

APPA Annual Training Institute and Resource Expo



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CONTACT INFORMATION

Viper Show Coordinator:

Jennifer Elhardt | m: 912.266.3173

jelhardt@vipertradeshow.com

Show Management Contact:

Darlene Webb | p: 859.244.8206

dwebb@csg.org

PRE-SHOW TIPS

- **Submit orders early to receive the discounted rate** – Please complete the necessary forms found in this kit or online at <https://order.vipertradeshow.com>. Standard pricing will apply to orders received after the published deadline.
- **Payments** – All orders and balances (including material handling) need to be paid prior to the first day of move in. Standard pricing will apply to all orders not paid by the Discount Deadline.
- **Preparing freight shipments** – We strongly encourage you to send all show freight to the advance warehouse. Some cost-saving tips are to consolidate your freight to have it delivered in a single shipment on an LTL freight carrier & arrange for the freight to be received on or before the Late to Warehouse Deadline to avoid late charges. **Material handling applies to every shipment received.**
- **Review Quick Reference Page** – Please review the show schedule outlined and make sure your travel plans accommodate for a smooth setup and move out; the return of the empty freight containers can take at least an hour after the close of the show. **Please plan accordingly!**
- **Shipment tracking** – It is recommended you track your shipment prior to the show to confirm it has been delivered. You can send the tracking information to your Viper Show Coordinator as soon as your freight is shipped.

SHOW SITE TIPS

- **Viper Service Desk** – The service desk will be located on the show floor for assistance with questions or show site orders.
- **Booth orders & freight delivery** – Our team completes a rental order and advance freight check prior to exhibitor setup to ensure everything pre-ordered and/or sent to the Advance Warehouse is in your booth. A Viper representative will be at the Viper service desk for assistance. Please address discrepancies immediately because credits are not provided to claims made post show.
- **Empty Storage** – Material Handling (drayage) service includes the storage of empty containers for the duration of the show. "Empty" stickers will be available at the Viper service desk. Place one sticker on each empty item (crates/skids/boxes) you want Viper to store. All items are returned at the close of the show and can take at least an hour to be returned.
- **Labor orders** – All exhibitor supervised labor orders will need to check in at the Viper service desk once ready for the labor.

Please make sure your outbound carrier does not send a trailer for pick up. Box trucks or smaller vehicles, only.

QUICK REFERENCE & DEADLINES

Thursday, July 24, 2025

First day of advance warehouse receiving

RECEIVING: M-F | 8AM – 4PM

Thursday, July 31, 2025

Advance order discount deadline/cancellation deadline

Payment must be made in full to receive discounted rates.

Refunds will NOT be made after this deadline.

Thursday, July 31, 2025, by 12 pm CST

Artwork submission deadline.

All electronic, print ready artwork for modular rentals are due.

Thursday, August 14, 2025

Late to Warehouse Deadline

The warehouse must receive your freight by EOD to avoid added late fees.

Thursday, August 21, 2025

Last day of Advance Warehouse receiving

Last day Advance Warehouse will accept exhibit material.

(You will incur a late fee but your freight will be in your booth at the start of exhibitor move-in!)

NO SHOW SITE DELIVERIES ARE PERMITTED.

SHOW INFO AT A GLANCE

EXHIBITOR INSTALL / MOVE-IN

Sunday, August 24, 2025 | 9:00 AM – 5:00 PM

SHOW HOURS

Sunday, August 24, 2025 | 6:00 PM – 8:00 PM

Monday, August 25, 2025 | 8:00 AM – 9:00 AM

Monday, August 25, 2025 | 4:15 PM – 6:00 PM

Tuesday, August 26, 2025 | 9:30 AM – 11:00 AM

EXHIBITOR DISMANTLE / MOVE-OUT

Tuesday, August 26, 2025 | 11:00 AM – 4:00 PM

*Freight Force 3:00 PM | All drivers must check in with Viper by this deadline.

Complete move-out information can be found on page 3 of the exhibitor kit*

ADVANCE WAREHOUSE

Receiving Hours: M-F | 8AM – 4PM

2025 APPA

Viper Tradeshow Services

c/o MO Trucking

140 S Fourth Street

Bay Shore, NY 11706

All shipments must include your company name, booth number and 25 APPA on the freight.

SHOW SITE FACILITY

NO SHOW SITE DELIVERIES PERMITTED.

2025 APPA

Marriott Marquis

Westside Ballroom

1535 Broadway

New York, NY 10036

BOOTH PACKAGE ITEMS:

8' x 10' exhibit spaces

8' tall black/gold/gold/black back drape

3' tall black side drape

(1) 6' gold skirted table with black vinyl top

(2) chairs

(1) wastebasket

6"x24" ID sign

*In a carpeted hall.



ONLINE ORDERING

<https://order.vipertradeshow.com>

Any questions, please email:

jelhardt@vipertradeshow.com

Only the main contact will have access to place online orders; if an additional contact or EAC needs access to the Viper Tradeshow online portal please notify me

DISMANTLE/ MOVE OUT INFORMATION

FREIGHT FORCE: Tuesday, August 26, 3:00 PM | LABOR FORCE: Tuesday August 26, 11:30 AM

Viper Transportation is the Official Carrier for this show. All carriers must check in at

1535 Broadway, Westside Ballroom, New York, NY 10036

no later than 8/26 @ 3:00 PM to avoid force.

MOVE OUT INFORMATION

This information will also be distributed before the start of the last day of show hours. Please read these instructions to know what to expect and plan accordingly; share this information with your show site staff.

Exhibit Hall Officially Closes:	Tuesday, August 26 at 11:00 AM
Stored empty crates and containers estimated return:	Tuesday, August 26 at 12:00 PM
Labor Force: all exhibitors should have started dismantle by now: Exhibitors should have checked in at the Viper Service Desk for dismantle labor hired.	Tuesday, August 26 at 11:30 AM
Freight Force - deadline for carriers to check in:	Tuesday, August 26 at 3:00 PM

All outbound shipments loading onto a contracted carrier or personally owned vehicle require a Viper Tradeshow Services Bill of Lading (BOL). Please follow these instructions.

1. Pick up a Bill of Lading at the Viper Service Desk and completely fill out the gray shaded areas, making sure to write in your carrier name.
2. Call your common carrier or freight forwarder to make sure they are scheduled to arrive by **3:00 PM**. We suggest telling them **2:00 PM**, giving them room to fail without failing you! Here is the address for your convenience:

Marriott Marquis | Westside Ballroom | 1535 Broadway | NY, NY 10036

3. For liability reasons, and ensuring exhibitor's freight is loaded properly, all carriers **MUST** check in at the Viper Service Desk and be able to request your shipment by booth and company name. Please be sure to instruct your carrier to do so.
4. **Do not leave any UPS or FedEx shipments in your booth assuming it will be picked up!** We need a Bill of Lading submitted for all items/freight left in your booth and material handling (drayage) must be paid in full.
5. Once you have packed up all your materials, please hand in your BOL to the Viper Service Desk. (Do not leave it in your booth.) We will sign it and give you a copy, keep a copy and give the driver a copy. Please note, material handling must be paid in full.

*In the event you fail to turn in your BOL or your carrier does not check in by the **3:00 PM** deadline, your freight will be re-consigned to the house carrier, Viper Tradeshow Transportation. No liability will be assumed by Viper because of such rerouting or handling and exhibitor will be charged standard shipping rates of \$3.00/pound for shipments 1000 lbs. or more, \$3.50/pound for shipments 999 lbs. or less; with a **\$795.00 minimum**. Charges will be applied to the credit card on file. Any freight left on the floor without proper paperwork or return labels will be deemed as trash and will be discarded. *AV equipment and computers hold very specific packaging instructions to be covered by insurance. Viper Tradeshow Services is not liable and does not cover any AV equipment or other alike equipment. The Exhibitor holds all responsibility for such and should carry coverage for their own AV and computer equipment.

Viper Transportation is the Official Carrier for this show. If you would like Viper to be your carrier, simply complete and send us the shipping order form. Your BOL and labels will be delivered to your booth before the last days' exhibit hours.

If you decide to choose Viper as your carrier at show site, turn in the Viper Shipping Order Form provided to the Viper Service Desk by **10:00 AM** (1 hour before show closing) and we will write up your Bill of Lading and labels and deliver them to your booth. Once you are packed, sign the BOL and turn it in to the Service Desk, you will get a copy, we will keep a copy, and the driver will receive a copy. No worries about late carriers and writing numerous labels. Pack, turn in your BOL, and go!

PLEASE CONTACT YOUR SHOW COORDINATOR WITH ANY QUESTIONS OR COME TO THE VIPER SERVICE DESK ON SITE.

Jennifer Elhardt | jelhardt@vipertradeshow.com | mobile: 912.266.3173

TERMS AND DEFINITIONS:

IN ORDER TO RECEIVE A DISCOUNT:

Payment must accompany your advance order and be received prior to the early deadline date and with completed Payment Authorization Form. All payments to be in US currency.

OUTSTANDING PAYMENTS:

Viper Tradeshow Services requires payment for all services upon receipt of the order, including receiving shipments at the advance warehouse.

It is the responsibility of the Exhibitor to advise the Viper Tradeshow Services Service Center representative of any problems with any orders before the start of the show. No credits will be issued after the exhibition closing.

Government Agencies please note: If your firm or agency requires a purchase order be issued for any services rendered such purchase order must accompany the order forms.

All materials and equipment are on a rental basis, except where specifically identified as a sale, and remain the property of Viper Tradeshow Services. Exhibitors with a history of delinquent payments and/or open balances will be required to settle their past due accounts and forward an advance deposit to cover the estimated costs of service and, if such deposit is not sufficient, will be required to settle their accounts prior to the close of the exhibition.

Viper Tradeshow Services reserves the right to hold any exhibitor freight who has unpaid material handling fees. Such fees must be paid prior to the release of freight onsite.

Viper Tradeshow Services will accept payment by company check, or Method of Payment for Visa, MasterCard or American Express. Viper Tradeshow Services reserves the right to check the credit available on any card presented. If the exhibitor fails to pay their invoice prior to the close of the show, the charges will automatically be applied to the credit card on file.

International Exhibitors will be required to settle their accounts in full prior to the close of the exhibition. Payments must be made in US Funds or by credit card, cash, check, or bank wire transfer, when previously arranged by Viper Tradeshow Services.

Tax Exemption Status: If you are exempt from payment of sales tax, we require you to forward an exemption certificate for the state in which the services are to be used. Resale certificates are not valid unless you are rebilling these charges to your customers. Payment for all labor, equipment, and services, whether ordered by the exhibitor, display builder, non-official contractor, or other parties, shall be the responsibility of the exhibitor at the event. **A tax exemption certificate must be submitted prior to submitting orders.**

Insurance: Be sure your materials are insured from the time they leave your firm until they are returned after the show. It is suggested that exhibitors arrange all-risk coverage. This can usually be done by "riders" to existing policies.

The exhibitor must report the damage or loss at the Viper service desk at show site and complete our paperwork documenting the incident. Failure to complete the proper paperwork at show site will result in the claim being waived. The exhibitor must submit any written claim for loss or damage within (30) days of the close of the show on which the loss or damage occurred or the claim shall be considered waived.

Viper shall not be responsible for damage to uncrated material, material improperly packed, concealed damage, pad wrapped or shrink-wrapped materials, glass breakage, or carpet in bags or poly. Additionally, Viper shall not be responsible for crates and packaging that are unsuitable for handling, in poor condition, or have prior damage. Crates and packaging should be designed to adequately protect contents for handling by forklifts and similar means.

Material Handling Form (MHA) aka Bill of Lading (BOL): Your bill of lading must be turned in no later than the force times listed on the Quick Reference page. Each exhibitor is responsible for turning in a Bill of Lading to the Exhibitor Service desk after dismantling and completion of packing and labeling all boxes, crates, etc. The Bill of Lading is the official "permission" of the exhibitor allowing removal of freight from the booth to the carrier of choice (personal vehicle, truck, van line, airfreight, etc.). All shipments received at the close of the show are subject to a final count. We will count and ship pieces as we find the shipment when we remove them from the booth to load out.

All Material Handling Agreements submitted to Viper by the exhibitor will be checked at the time of pick up from the booth. Corrections will be made where any discrepancies exist between the quantities of pieces listed by the exhibitor and the actual count of such items in the booth at the time of pick up. Viper is not responsible for shipments left in booths by exhibitors. *Any unconsigned shipment left in the exhibit hall after dismantling hours will be shipped via the Official Show Carrier, Viper Transportation, at the expense of the exhibitor! Your bill of lading must be turned in no later than the force times listed on the Quick Reference Page.*

Small Package Shipments: Includes cartons received without documentation and delivered to the booth without guarantee of piece count and documentation, including but not limited to FedEx, UPS, Airborne, and DHL.

"Hand Carry": The ability for an exhibitor to "hand carry" their materials onto the exhibit hall through the front entrance without the use of wheels, including but not limited to, luggage carts, four wheel or two-wheel dollies, baggage carts.

Cancellation of orders: Exhibitor orders must be cancelled on or by the discount/cancellation deadline in order to receive a refund. All refunds for cancelled or adjusted orders before the deadline, will be processed at the close out of the show unless additional services/rental items are ordered. Any orders cancelled after the deadline will be charged at full. Credits will not be given for orders cancelled after this deadline or at show site. This is void for any full show cancellations at which point Viper will communicate policy. Refunds processed after 90 days of original payment will be paid via check or wire.

Final Show Audit: Viper Tradeshow Services reserves the right to perform a Final Audit of this event for up to 120 days after the move out date of the event. Also, an end of the year review in December. If additional charges for any service, labor or equipment are found, it will be added to the Exhibitor's invoice and the credit card on file will be charged. A Final Audit Invoice with explanation of any additional charges will be sent to the Exhibitor. If Viper does not have payment information, the invoice sent to the Exhibitor will be due upon receipt.

METHOD OF PAYMENT

Exhibitor Information

Company Name: _____ Booth #: _____ Booth Size: _____
Street Address: _____
City: _____ State: _____ Zip: _____
Contact: _____ Phone: _____
Fax #: _____ Email Address: _____
Show Site Contact: _____ Cell Phone: _____

Ways to Order:

Online via Credit Card | Login & Place Orders | <https://order.vipertradeshow.com>

Email: jelhardt@vipertradeshow.com

Mail: Send completed forms to Viper Tradeshow Services – 2575 Northwest Parkway Elgin, IL 60124

Payment Terms

Full payment is due when order is placed or when shipments are received.

All orders and balances (including material handling) need to be paid prior to the first day of move in.

Payment must be received prior to the discount deadline to receive the discounted rates

ACH or Wire Transfer payments need to be received prior to the show. A Method of Payment form and credit card must be submitted for final balances

Viper Tradeshow Services Orders

Shipping (Viper Transportation):	\$
Material Handling Estimate:	\$
Booth Cleaning:	\$
Installation & Dismantle Labor:	\$
Standard Furniture/Accessories/Floral:	\$
Viper Custom Furnishings:	\$
Flooring/Padding/Visqueen:	\$
Modular Rental Displays:	\$

Estimated Total Viper Tradeshow Services Orders: \$ _____

**A receipt with actual totals will be emailed to contact on file.*

Method of Payment / Credit Card Charges*

***3.5% convenience fee will be applied to all orders paid via credit card**

All state and local taxes apply.

By signing this payment form, you are authorizing to charge your credit card account for your advance orders, and any additional amounts incurred as a result of weight adjustments or show site orders placed by your representative; including labor, material handling and shipping.

You can place your credit card on file through your online account at <https://order.vipertradeshow.com>.

Or please email jelhardt@vipertradeshow.com to receive the Quick Bill Sign Up Link to place a credit card on file

Cardholder Signature: _____

Name Printed: _____

Billing Address (if different from above): _____

Company Check # (Please note show name on check): _____ Date check mailed: _____

VIPER TRANSPORTATION SHIPPING ORDER FORM

Viper offers door to door ground shipping (**7-15 business days**) anywhere in the contiguous United States regardless of destination, at a flat rate of \$3.50/lb. on shipments under 1,000 lbs. and \$3.00/lb. for shipments over 1,000 lbs. **Dimensional weight may apply** and a **\$795.00 minimum** applies for each shipment (destination/or leg). Canadian shipments are provided at a flat rate of \$4.50/lb. for shipments under 1,000 lbs. and \$4.00/lb. for shipments over 1,000 lbs.; a \$1,000.00 minimum applies. **Material Handling charges apply to all shipments. *3.5% convenience fee, state & local taxes apply.**

***If expedited shipping is required, please email your Show Coordinator for a quote: jelhardt@vipertradeshow.com**

Inbound shipping from:

Company Name: _____ Booth #: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Contact: _____ Phone: _____

Email Address: _____

Requested Pickup Date/Time: _____

Is this a residence: YES NO Do you have a dock: YES NO

Is this a Round Trip shipment: YES NO (if return address is different than above, please provide address below)

Special Instructions (inside pickup, liftgate required, receiving hours, etc): _____

# of Pieces	Description of Package	Estimated Dims & Weight – INBOUND	Estimated Dims & Weight - OUTBOUND
	Crate (Wooden) Exhibit Material		
	Cardboard Carton		
	Fiber Case		
	Pallets		
	Carpets		
	Miscellaneous		

Outbound Shipping: _____ **I only need outbound shipping** (if this option is selected, please add your shipping address below)

Company Name: _____ Booth #: _____

Street Address: _____

City: _____ State: _____ Zip: _____

Contact: _____ Phone: _____

Email Address: _____

Special Instructions (inside delivery, liftgate required, receiving hours, etc): _____

Acceptance & Payment

I understand that in the absence of added protection and accompanying itemized valuation, the maximum liability for loss or damage is limited to \$50.00 per shipment or \$0.50 per pound, whichever is greater. I accept responsibility for coverage for my products during shipping, otherwise, I am purchasing only supplemental insurance (does not include AV or computer equipment) protection (**up to \$5,000.00**) at \$75.00 for every \$1,000.00 declared value.

***Please note Viper Tradeshow is not liable for shipping A/V, computer equipment and does not cover shipping containers*.**

Insurance Cost (each way) \$ _____ (\$75/\$1000 value) Declared value \$ _____

I am not purchasing supplemental insurance protection: _____ (please sign or initial)

AV equipment and computers hold very specific packaging instructions to be covered by insurance. Viper Tradeshow Services is not liable and does not cover any AV equipment or other alike equipment. The Exhibitor holds all responsibility for such and should carry coverage for their own AV and computer equipment

Signature to officially place this order and acceptance of terms: _____

ADVANCE WAREHOUSE SHIPPING LABELS

For your convenience, labels are provided below for advance warehouse delivery.

We encourage you to make copies and fill in your specific information and tape two labels on each piece of your freight.

SHIPPER INFORMATION	
FROM:	
ADVANCE WAREHOUSE DELIVERY INFORMATION	
TO (Exhibiting Co. Name): _____ BOOTH #: _____	
2025 APPA Viper Tradeshow Services c/o MO Trucking 140 S Fourth Street Bay Shore, NY 11706	*Deliver by 8/14/2025 to avoid late fees* **Last day of warehouse receiving 8/21/2025** Weight ticket or BOL must be presented at the time of the delivery.
PIECE: _____ OF _____	

MATERIAL HANDLING

ADVANCE WAREHOUSE	SHOWSITE
2025 APPA Viper Tradeshow Services c/o MO Trucking 140 S Fourth Street Bay Shore, NY 11706 Receiving Hours: M- F 8 AM – 4 PM	NO SHOW SITE DELIVERIES ARE PERMITTED.

A 200-pound minimum (2 CWT) applies to every shipment, whether received at the Advance Warehouse or Show Site.

- Rates for this show are on actual or dimensional weight, whichever is greater, for every hundred pounds (cwt or hundred-weight) rounded up to the nearest whole number.
- If a shipment is split up and pieces are delivered at different times, the minimum 2 CWT will apply every time freight is received.
- A weight ticket/bill of lading must be presented at the time of delivery. Post Show weight tickets will not be accepted. If a weight ticket/bill of lading is unavailable at the time of delivery and the freight needs to be weighed by Viper, special handling will be applied to the material handling.
- Rates below include receipt of your freight, delivery to the booth, storage and return of empty crates, and reloading. Additional charges may apply if your shipment does not arrive/depart during the designated move-in/move-out times.

Calculate your CWT (hundred weight)

Estimated Weight of Shipment: _____ Pounds
Pounds Divided by 100, rounded up: _____ Your CWT (no less than 2)

Advance Warehouse Deliveries

	RATE PER CWT
Boxed, crated, or skidded shipment via common carrier.....	\$268.38 / CWT
Boxed, crated, or skidded shipment via POV, Van Line or specialized carrier, FedEx, UPS, or USPS...	\$348.89 / CWT
Common carrier shipment received late, after 8/14/2025	\$348.89 / CWT
POV, specialized carrier, FedEx, UPS or USPS shipment received late, after 8/14/2025	\$429.41/ CWT
Loose/uncrated or shipment requiring special and/or OT/DT handling (30% fee added to the above rates)	\$80.51 / CWT
Off-target shipment - received before or after receiving dates (30% fee added to the above rates)	\$80.51 / CWT
Small package fee (per shipment, not per piece, under 75 lbs).....	\$111.83
Estimated CWT _____ x _____ (Rate listed above) = _____	Estimated Total

Exhibitor: _____ Booth #: _____

INBOUND SHIPPING INFORMATION

If using your own carrier, please fill out for all shipments that you will be sending into the show.

A 200-pound minimum (2 CWT) applies to every shipment, whether received at the Advance Warehouse or Show Site.
Some cost-saving tips are to have all freight delivered in a single shipment on an LTL freight carrier.

Shipment 1

Shipping to: ☐ Advance Warehouse ☐ Event Site

Carrier Name: _____ Total Pieces: _____ Weight: _____

Tracking Number(s): _____

Shipper: _____

City: _____ State: _____

Description of pieces: _____

Shipment 2

Shipping to: ☐ Advance Warehouse ☐ Event Site

Carrier Name: _____ Total Pieces: _____ Weight: _____

Tracking Number(s): _____

Shipper: _____

City: _____ State: _____

Description of pieces: _____

Shipment 3

Shipping to: ☐ Advance Warehouse ☐ Event Site

Carrier Name: _____ Total Pieces: _____ Weight: _____

Tracking Number(s): _____

Shipper: _____

City: _____ State: _____

Description of pieces: _____

Exhibitor: _____ Booth #: _____

VTS MATERIAL HANDLING TERMS & CONDITIONS

Advance shipments will be accepted at the Viper Tradeshow Services warehouse and allowed up to 28 days free storage if delivered by the advance deadline receiving date listed below, and includes delivering freight direct to the exhibitor's booth storage of empties during the show, delivery of empties at the end of the show to an exhibitor's booth, and turning in Bill of Lading to the service desk and loading of materials onto outbound transportation carrier. Show Site shipments receive the same services except for warehouse storage.

Special Handling 30% Surcharge

Special Handling rates shall be applied to the total standard charges, but are not limited to the following types of shipments. Multiple scenarios may incur multiple special handling charges.

Van Line Shipments	All Shipments delivered by a Van Line Carrier will be charged special handling due to additional labor/handling, designated unloading/loading, etc.
Loose Freight	Shipments packed in such a manner as to require special handling (i.e., loose display parts, loose carpet rolls unskidded, uncrated equipment, stacked freight, etc.) regardless of the kind of carrier or vehicle used, including small package shipments.
Mixed/Undetermined Description	Description of the shipment is such that the type of materials or equipment cannot be determined (i.e., 1 lot 20 assorted pieces, etc.) Including any mixed lot/multiple shipments that are delivered together.
Must be Delivered by Hand	Materials must be moved "by hand" to the booth due to facility situations beyond Viper Tradeshow Services' control (i.e., elevators, rooms forklifts cannot be used, etc.)
Small Package Carriers (SPC)	The use of small package carriers such as FedEx, UPS, DHL, etc. do not provide BOL and deliver large quantities on the dock requiring additional time to sort and identify.

Overtime or Off Target 30% Surcharge

Shipments that qualify for overtime rates are any shipments unloaded or received at the warehouse/show site before 8 AM or after 4:30 PM on weekdays, anytime Saturday, Sunday or holidays or after ONE WEEK OUT. Additionally, when warehouse freight must be moved into the exhibit site on overtime, due to scheduling conflict beyond the control of Viper Tradeshow Services, or show move in or move out times are after 4:30 PM on weekdays, on Saturday, Sunday, or Holidays overtime charges will apply.

Material Handling / Special Handling Definitions

Material Handling: Movement of goods. This includes receipt of your freight, delivery to the booth, storage and return of empty crates/boxes, and reloading.

CWT: 'Hundred weight' - a unit of measurement for weight, equal to 100 pounds.

Storage Terms: Exhibitors may hand deliver their own materials to the exhibit facility through the front doors. The use or rental of dollies, flat trucks or other mechanical equipment is not permitted. Viper Tradeshow Services must control access to the loading docks in order to provide a safe and orderly move-in/out. Material handling fees must be paid in full for any materials that require empty storage.

Multiple Shipments: Any shipments received from multiple locations or received at different times/dates are considered separate and will be assessed multiple Material Handling minimums. No cumulative weights will be allowed on minimums or split shipments.

Ground Loading/Unloading: Vehicles that are not dock height preventing the use of loading docks, such as U-hauls, flat bed double drop trailers, company vehicles with trailers that are not dock level, etc.

Constricted Space Loading/Unloading: Trailer loaded "high and tight" shipments that are not easily accessible. Freight is loaded to full car trailer – top to bottom, side to side.

Designated Piece Loading/Unloading: Drivers that require the crew to bring multiple pieces of the freight to the rear of the trailer to the next piece, having to remove freight from the trailer then reload to fit or the trailer must be loaded sequence to ensure all items fit.

Stacked Shipments: Shipments loaded in such a manner requiring multiple items to be removed to ground level for delivery to booth. Stacked or "cubed out" shipments, loose items placed on top of crates and/or pallets constitute special handling.

Shipment Integrity: Shipment integrity involves shipments on a carrier that are intermingled or delivered in such a manner additional labor is needed to sort through and separate the various shipments on a truck for delivery.

Alternate Delivery Location: Alternative delivery location refers to shipments that are delivered by a carrier that requires us to deliver shipments to different levels in the same building, or to other buildings in the same facility.

Mixed Shipments: Mixed shipments are defined as shipments of mixed crated and uncrated goods, where the percentage of uncrated is minimal and does not warrant the full uncrated rate for this shipment but does require special handling.

"No Documentation": Shipments arrive from a small package carrier (including, not limited to, FedEx, UPS, DHL) without an individual Bill of Lading or shipments without a certified weight ticket which requires additional time, labor and equipment to process.

Difference Between Crated and Uncrated Shipments: Crated shipments are those that are packed in any type of shipping container that can be unloaded at the dock with no additional handling required. Such containers include crates, fiber cases, cartons and properly packed skids. An uncrated shipment is material that is shipped loose or pad-wrapped and/or unskidded without proper lifting bars and hooks.

BOOTH CLEANING

*Please contact your Viper Show Coordinator for a quote if you have specific cleaning requests.

Vacuuming

A Booth Unit = One (1) 10' x 10' / 8' x 10' Booth (Please circle booth size). 10' x 20' = 2 Units, 20' x 20' = 4 Units and so on. Please be sure to include ALL units.

Number of Booth Units: _____ x **\$150.00** Discount / **\$180.00** Standard

Subtotal: \$ _____

Subtotal x Number of Days: _____ **TOTAL: \$** _____

Porter Service

Emptying refuse from containers as necessary throughout the show hours. A Booth Unit = One (1) 10' x 10' / 8' x 10' Booth (Please circle booth size). 10' x 20' = 2 Units, 20' x 20' = 4 Units and so on. Please be sure to include ALL units.

Number of Booth Units: _____ x **\$120.00** Discount / **\$150.00** Standard

Subtotal: \$ _____

Subtotal x Number of Days: _____ **TOTAL: \$** _____

Exhibitor: _____ Booth #: _____

DISPLAY LABOR (Installation & Dismantle) INFO

Display Labor Hourly Rates

Straight Time (ST) | Monday – Friday: 8:00 am – 4:30 pm

Over Time (OT) | Monday – Friday before 8:00 am & after 4:30 pm

Double Time (DT) | Any time Saturday, Sunday & Holidays

Exhibitor Supervised:

DISCOUNT

ST: \$199.00 per person, per hour

OT: \$298.50 per person, per hour

DT: \$398.00 per person, per hour

STANDARD

ST: \$298.50 per person, per hour

OT: \$447.75 per person, per hour

DT: \$597.00 per person, per hour

Viper Supervised (35% supervision included)**:

DISCOUNT

ST: \$268.65 per person, per hour

OT: \$402.98 per person, per hour

DT: \$537.30 per person, per hour

STANDARD

ST: \$402.98 per person, per hour

OT: \$604.47 per person, per hour

DT: \$805.96 per person, per hour

Labor Definitions

All labor is supervised by Viper Tradeshow Services and charged accordingly unless checked below. Viper will not be responsible for any damage or loss of materials during installation, dismantle, unpacking or packing. There is a 1 hour minimum per worker at 1-hour increments thereafter.

Viper Tradeshow Services Supervised Labor: Exhibits are set up prior to exhibitor's arrival under the direction of Viper Tradeshow Services I&D Supervisors. The charge for this service is an additional 35% of the total installation labor bill. **Please provide complete booth plans, schematics, instructions and photos for this service along with inbound and outbound shipping information.**

Exhibitor Supervised Labor: Supervisor must check in at the Viper Tradeshow Services Center to pick up labor. Upon completion of work, supervisor must return to Viper Tradeshow Service Center to release labor. Start time guaranteed only where labor is requested for the start of the working day (8:00 am) unless the official set time begins later in the day.

Please provide supervisors name and cell number: _____

Installation Calculation & Order

CIRCLE ONE: Exhibitor Supervision or Viper Supervision**

1. Day/Time of set up: _____ Hourly Rate as noted above
2. Number of Laborers: _____ x number of people
3. Number of Hours: _____ x number of hours
4. **TOTAL AMOUNT OF HOURS** _____ x _____ (RATE) \$ _____

Dismantle Calculation & Order

CIRCLE ONE: Exhibitor Supervision or Viper Supervision**

1. Day/Time of set up: _____ Hourly Rate as noted above
2. Number of Laborers: _____ x number of people
3. Number of Hours: _____ x number of hours
4. **TOTAL AMOUNT OF HOURS** _____ x _____ (RATE) \$ _____

Services cancelled after the discount/cancellation date are charged at full value.

The time originally secured and processed preshow will not be adjusted if actual is less than ordered, please order labor accordingly.

**** IF ORDERING VIPER SUPERVISED LABOR – PLEASE COMPLETE THE FOLLOWING PAGE AND EMAIL TO YOUR SHOW COORDINATOR.**

Exhibitor: _____ Booth #: _____

VIPER SUPERVISED LABOR INFORMATION FORM

****Please email this form to jelhardt@vipertradeshow.com**

Please confirm you have emailed your Exhibitor Service Coordinator complete booth plans, schematics, special instructions, and photos for this service: (circle one) YES NO

****If not, please email ASAP**

Whom may we contact if we have any questions or concerns during installation/dismantle of your booth?

NAME: _____ Phone: _____

INBOUND SHIPPING INFORMATION: (Please complete all areas). If you want Viper Transportation to ship your freight to the show, please also complete the Viper Shipping Order Form and Method of Payment Form found in the Kit.

Freight will be sent to: _____ Warehouse: _____ Show Site: _____ Date Shipped: _____

Carrier: _____ Tracking #: _____

Total number of: _____ Crates: _____ Cartons: _____ Fibercases: _____ Skids: _____

Do you want Viper to be your outbound carrier: YES* NO

****Please complete the Viper Shipping Order Form found in the Kit.***

NOTE: If you are not using Viper Transportation for outbound shipping, you are responsible for booking an outbound carrier to recover your freight during the published move-out. We do not call your carrier to confirm pick-up arrangements; if your carrier fails to recover your freight it will be re-consigned to the house carrier at freight force time indicated on the quick reference page. Please note we cannot supply pre-printed small package labels for FedEx, UPS, DHL and others alike – you must print those airbills.

OUTBOUND SHIPPING INFORMATION: (Please complete all areas).

This information will be used to complete a pre-printed Bill of Lading (BOL) on your behalf at the close of the show.

This info must be provided for a Viper Transportation shipment OR non-Viper Transportation shipment.

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Contact: _____ Phone: _____

CARRIER NAME: _____

Exhibitor: _____ Booth #: _____

American Probation and Parole Association | August 24-26, 2025 | New York, NY

EXHIBITOR APPOINTED CONTRACTORS (EAC) GUIDELINES

Please complete and return both EAC forms

Viper Tradeshow Services, acting on behalf of all exhibitors and in the best interest of the exposition, has appointed Official Service Contractors to perform and provide necessary services and equipment. Official Service Contractors are appointed to: ensure the orderly and efficient installation and removal of the overall exposition, assure the distribution of labor to all exhibitors according to need, provide sufficient labor to satisfy the requirements of the exhibitors, and for the exposition itself, see that proper type and limits of insurance are in force, and avoid any conflict with local union and/or exhibit hall regulations and requirements.

The Official Service Contractors will provide all usual trade show services, including labor. Exceptions are: the exhibitor may provide supervision; exhibitor may appoint an exhibit installation contractor or display builder.

Exhibitors may employ the service of independent contractors to install and dismantle their display, providing the exhibitor and the installation and dismantling contractor comply with the following requirements:

1. Exhibitor must notify in writing to Viper Tradeshow Services the intention to utilize an independent contractor (EAC) no later than 14 days prior to the first move-in day, furnishing the name, address, and telephone number of the firm.
2. EAC agrees to comply with all the rules and regulations of the show outlined in this agreement, the Exhibitor Kit, including all union rules and regulations and accept liability for any negligent actions.
3. EAC must provide certificates of insurance confirming the following required insurance:
 - i. Commercial General Liability, including contractual liability, with a minimum limit of \$1,000,000, \$2,000,000 general aggregate and \$2,000,000 products and complete operations aggregate.
 - ii. Automobile Liability with a limit of not less than \$1,000,000 combined single limit, each accident. All owned, hired, and non-owned boxes marked.
 - iii. Workers Compensation, as required by law, with Employers Liability limits of not less than \$1,000,000.
 - iv. Umbrella/Excess Liability with a limit of not less than \$1,000,00 each occurrence/aggregate.
 - v. All policies (except Worker's Compensation) will name Viper Tradeshow Services (Official Service Contractor), Show Management, Show, and the Facility as additional insured on a primary and non-contributory basis.
4. EAC agrees to indemnify, defend, and hold the Show Management, the Facility and Viper Tradeshow Services harmless from and against all claims, lawsuits, demands, liability, costs, and expenses including reasonable attorney's fees and court costs, arising out of EAC's operations. EAC also agrees to reimburse Viper Tradeshow Services for all attorney fees and costs incurred in connection with all claims, lawsuits and counterclaims that should arise out of EAC's failure to adhere to the terms of this agreement.
5. Exhibitor agrees that they are ultimately responsible for all services in connection with their exhibit, including freight, drayage, rentals, and labor.
6. The EAC must have all business licenses, permits and Workers' Compensation insurance required by the state and city governments and the convention facility management prior to commencing work, and shall provide Show Management with evidence of compliance. If the EAC fails to provide the necessary documentation required, the Exhibitor will be required to use Viper Tradeshow Services for such services at the rates published in the Exhibitor Kit.
7. The EAC will provide Viper Tradeshow Services the number of on-site employees at the time of check-in and see that they have, and wear identification badges as determined by Show Management. No EAC will be permitted on the exhibit floor during show hours without the proper exhibit badges supplied by the exhibiting company.
8. The EAC shall be prepared to show evidence that it has valid authorization from the exhibitor for services. The EAC may not solicit business on the exhibit floor.
9. EAC/Exhibitor may not move freight from one booth to another booth or anywhere else within the Facility, Viper Tradeshow Services must provide labor.
10. The EAC must confine its operations to the exhibit area of its clients. No service desk, storage areas or other work facilities will be located anywhere in the building. The show aisles and public spaces are not a part of the exhibitor's booth space.
11. The EAC shall provide, if requested, evidence to Viper Tradeshow Services that it possesses applicable and current labor contracts and must comply with all labor agreements and practices. The EAC must not commit or allow to be committed by persons in its employment any acts that could lead to work stoppages, strikes or labor problems.
12. EAC will be responsible for all reasonable costs related to its operation. Where applicable a one-hour minimum labor charge will be charged at the appropriate labor rate per union to either the EAC or Exhibitor.
13. The exposition floor, aisles, loading docks, service and storage areas will be under the control of the official service contractor, Viper Tradeshow Services. The exhibitor appointed contractor must coordinate all its activities with Viper Tradeshow Services.
14. For services such as electrical, plumbing, telephone, cleaning and drayage, no contractor other than the official service contractor will be approved. This regulation is necessary because of licensing, insurance and work done on equipment and facilities owned by parties other than the exhibitor. Exhibitors shall provide only the material and equipment they own and is to be used in their exhibit space.
15. The EAC/Exhibitor should order services/rentals from Viper Tradeshow Services and the Facility vendors in advance. Ordering services onsite, which Viper Tradeshow Services may not be prepared to provide immediately upon request) may delay the set-up of the booth or force the setup into overtime.
16. The EAC/Exhibitor should arrange the protection of the product in the booth.
17. The EAC/Exhibitor should label empty containers/crates for storage as soon as they are ready. Holding back on empties adds to congestions to the aisles. Viper Tradeshow Services is not responsible for items left unattended on the show floor or any items stored in empty containers.
18. The EAC/Exhibitor agrees to turn in all outbound bills of lading at the Viper Service Desk on a timely basis. Turning in large amounts of freight bills at one time may delay the outbound loading and subsequently force the loading out into overtime.

I have read the Exhibitor Appointed Contractors section of this manual and understand the terms and conditions. I understand that all the contractors listed above must be approved by Viper Tradeshow Services. I understand it is my responsibility to see that each representative from any EAC for my company abides by the rules and regulations of the event. I also understand that any EAC listed above that is not approved by Viper Tradeshow Services will not be permitted on the floor.

Name: _____ Date: _____
Company: _____ Booth #: _____
Signature: _____

USE OF AN EAC NOTIFICATION

Please complete and return both EAC forms

Please be sure to read the Official Services & Exhibitor Appointed Contractors (EAC) Guidelines. Exhibitors who plan to have an EAC unpack, install, assemble, dismantle and pack displays, equipment or materials must provide this form to Viper Tradeshow Services no later than 14 days before the start of the move-in and see that their EAC adheres to the guidelines outlined on the previous page.

Notification of EAC: To be received no later than 14 days in advance

For Exhibitor (Company Name):

Show Name:

2025 APPA

Booth #:

Name of Service Firm (EAC):

Address:

Telephone:

Fax:

Contact:

Email:

Show Site Contact (if different from above)

Cell Phone #:

EAC Instructions

1. Refer to the Official Service & Exhibitor Appointed Contractors Guidelines form in this kit for additional requirements.
*Before submitting service order forms (including this one). Preferably before the early registration deadline.
2. Provide Viper Tradeshow Services the names of all exhibiting companies for whom they have orders on
*To be received no later than 14 days before move-in.
3. Check in at the Viper Tradeshow Services Service Desk to proceed with work on the floor
*Upon arrival at show site.

Viper Tradeshow Services reserves the right to refuse any Non-Official Service Contractor (EAC) access to the show floor if any of the above conditions are not met. If there is a problem providing the necessary information within the deadlines, Viper Tradeshow Services must be contacted in advance of the deadline.

STANDARD FURNITURE, ACCESSORIES & FLORAL

*No credit will be given after close of event on items ordered but not received. Cancellation Policy: No refunds on orders cancelled after discount deadline. *

30" Tall Tables

CIRCLE COLOR SELECTION BELOW



BLUE



RED



WHITE



GREEN



BLACK



UNSKIRTED

ITEM:

Qty: _____ 4' Table

DISCOUNT:

\$245.00

STANDARD:

\$295.00

Qty: _____ 6' Table

\$295.00

\$345.00

Qty: _____ 8' Table

\$345.00

\$395.00

Qty: _____ 4th Side Drape

\$61.00

\$81.00

Qty: _____ Undraped Table

\$60.00 Less than list price above

42" Tall Counters

CIRCLE COLOR SELECTION BELOW



BLUE



RED



WHITE



GREEN



BLACK



UNSKIRTED

ITEM:

Qty: _____ 4' Counter

DISCOUNT:

\$297.00

STANDARD:

\$347.00

Qty: _____ 6' Counter

\$347.00

\$397.00

Qty: _____ 8' Counter

\$397.00

\$447.00

Qty: _____ 4th Side Drape

\$74.00

\$94.00

Qty: _____ Undraped Counter

\$60.00 Less than price list above

Accessories

ITEM:

Qty: _____ Wastebasket

DISCOUNT:

\$55.00

STANDARD:

\$75.00

Qty: _____ Tripod Easel

\$98.00

\$118.00

Qty: _____ Plastic Folding Chair

\$100.00

\$125.00

Qty: _____ 4' Single Tier Table Riser

\$155.00

\$200.00

Qty: _____ 6' Single Tier Table Riser

\$195.00

\$240.00

Qty: _____ 8' Single Tier Table Riser

\$235.00

\$280.00

Qty: _____ Bag Rack

\$160.00

\$210.00

Qty: _____ Rope & Stanchions, ea.

\$231.00

\$291.00

Qty: _____ 4' x 8' Poster Board

\$475.00

\$535.00

Floral

Fresh Floral Arrangements

Small Floral Arrangement:

Qty: _____ \$275.00 Discount / \$380.00 Standard

Medium Floral Arrangement:

Qty: _____ \$390.00 Discount / \$505.00 Standard

Large Floral Arrangement:

Qty: _____ \$494.00 Discount / \$624.00 Standard

Artificial Plants

2 Foot Green Plant

Qty: _____ \$181.00 Discount / \$212.00 Standard

3 Foot Green Plant

Qty: _____ \$212.00 Discount / \$253.00 Standard

4 Foot Green Plant

Qty: _____ \$253.00 Discount / \$300.00 Standard

5 Foot Green Plant

Qty: _____ \$300.00 Discount / \$361.00 Standard

6 Foot Green Plant

Qty: _____ \$361.00 Discount / \$427.00 Standard

Exhibitor: _____ Booth #: _____

All Standard, Custom, & Enhanced furniture options are available to order online at <https://order.vipertradeshow.com>

CUSTOM FURNISHINGS

*No credit will be given after close of event on items ordered but not received. Cancellation Policy: No refunds on orders cancelled after discount deadline. *



Black Leather Sofa (B1)
Qty: ____
\$1,167.75 Discount
\$1,518.00 Standard



Black Leather Loveseat (B2)
Qty: ____
\$1,083.50 Discount
\$1,408.75 Standard



Black Leather Chair
Qty: ____
\$913.50 Discount
\$1,188.00 Standard



Gray Sofa (A1)
Qty: ____
\$942.75 Discount
\$1,225.50 Standard



Gray Loveseat (A2)
Qty: ____
\$858.75 Discount
\$1,116.25 Standard



Gray Chair (A3)
Qty: ____
\$774.50 Discount
\$1,007.00 Standard



Cocktail Table (C4)
Qty: ____
\$520.50 Discount
\$676.00 Standard



End Table (C5)
Qty: ____
\$463.50 Discount
\$602.75 Standard



6' Conference Table
Qty: ____
\$862.25 Discount
\$1,121.00 Standard



8' Conference Table
Qty: ____
\$946.00 Discount
\$1,230.00 Standard



Black Executive Chair (I2)
Qty: ____
\$604.50 Discount
\$786.00 Standard



Accordion Lit Stand (K1)
Qty: ____
\$353.25 Discount
\$459.00 Standard



Coat Rack (K4)
Qty: ____
\$128.25 Discount
\$166.75 Standard



Refrigerator (K8)
Qty: ____
\$585.50 Discount
\$761.25 Standard



Oak Desk (I1)
Qty: ____
\$942.75 Discount
\$1,225.50 Standard



30" x 30" Table (L2)
Qty: ____
\$408.50 Discount
\$531.25 Standard



Side Chair (L1)
Qty: ____
\$154.25 Discount
\$200.75 Standard



Arm Chair (L3)
Qty: ____
\$183.25 Discount
\$238.00 Standard



42" x 30" Bar Table (M2)
Qty: ____
\$437.25 Discount
\$568.50 Standard



Euro Barstool (M1)
Qty: ____
\$380.00 Discount
\$495.00 Standard



Gray Bar Stool (M5)
Qty: ____
\$267.00 Discount
\$348.00 Standard

**All Standard, Custom, & Enhanced
furniture options are available to
order online at
<https://order.vipertradeshow.com>**

Exhibitor: _____ Booth #: _____

CARPET SELECTIONS

*No credit will be given after close of event on items ordered but not received. Cancellation Policy: No refunds on orders cancelled after discount deadline. *

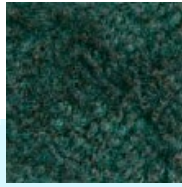
CIRCLE COLOR SELECTION BELOW



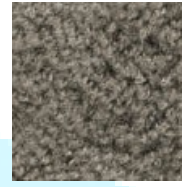
Red



Royal Blue



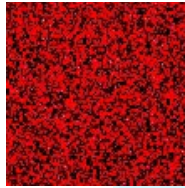
Green



Charcoal Grey



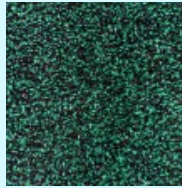
Navy Blue



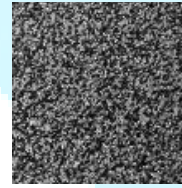
Speckled Red



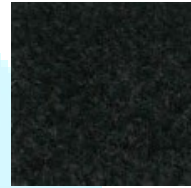
Speckled Blue



Speckled Green



Speckled Grey



Black

Standard Carpet Rates

SIZE	QTY	DISCOUNT PRICE	STANDARD PRICE	SUB-TOTAL
18' x 10' Carpet		\$420.00	\$520.00	
8' x 20 Carpet		\$840.00	\$1,040.00	
8' x 30' Carpet		\$1,260.00	\$1,560.00	
8' x 40' Carpet		\$1,680.00	\$2,080.00	
16' x 20' Carpet		\$1,680.00	\$2,080.00	
Custom Per Sq. Ft.		\$4.20	\$5.20	

Prestige Flooring Rates

SIZE	QTY	DISCOUNT PRICE	STANDARD PRICE	SUB-TOTAL
Astroturf Per Sq. Ft		\$11.75	\$13.75	
White Vinyl Per Sq. Ft		\$11.75	\$13.75	
*Custom Vinyl/Astroturf padding Per Sq. Ft.		\$11.75	\$13.75	
Plush Per Sq. Ft		\$11.75	\$13.75	

*Padding is HIGHLY recommended for vinyl and astroturf flooring if electrical is to be laid underneath flooring.

Padding | Visqueen

SIZE	QTY	DISCOUNT PRICE	STANDARD PRICE	SUB-TOTAL
½" Padding Per Sq. Ft.		\$4.50	\$5.25	
Double Padding Per Sq. Ft		\$7.50	\$8.25	
Visqueen Per Sq. Ft.		\$1.00	\$1.75	

Standard Carpet per sq. ft.: \$ _____

Prestige Flooring per sq. ft.: \$ _____

Padding/Visqueen per sq. ft.: \$ _____

ESTIMATED TOTAL \$ _____

Exhibitor: _____ Booth #: _____

All flooring, padding and visqueen options are available to order online at
<https://order.vipertradeshow.com>

MODULAR RENTALS – Includes custom graphics!

Artwork and payment for Modular Rental Displays must be submitting BY NOON on the Discount Deadline Date.

10x10 Displays – Contact Viper for Additional Custom Exhibit Options!

***All prices include shipping, labor, custom graphics & rental carpet | Please contact your Viper Rep for Artwork Guidelines**



10' INLINE BOOTH 1

BTH039

Discount: \$5,689.50

Standard: \$7,203.50



10' INLINE BOOTH 2

BTH032

Discount: \$5,689.50

Standard: \$7,203.50



10' STANDARD BOOTH

BTH003

Discount: \$5,689.50

Standard: \$7,203.50



10' POPUP LIGHTBOX

RENTAL – 3 WEEKS LEAD TIME

Discount: \$5,775.00

Standard: \$7,507.50

10X20 Displays – Contact Viper for Additional Custom Exhibit Options!

***All prices include shipping, labor, custom graphics & rental carpet | Please contact your Viper Rep for Artwork Guidelines**



20' INLINE BOOTH 1

BTH033

Discount: \$12,233.50

Standard: \$15,687.75



20' INLINE BOOTH 2

BTH016

Discount: \$12,233.50

Standard: \$15,687.75



20' STANDARD BOOTH

BTH013

Discount: \$12,233.50

Standard: \$15,687.75

A La Carte – white or black panels available on request.

***All prices include shipping, labor & custom graphics | Please contact your Viper Rep for Artwork Guidelines**



1M COUNTER

CNTR01

Discount: \$576.25

Standard: \$745.50



2M COUNTER

CNTR03

Discount: \$1,045.50

Standard: \$1,318.00



1M CURVED COUNTER

CNTR02

Discount: \$640.25

Standard: \$831.50



2M CURVED COUNTER

CNTR04

Discount: \$1,139.00

Standard: \$1,477.75



1M X 8' DISPLAY CASE

DSPC003

Discount: \$1,349.25

Standard: \$1,750.00



TOWER 1

TWR04

Discount: \$2,356.25

Standard: \$3,062.75



TOWER 2

TWR28

Discount: 2,356.25

Standard: \$3,062.75



TOWER 3

TWR29

Discount: \$3,531.00

Standard: \$4,590.25



COUNTER 1

CNTR24

Discount: \$3,919.50

Standard: \$5,094.00



COUNTER 2

CNTR25

Discount: \$4,045.00

Standard: \$5,258.50



COUNTER 3

CNTR26

Discount: \$3,898.50

Standard: \$5,067.00



6' CUSTOMIZABLE TABLE COVER*

3 WEEKS LEAD TIME*

Discount: \$625.00

Standard: \$812.50



22X28 SIGN W/HOLDER

Discount: \$206.00

Standard: \$267.75



10'W X 8'H BACKWALL BANNER

Discount: \$2,125.75

Standard: \$2,763.50

*BANNER IS YOURS TO KEEP

Exhibitor: _____ Booth #: _____

* Request for Pre-printed Bill of Lading (BOL) & Outbound Shipping Labels *

In order to have a pre-printed bill of lading (BOL) + shipping labels created & delivered to your booth the morning of show close, we must receive this form prior to move out. Email this form to: jeljardt@vipertradeshow.com. Please fill out a form for each shipment.

Viper cannot supply shipping labels for any freight that is shipping via FedEx/ UPS/ DHL or others alike. The exhibiting company and/or EAC will need to supply these labels for their shipment. Any freight left on the show floor without a proper label and/or bill of lading (BOL), will be reconsigned to the house carrier, Viper Transportation, and the exhibitor will be responsible for shipping costs. Viper Transportation cannot guarantee delivery dates, nor compete with other shipping carrier's costs.

Show Location

Marriott Marquis | Westside Ballroom | 1535 Broadway | NY, NY 10036

****Please make sure your Carrier checks-in (at the freight desk) NLT than 3:00 PM on August 26, 2025**

DO NOT USE THIS FORM TO REQUEST VIPER TRANSPORTATION SHIPPING. USE THE FORM ON PAGE 6.

Exhibitor Information

Company Name: _____ Booth #: _____

Contact: _____ Phone: _____

Email Address: _____

Shipping Destination 1

*Please let us know how many shipping labels you will require: _____

(Viper cannot supply shipping labels for any freight that is shipping via FedEx/ UPS/ DHL)

OUTBOUND CARRIER: _____

Delivering to (Company Name): _____

Street Address: _____

City: _____

State: _____ Zip: _____

ATTN: _____ Phone: _____

Shipping Destination 2

*Please let us know how many shipping labels you will require: _____

(Viper cannot supply shipping labels for any freight that is shipping via FedEx/ UPS/ DHL)

OUTBOUND CARRIER: _____

Delivering to (Company Name): _____

Street Address: _____

City: _____

State: _____ Zip: _____

ATTN: _____ Phone: _____

Show Site Instructions:

Once your shipment(s) is/are packed and ready to be picked up, **please return the outbound bill of lading (BOL) to the Viper service desk.** Verify the correct piece count, weight, and sign this legal document. Any shipments without paperwork turned in will be reconsigned onto the house carrier at the exhibitor's expense. Viper does not accept responsibility for any exhibitor property left on the show floor unattended at any time, for any reason. Do not leave the bill of lading (BOL) in your booth – you must bring to the Viper service desk. Thank you.



Meeting/Conference Specialists

When you're searching for the best in audio visual needs for your event, look to Visual FX as your partner in success! We understand tradeshow and conferences and your need for quality products, attentive representatives, and superior services that reflect your vision.

No meeting is too large or small. At Visual FX, we have the staff necessary to partner in the production of your full scope convention visual and audio productions, or equipment available for simple rentals as you prefer. Our products are designed to present you and your company with a professional and confident look. Our design specialists are experienced in listening to your visions and ideas and transform them into reality.

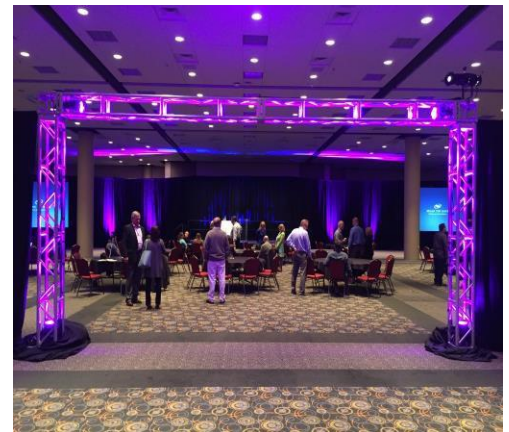
Creative Solutions

Anyone can provide a backdrop for your speakers. Visual FX works with you to create an environment and experience that highlights your speakers and their message in the best possible light. You don't share the same message year after year, why should your general session look the same? How can Visual FX help you showcase your speakers with a fresh look and energy? Let us find out together!



Products:

- Audio Sound Systems
- Microphones Wired/Wireless
- Video Projectors/Screens
- Video Monitors Rentals
- LCD Projector Packages
- Computers/ Laptops, Desktops
- Lighting/ Colored LED's, Stage Wash
- Scenic Stage Sets/ Velour Drape
- Audience Response Systems
- Printers/ Color & B/W, Radios



Customer Service Commitment

Visual FX was created with customer service in mind. We pride ourselves in ensuring your event runs to your liking, and we settle for nothing less than total satisfaction. With all the facets of a convention you have to manage, and multitudes people to consider, we make it our goal to provide an AV collaboration that is friendly and professional, but most importantly thorough and seamless. We're committed to your success; so you create the vision and we will create the Visual FX!



2575 Northwest Parkway, Elgin IL 60124 Ph. 847.426.3100

Exhibitor Order Form

Last updated [09/24]

Audio Equipment	Qty	Days	Daily Rate	Total
Wired Microphone			\$99.00	
Wireless Microphone- Handheld			\$220.00	
Wireless Microphone- Lavalier			\$220.00	
4-Channel Mixer			\$110.00	
8-Channel Mixer			\$195.00	
2 Powered Speakers w/ Stand			\$340.00	
XLR Cables (25ft)			\$40.00	
Video Equipment	Qty	Days	Daily Rate	Total
Micca Box			\$120.00	
19" Flat screen monitor			\$250.00	
23" Flat screen monitor			\$305.00	
32" LED monitor with table stand			\$450.00	
42" LED monitor with table stand			\$600.00	
50" LED monitor with table stand			\$735.00	
65" LED monitor with table stand			\$850.00	
LCD Data Projector 2500 Lumens			\$710.00	
LCD Data Projector 4000 Lumens			\$995.00	
Screens	Qty	Days	Daily Rate	Total
6' Tripod Screen			\$160.00	
8' Tripod Screen			\$175.00	
6' x 12' Fast-fold Screen			\$975.00	
7.6' x 14' Fast-fold Screen			\$1,500.00	
9' x 16' Fast-fold Screen			\$2,300.00	
Computer Systems	Qty	Days	Daily Rate	Total
Laptop Computer			\$350.00	
Wireless Mouse & Keyboard			\$95.00	
Mouse & Keyboard (wired)			\$85.00	
Ethernet Cables (25' to 50')			\$50.00	
VGA Cables (10ft)			\$40.00	
HDMI Cables (6ft)			\$50.00	
Multi-media Speakers			\$110.00	
Packages & Miscellaneous Accessories	Qty	Days	Daily Rate	Total
LCD Support Package (8ft easel screen, safelock table, advancer, cables)			\$275.00	
LCD Projector Package, 2500 Lumens			\$1150.00	
HP Black & White Printer			\$300.00	
Whiteboard Package			\$135.00	
Flipchart Package w/Easel			\$65.00	
Flipchart Pad			\$45.00	
Easel			\$40.00	
Black Velour Drape 16' high 10' Section			\$300.00	
Powerstrip			\$25.00	
Extension Cord 25'			\$35.00	
***Prices are based on a daily rate.	Equipment Total			
	Delivery/Pickup			\$150.00
	% sales tax			
**Cancellation fee, 100% within 14days of Show Date.	Other fees			
	Grand Total			

Visual FX, Inc.
2575 Northwest Parkway
Elgin, IL 60124
Phone 847.426.3100
Email: Rob@visualfxav.com



Exhibitor Information / Method of Payment

Show Name: _____
Exhibitor: _____
Booth Number: _____
Contact Name: _____
Address: _____
City, State, Zip: _____
Phone Number: _____
Fax: _____
Email: _____

Show Site Contact if Different Than Above: _____
Cell Phone: _____

For Use of an Exhibitor Appointed Contractor / Third Party

We understand and agree that we, the exhibiting firm, are ultimately responsible for payment of charges and agree to be bound by all terms and conditions as described in the Terms & Conditions section of this Service Kit. In the event that the named third party does not discharge payment of the invoice prior to the last day of the show, charges will revert back to the exhibiting company. All invoices are due and payable upon receipt, by either party.

Authorized Signature for Exhibiting Company _____

Visual FX Orders

Audio Equipment	\$	_____
Video Equipment	\$	_____
Screens	\$	_____
Computer Systems	\$	_____
Miscellaneous Accessories	\$	_____
Delivery/Pickup	\$150	_____
Total Visual FX Orders	\$	_____

Method of Payment / Credit Card Charges:

For your convenience, we will use this authorization to charge your credit card account for your advance orders and any additional amounts incurred as a result of show site orders placed by your representative.

Please circle appropriate credit card

Please provide credit card number ~

MasterCard Visa American Express

Number: _____

Expiration Date: _____ Security Code: _____

Cardholder's Signature: _____

Name Printed: _____

Address (if different than above) _____

Company Check - Please note show name on check! _____ Date check being mailed: _____

Email orders to: rob@visualfxav.com

Mail to: 2575 Northwest Parkway, Elgin, IL 60124

Electrical Department Exhibitor Order Form

Amp-Rite Electric Co., Inc c/o
NEW YORK MARRIOTT MARQUIS
1535 BROADWAY NEW YORK, NY 10036
TEL: (212)704-8799 FAX (212)704-8896
Electrical@AmpriteNYC.com

Services	Price	QTY	
WATTAGE (Non-dedicated Circuits - 120 VOLT SERVICE)			
0 -500 WATTS	\$185.00		
501-1000 WATTS	\$205.00		
1001- 1500 WATTS	\$220.00		
1501 - 2000 WATTS	\$320.00		
120 VOLT (Dedicated Circuits) AV, Meeting & Office Equipment			
20 AMPS	\$320.00		
POWER STRIPS Power Not Included. Must order at least one circuit from above (Only 2 power strips or quad boxes per circuit)			
QUAD BOX	\$45.00		
POWER STRIP	\$45.00		
208 VOLT (SINGLE PHASE) Specialty Equipment			
208V 20AMPS	\$430.00		
208V 30 AMPS	\$550.00		
FEEDER SERVICE (CANNOT BE USED FOR DISTRIBUTION)			
60 AMPS - 3 PHASE	\$1,470.00		
100 AMPS - 3 PHASE	\$2,340.00		
200 AMPS - 3 PHASE	\$4,560.00		
Miscellaneous (Please call for Cable Run pricing)			
Cable Run			
Charging Station	\$320.00		
LATE CHARGE	\$60.00		
SUBTOTAL			
8.875% TAX			
GRAND TOTAL			

SPECIAL NOTES

NYC CODE REQUIRES THAT NO ELECTRICAL EQUIPMENT OR APPARATUS CAN BE CONNECTED UNLESS IT CONFORMS TO ITS ELECTRICAL CODE. UPON REQUEST, THE HOTEL WILL SUPPLY A COPY OF THE NYC ELECTRICAL CODE. THE HOTEL WILL SUPPLY QUALIFIED ELECTRICIANS TO CORRECT ANY INFRACTIONS AT PREVAILING COSTS. WIRING REGULATIONS BASED ON THE NYC ELECTRICAL CODE ALL ELECTRICAL APPARATUS AND SPLICES MUST BE INSTALLED IN A METAL ENCLOSURE TO PREVENT EMISSION OF SPARKS. ALL METAL RACEWAYS, METAL LIGHTING FIXTURES, AND METAL HOUSINGS OF ELECTRICALLY POWERED EQUIPMENT SHALL BE GROUNDED. ALL CABLES SHALL BE 3 WIRE SJ CORD OR OTHER APPROVED TYPE. THE GREEN COLORED WIRE IS TO BE USED AS THE GROUND. THE CABLE MUST BE LARGE ENOUGH FOR THE LOAD AND HAVE A GROUND MALE PLUG. FLEXIBLE CORDS AND CABLES LESS THAN #14 GAUGE WIRE SHALL NOT BE PERMITTED. PLUG IN STRIPS SHALL BE MOUNTED NOT LESS THAN 2FT 6IN ABOVE THE FLOOR AND SHALL BE SECURELY FASTENED. NY MARRIOTT MARQUIS WILL NOT BE RESPONSIBLE FOR ANY VOLTAGE FLUCTUATIONS OR POWER FAILURES BEYOND OUR CONTROL

- ELECTRICAL ORDERS WITH VALID PAYMENT MUST BE SUBMITTED 10 DAYS PRIOR TO THE EVENT OR A LATE CHARGE WILL AUTOMATICALLY BE APPLIED.
- WALL OUTLETS ARE FOR HOTEL USE ONLY, NOT FOR AV/GUEST EQUIPMENT.
- INFRACTIONS WILL BE CORRECTED AND CHARGES WILL BE APPLIED.
- EXHIBITORS AND A/V PROVIDERS MUST SUBMIT A SEPARATE ORDER FOR EACH EVENT.
- IT IS NOT PERMITTED FOR ANYONE OTHER THEN NYMM ELECTRICAL DEPT. TO PROVIDE OR INSTALL POWER DISTRIBUTIONS.
- RENTAL RATES QUOTED ARE PER EVENT AND COVER A 5 DAY PERIOD.
- CIRCUITS WILL ONLY BE PLACED IN ONE LOCATION AND CANNOT BE SHARED OR SPLIT.
- ADDITIONAL CHARGES WILL APPLY TO: EVENTS OVER 5 DAYS, ROOM RELOCATIONS, RESETING ANY ELECTRICAL AND SAME DAY ORDERS.
- NO REFUNDS AFTER APPROVAL AND/OR START OF THE SETUP.
- PRICES SUBJECT TO AN AUTOMATIC 3% YEARLY INCREASE.

Event Name:

Company:

Address:

City:

State:

Zip:

Phone:

Fax:

Mobile:

E-Mail:

Representative Name:

Room Name:

Booth:

Setup Date:

Time:

Start Date:

Time:

Removal Date:

Time:

Additional Info:

**your master account and show on your
final bill please check this box**

PAYMENT BY CREDIT CARD

PLEASE SEND COMPLETED FORM TO: 1 (212) 704 -8896
Electrical@AmpriteNYC.com

CREDIT CARD NUMBER:

TYPE:

CSV:

EXP DATE:

CARDHOLDER'S NAME:

Billing Zip:

SIGNATURE:

Receipt?

Signature: _____

Date: _____

I approve the above electrical charges from the Marriott Marquis New York

HOTEL USE ONLY

EVENTS/AV MANAGER & EXTENSION _____

PMS#/
Folio# _____

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Expires 12/31/2025



**EXHIBIT SERVICES REQUEST
A.V. & INTERNET SERVICES**

1535 Broadway
New York, NY 10036
212-704-8879

Event Name: _____

Load In - Day/Date/Time: _____

Load Out - Day/Date/Time: _____

Exhibiting Firm: _____ Booth # & Location: _____

Contact Name: _____ Onsite Representative: _____

Phone: _____ Onsite Phone Contact: _____

Email: _____

Company Address: _____

Please complete this form and return to EXHIBITS220@PINNACLELIVE.COM

FREQUENTLY REQUESTED ITEMS	QUANTITY	DAILY RATE	SHOW RATE
32" LED Monitor Table Set (No Audio)		\$500	\$1000
42" LED Monitor with Floor Stand		\$650	\$1450
65" LED Monitor with Floor Stand		\$1250	\$2500
Laptop Computer Windows Based		\$375	\$840
Media Server (for file USB playback)		\$55	\$125
Labor and Handling – (per monitor)		\$350	

INTERNET	QUANTITY	SHOW RATE
Wireless Internet Access for (1) device (up to 5Mbps)		\$395
Wireless device(s) Each Additional		\$150
Wired Internet Access (up to 5Mbps)		\$785
Wired Line Installation Each Additional		\$150

**All services are subject to a 25% administrative charge and 8.875% sales tax.
Orders less than 10 business days to load-in subject to short order fee of \$195++
Orders received on-site will be subject to rush fee of \$250++**

Name on Card: _____

Card #: _____ Exp: _____ CVV: _____

Signature: _____ Date: _____

Terms and Conditions

These Terms and Conditions (“Terms”), together with the Scope of Work, Rental Contract, and Exhibitor Pricing Guide, if applicable, and other applicable documents, provided to you in connection herewith, constitute the entire agreement (the “Agreement”) between the undersigned client (“Client” or “you”) and Pinnacle Live LLC (“Pinnacle Live”, “us” or “we”) with respect to the subject matter hereof.

The Scope of Work, including any pricing, discounting, and concessions set forth therein, is valid for thirty (30) days prior to the start date of the program. All prices and availability are subject to change without notice until this proposal is signed, accepted, and the required deposit is received. Until such a time, all equipment reservations, and the scheduling of required technical personnel will be done on a tentative basis only.

Pinnacle Live agrees to rent to Client, and Client agrees to rent from Pinnacle Live, the equipment described more fully in the attached Scope of Work (the “Equipment”), subject to these Terms:

Acceptance

1. Client must review, sign and return these Terms to us prior to receiving any Equipment or related services from us.
2. Adjustments to the Scope of Work can generally be made prior to delivery of the Equipment and provision of services, provided that any necessary labor and equipment are available to accommodate your request.

Estimate Assistance

If you are uncertain of your requirements or for any changes, speak with our Venue Director, Sales Director, or Sales Manager. We can assist with estimating your labor and equipment needs for your program.

Labor Rates

1. Labor costs included in the Scope of Work (“Labor Costs”) are estimates only, and the total Labor Costs will depend on the actual number of hours worked, including any applicable overtime, which we will bill to you at prevailing rates.
2. A standard workday for our staff is eight (8) hours per day. After the first eight (8) hours, overtime rates go into effect at one and one-half (1.5) times the regular rates of pay.
3. If a program continues until after midnight, any hours worked after midnight for the same program shall be considered part of the previous calendar day for purposes of calculating hours and overtime applicability.
4. All labor between the hours of 12:01 AM and 6:00 AM will be billed at 1.5 or 2 times the prevailing rate regardless of the number of hours worked.
5. Pinnacle Live Labor must have at least eight consecutive hours off between each shift or labor will be charged at 1.5 times the prevailing rate beginning at hour one of the subsequent shifts.
6. On federal and state Holidays, labor rates are two times the regular rates of pay.
7. Meal Periods: Operators require a 1 hour paid break period for every 5 hours of consecutive work. Should this requirement not be met, a meal penalty of 2 times the prevailing rate will be applied to each position and the client must supply Hotel prepared meals for the crew. Operators are not permitted to eat at their stations and as such a minimum of 30 minutes should be allotted to step away.
8. A staffed Production and/or Project Manager position (PM) is required for all Ballroom Programs at prevailing rates.

Equipment Rates

1. Client agrees to pay to Pinnacle Live the rental fee for the Equipment during the rental period (“Rental Fee”) specified in the Scope of Work. The Rental Fee is calculated in full-day increments based on the rental rate for each piece of Equipment per calendar day.
2. Additional charges may apply if your actual rental period exceeds the number of days identified in the Scope of Work.
3. A single program that continues until after midnight into the following calendar day may be considered a single day for purposes of calculating the Rental Fee, only if provided in the Scope of Work or otherwise in writing by us.

Administration Fee

The Administration Fee allows Pinnacle Live to provide the necessary support required to help make your meeting or program successful, including pre-program planning and preparation, on-site support, coordination with our hotel partners and more. The entire fee helps cover our administrative costs and is not a gratuity in whole or part to employees of Pinnacle Live or any other party.

Damage & Security

1. Client hereby assumes all responsibility for any and all damages or loss to the Equipment and agrees to pay all costs to repair or replace any Equipment damaged or otherwise rendered out of service through accident, misuse or neglect.
2. In case of loss or destruction of the Equipment or loss of possession thereof, or inability to return equipment to Pinnacle Live in as good condition as when delivered to Client, Client agrees to pay to Pinnacle Live the complete and full current replacement costs of the Equipment.
3. Client agrees to allow Pinnacle Live access to the Equipment, and to each location under Client’s control where the Equipment is located at any time, for the purpose of implementation, service and/or removal.
4. Pinnacle Live will make every attempt to secure its own equipment, however if equipment is to be left on show-site overnight security may be necessary. Any costs of providing security shall be the responsibility of the Customer and may be arranged through the property/venue.

Equipment

1. Pinnacle Live retains all title and rights to Equipment and accessories, and Client shall ensure that no liens, claims or encumbrances are attached thereto or placed thereon.
2. After Pinnacle Live personnel set up the Equipment, Client will have the opportunity to test the Equipment and identify any potential problems with the Equipment before Pinnacle Live personnel depart. After such time, Client is deemed to have inspected and tested the Equipment and agrees to have received the Equipment in good operating condition.

3. Client agrees that Pinnacle Live is not in any way liable for any loss, property damage or personal injury caused by or in connection with the operation, storage or transportation of the Equipment.

4. Client agrees to use the Equipment in good faith and in accordance with all instructions provided by Pinnacle Live, and further agrees to notify Pinnacle Live in the event of any interruption of service or damage to, or failure, of the Equipment.

5. Pinnacle Live shall repair such Equipment or, if unable to repair, use reasonable efforts to replace the Equipment with similar Equipment, if available, as soon as practicable after receiving such notice. Provided, however, that the preceding sentence does not apply where Pinnacle Live determines, in its sole discretion, that the Equipment has been subjected to abuse, misuse, neglect, negligence, accident, improper handling, abnormal physical stress, abnormal environmental conditions, or use contrary to any instructions provided by Pinnacle Live, or use with any third-party product, hardware, software, or product that has not been previously approved in writing by Pinnacle Live.

6. If you are bringing a personal computer or other equipment that will be used for presentation purposes during your program, the computer or other equipment should be tested with the Equipment in advance to ensure compatibility. Please be sure you are familiar with the operation of both your computer and software.

7. All Equipment rentals are for use in the specific room or other location identified in the Scope of Work. Client shall not move the Equipment from the initial set up location for use elsewhere.

8. All Equipment and any other materials furnished by Pinnacle Live shall be removed only by Pinnacle Live at the close of your program in accordance with the Scope of Work.

9. Pinnacle Live is the exclusive provider of rigging services.

10. These prices do not include electrical orders from AmpRite Electrical Service nor internet charges. A Managed Internet Services (MIS) specialist from Pinnacle Live can assist with additional capabilities and proposal clarification or creation.

11. The following charges are beyond Pinnacle Live control and may be applied by the venue: Electrical / Power, Security, Shadow Staff, Fire Marshal, and Fogger / Hazer Use Charges. Pinnacle Live is not responsible for the above charges or any other venue-imposed charges, unless stated in this proposal. These items, if applicable, will be billed separately by the venue or its agents.

Payment

1. MASTER BILL – All charges will be applied to Client's venue master bill upon approval with the venue, unless otherwise set forth in the Scope of Work.

2. The Venue will be Pinnacle Live's agent for payment. The Customer will pay the Venue. The Customer will make full and final payment to Pinnacle Live through such master account with the Venue in accordance with the Venue's payment terms. In all cases, payment in full, and in advance of load-in is required. Should collection procedures become necessary, the Customer agrees to pay attorney fees, court, and all other reasonable costs of collection. CREDIT CARDS: Pinnacle Live accepts credit cards for COD orders only, on behalf of Pinnacle Live.

3. If necessary to enforce the collection of amounts due to us under this Agreement, Client agrees to pay all collection costs and charges incurred by us including court costs and reasonable attorney's fees.

4. The estimated charges do not include any electrical or network charges that may be incurred.

Cancellation

1. Customer must inform Pinnacle Live of any cancellation in writing and said communication must be received during regular business hours. Cancellation of any order less than 45 business days of the scheduled load-in will be billed at full contracted price. Cancellation of any order in less than 90 business days will be subject to a 50% liquidated damages fee. Additionally, any non-refundable deposits paid to suppliers or expenses incurred on behalf of the client will be billed to the client in full regardless of cancellation of this contract.

Changes to Program Quote

1. Prior to the first day of the program, Pinnacle Live will provide an updated estimate of Rental Fees, Labor Costs, and any other applicable charges for approval and signature.

2. Exhibitors must submit all change orders in writing.

Onsite Additions

1. Client must provide to us the names of approved personnel authorized to make changes to the Scope of Work on behalf of Client.

2. Any requests for additional services or equipment after the Equipment is delivered are subject to the availability of our personnel and equipment.

3. You must notify the Pinnacle Live contact listed in the Scope of Work directly to request any changes.

Additional Terms for Exhibitors

1. Insurance and security for the Equipment is solely your responsibility. You must maintain an insurance policy that covers loss or damage to the Equipment in an amount not less than the Equipment's full replacement value as identified on the Scope of Work, and such policy must list Pinnacle Live as an additional beneficiary. You must provide us a copy of the policy prior to receiving any Equipment from us, and must ensure the policy remains active until after we have confirmed receipt of payment for the final invoice.

2. Union labor costs, if applicable, are not included in the Rental Fee.

3. No refunds or credits will be issued after the program ends.

4. These prices do not include electrical orders from AmpRite Electrical Service nor internet charges. A specialist from Pinnacle Live's Managed Internet Services (MIS) team can assist with capabilities and proposal creation.

5. All equipment use must comply with current NEC, Federal, State, and local codes.

6. ALL WIRELESS ACCESS POINTS NOT AUTHORIZED BY PINNACLE LIVE ARE PROHIBITED. Client-provided access points are prohibited for use within the program facility without Pinnacle Live's prior written approval. Wireless access points without adjustable power outputs are prohibited under all circumstances. If you wish to showcase your wireless products, you must contact Pinnacle Live at least fourteen (14) days prior to the start of the program so that we may attempt (but do not guarantee) to engineer a cohesive operating network that limits or controls interference. Approvals may incur a site survey fee.

Indemnification

Client and Pinnacle Live each hereby forever agree to indemnify, defend, and hold harmless the other for any and all third-party claims, losses, costs (including reasonable attorneys' fees and costs), damages, or injury to property and persons (including death) as a result of the negligent acts, errors, or omissions of the indemnifying party and its respective employees, agents, representatives, and contractors. Client also agrees to indemnify, defend, and hold harmless Pinnacle Live, its affiliates and their respective personnel against all claims for copyright, patent, or other intellectual property infringement including claims for licenses and royalties, as a result of Pinnacle Live's use of any and all Client-provided materials such as images, recordings, page | 27

transmissions, videos, software, hardware, or any other form of intellectual property, etc., in connection with the program.

Limitation of Liability

1. IN NO EVENT SHALL PINNACLE LIVE BE LIABLE TO CLIENT OR TO ANY THIRD PARTY FOR ANY LOSS OF USE, REVENUE OR PROFIT OR LOSS OF DATA OR DIMINUTION IN VALUE, OR FOR ANY CONSEQUENTIAL, INCIDENTAL, INDIRECT, EXEMPLARY, SPECIAL, OR PUNITIVE DAMAGES WHETHER ARISING OUT OF BREACH OF CONTRACT, TORT (INCLUDING NEGLIGENCE), OR OTHERWISE, REGARDLESS OF WHETHER SUCH DAMAGES WERE FORESEEABLE AND REGARDLESS OF WHETHER PINNACLE LIVE HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH DAMAGES, AND NOTWITHSTANDING THE FAILURE OF ANY AGREED OR OTHER REMEDY OF ITS ESSENTIAL PURPOSE.

2. IN NO EVENT SHALL PINNACLE LIVE'S AGGREGATE LIABILITY ARISING OUT OF OR RELATED TO THIS AGREEMENT, WHETHER ARISING OUT OF OR RELATED TO BREACH OF CONTRACT, TORT (INCLUDING NEGLIGENCE) OR OTHERWISE, EXCEED THE AGGREGATE AMOUNTS PAID OR PAYABLE TO US PURSUANT TO THIS AGREEMENT.

3. REQUESTS FOR RECORDING: ALL RECORDINGS AND EDITS ARE CLAIMED TO BE OF A QUALITY SUITABLE FOR DOCUMENTATION AND TRANSCRIPTION PURPOSES ONLY.

Exclusion of Warranties

PINNACLE LIVE MAKES NO WARRANTY WHATSOEVER REGARDING THE EQUIPMENT OR ITS SERVICES, EXPRESS OR IMPLIED, INCLUDING WITHOUT LIMITATION ANY (a) WARRANTY OF MERCHANTABILITY; (b) WARRANTY OF FITNESS FOR A PARTICULAR PURPOSE; (c) WARRANTY AGAINST INTERFERENCE; OR (d) WARRANTY AGAINST INFRINGEMENT OF ANY PATENT, COPYRIGHT, TRADEMARK, TRADE SECRET, OR OTHER PROPRIETARY RIGHTS OF A THIRD PARTY; WHETHER ARISING BY LAW, COURSE OF DEALING, COURSE OF PERFORMANCE, USAGE OF TRADE, OR OTHERWISE.

Force Majeure

The parties' performance under this Agreement is subject to governmental actions, applicable law, ordinances, or regulations; acts of God, hurricanes, earthquakes, other adverse weather conditions; war or terrorism; strikes or other labor disputes; third party failures; or any other emergency of comparable nature beyond the parties' control; in each instance making it impossible, illegal or impracticable to perform its obligations under this Agreement (Force Majeure Event). In the event of the occurrence of a Force Majeure Event, the parties agree that, if possible, the program that is the subject of this Agreement will be rescheduled at the first available opportunity suitable for each party; if the parties are unable to reschedule, this Agreement may be terminated upon reasonable written notice without a Cancellation Charge as set forth herein, provided that in the event of any cancellation or postponement of the program or termination of this Agreement due to a Force Majeure Event, Pinnacle Live will return to Client any and all prepayments and deposits made by Client, less reimbursement for any work performed and expenses incurred by Pinnacle Live up through the date of cancellation, postponement or termination (or Client shall, within fourteen days of invoice, pay Pinnacle Live for all such expenses incurred and work performed if no deposit or prepayment has been made).

Entire Agreement; Modification

This Agreement supersedes all previous verbal or written contracts with respect to the subject matter hereof and is held inviolable unless mutually agreed in writing. These Terms and the Agreement prevail over any of Client's general terms and conditions regardless of whether or when Client has submitted its request, order, or such terms. Provision of services to Client does not constitute acceptance of any of Client's terms and conditions and does not serve to modify or amend these Terms or the Agreement.