equipment, Pharmaceutical, Pharmaceutical Luncheon Seminar and Supply Chain Forum Workshops)

Activities and Services

- | | | |
|-----------------------------------------------------------|---------------------------------------------------------|------------------------------------------------------|
| <input type="checkbox"/> Registration Packets
\$17,500 | <input type="checkbox"/> Conference Program
\$7,500 | <input type="checkbox"/> Attendance Award
\$2,500 |
| <input type="checkbox"/> Buyer Directory
\$12,500 | <input type="checkbox"/> Wall Street Journal
\$5,500 | <input type="checkbox"/> Floral
\$2,000 |
| <input type="checkbox"/> Supplier Directory
\$8,000 | <input type="checkbox"/> Signage
\$5,000 | |

Please print or type below the company name exactly as you wish it to appear in printed materials.

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Contact Person: _____

Phone: _____ Fax: _____

Web Site Address: _____ E-mail Address: _____

Completed form must be returned to:

Federation of American Hospitals
Attention: Bonnie Moneyppenny
1405 North Pierce, Suite 311 Little Rock, AR 72207
Credit card information may be faxed to (501) 663-4903.

Enclosed is a check made payable to FAH for \$_____ OR

I authorize FAH to charge \$_____ to my MasterCard American Express Visa

Cardholder's Printed Name: _____

Cardholder's Signature: _____

Credit Card Number: _____ Security Code: _____ Expiration: _____

Sponsorship Opportunities

Sponsoring a conference function is an excellent opportunity to maximize your visibility and gain additional exposure at the 2008 FAH Public Policy Conference and Business Exposition. Sponsors will be recognized in the conference program and have company names prominently displayed at the event. For more information regarding sponsorship opportunities, please contact Bonnie Money Penny at (501) 661-9555.

SPONSOR RECOGNITION LEVELS

Platinum \$25,000 +

- ▶ Recognition in the conference marketing brochure*
- ▶ Recognition in the conference program
- ▶ **FIVE additional**** complimentary conference registrations
- ▶ Prominent signage at the meeting
- ▶ Recognition in the 2008 FAH Directory*

Gold \$18,000 - \$24,999

- ▶ Recognition in the conference marketing brochure*
- ▶ Recognition in the conference program
- ▶ **THREE additional**** complimentary conference registrations
- ▶ Prominent signage at the meeting
- ▶ Recognition in the 2008 FAH Directory*

Silver \$12,000 - \$17,999

- ▶ Recognition in the conference marketing brochure*
- ▶ Recognition in the conference program
- ▶ **TWO additional**** complimentary conference registrations
- ▶ Prominent signage at the meeting
- ▶ Recognition in the 2008 FAH Directory*

Bronze \$6,000 - \$11,999

- ▶ Recognition in the conference marketing brochure*
- ▶ Recognition in the conference program
- ▶ **ONE additional**** complimentary conference registration
- ▶ Prominent signage at the meeting
- ▶ Recognition in the 2008 FAH Directory*

Patron \$1,000 - \$5,999

- ▶ Recognition in the conference marketing brochure*
- ▶ Recognition in the conference program
- ▶ Prominent signage at the meeting
- ▶ Recognition in the 2008 FAH Directory*

*Sponsorships paid in full by November 1, 2007 will be acknowledged in the conference marketing brochure and the 2008 FAH Directory of Investor-Owned Hospitals.

**Additional complimentary registration is in addition to registrations which are included in Supplier Company Registration Contract.

EDUCATIONAL SESSIONS

Monday, March 3

Buyer / Supplier Opening Session - \$5,000

Co-sponsor, no limit (Patron)

Monday, March 3 and Tuesday, March 4

Educational Workshop - \$10,000

Co-sponsor, no limit (Bronze)

Tuesday, March 4

Plenary Session - \$15,000

Three sponsor limit (Silver)

NETWORKING EVENTS

Sunday, March 2

Welcome Reception - \$7,500

Co-sponsor, no limit (Bronze)

Monday, March 3

Buyer / Supplier Reception - \$7,500

Co-sponsor, no limit (Bronze)

Tuesday, March 4

Chairmen's Dinner - \$25,000

Two sponsor limit (Platinum)

Wednesday, March 5

FAH Closing Breakfast / CMS Update - \$5,000

Co-sponsor, no limit (Patron)

ACTIVITIES AND SERVICES

Registration Packets - \$17,500

Exclusive (Silver)

Buyer Directory - \$12,500

Exclusive (Silver)

Conference Program - \$7,500

Co-sponsor (Bronze)

Supplier Directory - \$8,000

Exclusive (Bronze)

Wall Street Journal - \$5,500

Exclusive (Patron)

Attendance Award - \$2,500

Four sponsor limit (Patron)

Signage - \$5,000

Exclusive (Patron)

Key Cards - \$3,000

Exclusive (Patron)

Floral - \$2,000

Co-sponsor, no limit (Patron)



2008 FAH Public Policy Conference and Business Exposition

March 2 - 5 Washington, D.C.

A premier business networking opportunity!

The FAH Annual Public Policy Conference and Business Exposition is widely regarded as one of the health industry's finest health policy forums. The Annual Public Policy Conference routinely features addresses by leading members of Congress, the executive branch, the business community and the media, as well as participation by those who manage on a day-to-day basis the government programs that are critical to the industry.

The conference features top quality workshops and plenary sessions designed and conducted by your peers. Choose from a variety of timely and informative topics, including:

- Legislative / Regulatory Updates
- Supply Chain Forum
- Capital Equipment
- Pharmaceutical

The nationally acclaimed Buyer/Supplier Business Exposition, unique to the industry, brings together representatives from both sides of the buying table, affording them the opportunity to interact and conduct business while participating in continuing education programs.



Hotel Cut-Off January 25!



1405 North Pierce Street, Suite 311
Little Rock, Arkansas 72207
phone 501-661-9555
fax 501-663-4903

Visit www.fah.org
to download registration forms.

PRESORTED
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