



Why Attend?

- Executive format for quality networking between health care buyers and suppliers
- Meet and interact with the decision-makers from key health care purchasing groups
- Experience a unique business development opportunity
- Opportunity for one-stop shopping for your business requirements
- Capitalize on networking opportunities with your peers
- Join leaders of the U.S. health care system at one of the nation's top health care meetings
- Hear leading industry experts discuss the future direction of health care

The FAH Public Policy Conference and Business Exposition is a great forum for large and small health care suppliers to access today's purchasing executives.

2012 FAH PUBLIC POLICY CONFERENCE AND BUSINESS EXPOSITION

MARCH 4-6, 2012 • WASHINGTON, D.C.

The premier event!



January 31

Hotel Reservation Cut-off

February 17

Meeting Registration Deadline

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The Federation of American Hospitals ("FAH") is the national representative of investor-owned and managed community hospitals and health systems throughout the United States.

Business Exposition Information

Questions? Call 501.661.9555

VALUE FOR YOUR COMPANY

- The opportunity to attend informative sessions, featuring presentations by leaders of Congress and the Administration, addressing current issues and trends in today's health care industry.
- The opportunity to meet directly with representatives from major **GPOs, IDNs and the VA**. There will be numerous opportunities for one-on-one meetings with key purchasing decision-makers. To do so outside this venue would involve several months of travel, not to mention the expense and administration involved.
- The **GPOs, IDNs and the VA** are the exhibitors. Supplier attendees have the opportunity to meet buyers in their respective service centers to introduce themselves and their products/services.
- Attend smaller breakout sessions with representatives of national **GPOs and the VA**.
- Schedule private business meetings with **GPO / IDN / VA** representatives.
- As an added value the supplier companies do not "exhibit". Consequently, there are no booth or product shipping costs on the part of supplier companies.
- Networking! Networking! Networking!

BUSINESS EXPOSITION FORMAT

The FAH Annual Public Policy Conference and Business Exposition provides a unique executive format designed to offer an exceptional opportunity for quality networking between health care buyers and suppliers. The Business Exposition offers the opportunity for large and small supplier companies to meet and interact with the decision-makers from key health care purchasing groups. 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 Companies must have a Supplier Company Registration Contract in order for your company representative(s) to register and attend the conference and exposition.**

SUPPLIER COMPANY REGISTRATION CONTRACT FEES

FAH Member Company \$3,900.00

Includes complimentary registration for 4 company representatives

Non-Member Company \$3,900.00

Includes complimentary registration for 3 company representatives

Supplier 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
- Opportunity to participate in GPO / VA informational breakout sessions
- Opportunity to schedule private business meetings with GPO / IDN / VA representatives
- Attendance at all social and business functions

Your company must register with a supplier company registration contract before an individual from the company can register.

Tentative Schedule

(dated January 25, 2012 - schedule subject to revision)

SUNDAY, March 4

10:00 am - 7:00 pm	Registration
10:00 am - 7:00 pm	Cyber Café
2:00 pm - 3:00 pm	Buyer / Supplier Orientation
3:00 pm - 4:00 pm	Rural Hospital Committee
3:15 pm - 5:15 pm	National Accounts 101 Workshop
4:00 pm - 6:00 pm	Health Financing Committee
5:30 pm - 6:30 pm	Roundtable Discussion (for companies with less than \$75M in annual health care sales)
6:30 pm - 7:30 pm	Welcome Reception* (All Attendees)

MONDAY, March 5

7:00 am - 6:30 pm	Registration
7:00 am - 6:30 pm	Cyber Café
8:00 am - 9:00 am	Opening Session* (All Attendees)
9:15 am - 10:45 am	President's Report to General Membership / Board of Governors Meeting (Board of Governors)
10:00 am - 10:45 am	GPO / VA Breakout Session I
10:00 am - 12:00 pm	Buyer Exposition I (Blue, White and Yellow badges) (Contracted suppliers with yellow badges visit buyer service centers)
11:00 am - 11:45 am	GPO / VA Breakout Session II
11:00 am - 12:00 pm	Public Relations Committee
11:00 am - 1:30 pm	Legal & Operational Policy Committee
11:30 am - 1:00 pm	FAH Committee Member Luncheon
12:00 pm - 1:30 pm	Buyer Private Luncheon
12:00 pm - 1:30 pm	Buyer / Supplier Private Business Meetings
1:15 pm - 3:15 pm	Quality Committee
1:30 pm - 3:30 pm	Capital Equipment Workshop
1:30 pm - 3:30 pm	Pharmaceutical Workshop
1:45 pm - 2:45 pm	Audit, Ethics, Compliance and Administrative Affairs Committee
3:15 pm - 3:45 pm	FedPAC Work Group
3:30 pm - 4:15 pm	GPO / VA Breakout Session III
3:30 pm - 5:30 pm	Buyer Exposition II (Blue, White and Green Badges) (Contracted suppliers with green badges visit buyer service centers)
3:45 pm - 5:45 pm	Legislative Committee
4:30 pm - 5:15 pm	GPO / VA Breakout Session IV
6:00 pm - 7:00 pm	Sponsors / Board of Directors Reception (By Invitation Only) (Platinum, Gold, Silver and Bronze Sponsorship Levels Only)
6:00 pm - 7:00 pm	Buyer / Supplier Reception*
7:00 pm	Board of Directors Dinner

TUESDAY, MARCH 6

7:00 am - 5:00 pm	Registration
7:00 am - 8:00 pm	Cyber Café
7:15 am - 8:00 am	Hospital Leadership Committee
7:30 am - 8:00 am	Buyer / Supplier Private Business Meetings
8:00 am - 10:00 am	Plenary Session* (All Attendees)
10:30 am - 1:30 pm	Buyer / Supplier Private Business Meetings
11:30 am - 12:30 pm	FAH Committee Chair Luncheon Meeting
11:30 am - 1:00 pm	Attendee Networking Luncheon* (All Attendees)
1:00 pm - 1:30 pm	Executive Committee Meeting
1:30 pm - 3:30 pm	Supply Chain Forum Workshop
2:00 pm - 4:00 pm	Board of Directors Meeting
3:45 pm - 5:00 pm	Buyer Exposition III (Blue, White, Yellow and Green badges) (Contracted suppliers with yellow and green badges visit buyer service centers)
6:00 pm - 8:30 pm	Chairmen's Reception / Dinner* (All Attendees) <i>Entertainment by The Capitol Steps</i>

* Members of the media are invited to attend these functions only

Conference Speakers

OPENING SESSION

KEYNOTE SPEAKER:



David Gergen
Senior Political Analyst
CNN

PLENARY SESSION

SPEAKERS:



Marilyn Tavenner
Acting Administrator and Chief Operating Officer
Centers for Medicare & Medicaid Services
U.S. Department of Health & Human Services



U.S. Senator Ron Wyden (D-OR)
Member, Senate Finance Committee
Member, Senate Budget Committee
Member, Senate Special Committee on Aging



U.S. Senator John Cornyn (R-TX)
Member, Senate Finance Committee
Member, Senate Budget Committee
Member, Senate Judiciary Committee
Chairman, National Republican Senatorial Committee

Additional speakers TBA

PRESIDENT'S REPORT TO MEMBERSHIP/ BOARD OF GOVERNORS

SPEAKERS:



Charles N. Kahn III
President and Chief Executive Officer
Federation of American Hospitals



William F. Carpenter III
2011 FAH CHAIRMAN
Chairman and Chief Executive Officer
LifePoint Hospitals®



Wayne T. Smith
2012 FAH CHAIRMAN
Chairman, President and Chief Executive Officer
Community Health Systems

2012 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
Siemens Healthcare Diagnostics, Inc.

Bronze Level Sponsor

Abbott
Cardinal Health
Cerner Corporation
Cintas Corporation
Foley & Lardner LLP
GE Healthcare
Getinge USA, Inc.
Hill-Rom Company, Inc.
Hooper, Lundy & Bookman, P.C.
Kinetic Concepts, Inc.
Medline Industries, Inc.
MERCK
Press Ganey Associates, Inc.
Toshiba America Medical Systems
Trane Ingersoll Rand Global Healthcare Practice

Patron Level Sponsor

C. R. Bard, Inc.
Ivera Medical Corporation
Medical Strategies International, LLC
Merit Medical Systems
Omniceil
Remar, Inc.
StratCenter
Unbridled Solutions, LLC

GPO / VA BREAKOUT SESSIONS

Description: Informational breakout sessions presented by "national" GPOs and the VA including:

- Amerinet
- HPG
- MedAssets
- Novation
- Premier
- VA

Purpose: GPOs / VA provide additional learning opportunity for suppliers. Topics may include:

- Share GPOs / VA value business model propositions
- Answer supplier questions in a more informal setting
- Share survey results

Format: Breakout sessions will consist of two 30-45 minute sessions (in both the morning and the afternoon)

- Limited to 45 supplier attendees per session (pre-registration required).

Registration: Pre Registration Required! *Look for separate registration coming your way soon!*

Cost: Included in FAH Public Policy Conference and Business Exposition registration fee.

2012 Buyer Groups

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

Amerinet, Inc.

Health Resource Services
Intermountain Healthcare
OSF Healthcare

Ascension Health

Cooperative Services of Florida

Central Florida Health Alliance
Huntsville Hospital System
Lee Memorial Health System
LeeSar Regional Service Center
Sarasota Memorial Health Care System

GNHYA Ventures, Inc.

Essensa
GNHYA Services, Inc.
Innovatix, LLC

HealthTrust Purchasing Group

Catholic Health Initiatives
Community Health Systems
Franciscan Alliance
HCA
LifePoint Hospitals®
Quorum Health Resources
Universal Health Services, Inc.
Vanguard Health Systems

MAGNET Cooperative

Managed Health Care Associates, Inc.

MedAssets, Inc.

Baylor Health Care System
Healthcare Purchasing Resources
Kindred Healthcare
Tenet Healthcare Corporation

Novation, LLC

Premier healthcare alliance

Provista

Resource Optimization & Innovation

VA National Acquisition Center

WNC Health Network

Yankee Alliance

2012 Supplier Companies

Is your company on this list? Is your competition listed?

3M Health Care

Abbott
Advanced Sterilization Products,
a Johnson & Johnson Company
Aesculap, Inc.
Agfa HealthCare
Aigas Puritan Medical
Alcon Laboratories
Alphatec Spine
American Regent, Inc.
Ameridose
AmerisourceBergen
AngioDynamics, Inc.
Ansell Healthcare
Aplicare, Inc.
APP Pharmaceuticals
Applied Medical
ARAMARK Healthcare
Arizant Healthcare, Inc., a 3M Company
ArjoHuntleigh
AstraZeneca
Atlantis Worldwide
Atrium Medical Corporation
Attainia, Inc.
Attends Healthcare Products
AuroMedics Pharma LLC
AvKARE
B. Braun Medical Inc.
Bard, C.R., Inc.
Bausch + Lomb, Inc.
Baxter Healthcare Corporation
BD
BDI Pharma, Inc.
Beckman Coulter, Inc.
Bedford Laboratories
Beekley Medical
Bemis Health Care
BioMérieux, Inc.
Bledsoe Brace Systems
Boston Scientific Corporation
BREG Inc.
BSN medical
C&G Technologies, Inc.
Canon U.S.A., Inc.
Cantrell Drug Company
Cardinal Health
CareFusion
Carestream Health, Inc.
Cepheid
CHG Hospital Beds
Cincinnati Sub-Zero
Cintas Corporation
Clean Harbors
Coloplast
Compression Therapy Concepts
CONMED Corporation
Cook Medical
Covidien
Data Dimensions
DePuy Orthopaedics, a Johnson &
Johnson Company
Derma Sciences, Inc.
DeRoyal
Diagnostic Stago, Inc.
Diversified Clinical Services
DJO Global
Dräger Medical
Dukal Corporation
Edwards Lifesciences
Eizo Nanao Technologies, Inc.
EKR Therapeutics, Inc.
Encompass Group, LLC
Endo Pharmaceuticals, Inc.
Ethicon, Inc.
EZ Way, Inc.
Ferris Mfg. Corp. (PolyMem)
FFF Enterprises, Inc.

Fisher HealthCare

Fisher & Paykel Healthcare
Fougera
Fujifilm Medical Systems USA, Inc.
Fukuda Denshi
GE Healthcare
Genentech
Georgia-Pacific Professional
Geringe USA, Inc.
GlaxoSmithKline
Guy Brown
H. D. Smith
HARTMANN USA, Inc.
Hausted Patient Handling Systems, LLC
Hayes, Inc.
HealthCare Links
Henry Schein, Inc.
Heritage Bag Company
Herman Miller Healthcare/Nemschoff
Hill-Rom Company, Inc.
Hitachi Medical Systems America, Inc.
Hollister Incorporated
Hospira Worldwide, Inc.
ICU Medical, Inc.
INFINITT North America
Innovative Healthcare Corporation
Instrumentation Laboratory
Integra Surgical
Integrated Medical Systems
International, Inc.(IMS)
Intelligent InSites
JHP Pharmaceuticals
Karl Storz Endoscopy-America, Inc.
Kerma Medical Products, Inc.
Kimberly-Clark Corporation
Kinetic Concepts, Inc.
Konica Minolta Medical Imaging
Laboratory Corporation of America
Laboratory Supply Company
LifeCell Corporation
Lilly USA, LLC
LMA North America, Inc.
MAQUET Medical Systems, Inc.
Masimo
McKesson Corporation
Medical Action Industries, Inc.
Medical Components, Inc.
Medical Strategies International, LLC
Medline Industries, Inc.
Medtronic, Inc.
MERCK
Meridian Bioscience, Inc.
Merit Medical Systems, Inc.
Mindray North America
Mintech Corporation
Mizuho OSI, Inc.
Molyntycke Health Care
Morris & Dickson
Mortara Instrument, Inc.
Mossberg Labs
Mylan Institutional Inc.
Nestlé Health Science
NHD, Inc.
Nihon Kohden America
Nikon Instruments, Inc.
Nonin Medical, Inc.
Novarad Corporation
NuVasive, Inc.
Octapharma USA
Office Depot
OfficeMax
Olympus America Inc.
Omniceil
Orthofix
Ossur Americas
Owens & Minor
Patterson Medical/Sammons Preston

PDI

Pfizer Injectables
PharMEDium Services, LLC
Philips Healthcare
Piramal Critical Care
Posey Company
Praxair Healthcare Services
Precision Dynamics Corporation
Procter & Gamble
Professional Hospital Supply, Inc.
PSS World Medical
Quest Diagnostics
Quidel Corporation
Radiation Detection Company
Rauland-Borg Corp.
Retractable Technologies, Inc.
Richard Wolf Medical Instruments
Corporation
RicoH Americas Corporation
Roundtable Healthcare Partners
Ruhof Healthcare
Sage Products, Inc.
Sagent Pharmaceuticals, Inc.
Salix Pharmaceuticals
Samsung Medison
Sandoz, Inc.
Sanofi
SDI Diagnostics, Inc.
Sempermed USA, Inc.
Shared Imaging LLC
Siemens Healthcare Diagnostics, Inc.
Siemens Medical Solutions
Sizewise
Skytron
Smiths Medical
SonoSite, Inc.
Soule Medical
Spacelabs Healthcare
Specialty Surgical Instrumentation
SRI Surgical
St. Jude Medical
Staples Advantage
SterilMed, Inc.
STERIS Corporation
Stryker Corporation
Stryker Sustainability Solutions
Superior Uniform Group
SymmedRx Healthcare Solutions
Systagenix
Teleflex
Terumo Interventional Systems
Teva Health Systems
The MAX and The Journal of Healthcare
Contracting
The Sorin Group, CRM USA
Thermo Fisher Scientific
Tiger Medical Group (US), Inc.
Toshiba America Medical Systems
Total Repair Express LLC
Trane Ingersoll Rand Global
Healthcare Practice
Tri-anim Health Services
Tripp Lite
Universal Hospital Services, Inc. (UHS)
Upsher-Smith Laboratories, Inc.
Vital, a Toshiba Medical Systems
Group Company
W. L. Gore & Associates
Watson Pharmaceuticals, Inc.
Welch Allyn, Inc.
West Physics Consulting
Wockhardt USA LLC
X-Gen Pharmaceuticals, Inc.
Z-Medica Corporation
Zimmer US, Inc.
ZOLL Medical Corporation

There is **NO** substitute for face to face meetings!

This event provides the opportunity to conduct business fast and control costs.

For more information on this unique opportunity, contact Bonnie Money Penny at 501.661.9555 or bmoneypenny@fah.org.

Educational Sessions

NATIONAL ACCOUNTS 101 WORKSHOP

Sunday, March 4, 2012

3:15 PM - 5:15 PM

WELCOME / INTRODUCTIONS

John Pritchard

Chairman, FAH Marketing Committee
Publisher
The Journal of Healthcare Contracting
The MAX

EMPOWER YOURSELF FOR LONG TERM SUCCESS AS A NATIONAL ACCOUNT EXECUTIVE

Maryann Restino

Group Vice President, Health Systems
CareFusion

UNDERSTANDING GPOs

Robert Moore

Executive Director of Sales
GE Healthcare

UNDERSTANDING IDNs

Iona Canada

Director, Strategic Relations
Trane Ingersoll Rand Global Healthcare Practice

UNDERSTANDING REGIONAL PURCHASING COALITIONS

John Pritchard

Publisher
The Journal of Healthcare Contracting
The MAX

HOW TO GET STARTED

Dennis Daar

Managing Partner
Medical Strategies International, LLC

PANEL DISCUSSION: CONTRACTING FOR SUCCESS

MODERATOR:

John Pritchard

Publisher
The Journal of Healthcare Contracting
The MAX

PANELISTS:

Paula Baker, RN

Director, Outsourcing
Premier healthcare alliance

James R. Francis

Chair, Supply Chain Management
Mayo Clinic

Keith Gregory

Vice President, Spend Management
MedAssets, Inc.

CAPITAL EQUIPMENT WORKSHOP

Monday, March 5, 2012

1:30 PM - 3:30 PM

TOPIC:

**Gaining Your Share of the \$35+ Billion Construction/
Capital Bucket – Learning What Influences and Drives
Spending Decisions**

WELCOME:

Kevin Burns

Chairman, FAH Capital Equipment Committee
Vice President, Corporate Accounts
Siemens Healthcare Diagnostics, Inc.

MODERATOR:

Maryann Restino

Group Vice President, Health Systems
CareFusion

PRESENTERS:

Robert Bird

Assistant Vice President
HCA Corporate Design and Construction

Lorraine Dowell

Principal, Strategic Sourcing
RTKL Healthcare Technologies

PANELISTS:

Robert Bird

Assistant Vice President
HCA Corporate Design and Construction

Lorraine Dowell

Principal, Strategic Sourcing
RTKL Healthcare Technologies

James R. Francis

Chair, Supply Chain Management
Mayo Clinic

Kimberly Lewis

Chief Information Officer
HCA TriStar Division

Cheryl Stoddard

Vice President, Facilities and Construction Solutions
MedAssets, Inc.

Educational Sessions

PHARMACEUTICAL WORKSHOP

Monday, March 5, 2012

1:30 PM - 3:30 PM

TOPIC:

Health Care Reform: Impact on Pharmaceutical Care

OBJECTIVE:

To educate participants on issues associated with Health Care Reform including Accountable Care Organizations (ACOs), Comparative Effectiveness (CE), and its impact on pharmaceutical care.

After participating in this activity, participants should be able to:

- Define Accountable Care Organization (ACO), describe current models and identify the impact ACOs will have on pharmaceutical care.
- Explain Comparative Effectiveness and how it works.
- Describe how Comparative Effectiveness will impact pharmaceutical care in the ACO model. Identify barriers to implementation and the effect Comparative Effectiveness will have on health care organizations, payers and providers.

MODERATOR:

Gary Freeman, RPh, MBA

Chairman, FAH Pharmaceutical Committee
Vice President, Pharmacy
Amerinet, Inc.

SPEAKERS:

ACOs

Gregory R. Kotzbauer

Project Manager for Health Policy and ACO Demonstrations
The Dartmouth Institute for Health Policy and Clinical Practice

COMPARATIVE EFFECTIVENESS

Brian Sweet

Executive Director, Healthcare Alliances
AstraZeneca

HOW DOES COMPARATIVE EFFECTIVENESS IMPACT PHARMACEUTICAL CARE IN THE ACO MODEL?

James A. Jorgenson

Executive Director of Pharmacy
Clarian Health Methodist Hospital

Q&A SESSION

SUPPLY CHAIN FORUM WORKSHOP

Tuesday, March 6, 2011

1:30 PM - 3:30 PM

TOPIC:

Health Care Reform – Navigating Uncharted Waters

- Health Care Reform
- Budget Cuts
- Pricing Transparency

WELCOME:

Cecil Sewell

Chairman, FAH Medical/Surgical Committee
Corporate National Accounts Vice President
C.R. Bard, Inc.

MODERATOR:

Ed Kuklenski

Executive Chairman
Suture Express, Inc.

SPEAKER:

John Pritchard

Publisher
The Journal of Healthcare Contracting
The MAX

PANELISTS:

Peter M. Allen

Senior Vice President, Sourcing Operations
Novation, LLC

David Edwards

Vice President, Supplier Relations and Contract Uptake
Premier healthcare alliance

James A. Fitzgerald

President and Chief Executive Officer
HealthTrust Purchasing Group

Joseph P. Greskoviak

President, Spend and Clinical Resource Management Segment
MedAssets, Inc.

Dale Wright

Senior Vice President, Contracting
Amerinet, Inc.



SUPPLIER COMPANY REGISTRATION CONTRACT

2012 Public Policy Conference and Business Exposition
March 4 - 6, 2012 - Marriott Wardman Park Hotel - Washington, D.C.

Agreement: We agree that this Contract (one company per contract) is expressly subject to attendance at the FAH Public Policy Conference and Business Exposition, March 4-6, 2012. 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 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 - \$3,900.00 (includes complimentary registration for 4 company representatives)
Registration fee for each additional company representative: \$725.00

_____ Non-Member Company - \$3,900.00 (includes complimentary registration for 3 company representatives)
Registration fee for each additional company representative: \$800.00

_____ Has your company previously participated in the FAH Annual Public Policy Conference and Business Exposition?

Please complete the following information for the 2012 "Supplier Directory" that will be distributed to all attendees at the Conference. Please sign and return via email to Bonnie Moneyppenny, FAH Senior Vice President, Administrative Services (bmoneyppenny@fah.org) or fax the form to 501.663.4903. If you have questions, please contact Bonnie Moneyppenny at 501.661.9555.

Company Registration Information:

Company _____
Address _____
City _____ State _____ Zip _____
Phone(_____) _____ Ext. _____ Fax (_____) _____
E-mail (*required*): _____ 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 16, 2012.
Contact Name _____ Title _____
Address _____
City _____ State _____ Zip _____
Phone(_____) _____ Ext. _____ Fax (_____) _____
E-mail (*required*): _____ 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**
650 South Shackelford Rd., Suite 400, Little Rock, AR 72211
501.661.9555 phone 501.663.4903 fax
 American Express MasterCard VISA
Credit Card # _____ Security Code _____ Expiration _____
Name as it appears on card _____ Signature _____
Billing Address _____ State _____ Zip _____

Cancellation/Refunds: Supplier Company Registration Contract cancellations must be made in writing to Bonnie Moneyppenny. Cancellations received prior to January 16, 2012 will have a \$300.00 administrative fee deducted from refund. (No Supplier Contract refunds after January 16, 2012.)



REGISTRATION FORM

1. REGISTRATION TYPE (required):

Questions? Contact Bonnie Money Penny at 501.661.9555 or e-mail bmoney penny@fah.org

Supplier Company Representative

(Your company must have a Supplier Company Contract in order for a company representative to register and attend the FAH Conference and Business Exposition.)

Non-Supplier Attendee

(Including representatives of hospitals, hospital management companies, GPOs, IDNs and the VA)

2. 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 (required)

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 (required) Phone

3. ORGANIZATION TYPE

(Check one only)

- Manufacturer
Distributor
Manufacturer / Distributor
Multi-Hospital System
Hospital
GPO
IDN
VA
Association
Other

4. EVENT REGISTRATION (included in Conference registration fee)

EDUCATIONAL SESSIONS: (Register for sessions you will attend)

- Sunday, March 4
A National Accounts Workshop 3:15 pm - 5:15 pm
Monday, March 5 (Check one only)
B Capital Equipment Workshop 1:30 pm - 3:30 pm
C Pharmaceutical Workshop 1:30 pm - 3:30 pm
Tuesday, March 6
D Supply Chain Forum Workshop 1:30 pm - 3:30 pm

EVENTS: (Register for events you will attend)

- Tuesday, March 6
E Attendee Luncheon 11:30 am - 1:00 pm
F Chairmen's Dinner 6:00 pm - 8:30 pm

6. PAYMENT PROCESSING

Mail, Fax or E-mail completed form with full payment:

MAIL: FAH, 650 South Shackleford Rd., Suite 400, Little Rock, AR 72211

FAX: 501.663.4903

E-MAIL: mdurham@fah.org

QUESTIONS: 501.661.9555

CHARGE MY CREDIT CARD: American Express MasterCard VISA

Credit Card Number Security Code Expiration

Name as it appears on card

Billing Address (required)

Signature (required)

5. CONFERENCE REGISTRATION

Sunday, March 4 - Tuesday, March 6

Reminder: Supplier companies must complete the Contracted Supplier Company Registration Contract in order for a company representative to register and attend the FAH Conference and Business Exposition.

Table with 2 columns: FAH Conference and Exposition, Amount. Rows include FAH Member (\$725), Non-Member (\$800), Spouse/Guest (Conference Only) (\$450), and Total.

Cancellation / Refund Policy:

- NO refunds of Supplier Company Registration Contracts after January 16, 2012
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 10, 2012
75% individual refund February 11 through February 17, 2012
NO refunds of individual registration fees after February 17, 2012
Substitutions and/or replacements accepted through February 17, 2012
Attendees must register on-site after February 17, 2012

7. 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 (required) Date

Spouse/Guest Signature (required) 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 4-6, 2012

**Hotel Cut-Off
January 31!**

**Reservations received after 1/31/12 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.
Changes and cancellations should be made directly with the hotel. Hotel will send confirmations 5-10 days after receipt of reservation.

Name _____

Firm _____

Street _____

City _____

State _____ Zip _____

Phone (____) _____

Fax (____) _____

E-Mail (required) _____

Share with _____

Arrival Date _____

Departure Date _____

Room Type Request

Park/Center Tower Single \$282.00

Wardman Tower Single \$302.00

Concierge Level Single \$322.00

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 Telephone: 800.228.9290
 Reservations Fax: 202.387.5386
 Main Telephone: 202.328.2000
 On-line: Marriott.com/wasdt
 Reference: Federation Amer Hosp

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 RESERVATIONS:
 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. FAHFAHW Wardman Tower
 C. FAHFAHB Concierge Level

***Please Note: You must enter the group code in the group code box when registering on-line.**



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March 4-6, 2012

Washington, D.C.

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\$12,500 | <input type="checkbox"/> Wall Street Journal
\$6,500 | <input type="checkbox"/> Attendance Award
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| <input type="checkbox"/> Supplier Directory
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\$5,000 | <input type="checkbox"/> Floral
\$2,000 | |

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: (required) _____

Completed form must be returned to:

Federation of American Hospitals
Attention: Bonnie Money Penny
650 S. Shackleford Road, Suite 400 Little Rock, AR 72211
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

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Cardholder's Signature: _____

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