EXHIBITOR SERVICE KIT

Information and Order Forms



Mailing Address: P. O. Box 7001 Roanoke, Virginia 24019

Street Address: 7615 Williamson Road, N.W. Roanoke, Virginia 24019

> Phone: (540) 362-3940 Fax: (540) 362-8698

www.hollins-expo.com

RICHMOND HOME SHOW



PRESENTED BY

Marketplace Events Richmond Home Show

October 21-23, 2022 Richmond Raceway Complex Richmond, Virginia

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Richmond Raceway Complex Services(Attached)



Phone: (540) 362-3940

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Fax: (540) 362-8698



(e-mail) service@hollins-expo.com

HOLLINS Exposition Services is pleased to have been selected as the Official Service Contractor for the Richmond Home Show. We recognize that your participation in this event is a vital part of your firm's marketing program. Be assured we will do everything possible to insure a profitable and rewarding experience. To facilitate the reading of this "Exhibitor Service Kit", HOLLINS Exposition Services will hereafter be referred to as HOLLINS except in those instances where the full trading name is required.

We are enclosing our service order forms for your information, completion and response. Your immediate attention to and return of the appropriate forms, to the address shown on each, will insure the best service and lowest cost to you. Orders placed at the show will be honored on a limited basis and contingent upon the availability of specific furnishings and equipment.

All orders placed with HOLLINS are subject to the terms and conditions as set forth on the enclosed "Payment Policy and Credit Card Charge Authorization Form". Completed and signed Authorization Form must accompany your order. Please Note: You may choose to pay by check drawn on a U. S. Funds Account, MasterCard, VISA, or American Express; however, we require your credit card authorization to be on file with HOLLINS. PURCHASE ORDERS ARE NOT CONSIDERED PAYMENT.

Official Show Contacts

Registration/Booth Assignment:

Marketplace Events **Bruce Evans** 612-209-4593

bruce@beddheadmedia.com

Carpet - Cleaning - Furniture - Labor - Plants Signs - Shipping - Storage

HOLLINS Exposition Services Exhibitor Services 540-362-3940 service@hollins-expo.com

Audio-Visual

HOLLINS Exposition Services Exhibitor Services 540-362-3940 service@hollins-expo.com

Electric Service

Richmond Raceway Complex Lauren Daneker 804-228-7512 Fax 804-228-7526 Idaneker@richmondraceway.com

Internet

Richmond Raceway Complex Lauren Daneker 804-228-7512 Fax 804-228-7526 Idaneker@richmondracewav.com

Official Show Carrier

T-Force Freight 800-988-9889 www.upsfreight.com

Venue

Richmond Raceway Complex

600 East Laburnum Street Richmond, VA 23222 804-228-7512

Booth Equipment

- ▶ Refer to information sent to you from Marketplace Events for your booth size. Standard booths will be 10 ft. wide x 10 ft. deep and will be provided with:
 - 8 ft. high back wall drape (black)
 - 3 ft. high side divider drape (black)

The exhibit hall is NOT carpeted.

Per show management: all booths must have floor covering in entire booth area. For your comfort and to better decorate your booth, carpet in a variety of solid colors is available for rental from HOLLINS.

No substitutions are permitted on drape colors. Additional drape, booth furnishings or accessories may be ordered via the enclosed forms or on our web site.

Important Dates

Schedule below subject to change by show management.

- ▶ Advance Shipments may begin arriving at the Warehouse: Monday, September 19, 2022
- **Exhibitor Appointed Contractor (EAC) Deadline Date:** Monday, October 3, 2022
- Deadline Date to order materials at Discount Rate with payment: Monday, October 3, 2022
- Last day for Advance Shipments to arrive without surcharge: Friday, October 14, 2022

Direct Shipments may arrive at the Show Site:

| | Tuesday, October 18, 2022 | 8:00 a.m 5:00 p.m. |
|-----------------------|--|---------------------|
| | Exhibitor move-in: | |
| | Tuesday October 18, 2022 (20 x 20 Space or Larger) | 12:00 p.m 6:00 p.m. |
| | Wednesday October 19, 2022 | 8:00 a.m 6:00 p.m. |
| | Thursday, October 20, 2022 | 8:00 a.m 7:00 p.m. |
| \blacktriangleright | Exhibit Hours: | |
| | Friday, October 21, 2022 | 10:00 a.m 7:00 p.m. |
| | Saturday, October 22, 2022 | 10:00 a.m 7:00 p.m. |
| | Sunday, October 23, 2022 | 10:00 a.m 5:00 p.m. |
| \blacktriangleright | Exhibitor Move-out: | |
| | Sunday, October 23, 2022 | 5:01 p.m 9:00 p.m. |

Sunday, October 23, 2022 5:01 p.m. - 9:00 p.m. Monday, October 24, 2022 8:00 a.m. - 12:00 p.m.

Outbound Carrier Check-in:

5:00 p.m. - 9:00 p.m. Sunday, October 23, 2022

Outbound Freight will be re-routed:

Sunday, October 23, 2022 9:00 p.m.



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Material Handling

HOLLINS Exposition Services has been appointed the Official Service Contractor for this event, and as such is the exclusive provider of material handling services, including drayage of all materials into and out of the venue, whether received at the advance warehouse or at show site.

Shipping Addresses

▶ ADVANCE SHIPMENTS TO WAREHOUSE

Company Name and Booth Number c/o Hollins Exposition Services T-Force Freight 5401 Midlothian Turnpike Richmond, VA 23225

Shipments accepted beginning September 19, 2022. Shipments must arrive by October 14, 2022. Receiving hours: Monday - Friday, 8:30 a.m. - 4:00 p.m.

▶ DIRECT SHIPMENTS TO SHOW SITE

Company Name and Booth Number c/o Hollins Exposition Services Richmond Raceway Complex 600 East Laburnum Street Richmond, VA 23222

Shipments accepted beginning October 18, 2022.

Please do not send shipments to the show site prior to the above date. The venue does not have facilities to store your shipment, and may refuse your shipment. Any shipments accepted by the venue, will be consigned to HOLLINS. Any receiving/storage charges assessed by the venue will be added to the Material Handling charges assessed by HOLLINS, and are the responsibility of the exhibitor.

International Shipments

If your materials require clearance by U.S. Customs, it is your responsibility to make those arrangements with a customs broker. HOLLINS cannot clear shipments on behalf of any shipper.

Labor

Labor is for the installation and dismantling (I&D) of your exhibit or display. Labor may be ordered using the enclosed order forms. Exhibitors may install and dismantle their own displays, provided they use their own full time company employees to do so.

Exhibitor Appointed Contractors

Exhibitors may hire the services of "Exhibitor Appointed Contractor" (EAC) labor to install and dismantle your exhibit or display. Please refer to the Exhibitor Appointed Contractor Labor information in this exhibitor service kit for information and instructions.

- HOLLINS must be notified of your intent to hire EAC labor prior to the deadline date.
- EAC must provide HOLLINS with a certificate of insurance prior to the deadline date.

Failure to meet these requirements will result in the exhibitor hiring I&D labor from HOLLINS; the EAC will provide supervision only.

Damage

No signs or other items are to be pinned, stapled, taped or otherwise attached to drape or material/equipment provided by HOLLINS with one exception: you may pin or attach by velcro - signs, pictures and/ or publications to our Tack/Velcro Display Panels. Exhibitors shall be responsible for any damage to or loss of rented materials from the time they are placed on the show floor until they are returned to HOLLINS.

Equipment Use

HOLLINS does not lend equipment to exhibitors. Ladders, carts and other equipment are for HOLLINS use only. If you require assistance or equipment for the installation or dismantle of your booth, you must order labor using the enclosed order forms. If you require assistance moving materials to/from your booth, these materials are subject to material handling fees at the published rates.

Safety

In order to minimize the risk of fire and to keep exhibit halls as safe as possible, **NOTHING** (for example: fiber cases, cartons, boxes, personal items, giveaways, etc.) may be stored behind or between exhibit booths, behind draperies or under tables. All materials that are needed for repacking purposes must be removed from the exhibit area.

You may keep a one-day supply of literature or products at your booth. Accessible storage may be available for additional items. Please see the HOLLINS Service Desk for assistance.

Standing on tables, chairs or other rental furniture is PROHIBITED. This furniture is not designed to support your standing weight. HOLLINS will not be responsible for falls or injuries caused by improper use.

Security

Exhibitors are responsible for safeguarding their exhibits, displays, materials and equipment. HOLLINS will not responsible for unattended items left in booths.



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Rentals

All materials and equipment are on a rental basis, and remain the property of HOLLINS Exposition Services. Rental items not ordered but found in booths will be invoiced to the exhibitor at Standard Rates.

Discount Rates

To qualify for Discount Rates, we must receive your order with full payment by **October 3, 2022,** unless otherwise indicated. Orders received after October 3, orders without payment and orders processed at the show will be processed at Standard Rates.

Tax

Tax (5.3%) will be added to all rentals and materials. If you are a non-profit organization, federal tax exempt organization or tax exempt in the state of Virginia, a copy of your exemption certificate must accompany your order; otherwise, we must add tax.

Third Party Billing

If you have arranged for a third party to handle your display and be billed for services, please complete, sign and return the "Third Party Billing Authorization Form" no later than October 3, 2022; otherwise, third party billing will not be processed. Kindly note, you are ultimately responsible for payment of HOLLINS charges regardless of third party billing authorization. In the event a third party fails to pay our invoice charges before the close of the show, such charges will automatically revert to you. HOLLINS will not process any split billing between you and your display house, or with another exhibitor.

Questions And Adjustments

Concerns about a possible discrepancy in items ordered versus items received as well as complaints or questions about services must be reported to the HOLLINS Service Desk on the show floor. Every effort will be made to immediately resolve issues on site and make appropriate adjustments to your account. Credits and/or adjustments will NOT be made after the close of the show. Some items, services and labor are subject to cancellation fees - refer to the order form for details. Any unpaid invoices at the close of the show will be billed to the credit card on file.

Fees

NSF Check: \$35.00Credit Card Chargeback: \$35.00



To order on-line, vsit the Hollins Exposition Services web site at **www.hollins-expo.com**

If you require additional assistance, please contact Exhibitor Services at (540) 362-3940.



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PAYMENT POLICY

A signed credit card authorization form must accompany your order.

Payment may be made by check drawn on a U.S. Funds Account, MasterCard, VISA or American Express; however, we require your credit card authorization to be on file with HOLLINS.

(e-mail) service@hollins-expo.com

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

ADVANCE ORDERS: For your order to be processed, and to receive Discount Rates, full payment must accompany your order. **SHOW SITE ORDERS:** Show site orders will be subject to Standard Rates and processed only with full payment when placed.

SHIPPING FREIGHT AND/OR ORDERING RIGGING LABOR OR INSTALLATION & DISMANTLE LABOR:

AUTHORIZED BY

TELEPHONE NO.

(Please Type or Print)

FOR PAYMENT RECEIPTS BY E-MAIL, PRINT E-MAIL ADDRESS HERE:

Prior to the close of the show, an invoice will be prepared and delivered to your booth. Unless you have corrections that are brought to our attention at the HOLLINS Service Desk, or choose to pay your invoice by check, your order will be processed for payment on your credit card. **NOTE:** If rigging or dismantle labor is needed on move-out, these charges will be put on your credit card and your copy of the receipt and invoice will be mailed to you within ten (10) days of the close of the show.

| CREDIT CARD AUTHORIZ | ZATION (In | formation Must Be Provided) | VERIEICATION COR | | EXPIRATION DATE |
|---|---|---|--|---|--|
| ☐ MasterCard ☐ VISA | ıA □ A | merican Express | VERIFICATION COL | DE (back of card) | EXI INATION DATE |
| Account Number | | | | | |
| | | | | porate [| ☐ Personal |
| DDINT OA | ARDHOLDER N | IA BAT | X | NATURE OF CAR | DUOL DED |
| | | | | | |
| UNPAID BALANCES - Should there be invoice date, any unpaid balance will be PERCENTAGE RATE of 18%. If any fina maximum rate allowed, and any excess Policy agreement shall be governed by a | ear a FINANCE C ance charge hereu finance charge re | HARGE at the lesser of the max under exceeds the maximum rate eceived by HOLLINS will be either | kimum rate allowed by appli e allowed by applicable law, er applied to reduce the prin | cable law, or 1.9.25 the finance charge | % per month, which is an ANNUA will automatically be reduced to th |
| Calculation of Ord | lers | | | | TOTAL |
| To simplify payment, send one | e check navable to | Show Services | | | \$ |
| HOLLINS EXPOSITION SERVICES for your el | ntire order or note | Display Tables and Risers | | | \$ |
| the amount to be charged to your credit ca | rd. | Seating and Accessories | | | \$ |
| PURCHASE ORDER IS NOT | CONSIDERED | Display Panels | | | \$ |
| PAYMENT. | | Special Drapery Custom Signs and Graphics | | | \$ \$ |
| | | Custom Booth Rental | ,5 | | \$ |
| | | Audio Visual Rental | | | \$ |
| | | Cleaning Services | | | \$ |
| | | Installation and Dismantle | Labor | | \$ |
| | | Material Handling | | | \$ |
| | | | | | |
| | | FULI | L PAYMENT in U.S. fur | nds drawn on a l | U.S. Bank \$ |
| Check No. | | | | | |
| Date | | | | | |
| In the agree wat of | | | Chaves and anality and | | ν α.ξ. [φ |
| In the amount of \$ | | | Charge my credit car | a in the amount | of [\$ |
| | ALL EVUIE | BITORS MUST FILL OUT CO | MDI ETE INICODMATIONI | RELOW: | PLEASE TYPE OR PRINT |
| NAME OF EVENT Richmon | d Home Show | | WIFELTE IN ORWATION | BLLOW. | 1 25 62 111 2 611111111 |
| | | | | BOOTI | H NO. |
| EXHIBITING FIRM | | | | | INO. |
| ADDRESS | | | | | |
| CITY AND STATE | | | | ZIP CO | ODE |

(Signature)

DATE



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Deadline Date For Return of this Form: October 3, 2022

(e-mail) service@hollins-expo.com

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You may arrange for a third party to handle your display and be billed for services. HOLLINS will agree to this arrangement if the third party has a satisfactory payment record with us. **Both Firms** must complete this form, including the **Third Party credit card charge authorization below.** Return form by the deadline date.

It is understood and agreed that you, the exhibiting firm, are ultimately responsible for payment of charges. If the third party does not pay the invoice before the close of the show, charges will revert to you. All invoices are due and payable upon receipt.

| Exhibiting Firm | PLEASE TYPE OR PRINT | Third Party | PLEASE TYPE OR PRIN |
|--|--|--|--|
| (Exhibiting Firm) | | (Third Party) | |
| (Address) | | (Address) | |
| (City) | (State) (Zip) | (City) | (State) (Zip) |
| (Phone) | (Fax) | (Phone) | (Fax) |
| (Authorized By - Please Type or Print) (Authorized Signature) | | (Authorized By - Please Type or Print) X (Authorized Signature) | |
| Credit Card Charge Au (Information Must Be Provided) | uthorization | Credit Card Charge A (Information Must Be Provided) | uthorization |
| EXPIRATION DATE | ☐ MasterCard☐ VISA | EXPIRATION DATE | ☐ MasterCard☐ VISA |
| ☐ Corporate | ☐ American Express VERIFICATION CODE (back of card) | ☐ Corporate | ☐ American Express VERIFICATION CODE (back of card) |
| Account Number | | Account Number | |
| (Cardholder Name - Please Type or Print) | | (Cardholder Name - Please Type or Print) | |
| (Cardholder Billing Address) | (City) | (Cardholder Billing Address) | (City) |
| (State) (Zip) | (Country) | (State) (Zip) | (Country) |
| ☐ Display Tables and Risers☐ Seating and Accessories☐ | iced to the Exhibiting Firm. ☐ Audio Visual Rental ☐ Cleaning Services ☐ Installation & Dismantle Labor ☐ Material Handling | The items checked below are to be inv Show Services Display Tables and Risers Seating and Accessories Display Panels Special Drapery Custom Signs & Graphics Custom Booth Rental Other (Please Specify) | coiced to the Third Party. Audio Visual Rental Cleaning Services Installation & Dismantle Labor Material Handling |
| X (Cardholder Signature) | | X (Cardholder Signature) | PLEASE TYPE OR PRII |

| NAME OF EVENT | Richmond Home Show | BOOTH NO. |
|---------------|--------------------|-----------|
|---------------|--------------------|-----------|



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YOU ARE ENTERING A CONTRACT WHICH LIMITS YOUR POSSIBLE RECOVERY IN CASE OF LOSS OR DAM-

The terms and conditions set forth below become a part of the Contract between HOLLINS and you, the EXHIBITOR. Acceptance of said terms and conditions will be construed when any of the following conditions are met:

- THE METHOD OF PAYMENT FORM IS SIGNED
- AN ORDER FOR LABOR, SERVICES AND/OR RENTAL EQUIPMENT IS PLACED BY EXHIBITOR
 WITH HOLLINS
- WORK IS PERFORMED ON BEHALF OF EXHIBITOR BY LABOR SECURED THROUGH HOLLINS

DEFINITIONS

For purposes of this Contract, "HOLLINS" or "HOLLINS Exposition Services" means HOLLINS Exposition Services, and their respective employees, directors, officers, agents, assigns, affiliated companies, and related entities including, but not limited, to any subcontractors HOLLINS may appoint. The term "EXHIBITOR" means the Exhibitor, its employees, agents, representatives, and any Exhibitor Appointed Contractors ("EAC").

PAYMENT TERMS

Full payment, including any applicable tax, is due in advance or at show site. All payments must be in U.S. funds and all checks must be drawn on a U.S. bank. Orders received without advance payment or after the deadline date will incur additional After Deadline charges as indicated on each order form. All materials and equipment are on a rental basis for the duration of the show or event and remain the property of HOLLINS except where specifically identified as a sale. All rentals include delivery, installation, and removal from EXHIBITOR's booth. In case of cancellation of any orders or services by EXHIBITOR, a one-hour "per person, per hour" charge will be applied for all labor orders that are not canceled in writing at least 24 hours prior to the scheduled start time. If Custom-Cut Carpet, Modular Rental Exhibits and any other custom-order items or services have already been provided at the time of cancellation, fees will remain at 100% of the original charge. If the Show or Event is canceled because of reasons beyond HOLLINS's control, EXHIBITOR remains responsible for all charges for services and equipment provided up to and including the date of cancellation. HOLLINS will not issue refunds to EXHIBITOR of any payments made before the date of cancellation. It is EXHIBITOR's responsibility to advise the HOLLINS Service Desk Representative of problems with any orders, and to check the EXHIBITOR's invoice for accuracy prior to the close of the Show or Event. If EXHIBITOR is exempt from payment of sales tax, HOLLINS requires an exemption certificate for the State in which the services are to be used. Resale certificates are not valid unless EXHIBITOR is re-billing these charges to its customers. For International EXHIBITORS, HOLLINS requires 100% prepayment of advance orders, and any order or services placed at show site must be paid at the show. For all others, should there be any pre-approved unpaid balance after the close of the show; terms will be net, due and payable in ROANOKE, VIRGINIA upon receipt of invoice. Effective 30 days after invoice date, any unpaid balance will bear a FINANCE CHARGE at the lesser of the maximum rate allowed by applicable law, or 1.5% per month, which is an ANNUAL PERCENTAGE RATE of 18%, and future orders will be on a prepaid basis only. If any finance charge hereunder exceeds the maximum rate allowed by applicable law, the finance charge shall automatically be reduced to the maximum rate allowed, and any excess finance charge received by HOLLINS shall be either applied to reduce the principal unpaid balance or refunded to the payer. If past due invoices or invoice balances are placed with a collection agency or attorney for collection or suit, EXHIBITOR agrees to pay all legal and collection costs. THESE PAYMENT TERMS AND CONDITIONS SHALL BE GOVERNED BY AND CONSTRUED IN ACCORDANCE WITH THE LAWS OF THE STATE OF VIRGINIA. In the event of any dispute between the EXHIBITOR and HOLLINS relative to any loss, damage, or claim, such EXHIBITOR shall not be entitled to and shall not withhold payment, or any partial payment, due to HOLLINS for its services, as an offset against the amount of any alleged loss or damage. Any claims against HOLLINS shall be considered a separate transaction, and shall be resolved on its own merits. HOLLINS reserves the right to charge EXHIBITOR for the difference between the EXHIBITOR's estimate of charges and the actual charges incurred by EXHIBITOR, or for any charges that HOLLINS may be obligated to pay on behalf of EXHIBITOR, including without limitation, any shipping charges. If EXHIBITOR provides a credit card for payment and charges are rejected by the EXHIBITOR's credit card company for any reason, HOLLINS hereby provides notice that it reserves the right, and EXHIBITOR authorizes HOLLINS, to continue to attempt to secure payment through that credit card for as long as unpaid balances remain on the EXHIBITOR's account.

LABOR UNDER THE SUPERVISION OF EXHIBITOR

RESPONSIBILITIES:

EXHIBITOR shall be responsible for the performance of labor provided under this option. It is the responsibility of EXHIBITOR to supervise labor secured through HOLLINS in a reasonable manner as to prevent bodily injury and/or property damage and also to direct them to work in a manner that is in compliance with HOLLINS's Safe Work Rules and/or Federal, State, County and Local ordinances, rules and/or regulations, including but not limited to Show or Facility Management rules and/or regulations. It is the responsibility of EXHIBITOR to check in with the Service Desk to pick up labor, and to return to the Service Desk to release labor when the work is completed.

INDEMNIFICATION:

EXHIBITOR agrees to indemnify, hold harmless, and defend HOLLINS from and against any and all demands, claims, causes of action, fines, penalties, damages, liabilities, judgments, and expenses (including but not limited to reasonable attorneys' fees and investigation costs) for bodily injury, including any injury to HOLLINS employees, and/or property damage arising out of work performed by labor provided by HOLLINS but supervised by EXHIBITOR. Further, the EXHIBITOR's indemnification of HOLLINS includes any and all violations of Federal, State, County or Local ordinances, "Show Regulations and/or Rules" as published and/or set forth by Facility or Show Management, and/or directing labor provided by HOLLINS to work in a manner that violates any of the above rules, regulations, and/or ordinances.

IMPORTANT

PLEASE REFER TO HOLLINS' "MATERIAL HANDLING TERMS & CONDITIONS" AS IT RELATES TO MATERIAL HANDLING SERVICES. CONTRACT TERMS DEPEND ON THE NATURE OF SERVICES SECURED BY EXHIBITOR THROUGH HOLLINS. TERMS & CONDITIONS MAY VARY FOR EACH TYPE OF SERVICE ORDERED.



Furniture and Accessories

Seating



Upholstered Arm Chair



Upholstered Side Chair



Upholstered Lounge Chair



Upholstered Stool

Tables



Pedestal Table - 30 in. high 24 in. diameter top (left) 36 in. diameter top (right)



Pedestal Table - 42in. high 24 in. diameter top (left) 36 in. diameter top (right)



Cocktail Table 18 in. high



Corner Table 18 in. high

Scale of items is approximate.



Skirted Display Table, 30 in. high (2 ft. x 6 ft. Table shown)



Skirted Display Counter, 42 in. high (2 ft. x 4 ft. Counter shown) Shown with 1 ft. x 4 ft. Skirted Riser

Skirt Colors





Furniture and Accessories

Display Cases



Display Case 20 in. deep x 5 ft. wide, Full View



Display Case 20 in. deep x 5 ft. wide, Half View

Display Panels and Stands



Wire Grid 2 ft. x 6 ft.



Tack/Velcro Panel 4 ft. x 8 ft. (May also be used **Horizontally**)



Perforated Peg Board 4 ft. x 8 ft. (May also be used **Horizontally**)



Literature Rack Silver **4 Acrylic Pockets**



Aluminum Tripod Easel



Miscellaneous Accessories



Coat Tree Chrome 70 in. high

Bag Stand Chrome 48 in. high



Waterfall Garment Rack Chrome 48 in. high



Stanchion Chrome (2 shown) 40 in. high with Rope, Black Velvet



Ticket Tumbler Brass 15 in. diameter



Wastebasket



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Orders will be entered as checked below. Charges include placing in booth ready for use. **Equipment is on a rental basis.** Mail one copy to us at the address above. Retain a copy for your files. **CANCELLATION POLICY: Items cancelled will be charged 50% of original price after move-in begins and 100% of original price after installation.** Custom-cut carpet cancelled after being cut will be charged 100% of original price.

Deadline Date For Discount Rate: October 3, 2022

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| andard Expo (| _ | | | | |
|--|--|---------------------------------------|---|--------------------------------------|-------------|
| uantity Color | Description | | | Standard Rate | тот |
| | 10' x 10' | | 114.00 | 142.50 | \$ |
| | 20' x 10' 30' x 10' | | 218.00 342.00 | 272.50 427.50 | \$ |
| s include installati | on and taping front edges. All rental carpets ordered from HOLLIN: | S are installed in cl | | 427.30 | Ψ |
| | will be provided if no color is indicated above) ☐ Green ☐ Grey ☐ Black ☐ Tuxedo ☐ Cayenne | | | | |
| stom Cut Carp | | | a: .a. l | 0 | |
| uantity Color | Description Custom Cut Carnet per square feet | | | Standard Rate | TOT |
| | Custom Cut Carpet - per square foot | | 2.30 | 2.88 | \$ |
| th Dimensions: | ft. x ft. = Square Fee | et | | | |
| | both dimensions. Rates include installation and taping front edges acarpet cancelled after being cut will be charged 100% of original | | ordered from H | IOLLINS are ir | nstalled in |
| | will be provided if no color is indicated above) | | | | |
| Red 🚨 Royal Blue | ☐ Green ☐ Grey ☐ Black ☐ Tuxedo ☐ Cayenne | | | | |
| | a dieen a diey a black a ruxedo a dayenne | | | | |
| | | | | | |
| <u> </u> | en and Taping | | | | |
| <u> </u> | en and Taping Description | | | Standard Rate | TOT |
| <u> </u> | Description 1/2 in. Padding - per square foot | | .60 | .75 | \$ |
| <u> </u> | en and Taping Description | | | | ļ |
| <u> </u> | Description 1/2 in. Padding - per square foot Visqueen Covering - per square foot | | .60 .60 | .75 .75 | \$ |
| Quantity Color | Pen and Taping Description 1/2 in. Padding - per square foot Visqueen Covering - per square foot Additional Taping - per linear foot | Sub Total | .60 .60 | .75 .75 2.00 | \$ |
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| MENT POLICY: W ment in full, includes". Payment may A or American Expr losed "Payment Po | Pen and Taping Description 1/2 in. Padding - per square foot Visqueen Covering - per square foot Additional Taping - per linear foot erequire your credit card authorization to be on file with HOLLINS. ling tax, must accompany your order to qualify for "Discount" | Sub Total 5.3% State Ta | .60 .60 1.65 | .75 .75 2.00 | \$ |
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> Phone: (540) 362-3940 Fax: (540) 362-8698 (e-mail) service@hollins-expo.com

Street Address: 7615 Williamson Rd. N.W. Roanoke, VA 24019



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Deadline Date For Discount Rate: October 3, 2022

Display Tables 30" High

| Quantity | Color | Description | Discount Rate | Standard Rate | TOTAL |
|----------|-------|---|---------------|---------------|-------|
| | | 2' d x 4' w Table | \$ 24.00 | \$ 30.00 | \$ |
| | | 2' d x 6' w Table | 33.00 | 41.25 | \$ |
| | | 2' d x 8' w Table | 42.00 | 52.50 | \$ |
| | | 2' d x 4' w Skirted Table (skirted 4 sides) | 64.00 | 80.00 | \$ |
| | | 2' d x 6' w Skirted Table | 73.00 | 91.25 | \$ |
| | | 2' d x 8' w Skirted Table | 82.00 | 102.50 | \$ |
| | | 4th side skirted | 26.00 | 32.50 | \$ |

Skirting Color Preferred: (White will be provided if no color is indicated above.)

□ Red □ Royal Blue □ Kelly Green □ Hunter Green □ Gold □ White □ Black □ Orange □ Burgundy □ Silver □ Teal □ Beige □ Plum □ Berry □ Dusty Rose

Display Counters 42" High

| Quantity | Color | Description | Discount Rate | Standard Rate | TOTAL |
|----------|-------|---|---------------|---------------|-------|
| | | 2' d x 4' w Counter | \$ 42.00 | \$ 52.50 | \$ |
| | | 2' d x 6' w Counter | 51.00 | 63.75 | \$ |
| | | 2' d x 8' w Counter | 60.00 | 75.00 | \$ |
| | | 2' d x 4' w Skirted Counter (skirted 4 sides) | 82.00 | 102.50 | \$ |
| | | 2' d x 6' w Skirted Counter | 91.00 | 113.75 | \$ |
| | | 2' d x 8' w Skirted Counter | 100.00 | 125.00 | \$ |
| | | 4th side skirted | 26.00 | 32.50 | \$ |

Skirting Color Preferred: (White will be provided if no color is indicated above.)

□ Red □ Royal Blue □ Kelly Green □ Hunter Green □ Gold □ White □ Black □ Orange □ Burgundy □ Silver □ Teal □ Beige □ Plum □ Berry □ Dusty Rose

Risers 12" High

| Quantity | Skirt Color | Description | Discount Rate | Standard Rate | TOTAL |
|----------|-------------|---------------------------|---------------|---------------|-------|
| | White | 1' d x 4' w Skirted Riser | 22.00 | 27.50 | \$ |
| | White | 1' d x 6' w Skirted Riser | 36.00 | 45.00 | \$ |

Pedestal Table White Formica top, chrome post, star base

| Quantity | Color | Description | Discount Rate | Standard Rate | TOTAL |
|----------|-------|-----------------------------------|---------------|---------------|-------|
| | White | Pedestal Table - 24" dia. x 30" h | 43.00 | 53.75 | \$ |
| | White | Pedestal Table - 24" dia. x 42" h | 43.00 | 53.75 | \$ |
| | White | Pedestal Table - 36" dia. x 30" h | 53.00 | 66.25 | \$ |
| | White | Pedestal Table - 36" dia. x 42" h | 53.00 | 66.25 | \$ |
| | Black | Spandex Floor-length Table Cover | 24.00 | 30.00 | \$ |

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| Sub Total | \$ |
|----------------|----|
| 5.3% State Tax | \$ |
| TOTAL | \$ |
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| NAME OF EVENT _ | Richmond Home Show | | | |
| EXHIBITING FIRM _ | | | BOOTH N | NO |
| ADDRESS | | | | |
| CITY AND STATE | | | ZIP COD | E |
| AUTHORIZED BY_ | | X | | |
| TELEPHONE NO | (Please Type or Print) | (Signature) | DATE | |
| FOR PAYMENT RECE | PTS BY E-MAIL, PRINT E-MAIL ADDRESS HERE: | | | |



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> Phone: (540) 362-3940 Fax: (540) 362-8698

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(e-mail) service@hollins-expo.com

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Deadline Date For Discount Rate: October 3, 2022

Seating Chrome frame, padded seat and back

| Quantity | Description | Discount Rate | Standard Rate | TOTAL |
|----------|-------------------------------------|---------------|---------------|-------|
| | Upholstered Lounge Chair | \$ 49.00 | \$ 61.25 | \$ |
| | Upholstered Arm Chair | 46.00 | 57.50 | \$ |
| | Upholstered Side Chair | 43.00 | 53.75 | \$ |
| | Upholstered Stool with Back (30" h) | 49.00 | 61.25 | \$ |

Accessories

| Quantity | Description | Discount Rate | Standard Rate | TOTAL |
|----------|---|---------------|---------------|-------|
| | Cocktail Table - 24" dia. x 18" h (white laminate round top - chrome legs) | 42.00 | 52.50 | \$ |
| | Corner Table - 17" d x 17" w x 18" h (white laminate square top - chrome legs) | 42.00 | 52.50 | \$ |
| | Coat Tree (chrome - stands 70" h) | 34.00 | 42.50 | \$ |
| | Sign Holder (chrome - stands 60" h - displays two 22" w x 28" h signs back to back) | 52.00 | 65.00 | \$ |
| | Wastebasket (dove gray) | 18.00 | 22.50 | \$ |
| | Easel (floor standing - aluminum tripod) | 27.00 | 33.75 | \$ |
| | Bag Stand (chrome - stands 48" h) | 52.00 | 65.00 | \$ |
| | Waterfall Garment Rack (chrome - stands 60" h) | 52.00 | 65.00 | \$ |
| | Literature Rack (silver base - four acrylic pockets) | 72.00 | 90.00 | \$ |
| | Stanchion (chrome, stands 40"h) with black rope | 38.00 | 47.50 | \$ |
| | Ticket Tumbler (brass color - 15" dia.) | 68.00 | 85.00 | \$ |
| | Display Case (5' w x 38" h - half view) | 342.00 | 427.50 | \$ |
| | Display Case (6' w x 38" h - full view) | 396.00 | 495.00 | \$ |
| | Fish Bowl | 12.00 | 15.00 | \$ |

Special Drapery All orders for special drapery are subject to show management approval.

| Quantity | Color | Description | Discount Rate | Standard Rate | TOTAL |
|----------|-------|--------------------------------|---------------|---------------|-------|
| | | 8' high drape, per linear foot | \$ 10.00 | \$ 12.00 | \$ |
| | | 3' high drape, per linear foot | 7.00 | 9.00 | \$ |
| | | 8' Upright | 9.00 | 11.00 | \$ |
| | | 3' Upright | 9.00 | 11.00 | \$ |
| | | 6' > 10' Drape Support | 9.00 | 11.00 | \$ |

Available colors: (Show colors will be provided if no color is indicated below.)

□ Red □ Royal Blue □ Kelly Green □ Hunter Green □ Gold □ White □ Black □ Orange □ Burgundy □ Silver □ Teal □ Beige □ Plum □ Berry □ Dusty Rose

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| Sub Total | \$ |
|----------------|--------|
| 5.3% State Tax | \$ |
| TOTAL | \$ |
| | |

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YES, I have completed and enclosed the payment form.

| | | | | PLEASE TYPE OR PRINT |
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| NAME OF EVENT _ | Richmond Home Show | | | |
| EXHIBITING FIRM_ | | | BOOTH NO | |
| ADDRESS | | | | |
| CITY AND STATE _ | | | _ZIP CODE | |
| AUTHORIZED BY_ | | X | | |
| TELEPHONE NO | (Please Type or Print) | (Signature) DATE | | |
| FOR PAYMENT RECE | IPTS BY E-MAIL. PRINT E-MAIL ADDRESS HERE: | | | |



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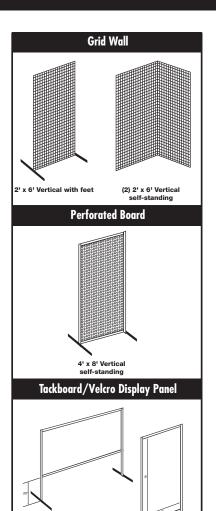
Fax: (540) 362-8698

(e-mail) service@hollins-expo.com



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Deadline Date For Discount Rate: October 3, 2022



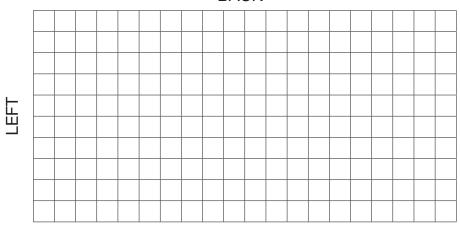
4' x 8' Horizontal

Display Panels

| Quantity | Description | Discount Rate | Standard Rate | TOTAL |
|----------|---|---------------|---------------|-------|
| | Wire Grid - 24" w x 72" h (chrome - stands 72" h - includes feet) | \$ 60.00 | \$ 75.00 | \$ |
| | Perforated/Peg Board - 48" w x 96" h - Vertical (1/4" hole, stands 96" h) | 92.00 | 115.00 | \$ |
| | Perforated Board - 96" w x 48" h -Horizontal (1/4" hole, stands 78" h) | 92.00 | 115.00 | \$ |
| | Tack/Velcro Board - 48" w x 96" h - Vertical (dove gray, stands 96" h) | 92.00 | 115.00 | \$ |
| | Tack/Velcro Board - 96" w x 48" h - Horizontal (dove gray, stands 78" h) | 92.00 | 115.00 | \$ |

Display Panel Placement in Booth

BACK



FRONT

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| Sub Total | \$ |
|----------------|-----------|
| 5.3% State Tax | \$ |
| TOTAL | \$ |

☐ YES, I have completed and enclosed the payment form.

| | | | | PLEASE TYPE OR PRINT |
|------------------|--|-------------|----------|----------------------|
| NAME OF EVENT _ | Richmond Home Show | | | |
| EXHIBITING FIRM_ | | | BOOTH NO | |
| ADDRESS | | | | |
| CITY AND STATE _ | | | ZIP CODE | |
| AUTHORIZED BY_ | | X | | |
| TELEPHONE NO | (Please Type or Print) | (Signature) | DATE | |
| FOR PAYMENT RECE | IPTS BY E-MAIL, PRINT E-MAIL ADDRESS HERE: | | | |

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Deadline Date For Discount Rate: October 3, 2022

LATE REQUESTS: Requests after deadline will be filled as available at the Standard Rate.

COLOR CHOICE: If no color is indicated, color will be selected by HOLLINS.

All rental items remain the property of HOLLINS. Damaged or missing plants will be billed to the exhibitor at the full retail price.

Tropical Green Plants Includes container.

| Quantity | Description | Discount Rate | Standard Rate | TOTAL |
|----------|------------------------|---------------|---------------|-------|
| | 3' Plant - Slim / Full | \$ 63.00 | \$ 79.00 | \$ |
| | 4' Plant - Slim / Full | 63.00 | 79.00 | \$ |
| | 5' Plant - Slim / Full | 79.00 | 99.00 | \$ |
| | 6' Plant - Slim / Full | 135.00 | 169.00 | \$ |

Potted Plants - Indicate Color Selection *Substitutions may be made for seasonal blooming plants.

| Quantity | Description | Discount Rate | Standard Rate | TOTAL |
|----------|---|---------------|---------------|-------|
| | Azaleas - Live - available in season* - ☐ White ☐ Red | \$ 40.00 | \$ 50.00 | \$ |
| | Chrysanthemums - Live - available in season* - ☐ White ☐ Yellow | 40.00 | 50.00 | \$ |
| | Ferns - Live | 40.00 | 50.00 | \$ |

Floral Arrangements - Indicate Color Selection

| Quantity | Description | Discount Rate | Standard Rate | TOTAL |
|----------|---|---------------|---------------|-------|
| | Cut Floral Arrangement - Small ☐ White ☐ Yellow ☐ Rust ☐ Lavender ☐ Blue ☐ Pastels | \$ 93.00 | \$ 116.00 | \$ |
| | Cut Floral Arrangement - Large ☐ Tall ☐ Low ☐ One Sided ☐ White ☐ Yellow ☐ Rust ☐ Lavender ☐ Blue ☐ Pastels | 116.00 | 145.00 | \$ |

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| Sub Total | \$ |
|----------------|-----------|
| 5.3% State Tax | \$ |
| TOTAL | \$ |
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 \square YES, I have completed and enclosed the payment form.



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Orders will be entered as checked below. Charges include placing in booth ready for use. **Equipment is on a rental basis. CANCELLATION POLICY: Items** must be cancelled 72 hours prior to delivery. No refunds for items cancelled less than 72 hours prior to delivery.

Deadline Date For Discount Rate: October 3, 2022

High-Definition Video Displays (CALL for other sizes not shown)

| QTY. | Description | Discount Rate | Standard Rate | TOTAL |
|------|---|------------------|------------------|-------|
| | AVHD-39 39 in. HD Display Monitor with Floor Stand (1080p, 1024x768) HDMI Visual Source: Computer Other (Specify) | \$ 375.00 | \$ 469.00 | \$ |
| | AVHD-50 50 in. HD Display Monitor with Floor Stand (1080p, 1024x768) HDMI Visual Source: Computer DVD Other (Specify) | 475.00 | 594.00 | \$ |

Computer Data Displays

| QTY. | Description | Discount Rate | Standard Rate | TOTAL |
|------|-----------------------------------|------------------|------------------|-------|
| | AVCD-20 20 in. Monitor (4:3) | \$ 70.00 | \$ 87.50 | \$ |
| | AVCD-24 24 in. Widescreen Monitor | 125.00 | 156.00 | \$ |

Video

| QTY. | Description | Discount Rate | Standard Rate | TOTAL |
|------|----------------------------|------------------|------------------|-------|
| | AVDV-1 DVD Player (HDMI) | \$ 40.00 | \$ 50.00 | \$ |
| | AVBR-1 Blue-Ray DVD Player | 80.00 | 100.00 | \$ |

Monitor Accessories

| QTY. | Description | Discount Rate | Standard Rate | TOTAL |
|------|--------------------------------------|------------------|------------------|-------|
| | AVMA-1 VGA Distribution AMP/Splitter | 98.00 | 137.20 | \$ |
| | AVMA-2 HDMI Splitter, 2-way | 98.00 | 137.20 | \$ |
| | AVMA-3 VGA Cable, 25 ft. | 45.00 | 63.00 | \$ |
| | AVM4-4 HDMI Cable, 25 ft. | 90.00 | 126.00 | \$ |

Audio

| QTY. | Description | Discount Rate | Standard Rate | TOTAL |
|------|--|------------------|------------------|-------|
| | AVAA-1 Booth-sized PA [2 speakers, 1 microphone] | \$ 670.00 | \$ 938.00 | \$ |
| | AVBR-1 Computer Speakers [2 tabletop] | 62.00 | 86.80 | \$ |

Rental Rates: See Discount Rates, Discount Deadline, and Standard Rates shown above. Rental rates are for the entire length of the show.

Venue Charges: Carpenter/electrician labor will be billed directly to the exhibitor. Electrical services are not included in equipment rental rates.

Installation/Delivery/Pickup: A representative from your company must be present at time of delivery to sign for equipment. Equipment will be picked up at time of show closing. At the close of the show, a representative of your company must remain with the equipment until it is picked up.

Optional Damage Waiver: Exhibitor is responsible for the actual cost to repair any equipment damaged during the rental period. At the exhibitor's option, a damage waiver may be purchased that will provide coverage for damage repair costs up to \$2,000 per rental contact. This does not cover lost or stolen equipment. The cost of the damage waiver is 15% of the equipment rental cost.

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| TOTAL | \$ |
|--------------------------|----|
| (15% of Equipment Total) | |
| Optional Damage Waiver | \$ |
| Equipment Total | \$ |
| 5.3% State Tax | \$ |
| Sub Total | \$ |

► ☐ YES, I have completed and enclosed the payment form.

PLEASE TYPE OR PRINT

| | | TED OF THE OTT TIME |
|------------------|--------------------------------------|---------------------|
| NAME OF EVENT _ | Richmond Home Show | |
| EXHIBITING FIRM_ | | BOOTH NO |
| ADDRESS | | |
| CITY AND STATE _ | | ZIP CODE |
| AUTHORIZED BY_ | | X |
| TELEPHONE NO | (Please Type or Print) | (Signature) DATE |
| FOR PAYMENT RECE | IPTS BY E-MAIL, PRINT E-MAIL ADDRESS | HERE: |



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Street Address: 7615 Williamson Rd. N.W. Roanoke, VA 24019

Fax: (540) 362-8698

Labor Jurisdictions

(e-mail) service@hollins-expo.com

To assist you in planning your show participation, we are certain you will appreciate knowing in advance that HOLLINS labor and union labor may be required for certain aspects of your exhibit handling. Show Management, acting on behalf of all exhibitors and in the best interest of the exposition, has appointed HOLLINS as the Official Service Contractor. In this capacity, HOLLINS will provide all labor for the installation and dismantling of exhibits, and for the movement of freight within the exhibit area. Exceptions are noted below.

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Exhibit Installation And Dismantling

HOLLINS currently has a labor agreement with Local labor to provide labor for the installation and dismantling of exhibits. This Local labor claims jurisdiction for the installation, dismantling, and cleaning of prefabricated exhibits and displays when this work is done by persons other than exhibiting company personnel.

Local labor may be hired from HOLLINS using the enclosed forms. They are not required to place your products on your display; to open cartons containing your products; nor to perform testing, maintenance or repairs on your products. If you hire any labor to assist you, it must be hired through HOLLINS or a contractor which meets all the regulations as an Exhibitor Appointed Contractor.

Material Handling

HOLLINS Exposition Services claims jurisdiction over the operation of all material handling equipment and the unloading and loading of all materials, except for exhibitors carrying in their own materials.

HOLLINS will be the sole authority on all matters in the loading area. This will include, but not be limited to, the assignment of loading space, and the unloading or loading of all exhibit related materials. To provide a safe and orderly move-in and move-out, HOLLINS will control access to the loading area. Unloading or loading of all private and contracted carriers will be handled by HOLLINS.

Rates for material handling are published in the enclosed "Shipping Instructions & Material Handling Rate Schedule".

Show Management (Marketplace Events) will make forklift service available for exhibitor move-in and move-out. Forklifts, hand trucks and carts remain the property of HOLLINS and are not for exhibitor use. If you require assistance moving materials to/from your booth, these materials are subject to material handling fees at the published rates.

Any conflicts or disagreements regarding HOLLINS and Union jurisdictions, or interpretations thereof, should be resolved with representatives of HOLLINS and Show Management.

Tipping

HOLLINS requests that you do not tip our employees. They are paid an excellent wage denoting a professional status and we feel tipping is not necessary. This applies to all HOLLINS employees.



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Installation and Dismantle Labor ordered on these pages is for work in your booth during installation and dismantle only. You do not need to order labor for services such as material handling and delivery of rental items described elsewhere in this Service Kit.

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PLAN A - Labor Supervised by HOLLINS

HOLLINS will supervise labor per your instructions to:

- Unpack your exhibit
- Install your exhibit prior to show opening
- Dismantle and pack your exhibit after show closing
- Arrange outbound shipping

HOLLINS will proceed with the exhibitor's approval and without the exhibitor present. A "supervision fee" will be charged (in addition to the published labor rate) at 30% of the total labor bill, with a minimum of one hour on installation and one hour on dismantle. Work will be done on straight time whenever possible; however, overtime charges will apply when necessary. A minimum charge of one (1) hour per worker will apply - with time thereafter charged in one-half (1/2) hour increments. Labor schedules will be subject to freight move-in and move-out schedules.

HOLLINS will not unpack or re-pack exhibitor "product/merchandise" without the exhibitor present.

IMPORTANT: Complete and return the "Install & Dismantle Critical Information Form" with your Plan A Labor Order.

PLAN B - Labor Supervised by Exhibitor

HOLLINS will provide labor to install and dismantle your exhibit, and will proceed ONLY with your supervision. Requested start times cannot be guaranteed; however, every effort will be made to meet all requests. A minimum charge of one (1) hour per worker will apply - with time thereafter charged in one-half (1/2) hour increments. Labor schedules will be subject to freight move-in and move-out schedules.

Exhibitor MUST check in at the HOLLINS Service Desk to call for labor. Failure to call for labor at requested time will result in a no-show fee of one (1) hour per worker requested, unless cancelled in writing, twenty-four (24) hours prior. Orders for labor received at show site will be processed after advance orders.

Upon completion of work, an exhibitor or exhibitor's representative must return to the HOLLINS Service Desk to review the completed work ticket and confirm accuracy of the work order. No adjustments will be made after the fact.

When scheduling dismantle labor, be sure to allow sufficient time for empty containers to be returned to your booth.

Please Note:

- 1. Gratuities in any form, including cash, gifts or labor hours for work not actually performed are prohibited by HOLLINS.
- 2. HOLLINS will not be responsible for any loss or damage as the result of exhibits improperly packed by the exhibitor.
- 3. Invoices for labor charges will be calculated according to actual hours worked.

Please use the following pages to order Installation and Dismantle Labor.



Mailing Address: P. O. Box 7001 Roanoke, VA 24019

Phone: (540) 362-3940

Street Address: 7615 Williamson Rd. N.W. Roanoke, VA 24019

Fax: (540) 362-8698



Deadline Date For Discount Rate: October 3, 2022

(e-mail) service@hollins-expo.com

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| Hours | Times | Discount Rate | Standard Rate |
|---------------|--|---------------|---------------|
| Straight Time | Thursdaythrough Friday, 8:00 A.M. to 4:30 P.M. | \$ 58.00 | \$ 72.50 |
| Overtime | 6:00 A.M. to 8:00 A.M. and 4:30 P.M. to 12:00 Midnight, Thursdaythrough Friday 6:00 A.M. to 12:00 Midnight Saturday and Sunday | 87.00 | 108.75 |
| Double Time | 12:00 Midnight to 6:00 A.M. and observed holidays | 116.00 | 145.00 |

- Standard Rates will apply to all labor orders placed at show site.
- Rates are per worker per hour one (1) hour minimum per worker labor thereafter is charged in one-half (1/2) hour increments.
- . When scheduling dismantle labor, be sure to allow sufficient time for empty containers to be returned to your booth.
- Hollins supervised jobs will be completed prior to show opening and before the hall must be cleared.

PLAN A - SUPERVISION BY HOLLINS (Please complete this form AND the "Install & Dismantle Critical Information Form".)

The charge for this service is 30% of the total labor bill, with a minimum of one hour on installation and one hour on dismantle.

PLAN B - SUPERVISION BY YOU OR YOUR REPRESENTATIVE

Requested start times cannot be guaranteed; however, every effort will be made to meet all requests.

It is important that you check in at the HOLLINS Service Desk to pick up workers ordered. You must also check workers out at the HOLLINS Service Desk upon completion of work. All work to be done under your supervision or the supervision of your representative. If no date and time are indicated, no workers will be assigned until you check in at the HOLLINS Service Desk.

PLEASE TYPE OR PRINT

Supervisor will be:

If you fail to pick up workers at time ordered, a ONE HOUR PER WORKER NO-SHOW FEE will be charged unless a written cancellation notice is received in writing, twenty-four (24) hours prior to the day labor is requested.

Labor Order

| Service | Date | Start Time (AM or PM) | No. of Workers | х | Approx. Hrs. | х | Rate | = | Plan B | + | Supervision | = | Plan A |
|-----------------|------|-----------------------------|-------------------|---|-----------------|---|------------------|----|--------|---|-------------|---|--------|
| Installation | | | | х | | х | \$ | = | \$ | + | \$ | = | \$ |
| | | | | | | | Installation TOT | AL | \$ | | | | |
| Dismantle | | | | х | | х | \$ | = | \$ | + | \$ | = | \$ |
| Dismantle TOTAL | | | | | | | | AL | \$ | | | | |

PAYMENT POLICY: We require your credit card authorization to be on file with **HOLLINS.** Payment in full, including tax, must accompany your order to qualify for "Discount Rates". Payment may be made by check drawn on a U.S. Funds Account, MasterCard, VISA or American Express, and is subject to the terms and conditions as set forth in the enclosed "Payment Policy & Credit Card Charge Authorization Form". Completed and signed Authorization Form must accompany your order.

| Sub Total | \$ |
|----------------|-----------|
| 5.3% State Tax | \$ N/A |
| TOTAL | \$ |



☐ YES, I have completed and enclosed the payment form.

| | | | | PLEASE TYPE OR PRINT |
|-------------------|--|-------------|----------|----------------------|
| NAME OF EVENT _ | Richmond Home Show | | | |
| EXHIBITING FIRM_ | | | BOOTH NO | |
| ADDRESS | | | | |
| CITY AND STATE _ | | | ZIP CODE | |
| AUTHORIZED BY_ | | X | | |
| TELEPHONE NO | (Please Type or Print) | (Signature) | DATE | |
| □ FOR PAYMENT REC | EIDTS RV E-MAII DRINT E-MAII ANNRESS HERE: | | | |

Street Address:



TELEPHONE NO.

FOR PAYMENT RECEIPTS BY E-MAIL, PRINT E-MAIL ADDRESS HERE:

Mailing Address: P. O. Box 7001 Roanoke, VA 24019

7615 Williamson Rd. N.W. Roanoke, VA 24019 Phone: (540) 362-3940 Fax: (540) 362-8698



| | of for your files. | (e-mail) service@noilin | s-expo.com | ••• | 1011114 | | |
|------------------------------------|------------------------|----------------------------|---------------------------|---|---|----------|----------------------|
| | | Deadline Date For Return | of this Form: Octobe | r 3. 2022 | | | |
| Inbound Freigh | | | | , | | | |
| Carrier | | | Ship Date | | | | |
| # Pieces | | | Target Date | | | | |
| Weight | | | Shipped to? | ☐ Warehou | | □ Sho | w Sito |
| PRO Number | | | Packaging | ☐ Crated | | □ Unc | |
| THO Number | | | 1 doktaging | D Olated | | <u> </u> | rated |
| Cot-IIn Inctruc | tions for Installation | n | | | | | |
| Booth Size? | | 11 | Cornet io? | □ Dantad 6 | rom HOLLINS | | |
| Set-Up Drawings? | ☐ With this document | ☐ Packed with exhibit | Carpet is? Padding? | ☐ Yes | om HOLLINS | | |
| | U With this document | L Packed Willi exhibit | | | | | |
| # Workers Needed Approximate Hours | | | Shipped to? | ☐ Warehou | <u>se</u> | | now Site |
| Forklift Required? | ☐ Yes | □ No | Packaging | ☐ Crated | | ⊔ Un | ocrated |
| Porkiit nequired? | L Tes | LI INO | | | | | |
| Did You Order? | | | | | | | |
| Electric Service | ☐ Yes | □ No | Electric Drawings | ☐ With this | document | □ Pa | acked with exhibit |
| Booth Cleaning | ☐ Yes | □ No | Utility Placement | ☐ Under ca | arpet | □ Ot | ther |
| Furniture | ☐ Yes | □ No | Other Instructions: | | · · · · · · · · · · · · · · · · · · · | | |
| A/V Equipment | ☐ Yes | □ No | | | | | |
| Telephone/Internet | ☐ Yes | □ No | | | | | |
| | ght Information | | | | | | |
| Freight Charges? | □ Collect | ☐ Prepaid | Ship To: | | | | |
| Bill To: | | | Attn: | | | | |
| Address | | | Address | | | | |
| City | | | City | | | | |
| State, ZIP | | | State, ZIP | | | | |
| Otato, | | | | | | | |
| Going to Anoth | ner Show? Show Name | | | | Booth Num | ber | |
| pg doing to / moti | | | | | 1 - 5 - 5 - 5 - 5 - 5 - 5 - 5 - 5 - 5 - | | |
| Method: □ SI | now Carrier 🚨 Common (| Carrier 🗖 Van Line 🗖 Air I | Freight Other | | | | |
| Outbound Carrier | | | | | | | |
| Carrier? | | | Telephone | | | | |
| | | | Тоторттотто | | | | |
| Show Site Con | tact | | | | | | |
| | | | Assistant Data /Times | | | | |
| Name Title | | | Arrival Date/Time Hotel | | | | |
| Telephone | | | | ☐ Yes | | | No |
| Cell | | | Purchasing Authorization? | □ Yes | | Ц | No |
| Cell | | | / tatriorization: | | | | |
| | | | | | | | PLEASE TYPE OR PRINT |
| NAME OF EVENT | Richmond Home Sh | ow | | | | | |
| | | | | | BOOTH N | NO. | |
| | | | | | _5001111 | •• | |
| | | | | | | _ | |
| · | | | | | ZIP COD | E | |
| AUTHORIZED BY | (Diagos Timo - Dilini) | | X (Signat | ::::::::::::::::::::::::::::::::::::::: | | | |
| | (Please Type or Print) | | (Signat | .ure) | _ | | |

DATE ____



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Fax: (540) 362-8698



(e-mail) service@hollins-expo.com

As the official service contractor, HOLLINS is the exclusive provider of freight services. Material handling includes unloading your exhibit material, storing up to 30 days in advance at the warehouse address, delivering to the venue and to the booth, the handling of empty containers to and from storage, and removing of material from the booth for reloading onto outbound carriers. It should not be confused with the cost to transport your exhibit material to and from the convention or event. You have two options for shipping your advance freight — either to the warehouse or directly to show site.

How are material handling rates calculated?

MATERIAL HANDLING RATES are calculated based on the Show Move-in and Move-out Times, as follows:

ST/ST: If freight is handled into and out of the show during straight time hours.

ST/OT: If freight is handled one way during straight time hours and one way during overtime hours.

OT/OT: If freight is handled into and out of the show during overtime hours. DT/OT: If freight is handled one way during double time hours and one way during overtime hours.

How do I ship to the warehouse?

- We will accept freight beginning 30 days prior to show move-in.
- To check on your freight arrival, contact Exhibitor Services at (540) 362-3940.
- To ensure timely arrival of your materials at show site, freight should arrive by the deadline date listed in the forms "General Information". Your freight will still be received after the deadline date, but additional charges will be incurred.
- The warehouse will receive shipments Thursdaythrough Friday, except holidays. Refer to the forms "General Information" for warehouse hours. No appointment is necessary.
- The warehouse will accept crates, cartons, skids, trunks/cases and carpets. Loose or pad-wrapped material must be sent directly to show site.
- · All shipments must have a bill of lading or delivery slip indicating the number of pieces, type of merchandise and weight.
- · Certified weight tickets must accompany all shipments.
- Warehouse freight will be delivered to the booth prior to exhibitor set up.
- Please call the number located in the forms "General Information" if you want to ship oversized material that requires special equipment to the warehouse.

How do I ship to show site?

- Freight will be accepted only during exhibitor move-in. Please refer to the forms "General Information" for the specific exhibitor move-in dates and times.
- All shipments must have a bill of lading or delivery slip indicating the number of pieces, type of merchandise and weight.
- Certified weight tickets must accompany all shipments.

What about prepaid or collect shipping charges?

- Collect shipments will be returned to the delivering carrier.
- To ensure that your freight does not arrive collect, mark your bill of lading "prepaid".
- "Prepaid" designates that the transportation charges will be paid by the exhibitor or a third party.

How should I label my freight?

- The label should contain the exhibiting company name, the booth number and the name of the event.
- The specific shipping address for either the warehouse or show site is located in the forms "General Information".

How do I estimate my Material Handling charges?

- · Charges will be based on the weight of your shipment. Each shipment received is considered separately. The shipment weight will be rounded up to the next 100 pounds. Each 100 pounds is considered one "CWT" (one hundred weight). All shipments are subject to reweigh.
- On the Calculation Form, select whether the freight will arrive at the warehouse or be sent directly to show site.
- Next, select the category that best describes your shipment. There are three categories of freight:

Crated: material that is skidded or is in any type of shipping container that can be unloaded at the dock with no additional handling required.

Special Handling: material delivered by the carrier in such a manner that it requires additional handling, such as ground unloading, stacked and constricted space unloading, designated piece unloading, loads mixed with pad-wrapped material, loads failing to maintain shipping integrity, carpet and/or pad-only shipments, and shipments that require additional time, equipment or labor to unload. Federal Express and UPS are included in this category due to their delivery procedures. Special Handling Shipments incur a surcharge.

Uncrated: material that is shipped loose or pad-wrapped, and/or unskidded machinery without proper lifting bars or hooks.

- · Add overtime charges for inbound if material is delivered to your booth during the overtime period stated in the forms "General Information". This includes both warehouse and show site shipments.
- · Add overtime charges for outbound if material is loaded onto the outbound carrier during the overtime period stated in the forms "General Information".
- Add the late delivery charge listed on the Calculation Form if the shipment is accepted at the warehouse or at show site after the deadline date listed in the forms "General Information".
- The above services, whether used completely or in part, are offered as a package and the charges will be based on the total inbound weight of the shipment.
- Shipments received without RECEIPTS or freight bills, such as Federal Express and UPS, will be delivered to the booth without guarantee of piece count or

Any materials handled during OT or DT hours incur a surcharge.

What happens to my empty containers during the show?

- Pick up "Empty Labels" at the Service Desk. Place a label on each container. Labeled containers will be picked up periodically and stored in non-accessible storage during the show.
- At the close of the show, the empty containers will be returned to your booth in random order. Depending on the size of the show, this process may take several

How do I protect my materials after they are delivered to the show or before they are picked up after the show?

• Consistent with trade show industry practices, there may be a lapse of time between the delivery of your shipment(s) to your booth and your arrival. The same is true for the outbound phase of the show — the time between your departure and the actual pick-up of your materials. During these times, your materials will be left unattended. We recommend that you arrange for a representative to stay with your materials or that you hire security services to safeguard your materials.

How do I ship my materials after the close of the show?

- Each shipment must have a completed Material Handling Agreement (MHA) or Bill of Lading (BOL) in order to ship materials from the show. All pieces must be labeled individually.
- To save time, complete and submit the MHA or BOL in advance, or you may contact the Service Desk at show site for your shipping documents. The MHA and labels will be processed and available prior to show closing.
- After materials are packed, labeled, and ready to be shipped, the completed MHA must be turned in at the Service Desk.
- Call your designated carrier with pick-up information. Please refer to the forms "General Information" for specific dates and times. In the event your selected carrier fails to show on final move-out day, your shipment will either be rerouted on HOLLINS's carrier choice or delivered back to the warehouse at the exhibitor's expense.
- For your convenience, show recommended carriers will be on site to handle outbound transportation.

Where do I get a forklift?

- Forklift orders to install or dismantle your booth after materials are delivered may be ordered in advance or at show site. We recommend that you order in advance to avoid additional charges at show site. Refer to the Order Form for available
- Advance and show site orders for equipment and labor will be dispatched once a company representative signs the labor order at the Service Desk.
- Requested start times cannot be guaranteed; however, every effort will be made to meet all requests.

Do I need 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 be done by riders to your existing policies.
- · All materials handled by HOLLINS are subject to the enclosed Terms and Conditions.

Other available services (may not be available in all locations)

- Cranes
- · Accessible storage at venue
- Scissor lifts, condors
- Exhibit transportation services Local pick-up and delivery
- Security storage at show site
- Priority empty return
- Short-term and long-term warehouse storage



Phone: (540) 362-3940 Fa

Street Address: 7615 Williamson Rd. N.W. Roanoke, VA 24019 Fax: (540) 362-8698





Mail or fax to us as indicated above. Retain a copy for your files

(e-mail) service@hollins-expo.com

Advance Shipments to the Warehouse: Received February 6 - October 14, 2022

Shipments to the Show Site will be received: October 18, 2022

SHIPMENTS MUST BE PREPAID.
COLLECT SHIPMENTS WILL NOT BE ACCEPTED.

CRATED - Material that is in any type of shipping container or skidded so that it can be unloaded at the dock by forklift or pallet jack with no additional handling required.

SPECIAL HANDLING (See "Special Handling Definitions" form) - Material delivered by a carrier in such a manner that it requires additional handling, such as ground unloading, stacked or restricted space unloading, designated piece unloading, shipment integrity, alternate delivery location, loads mixed with pad wrapped material, carpet and/or pad only shipments, no documentation and shipments that require additional time, labor or equipment to unload, sort and deliver. Federal Express and UPS are included in this category due to their delivery procedures.

UNCRATED OR PAD WRAPPED - Material that is not in any type of shipping container, unskidded, shipped loose or pad wrapped.

STRAIGHT TIME - 8:00 AM to 4:30 PM Thursdaythrough Friday OVERTIME -- 4:30 PM to 8:00 AM Thursdaythrough Friday -- ALL DAY Saturday, Sunday & Holidays

| BASE RATES & CLASSIFICATIONS (A) | | | | | | | | | | | |
|----------------------------------|---|--|--|--|--|--|--|--|--|--|--|
| Rate Per CWT (100 lb.) | 200 lb. Minimum | | | | | | | | | | |
| ober 14, 2022 (20 | 0 lb. minimum) | | | | | | | | | | |
| \$ 45.00 | \$ 90.00 | | | | | | | | | | |
| 56.25 | 112.50 | | | | | | | | | | |
| | | | | | | | | | | | |
| \$ 45.00 | \$ 90.00 | | | | | | | | | | |
| 56.25 | 112.50 | | | | | | | | | | |
| 58.50 | 117.00 | | | | | | | | | | |
| | Rate Per CWT (100 lb.) ober 14, 2022 (20 \$ 45.00 56.25 \$ 45.00 56.25 | | | | | | | | | | |

| SMALL PACKAGE (B) | | | | | | | | | | | | |
|---|---------------------|---|----------------------|---|-----------|--|--|--|--|--|--|--|
| A small package shipment is a shipment totaling any number of pieces with a combined weight not to exceed 25 lb. that is received on the same day, from the same shipper and delivered by the same carrier. | | | | | | | | | | | | |
| Description | No. of Shipments | х | Rate Per Shipment | = | TOTAL (B) | | | | | | | |
| Small Package x \$50.00 = \$ | | | | | | | | | | | | |
| | | | | | | | | | | | | |

| ADDITIONAL SURCHARGES (A) | | | | | | | | | | |
|---|---------------------------|--------------------|--|--|--|--|--|--|--|--|
| All freight delivered to booths and/or outbound shipments after 4:30 PM Thursday- through Friday and ALL DAY Saturday, Sunday & Holidays will be assessed overtime | | | | | | | | | | |
| Description | Rate Per CWT (100 lb.) | 200 lb. Minimum | | | | | | | | |
| Shipment Delivered after Deadline Date (in a | ddition to Base Rat | es) | | | | | | | | |
| Warehouse Shipment after October 14, 2022 | \$ 14.00 | \$ 28.00 | | | | | | | | |
| Show Site Shipment after Show opening | \$ 14.00 | \$ 28.00 | | | | | | | | |
| Overtime Charge - Inbound (in addition to Ba | ase Rates) | | | | | | | | | |
| Crated Shipment | \$ 14.00 | \$ 28.00 | | | | | | | | |
| Special Handling Shipment | \$ 17.50 | \$ 35.00 | | | | | | | | |
| Uncrated or Pad Wrapped Shipment | \$ 18.20 | \$ 36.40 | | | | | | | | |
| Overtime Charge - Outbound (in addition to | Base Rates) | | | | | | | | | |
| Crated Shipment | \$ 14.00 | \$ 28.00 | | | | | | | | |
| Special Handling Shipment | \$ 17.50 | \$ 35.00 | | | | | | | | |
| Uncrated or Pad Wrapped Shipment | \$ 18.20 | \$ 36.40 | | | | | | | | |
| Loading of outbound material will not begin until after 6:00 PM on Sunday October 24 | | | | | | | | | | |

• Shipments returned to the Warehouse will be charged an additional \$15.00 per 100 lb. ~ \$250.00 minimum. • Storage fees prior to 30 days before the Show, and/or after 4 days following the Show will be an additional \$1.50 per 100 lb. per day ~ \$50.00 minimum • Show Site storage for containers not brought in by HOLLINS will be \$25.00 per piece. • Shrink Wrap: \$50.00 per skid (includes 30 mins. labor). • Banding: \$1.25 per foot (includes 30 mins. labor).

NOTE: Billed weight is based on incoming weight only, whether the above services are used in whole or in part. The weight is taken from the INBOUND Bill of Lading and/or the Certified Weight Ticket. Shipments arriving without a specified weight on the Bill of Lading will be assigned an approximate weight by HOLLINS. This estimate will prevail.

| CLASSIFICATION | ESTIMATED HANDLING CHARGES (A) - Calculate in increments of 100 only Round up to the next 100 mark 200 lb. minimum per shipment. | | | | | | | | | | | | |
|---|--|------|---|-----|---|----------------|----------------|----------------|----------------|-----|----------|---|-------------|
| CLASSIFICATION | Weight (lb.) | ÷100 | = | CWT | х | OT In / ST Out | ST In / ST Out | ST In / OT Out | OT In / OT Out | or | If Late | = | Charges (A) |
| Warehouse - Crated | | ÷100 | = | | х | | | \$ 54.00 | | | \$ 72.00 | = | \$ |
| Warehouse - Special Handling | | ÷100 | = | | х | | | \$ 73.75 | | | \$ 87.75 | = | \$ |
| Show Site - Crated | | ÷100 | = | | х | | | \$ 54.00 | | | \$ 72.00 | = | \$ |
| Show Site - Special Handling | | ÷100 | = | | х | | | \$ 73.75 | | | \$ 87.75 | = | \$ |
| Show Site - Uncrated or Pad Wrapped | | ÷100 | = | | х | | | \$ 76.60 | | | \$ 90.60 | = | \$ |
| 200 lb. minimum charge applies to each shipment - Example 1: You shipped two boxes together weighing seventy-five pounds each. The boxes | | | | | | | | | TOTAL | (A) | \$ | | |
| arrive as one shipment. This entire shipment will result in 0NE minimum two-hundred pound charge Example 2: You shipped the same two boxes weighing seventy-five pounds each. The boxes arrive separately, at two separate times. This will result in TW0 minimum two-hundred pound charges. | | | | | | | | TOTAL (A)+ | (B) | \$ | | | |

PAYMENT POLICY: We require your credit card authorization to be on file with HOLLINS. Payment in full, including tax, must accompany your order. Payment may be made by check drawn on a U.S. Funds Account, MasterCard, VISA or American Express, and is subject to the terms and conditions as set forth in the enclosed "Payment Policy & Credit Card Charge Authorization Form". Completed and signed Authorization Form must accompany your order.

| | | | PLEASE TYPE OR PRINT |
|------------------|---|-----------------|----------------------|
| NAME OF EVENT _ | Richmond Home Show | | |
| EXHIBITING FIRM_ | | B | OOTH NO |
| ADDRESS | | | |
| CITY AND STATE _ | | Z | ZIP CODE |
| AUTHORIZED BY_ | | X | |
| TELEPHONE NO | (Please Type or Print) | (Signature)DATE | |
| FOR PAYMENT RECE | IPTS BY E-MAIL, PRINT E-MAIL ADDRESS HI | ERE: | |



> Phone: (540) 362-3940 (e-mail) service@hollins-expo.com

Street Address: 7615 Williamson Rd. N.W. Roanoke, VA 24019

Fax: (540) 362-8698



YOU ARE ENTERING A CONTRACT WHICH LIMITS YOUR POSSIBLE RECOVERY IN CASE OF

Acceptance of said terms and conditions will be construed when any of the following conditions are met: This Material Handling Agreement (MHA) is signed; Exhibitor's materials are delivered to HOLLINS's warehouse or to an event site for which HOLLINS is the Official Show Contractor; or an order for labor and/or rental equipment is placed by Exhibitor with HOLLINS.

- 1. **DEFINITIONS**. For purposes of this Contract, "HOLLINS" means HOLLINS Exposition Services and its employees, directors, officers, agents, assigns, affiliated companies, and related entities. The term "Exhibitor" means the Exhibitor, its employees, agents, representatives, any Exhibitor Appointed Contractors ("EAC"), and any persons receiving services from HOLLINS.
- 2. PACKAGING/CRATES AND STORAGE. HOLLINS shall not be responsible for damage to loose or uncrated materials, pad wrapped or shrink-wrapped materials, glass breakage, concealed damage, carpets in bags or poly, or improperly packed or labeled materials. HOLLINS shall not be responsible for crates and packaging which are unsuitable for handling, in poor condition, or have prior damage. Crates and packaging should be of a design to adequately protect contents for handling by forklift and similar means. HOLLINS will not accept any crates or packaging containing hazardous materials. Goods requiring cold storage and those in accessible storage are stored at Exhibitor's own risk. HOLLINS ASSUMES NO RESPONSIBILITY OR LIABILITY FOR LOSS OR DAMAGE TO GOODS IN COLD STORAGE OR ACCESSIBLE STORAGE.
- 3. EMPTY CONTAINERS. Empty container labels will be available at the show site service desk. Affixing labels to the containers is the sole responsibility of Exhibitor or his or her representative. All previous labels must be removed or obliterated. HOLLINS assumes no responsibility for: error in the above procedures; removal of containers with old empty labels and without HOLLINS labels; or improper information on empty labels. HOLLINS WILL NOT BE LIABLE FOR LOSS OR DAMAGE TO CRATES AND CONTAINERS OR THEIR CONTENTS WHILE SAME ARE IN EMPTY CONTAINER STORAGE.
- 4. INBOUND/OUTBOUND SHIPMENTS. There may be a lapse of time between the delivery of shipment(s) to the booth and the arrival of Exhibitor, or a lapse of time between the completion of packing and the actual pickup of materials from the booths for reloading onto a carrier and during such times, Exhibitor materials will be left unattended. HOLLINS IS NOT RESPONSIBLE OR LIABLE FOR ANY LOSS, DAMAGE, THEFT, OR DISAPPEARANCE OF EXHIBITOR'S MATERIALS AFTER THEY HAVE BEEN DELIVERED TO EXHBITOR'S BOOTH AT SHOW SITE OR BEFORE THEY HAVE BEEN PICKED UP FOR RELOADING AT THE CONCLUSION OF THE EVENT. HOLLINS recommends the securing of security services from Facility or Show Management. All MHA's submitted to HOLLINS by Exhibitor will be checked at the time of pickup from the booth and corrections will be made where discrepancies exist between the quantities of items on any form submitted to HOLLINS and the actual count of such items in the booth at the time of pickup.
- 5. DELIVERY TO THE CARRIER FOR RELOADING. HOLLINS assumes no responsibility for loss, damage, theft, or disappearance of Exhibitor's materials after same have been delivered to Exhibitor's appointed carrier, shipper, or agent for transportation after the conclusion of the show. HOLLINS loads the materials onto the carrier under directions from the carrier or driver of that carrier. Any loading onto the carrier will be understood to be under the exclusive supervision and control of the carrier or driver of that carrier. HOLLINS ASSUMES NO RESPONSIBILITY FOR LOSS, DAMAGE, THEFT OR DISAP-PEARANCE OF EXHIBITOR'S MATERIALS THAT ARISES OUT OF IMPROPERLY LOADED OR LABELED MATERIALS.
- **6. DESIGNATED CARRIERS.** HOLLINS shall have the authority to change the Exhibitor's designated carrier if that carrier does not pick up the shipment(s) at the appointed time. Where no disposition is made by Exhibitor, materials may be taken to a warehouse to await Exhibitor's shipping instructions and Exhibitor agrees to be responsible for charges relating to such rerouting and handling. In no event shall HOLLINS be responsible for any loss resulting from such rerouting designation.
- 7. FORCE MAJEURE. HOLLINS's performance hereunder is subject to, and HOLLINS shall not be responsible for loss, delay, or damage due to, strike, lockouts, work stoppages, natural elements, vandalism, Acts of God, civil disturbances, power failures, explosions, acts of terrorism or war, or for any other cause beyond HOLLINS's reasonable control, nor for ordinary wear and tear in the handling of
- 8. CLAIM(S) FOR LOSS. Exhibitor agrees that any and all claims for loss or damage must be submitted to HOLLINS immediately at the show site, and in any case not later than thirty (30) business days after the conclusion of the show or exposition. (For purposes of claim reporting, the "conclusion" of the show shall be construed as the time when Exhibitor's materials are delivered to the carrier for transportation from the show site or from HOLLINS's warehouse). All claims reported after thirty (30) days will be rejected. In no event shall a suit or action be brought against HOLLINS more than two (2) years after the date of loss or damage occurred.
 - a. PAYMENT FOR SERVICES MAY NOT BE WITHHELD. In the event of any dispute between the Exhibitor and HOLLINS relative to any loss, damage, or claim, Exhibitor shall not be entitled to and shall not withhold payment, or any partial payment, due HOLLINS for its services as an offset against

- the amount of any alleged loss or damage. Any claims against HOLLINS shall be considered a separate transaction and shall be resolved on their own merits.
- b. MAXIMUM RECOVERY. If found liable for any loss, HOLLINS's sole and exclusive MAXIMUM liability for loss or damage to Exhibitor's materials and Exhibitor's sole and exclusive remedy is limited to \$.50 (USD) per pound per article with a maximum liability of \$100.00 (USD) per item, or \$1,500.00 (USD) per shipment whichever is less. All shipment weights are subject to correction and final charges determined by the actual or re-weighed weight of the shipment.
- c. LIMITATION OF LIABILITY. IN NO EVENT SHALL HOLLINS BE LIABLE TO THE EXHIBITOR OR TO ANY OTHER PARTY FOR SPECIAL, COLLATERAL, EXEMPLARY, INDIRECT, INCIDENTAL, OR CONSEQUENTIAL DAMAGES, WHETHER SUCH DAMAGES OCCUR EITHER PRIOR OR SUBSEQUENT TO, OR ARE ALLEGED AS A RESULT OF, TORTIOUS CONDUCT, FAILURE OF THE EQUIPMENT OR SERVICES OF HOLLINS OR BREACH OF ANY OF THE PROVISIONS OF THIS CONTRACT, REGARDLESS OF THE FORM OF ACTION, WHETHER IN CONTRACT OR IN TORT, INCLUDING STRICT LIABILITY AND NEGLIGENCE, EVEN IF HOLLINS HAS BEEN ADVISED OR HAS NOTICE OF THE POSSIBILITY OF SUCH DAMAGES. SUCH EXCLUDED DAMAGES INCLUDE BUT ARE NOT LIMITED TO LOST PROFITS. LOSS OF USE, AND INTERRUPTION OF BUSINESS OR OTHER CONSEQUENTIAL OR INDIRECT ECONOMIC LOSSES.
- 9. DECLARED VALUE. Declarations of Declared Value are between the Exhibitor and the selected Carrier ONLY, and are in no way an extension of HOLLINS's maximum liability stated herein. HOLLINS will use commercially reasonable efforts to transmit the Declared Value instructions to the selected Carrier; however, HOLLINS WILL NOT BE LIABLE FOR ANY CLAIM ARISING FROM THE TRANSMITTAL OF, OR FAILURE TO TRANSMIT, DECLARED VALUE INSTRUCTIONS TO THE CARRIER NOR FOR FAILURE OF THE CARRIER TO UPHOLD THE DECLARED VALUE OR ANY OTHER TERM OF
- 10. JURISDICTION / VENUE. THIS CONTRACT SHALL BE CONSTRUED UNDER THE LAWS OF THE STATE OF VIRGINIA WITHOUT GIVING EFFECT TO ITS CONFLICT OF LAWS RULES. EXCLUSIVE VENUE FOR ALL DISPUTES ARISING OUT OF OR RELATING TO THIS CONTRACT SHALL RESIDE IN A COURT OF COMPETENT JURISDICTION IN ROANOKE COUNTY, VIRGINIA.
- 11. INDEMNIFICATION. Exhibitor agrees to indemnify and forever hold harmless HOLLINS and its employees, directors, officers, and agents from and against any and all demands, claims, causes of action, fines, penalties, damages (including consequential), liabilities, judgments, and expenses (including but not limited to reasonable attorneys' fees and investigation costs) arising out or contributed to by Exhibitor's negligent supervision of any labor secured through HOLLINS; Exhibitor's negligence, willful misconduct, or deliberate act, or the negligence, willful misconduct, or deliberate act of Exhibitor's employees, agents, representatives, customers, invitees and/or any Exhibitor Appointed Contractors (EAC) at the show or exposition to which this Contract relates, including but not limited to the misuse, improper use, unauthorized alteration, or negligent handling of HOLLINS's equipment; Exhibitor's violation of Federal, State, County or Local ordinances; and/or Exhibitor's violation of Show Regulations and/or Rules as published and set forth by Facility and/or Show Management.
- 12. LIEN. Exhibitor grants HOLLINS a security interest in and a lien on all of Exhibitor's goods (including without limitation all equipment) that is from time to time in the possession of HOLLINS and all the proceeds thereof, including without limitation insurance proceeds (the "Collateral"), to secure the prompt and full payment and performance of all Exhibitor's indebtedness for monies paid, by HOLLINS on its behalf, services performed, materials and/or labor from time to time provided by HOLLINS to or for the benefit of Exhibitor ("Obligations"). HOLLINS shall have all the rights and remedies of a secured party under the Uniform Commercial Code, as may be amended from time to time ("UCC"), and any notice that HOLLINS is required to give under the UCC of a time and place of a public sale or the time after which any private sale or other intended disposition of any Collateral is to be made shall be deemed to constitute reasonable notice if such notice is mailed by registered or certified mail at least five (5) days prior to such action. HOLLINS may hold and not deliver any of the Collateral to Exhibitor for so long as there are any Obligations that remain unpaid or unsatisfied.
- 13. WAIVER & RELEASE. Exhibitor, as a material part of the consideration to HOLLINS for material handling services, waives and releases all claims against HOLLINS with respect to all matters for which HOLLINS has disclaimed liability pursuant to the provisions of this Contract.
- 14. DRIVER LIABILITY WAIVER. IN CONSIDERATION OF HOLLINS PERMITTING ENTRANCE TO THE PREMISES, YOU, YOUR EMPLOYER, THE OWNER OF THE TRUCK AND/OR EQUIPMENT THAT YOU ARE OPERATING (TRUCK OWNER) AND YOU AS AGENT OF YOUR EMPLOYER AND THE TRUCK OWNER, HEREBY ASSUME ALL RISK OF INJURY OR HARM TO YOURSELF AND OTHERS AND DAMAGE TO YOUR PROPERTY AND PROPERTY BELONGING TO YOUR EMPLOYER OR OTHERS ARISING FROM YOUR ACTIVITIES WHILE BEING PERMITTED TO ENTER THE PREMISES, YOU AGREE TO ENTER AT YOUR OWN RISK, YOU HAVE FULL KNOWLEDGE OF ANY RISK INVOLVED IN THIS ACTIVITY. YOU RECOGNIZE THE HAZARDS



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Street Address: 7615 Williamson Rd. N.W. Roanoke, VA 24019

Fax: (540) 362-8698





Special handling applies to shipments that are loaded by cubic space and/or packed in such a manner as to require additional labor/handling, such as ground unloading, constricted space unloading, designated piece unloading, carpet/pad only shipments or stacked shipments. Also included are shipment integrity, alternate delivery locations, mixed shipments, and shipments without individual bills of lading. Shipments loaded in this manner require additional time, labor, or equipment, to unload, sort and deliver.

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What is Ground Loading/Unloading?

Vehicles that are not dock height, preventing the use of loading docks such as; U-hauls, drop deck flat bed trailers, drop floor van trailers, company vehicles with trailers that are not dock level, etc.

What is Constricted Space Loading/Unloading?

Trailer loaded "high and tight" shipments that are not easily accessible. Freight is loaded to full capacity of trailer — top to bottom, side to side. One example of this is freight that is loaded down one side of a trailer that must be bypassed to reach targeted freight.

What is Designated Piece Loading/Unloading?

Drivers that require the loading crew to bring multiple pieces of the freight to the rear of the trailer to select the next piece, having to remove freight from the trailer then reload to fit, or the trailer must be loaded in a sequence to ensure all items fit.

What are 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.

What is Shipment Integrity?

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

What is Alternate Delivery Location?

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

What are 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 the shipment, but does require special handling. HOLLINS defines special handling for mixed loads as having less than 50% of the volume as uncrated.

What does it mean if I have "No Documentation"?

Shipments arrive from a small package carrier (including, among others, Federal Express and UPS) without an individual Bill of Lading, requiring additional time, labor and equipment to process.

What about carpet only shipments?

Shipments that consist of carpet and/or carpet padding only require special handling because of additional labor and equipment to unload.

What is the 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.



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(e-mail) service@hollins-expo.com

Shipping Addresses and Notification



Advance Shipments to HOLLINS Warehouse: Use the following address.

To: Company Name and Booth # MPE Richmond Home Show For: c/o: **HOLLINS Exposition Services**

T-Force Freight

5401 Midlothian Turnpike Richmond, VA 23225

Deadline date for Advance Shipments: October 14 2022

Advance Shipments to HOLLINS Warehouse

List advance shipments below. Attach separate forms for additional shipments.

| Advance Shipments | Number of Pieces | Est. Weight | Description | Carrier(s) | Tracking Number (Please provide PRO number) | Estimate Date of Arrival |
|----------------------|------------------------|----------------|-------------|------------|--|-----------------------------|
| # 1 | | | | | | |
| #2 | | | | | | |
| #3 | | | | | | |
| # 4 | | | | | | |

Show Site Shipments: Use the following address.

To: Company Name and Booth # MPE Richmond Home Show For: c/o: **HOLLINS Exposition Services** Richmond Raceway Complex 600 East Laburnum Street Richmond, VA 23222

| | Show Site shipments will be accepted: |
|--|---------------------------------------|
| | October 18, 2022 |

Show Site Shipments

List show site shipments below. Attach separate forms for additional shipments.

| Show Site Shipments | Number of Pieces | Est. Weight | Description | Carrier(s) | Tracking Number (Please provide PRO number) | Estimate Date of Arrival |
|------------------------|------------------------|----------------|-------------|------------|--|-----------------------------|
| # 1 | | | | | | |
| #2 | | | | | | |
| #3 | | | | | | |
| # 4 | | | | | | |

| | | | | PLEASE TYPE OR PRINT |
|------------------|--|-------------|----------|----------------------|
| NAME OF EVENT _ | Richmond Home Show | | | |
| EXHIBITING FIRM_ | | | BOOTH NO | |
| ADDRESS | | | | |
| CITY AND STATE _ | | | ZIP CODE | |
| AUTHORIZED BY_ | | X | | |
| TELEPHONE NO | (Please Type or Print) | (Signature) | DATE | |
| FOR PAYMENT RECE | IPTS BY E-MAIL. PRINT E-MAIL ADDRESS HERE: | | | |



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Fax: (540) 362-8698





(e-mail) service@hollins-expo.com

Use these labels as they will expedite handling. Copies are acceptable if more labels are needed. Please Type or Print

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| HOLLINS EXPOSITION SERVICES | HOLLINS EXPOSITION SERVICES | | | | | |
|---|---|--|--|--|--|--|
| RUSH | R U S H Advance Warehouse | | | | | |
| Advance Warehouse | | | | | | |
| DEADLINE DATE: October 14, 2022 | DEADLINE DATE: October 14, 2022 | | | | | |
| TO: | TO: | | | | | |
| C/O: HOLLINS Exposition Services T-Force Freight 5401 Midlothian Turnpike Richmond, VA 23225 | C/O: HOLLINS Exposition Services T-Force Freight 5401 Midlothian Turnpike Richmond, VA 23225 | | | | | |
| Event: Richmond Home Show | Event: <i>Richmond Home Show</i> | | | | | |
| Booth NoNoOfPcs. | Booth NoNo OfPcs. | | | | | |
| Carrier | Carrier | | | | | |
| CERTIFIED WEIGHT TICKETS ARE REQUIRED FOR ALL SHIPMENTS. | CERTIFIED WEIGHT TICKETS ARE REQUIRED FOR ALL SHIPMENTS. | | | | | |
| <u>HOLLINS</u> | <u>HOLLINS</u> | | | | | |
| DII C L | DIL C L | | | | | |
| позп | позп | | | | | |
| Show Site WILL BE ACCEPTED: October 18, 2022 | Show Site WILL BE ACCEPTED: October 18, 2022 | | | | | |
| WILL DE AGOLF FLD. OCIODET 10, 2022 | WILL DE AGGET TED. GOLOGET TO, 2022 | | | | | |
| TO: | TO: | | | | | |
| (Name of Exhibiting Company) C/O: HOLLINS Exposition Services Richmond Raceway Complex 600 East Laburnum Street Richmond, VA 23222 | C/O: HOLLINS Exposition Services Richmond Raceway Complex 600 East Laburnum Street Richmond, VA 23222 | | | | | |
| Event: Richmond Home Show | Event: Richmond Home Show | | | | | |
| Booth No No OfPcs. | Booth NoNoOfPcs. | | | | | |
| Carrier | Carrier | | | | | |



Mailing Address: P. O. Box 7001 Roanoke, VA 24019

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PLEASE TYPE OR PRINT

| NAME OF EV | 'ENT Richmond | Home Show | | | | | | |
|-------------------|---|--|-------------------------------|----------------------|------------------------|---------------------------------|--|--|
| EXHIBITING FIRM | | | | | ВООТНІ | NO. | | |
| | | | | | | | | |
| | | | | | ZIP COL |)F | | |
| | | | | | 211 002 | | | |
| TELEPHONE | (Please Type or Pr | rint) | (Sign | nature) | | | | |
| | | nd conditions and limits of liability in the Exhibitor | Service Kit and authorize | HOLLINS to use a | NI E | on file including credit cards | | |
| A CREDIT CARD OF | N FILE IS REQUIRED FOR AL | L SHIPMENTS. All shipping charges are estimates | s until the shipment is deliv | vered. No credits of | r refunds will be issu | ed after the close of the show. | | |
| charge to ex | | | | lable for pic | | | | |
| CHID TO: | | | | | | | | |
| SHIP IU: | COMPANY NAME DELIVERY ADDRE | | | | | | | |
| | | | | | | | | |
| | CITY: | | STATE | | | ZIP | | |
| | PHONE: | | ATTENTION: _ | | | | | |
| | SPECIAL INSTRU | CTIONS: | | | | | | |
| BILL TO: | ☐ Same as Ship | ☐ Same as Ship To | | | | | | |
| OR: | COMPANY NAME | COMPANY NAME: | | | | | | |
| | DELIVERY ADDRE | DELIVERY ADDRESS: | | | | | | |
| | | | | | | | | |
| | CITY: | STATE | | | ZIP | | | |
| | PHONE: | PHONE: ATTENTION: | | | | | | |
| | SPECIAL INSTRU | CTIONS: | | | | | | |
| | METHOD OF | SHIPMENT | | SHIP | MENT DE | TAILS | | |
| ☐ HOLLINS | Exhibit Transpo | rtation | Piece # 1 | □ Carton | ☐ Fiber Case | ☐ Skid/Pallet ☐ Crate | | |
| | | LLINS Exhibit Transportation shipments. appear on your HOLLINS invoice after | | | | | | |
| delivery. Contact | HOLLINS two business da | ays after close of show for tracking. | | | X | Estimated Weight | | |
| ☐ Other Ca | | rs is the responsibility of the exhibitor. | Piece # 2 | ☐ Carton | | ☐ Skid/Pallet ☐ Crate | | |
| Exhibitor must pr | rovide labels and outboun | d Bill of Lading. Carriers must check in | Dimensions | X | X | Estimated Weight | | |
| - | d time published in the Ex | khibitor Service Kit. | Piece # 3 | □ Carton | ☐ Fiber Case | ☐ Skid/Pallet ☐ Crate | | |
| Carrier: | | | Dimensions | X | X | Estimated Weight | | |
| Carrier Phone | | | Piece # 4 | ☐ Carton | ☐ Fiber Case | ☐ Skid/Pallet ☐ Crate | | |
| | Speed of Service: Delivery by 5:00 p.m. | | Dimensions | X | X | Estimated Weight | | |
| • | ed: Delivery within 3-5 | • | Piece # 5 | □ Carton | ☐ Fiber Case | ☐ Skid/Pallet ☐ Crate | | |
| ☐ Standard Ground | | | | | | | | |
| ☐ Specia | alized: Pad wrapped, ι | incrated or truckload | Dimensions | X | X | Estimated Weight | | |
| ☑ Select S | Shipment Options | : | Piece # 6 | ☐ Carton | ☐ Fiber Case | ☐ Skid/Pallet ☐ Crate | | |
| | r has loading dock | ☐ Lift Gate Required | Dimensions | X | X | Estimated Weight | | |
| | elivery needed | ☐ Air Ride Required | Total Bio | | Takal F. C | imated Wainbt | | |
| ☐ Pad wra | | ☐ Residential Delivery☐ Delivery to Trade Show Site | Total Pieces | 5 | iotal Esti | imated Weight | | |
| | d Value: \$ | _ Dollvery to made onlow one | ☐ Add Shrinkwr | ran | □ <i>Ada</i> | l Banding | | |
| | surance <i>(\$5.50 per 100 lbs</i> | .; \$100.00 minimum.) | □ Auu ƏIII IIIKWI | aµ | ⊔ AUU | i vanuilly | | |



□ P.O. Box 7001 • 7615 Williamson Road, NW Roanoke, VA 24019 • (540) 362-3940

 P.O. Box 49837 • 121 N. Chimney Rock Road Greensboro, NC 27409 • (336) 315-5225

MATERIAL HANDLING AGREEMENT UNIFORM BILL OF LADING ORIGINAL - NOT NEGOTIABLE

Exhibitor: You are the SHIPPER. Complete blocks 1 through 11.

PLACE PRO LABEL HERE

| DAT | E: | | <u></u> | | | | | |
|---|--|---|--|---|---|--|--|--|
| 1 | FROM: SHIPPER NAM | ME (EXHIBITIN | IG COMPANY) | TO: CONSIGNEE COMPANY | | | | |
| CONTA CELL | | | | CONTACT | | | | |
| VENUE | | | | ADDRESS | | | | |
| ADDRE | SS | | | | | | | |
| CITY STATE | Z | IP CODE | | CITY STATE ZIP CODE | | | | |
| SHOW BOOTH | | | | SHOW NAME BOOTH # | | | | |
| 3 | INVOICE CHARGES T | O: (THIRD PAI | RTY) | FREIGHT CHARGES ARE: | | | | |
| CONTA | СТ | | | CARRIER: | PAID | | | |
| VENUE | | | | HOLLINS EXHIBIT TRANSPOR | RTATION | | | |
| | | | | ☐ OTHER CARRIER: ——————————————————————————————————— | | LINS Exhibit | | |
| ADDRE | SS | | | Transportation or a carrier of the General Service Contrac CARRIER PHONE: | tors' choice. | | | |
| CITY STATE | Z | IP CODE | | 6 SPECIAL INSTRUCTIONS | | | | |
| ATTEN PHONE | TION: NUMBER | | | | | | | |
| 7 | IF GOING TO ANOTH | | | | | | | |
| | | | USE - DELIVER BY: | _ SHOW SITE - TARGET/MOVE-IN | DATE: | | | |
| 8 | SELECT SPEED OF SE | | OO D M. CECOND DUCTNESS DAY | SELECT SHIPMENT OPTIONS: | ☐ HIGH-COST ZIP(100) | (x-102xx) | | |
| | | | 00 P.M. SECOND BUSINESS DAY THIN 3-5 BUSINESS DAYS | ☐ INSIDE DELIVERY NEEDED ☐ RESIDENTIAL DELIVERY | | | | |
| | ☐ STANDARD GR | OUND | | 1 1 | ELIVERY TO TRADE SHOW | | | |
| | ☐ SPECIALIZED | : PAD WRAPI | PED, UNCRATED OR TRUCKLOAD | ☐ ADD SHRINKWRAP☐ ADD BANDING | ☐ DO NOT STACK ☐ AIR RIDE REQUIRED | | | |
| 10 | # PIECES | HAZ MAT? | DESCRIPTION OF ARTICLES S | PECIAL MARKS, AND EXCEPTIONS | WEIGHT | CLASS | | |
| • | #TIECES | TIAL MAT. | CRATED EXHIBITION MATERIALS, BOOTHS, ETC. | | WEIGHT | 125 | | |
| | | | CARTONS, EXHIBITION PARAPHERNALIA | | | 125 | | |
| | | | SKID/PALLET, EXHIBITION PARAPHERNALIA | (QTY/CTNS) | | 125 | | |
| | | | ROLL EXHIBIT FLOORING (COLOR |) | | 125 | | |
| | | | FIBER CASE/TRUNK (COLOR |) | | 125 | | |
| | | | | | | | | |
| | HAZARDOUS MATERIAL CELL PHONE: | S EMERGENCY | CONTACT: | | | , | | |
| M | | | vility for loss or damage will be the lesser of (1) the ac | | | | | |
| determined from applicable limited liability provisions of the NMFC; or (3) the limited liability as stated in the applicable governing tariffs, unless **Ex is specifically requested along with the amount of coverage needed in writing on the bill of lading at the time of shipment and applicable charges are paid. limited to \$25.00 per pound per package and \$100,000 per shipment. Liability for commodities or articles other than new is limited to \$.10 per pound per package per pound per package when Excess Declared Value Coverage is requested). Liability for specific commodities or articles is limited to \$2.00 per pound per package or articles subject to an exception rating (FAK) is limited as described in the tariff. Certain items may be subject to a limited declared value. You are advi | | | | | harges are paid. Maximum carrien r pound per package (and up to a r pound per package. Liability fo | r liability is maximum \$2.50 or commodities | | |
| tariff provisions before stating a value. By accepting this Bill of Lading, the General Contractor assumes no responsibility for shipments left in booth by exhibitor. All materials are subject to final count and correction at time of actual booth. | | | | | | al removal from | | |
| | RECEIVED, subject | | lly determined rates or contracts that have been agreed up | | | | | |
| | condition of conte to another carrier contained, includi | ents of packa on the routing the condi | blished by the carrier and are available to the shipper ages unknown) marked, consigned, and destined as shown be the to destination. Every service to be performed hereunded tions on the back hereof, which are hereby agreed to by and consignees liable for freight charges. | elow, which said carrier agrees to carry to destinati er shall be subject to all the conditions not prohibit | ion, if on its route, or otherwi ed by law, whether printed or w | ise to deliver ritten, herein | | |
| | EXHIBITOR/COMPA | | <u> </u> | CARRIEr | | | | |



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(e-mail) service@hollins-expo.com



DO NOT return the forms following this page to **HOLLINS** Exposition Services.

Should you desire any of these services, please return the form to the appropriate vendor(s).

Thank you.