

## EVENT AUDIT



### DATES OF EVENT:

Conference: March 18 – 20, 2014  
Exhibits: March 18 – 20, 2014

### LOCATION:

Jacob J. Javits Convention Center, New York, NY

### EVENT PRODUCER/MANAGER:

Company Name: Reed Exhibitions  
Address: 383 Main Avenue, Norwalk, CT 06851  
Phone: (203) 840-4800  
Website (Show): [www.interphex.com](http://www.interphex.com)

### REGISTRATION COMPANY:

CompuSystems, Inc.

### YEAR EVENT ESTABLISHED:

1979

### FREQUENCY:

Annual

### DATES OF NEXT EVENT:

Conference: April 21 - 23, 2015  
Exhibits: April 21 - 23, 2015

### LOCATION:

Jacob J. Javits Convention Center, New York, NY

### 1. STATEMENT OF MARKET SERVED

Process development, manufacturing and packaging in pharmaceutical/biopharmaceutical, cosmetic, and nutraceuticals industries.

**Qualified attendees** are buyers and specifiers from engineering, management, R&D, QA/QC, outsourcing, information technology, facilities, regulatory, validation, consulting, etc.

### 2. STATEMENT OF VERIFICATION METHODOLOGY:

There were no attendee or conference badges mailed. All badges were printed on-site and the registrant was then entered into the system as verified. In addition, scanning guns were used to scan attendees' badges at two show entrances in the North Concourse lobby going up into the hall and as entering the conference sessions.

Year which Event was Held	Event Location	Conference Attendees	Exhibit Only Attendees	Sub-Total: Conference & Exhibit Only Attendees	Speakers	Media	Verified Exhibitors, Non-Exhibiting Sponsors and their Support Staff*	Total
2014	New York, NY	149	7,241	7,390	55	54	3,542	11,041
2013	New York, NY	634	7,851	8,485	54	48	3,492	12,079

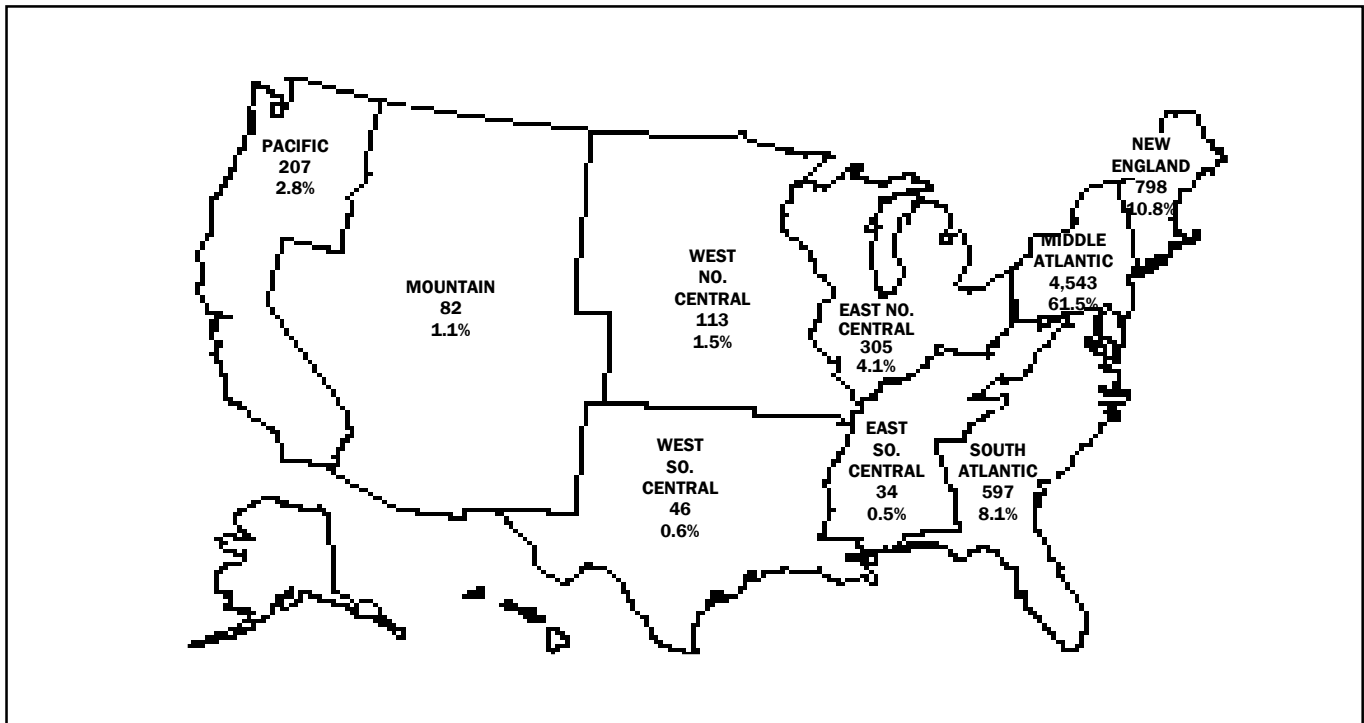
\* Not audited. Verified and on-site counts taken from registration database provided by the registration company.

<b>4. TYPE OF FACILITY</b>			
TYPE OF FACILITY	TOTAL ATTENDEES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY TYPE OF FACILITY
Biopharmaceutical/Biotech	810	11.0	13.2
Pharmaceutical	1,539	20.8	25.2
Both: Pharmaceutical/Biopharmaceutical/Biotech	596	8.1	9.8
Contract Manufacturer Organization (CMO)	343	4.6	5.6
Contract Packaging Organization (CPO)	100	1.4	1.6
Contract Research Organization (CRO)	68	0.9	1.1
Medical Device	306	4.1	5.0
Service Provider	846	11.4	13.8
Other	1,514	20.5	24.7
Total Conference and Exhibit Only Attendees Identified by Type of Facility	6,122	82.8	100.0
Total Conference and Exhibit Only Attendees Not Identified by Type of Facility	1,268	17.2	--
<b>TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES</b>	<b>7,390</b>	<b>100.0</b>	<b>100.0</b>

<b>5. PRODUCTS/SERVICES PRODUCED/OFFERED BY FACILITY/ORGANIZATION</b>			
PRODUCTS/SERVICES	TOTAL ATTENDEES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY PRODUCTS/SERVICES
Architecture, Engineering, Construction	603	8.1	9.9
Biologics	512	6.9	8.4
Biosimilars	43	0.6	0.7
Clinical Materials/Investigational Products	286	3.9	4.7
Consulting	644	8.7	10.5
Ethical/Proprietary Drugs	364	4.9	6.0
Generics	571	7.7	9.3
Medical Diagnostics/In Vitro	93	1.3	1.5
Nutraceuticals/Vitamins	167	2.3	2.7
Over the Counter Drugs (OTC)	229	3.1	3.8
Vaccines	154	2.1	2.5
Medical Device and/or Combination Products	493	6.7	8.1
Other	1,947	26.3	31.9
Total Conference and Exhibit Only Attendees Identified by Products/Services	6,106	82.6	100.0
Total Conference and Exhibit Only Attendees Not Identified by Products/Services	1,284	17.4	--
<b>TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES</b>	<b>7,390</b>	<b>100.0</b>	<b>100.0</b>

<b>6. JOB CATEGORY</b>			
JOB CATEGORY	TOTAL ATTENDEES	PERCENT OF TOTAL	PERCENT IDENTIFIED BY JOB CATEGORY
Business Development	883	12.0	14.4
General Management	915	12.4	15.0
Facilities Design	82	1.1	1.3
Laboratory Supervisor/Manager/Director	65	0.9	1.1
Marketing, Sales Management	638	8.6	10.4
Plant Management	116	1.6	1.9
Process Development	233	3.1	3.8
Production, Manufacture	398	5.4	6.5
Procurement/Purchasing	175	2.4	2.9
Quality Control	120	1.6	2.0
Regulatory Affairs	48	0.7	0.8
Research Development	377	5.1	6.2
Engineer Supervisor/Manager/Director	523	7.1	8.5
Scientist Manager/Senior/Lead	92	1.2	1.5
Engineer	660	8.9	10.8
Scientist	132	1.8	2.2
Other	652	8.8	10.7
Total Conference and Exhibit Only Attendees Identified by Job Category	6,109	82.7	100.0
Total Conference and Exhibit Only Attendees Not Identified by Job Category	1,281	17.3	--
<b>TOTAL CONFERENCE AND EXHIBIT ONLY ATTENDEES</b>	<b>7,390</b>	<b>100.0</b>	<b>100.0</b>

7. AUDITED GEOGRAPHIC BREAKOUT OF CONFERENCE AND EXHIBIT ONLY ATTENDEES					
STATE	TOTAL	PERCENT	STATE	TOTAL	PERCENT
<b>NEW ENGLAND</b>	<b>798</b>	<b>10.8</b>	<b>EAST SO. CENTRAL</b>	<b>34</b>	<b>0.5</b>
Maine	7		Kentucky	10	
New Hampshire	53		Tennessee	12	
Vermont	14		Alabama	11	
Massachusetts	444		Mississippi	1	
Rhode Island	36		<b>WEST SO. CENTRAL</b>	<b>46</b>	<b>0.6</b>
Connecticut	244		Arkansas	5	
<b>MIDDLE ATLANTIC</b>	<b>4,543</b>	<b>61.5</b>	Louisiana	3	
New York	1,323		Oklahoma	3	
New Jersey	2,121		Texas	35	
Pennsylvania	1,099		<b>MOUNTAIN</b>	<b>82</b>	<b>1.1</b>
<b>EAST NO. CENTRAL</b>	<b>305</b>	<b>4.1</b>	Montana	3	
Ohio	69		Idaho	1	
Indiana	36		Wyoming	2	
Illinois	115		Colorado	32	
Michigan	26		New Mexico	6	
Wisconsin	59		Arizona	6	
<b>WEST NO. CENTRAL</b>	<b>113</b>	<b>1.5</b>	Utah	18	
Minnesota	31		Nevada	14	
Iowa	7		<b>PACIFIC</b>	<b>207</b>	<b>2.8</b>
Missouri	61		Alaska	-	
North Dakota	3		Washington	22	
South Dakota	-		Oregon	10	
Nebraska	7		California	175	
Kansas	4		Hawaii	-	
<b>SOUTH ATLANTIC</b>	<b>597</b>	<b>8.1</b>	<b>UNITED STATES</b>	<b>6,725</b>	<b>91.0</b>
Delaware	67		<b>INTERNATIONAL</b>	<b>665</b>	<b>9.0</b>
Maryland	152		Canada	181	
Washington, DC	14		Mexico	15	
Virginia	45		Other International	469	
West Virginia	9		<b>Total Conference &amp; Exhibit Attendees</b>	<b>7,390</b>	<b>100.0</b>
North Carolina	158				
South Carolina	26				
Georgia	39				
Florida	87				





March 18-20, 2014 | Javits Center | New York, NY

Registration Form

First Name \_\_\_\_\_ MI \_\_\_\_\_ Last Name \_\_\_\_\_

Email (Necessary to provide your confirmation) \_\_\_\_\_

Title (Must provide to receive badge) \_\_\_\_\_

Company Name \_\_\_\_\_

Address 1 \_\_\_\_\_

Address 2 \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_ Country \_\_\_\_\_

Work Telephone (Do not include international dialing code) \_\_\_\_\_

Fax (Do not include international dialing code) \_\_\_\_\_

Cell/Mobile Telephone (Do not include international dialing code) Your mobile number will not be shared with any third parties.

Priority Code: OS

EXHIBITS AND CONFERENCE FEES ON-SITE FEES

Exhibit Only Pass.....	<input type="checkbox"/> \$75	\$ _____
<i>(All proceeds collected through attendee registration fees will be allocated to the "INTERPHEX Industry Fund" a giveback program dedicated to funding select industry initiatives.)</i>		
PDA Education Full Pass.....	<input type="checkbox"/> \$1,695	\$ _____
<i>(Includes all 3 days: Tuesday, March 18; Wednesday, March 19 and Thursday, March 20.)</i>		
PDA Education One Day Pass.....	<input type="checkbox"/> \$850	\$ _____
<i>(One day pass for: Tuesday, March 18; Wednesday, March 19 or Thursday, March 20.)</i>		
<input type="checkbox"/> Tuesday <input type="checkbox"/> Wednesday <input type="checkbox"/> Thursday		
Govt/Academia PDA Education Full Pass.....	<input type="checkbox"/> \$500	\$ _____
<i>(Includes all 3 days: Tuesday, March 18; Wednesday, March 19 and Thursday, March 20. Must show Govt/Academic ID when picking up badge.)</i>		
Student PDA Education Full Pass.....	<input type="checkbox"/> \$280	\$ _____
<i>(Includes all 3 days: Tuesday, March 18; Wednesday, March 19 and Thursday, March 20. Must show Student ID when picking up badge.)</i>		
Single Session Pass: PDA Facilities/Engineering Interest Group Only.....	<input type="checkbox"/> \$315	\$ _____
<i>(Single Session Pass: PDA Facilities/Engineering Interest Group Meeting Only on Tuesday, March 18.)</i>		
Single Session Pass: PDA Pharmaceutical Water Interest Group Meeting Only.....	<input type="checkbox"/> \$315	\$ _____
<i>(Single Session Pass: PDA Pharmaceutical Water Interest Group Meeting Only on Thursday, March 20)</i>		
Student Program by the Health Science Industry Scholarship Fund & GMP Systems.....	<input type="checkbox"/> \$20	\$ _____
<i>(Wednesday, March 19)</i>		
Young Professional Program by the Health Science Industry Scholarship Fund & GMP Systems.....	<input type="checkbox"/> \$35	\$ _____
<i>(Wednesday, March 19)</i>		
	Subtotal:	\$ _____
	TOTAL:	\$ _____

\*PDA Discount: Must be a PDA Member.

Registration Fee Policy: Registration fees are non-refundable. You may substitute a colleague from your company at any time by submitting written authorization. Cancellations received in writing on or before 3/17/14 will receive a registration credit valid for INTERPHEX 2015. No credits will be issued to cancellations received after this date or for "no shows." Credit will expire if not used by INTERPHEX 2015, and no refunds will be given if credit is not used in full. Submit all cancellation requests to: INTERPHEX 2014 REFUNDS Read Exhibitions - 383 Main Avenue Norwalk, CT 06851 or email inquiry@interphexexpo.com

PAYMENT METHOD

Check # \_\_\_\_\_  
 (Payable to Read Exhibitions in US dollars)

AMEX  MC  VISA  CASH

Account Number (last four digits only)  
 \_\_\_\_\_

First Name \_\_\_\_\_ MI \_\_\_\_\_  
 Last Name \_\_\_\_\_

Cardholder's Signature \_\_\_\_\_  
 I agree to pay the above total amount according to my card issuer agreement.

4. What type of facility do you represent? (Select One)

- l. Biopharmaceutical/Biotech
- 2. Pharmaceutical
- 3. Both: Pharmaceutical/Biopharmaceutical/Biotech
- 4. Contract Manufacturer Organization (CMO)
- 5. Contract Packaging Organization (CPO)
- 6. Contract Research Organization (CRO)
- 7. Medical Device
- 8. Service Provider, please provide what type of service: \_\_\_\_\_
- Other: (please specify): \_\_\_\_\_

9. What product/service does your facility/organization produce/offer? (Select one)

- a. Architecture, Engineering, Construction
- b. Biologics
- c. Biosimilars
- d. Clinical Materials/Investigational Products
- e. Consulting
- f. Ethical/Proprietary Drugs
- g. Generics
- h. Medical Device and/or Combination Products
- i. Medical Diagnostics/In Vitro
- j. Nutraceuticals/Vitamins
- k. Over the Counter Drugs (OTC)
- l. Vaccines
- m. Other (please specify): \_\_\_\_\_
- n. Medical Device and/or Combination Products

10. What is your influence on buying decisions? (Select one)

- a. Final Decision Maker
- b. Significant Influence
- c. Initial Recommendation
- d. Not Applicable

11. My job category is: (Select one)

- a. Business Development
- b. General Management
- c. Facilities Design
- d. Laboratory Supervisor/Manager/Director
- e. Marketing, Sales Management
- f. Plant Management
- g. Process Development
- h. Production, Manufacture
- i. Procurement/Purchasing
- j. Quality Control
- k. Regulatory Affairs
- l. Research Development
- m. No Response
- n. Engineer Supervisor/Manager/Director
- o. Scientist Manager/Senior Lead
- p. Engineer
- q. Scientist
- r. Other (Please Specify): \_\_\_\_\_

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Founded in 1963, Exhibit Surveys, Inc. is a full service research firm dedicated to providing market intelligence and measurement for the exhibition and events marketing industry. Having researched over 10,000 exhibits and over 4,000 events, Exhibit Surveys, Inc. has led the industry in developing the most comprehensive database of normative data for events and the most sophisticated diagnostic and measurement tools available.

**STATEMENT OF CERTIFICATION – AUDIT CONDUCTED BY EXHIBIT SURVEYS, INC.**

We have examined the attendee records of subject show/event for the date and location of the show/event as reported in this Exhibit Surveys, Inc. Event Audit Report. Our examination was made in accordance with generally accepted event auditing standards. This audit complies with standards set forth by the Exhibition and Event Industry Audit Commission (EEIAC), a not for profit commission organized for the purpose of managing and overseeing the exhibition industry's independent audit process. The audit process includes pre-event review of systems, post event confirmations of attendance, examination of accounting records, and any other auditing procedures considered necessary.

Based on such examinations, the statements set forth in this report present fairly and accurately the total attendance of this event in conformance with generally accepted event measurement principles.

Exhibit Surveys, Inc.  
 Red Bank, NJ