



EXHIBITOR SERVICE MANUAL
 Save Time and Money! Pre-Order by Feb. 21st
 and receive substantial discounts!

828 East Ferry Street - Buffalo, NY 14211
 Phone: (716) 896-6170 | Fax: (716) 896-8908 | Toll Free: (800) 333-4253
www.haleexpo.com | email: csr@haleexpo.com

Buffalo Home Show
 Buffalo Niagara Convention Center
 March 6-8 & March 13-15, 2020

Hale Northeastern, Inc. is pleased to have been selected as the official service contractor for the **Buffalo Home Show** to be held at the **Buffalo Niagara Convention Center** in Buffalo, NY. This exhibitor service manual contains information and order forms for many of the services we offer. We have found it most efficient if this manual gets to the person who is responsible for what happens in your booth. Please take time to read through it, complete the necessary forms and return them to us. Our goal is to help make your show participation a success.

Please contact Hale’s Customer Service Department with any questions at csr@haleexpo.com or 800-333-4253 and we will do our best to assist you with all your show needs. We appreciate the opportunity to serve you.

SHOW SCHEDULE

Market Place Events will provide a move in schedule

MOVE-IN DATES AND TIMES

Tuesday, March 3, 2020	8:00 AM - 5:00 PM (Scheduled / Timed Move in will be published by MPE for all days.)
Wednesday, March 4, 2020	8:00 AM - 5:00 PM
Thursday, March 5, 2020	8:00 AM - 5:00 PM

SHOW DATES AND TIMES

Friday, March 6, 2020	& Friday, March 13, 2020	10:00 AM - 9:00 PM
Saturday, March 7, 2020	& Saturday, March 14, 2020	10:00 AM - 9:00 PM
Sunday, March 8, 2020	& Sunday, March 15, 2020	10:00 AM - 6:00 PM

MOVE-OUT DATES AND TIMES

Sunday, March 15, 2020	6:01 PM - 9:00 PM
Monday, March 16, 2020	8:00 AM - 12:00 PM (All Freight must be off the floor by 12 PM)

ONLINE ORDERING IS NOW AVAILABLE

Please send an email to csr@haleexpo.com with the show name, company name and an email address that you would like a link to be sent to and our Customer Service Department will send a command to our online ordering server to send a secure email link and temporary password to the email address provided.

EXHIBIT SPACE DETAILS

Standard Inline Exhibit Booths

Each standard inline pipe and drape exhibit booth(s) will be defined by 8' tall **SOLID BLACK** back drape with 32" tall **SOLID BLACK** dividing drape and will be identified by a 4" x 7" booth number.

Peninsula / End-Cap Exhibit Booths

Each peninsula bulk area or end-cap exhibit booth will be defined by tape lines on the floor and will have a 10' wide wall of **SOLID BLACK** back drape centered at the rear of the exhibit space. A 4" x 7" booth number will install on the back drape to identify the space.

Please note, peninsula / end-cap exhibit booths do not have a full wall of back-drape. Exposed unfinished booth structures (i.e. back side of a popup display, unfinished wall structure or any other unfinished surface) facing adjacent exhibit booths is not permitted. It is the responsibility of the exhibitor who has an unfinished booth structure to provide suitable masking of the unfinished surface. Masking drape is available on enclosed Carpet/Special Background Drape order form for this purpose.

Bulk Exhibit / Island Booths

Each island bulk area exhibit booth will be defined by tape lines and will be identified by a number written in chalk on the floor. Please note, bulk exhibit spaces do not come with any pipe and drape. Masking drape is available on enclosed Carpet/Special Background Drape order form for this purpose.

Booth Carpeting / Flooring & Table Skirting

Marketplace Events requires all exhibit spaces to be carpeted or have approved professional flooring and all tables to be covered or skirted with approved skirting. Approved carpeting and table skirting can be ordered with the enclosed order forms.

Carpeted Areas:

- Room 101 will contain the 100 Series of Booths. This room is permanently carpeted
- The Ballroom will contain the 200 Series of Booths. This room is permanently carpeted.
- Room 106 will contain the Decorating Ideas Center and 300 Series of Booths. This room is permanently carpeted.
- The Main Exhibit Floor, located on the upper level of the BNCC, will contain booths 400-1100. **These booths do not include carpeting. Aisles only will be carpeted in SPECKLED BLUE. Note: Carpeting or Professional Flooring, approved by Marketplace Events, is required in each exhibit space.**

AISLE CARPET DETAILS

All aisles will be carpeted in [Speckled Blue](#).

VERY IMPORTANT: Because the aisles and the aisle carpet are exactly 9' wide, it is very important that all items are kept entirely within the exhibit space defined by tape lines on the floor and / or pipe and drape boundaries. This will ensure that aisle carpet can be rolled out without encountering any obstruction from exhibits protruding outside of their designated exhibit area. Exhibits extending beyond their space will be assessed a cut and lay charge for any aisle carpet that will be destroyed because of this infraction.

MOVE-OUT / CLOSE OF SHOW DETAILS & PROCEDURES

Immediately after the show closing announcement, all children must vacate the show floor before any move-out can begin. Hale Northeastern, Inc. will immediately begin to roll aisle carpet as soon as all children are off the show floor. To expedite removal of the aisle carpet, please do not place any items on the aisle carpet as this will delay the move-out procedure for everyone. As soon as the aisle carpet is rolled, overhead and dock basin doors will be open at which time move-out can begin. Please note, the "all clear" for door opening can take as long as 30 minutes to an hour after the closing of the show. It will significantly shorten the time of the process if all exhibitors and exhibit material remain inside the exhibit space(s) until the overhead and dock basin doors are open. Once the doors have been opened, Hale Northeastern will begin to distribute the empty containers for those exhibitors who had empty containers stored during the show. Depending upon the amount of items in storage, this process can take one to three hours after empty container distribution begins.

All items must be removed from the show floor by 12:00 PM on **Monday, March 16, 2020**. The Buffalo Niagara Convention Center, with Hale Northeastern, Inc. reserves the right to confiscate any displays still on property after this time. Marketplace Events, Hale Northeastern, Inc. and the Buffalo Niagara Convention Center are not responsible for exhibit items left on the show floor after this time.

At the close of the show, it is the exhibitors' responsibility to make sure that all debris and waste is removed from the area occupied by their exhibit space. Waste must be disposed of properly in the appropriate containers that will be distributed around the show floor or loading dock area. Exhibitors that fail to comply will be billed for cleaning on a per hour basis.

MATERIAL HANDLING

Hale Northeastern, Inc. has partnered with ABF Freight as the official Show Carrier of this event. If you would like a no-obligation quote, please contact ABF directly at 800-654-7019.

All shipments arriving on show site from UPS, FedEx, Common Carrier or any other over the road shipping provider fall under the category of Material Handling. All fees and material handling instructions are detailed on the enclosed Freight Handling Form. To remain compliant with with Insurance and OSHA regulations, onsite deliveries sent without acknowledgment will be refused.

Advance Shipping Information

Hale Northeastern, Inc. is the warehouse for shipments that need to be sent in advance. Shipments arriving in advance will only be accepted from **Monday, February 17, 2020** through close of business on **Monday, March 2, 2020** at the advance shipping warehouse. Shipments arriving in advance should be addressed as follows:

Hale Northeastern, Inc.
c/o Buffalo Home Show
828 East Ferry St.
Buffalo, NY 14211
Exhibiting Company Name - Booth # _____

- The advance warehouse will accept freight shipments Monday through Friday, except holidays. No appointment is necessary.
- Shipments must have a bill of lading or delivery slip indicating the number of pieces, type of merchandise and total weight.
- Certified weight tickets must accompany all shipments.
- Collect shipments will be returned to the delivery carrier.
- Shipments arriving at the advance warehouse will be delivered to the exhibit booth prior to the first day of setup.

Show Site Shipping Information

Shipments arriving at the exhibit facility will be accepted on or after [Tuesday, March 3, 2020](#) until 5:00 PM at the loading dock of the Buffalo Niagara Convention Center. Shipments arriving at the exhibit facility should be addressed as follows:

Buffalo Niagara Convention Center
c/o Hale Northeastern, Inc. / Buffalo Home Show
153 Franklin Street
Pearl Street Loading Dock
Buffalo, NY 14202
Exhibiting Company Name - Booth # _____

- Freight will be accepted only during the scheduled exhibitor move-in hours.
- Shipments must have a bill of lading or delivery slip indicating the number of pieces, type of merchandise and total weight.
- Certified weight tickets must accompany all freight.
- Collect shipments will not be accepted and will be returned to the delivery carrier.
- To ensure all exhibitor materials are removed from the exhibit facility by the exhibitor move-out deadline please have all carriers check-in by [9:00 AM on Monday, March 16, 2020](#).

Hale will not be responsible for theft or damage of shipments received onsite prior to the arrival of a representative from the exhibiting company. However, Hale will take every precaution possible to protect your shipment.

Insurance coverage of your shipment must be effective from the time your equipment leaves its point of origin until its return to its final destination after the event. The exhibitor's public liability insurance should be in effect and adequate to protect against any claims arising out of the operation of the exhibit. Hale Northeastern Inc.'s policies DOES NOT include any coverage for individual exhibitors and Hale Northeastern, Inc. cannot be held liable.

Electric, Water, Telephone & Internet Services are provided by the Buffalo Niagara Convention Center. Order forms for these services are included for your convenience. [Please return any Electric, Water, Telephone or Internet order forms directly to the BNCC. Hale Northeastern cannot process or take payment for BNCC services.](#)

DISCOUNT PRICE DEADLINE DATE

Ordering in advance enables you to take advantage of special discounted pricing. The deadline for the pre-order discount pricing is [February 21, 2020](#).

HALE SERVICE DESK

Hale Northeastern, Inc. will have a service desk staffed with a customer service representative to handle any last minute equipment needs or questions you may have. The desk will be operating during setup, show hours and dismantling of the show and will be located on the exhibit floor of the facility.

Please note: Orders can be accepted by mail, fax (716-896-8908) or may be scanned and emailed to csr@haleexpo.com. Full payment must accompany your order to qualify for the advance order discount. Telephone orders will not be accepted. We hope this will be a successful marketing event and encourage you to call if we can help in any way!

Yours Very Truly,

Hale Northeastern, Inc.
Exhibitor Services Department



PAYMENT POLICY
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**PLEASE BECOME FAMILIAR WITH THIS POLICY
BEFORE ORDERING ANY SERVICES**

GENERAL INFORMATION

Telephone orders will not be accepted. Please mail, fax (716-896-8908) or scan and email your order to csr@haleexpo.com.

Payment MUST accompany your order.

If you have any questions or special requirements, please contact our Exhibitor Services Department at csr@haleexpo.com.

Items cancelled at show site will be charged 50% of the original price. Refunds cannot be processed until 24 hrs. after the original charge.

Failure to pay within the terms of this Payment Policy will cause service charges to be assessed on all unpaid balances. The service charge rate is 2% per month or 24% per annum. In the event of default, the customer agrees to pay all costs of collections, including attorney fees and court costs.

PAYMENT FOR SERVICES

Hale Northeastern, Inc. requires payment at the time services are ordered. Hale also requires that all exhibitors using our services provide a credit card authorization with their initial order. The credit card authorization will be used to cover all services not paid for by the initial payment and balances left unpaid at the closing of the show. This may include labor, material handling and/or other on-site services.

METHOD OF PAYMENT

Hale Northeastern, Inc. accepts cash, company checks, Visa, MasterCard, American Express, Discover and ACH. A service charge of \$55.00 will be assessed to individuals or companies for returned checks or chargebacks.

PRE-ORDER DISCOUNTED PRICING – SAVE TIME & MONEY!

To qualify for the pre-order prices, your forms must be received on or before the pre-order date with payment in full. Late orders and orders without payment will be charged standard prices and placed on hold until payment is received.

TAX EXEMPT

If your company is tax exempt, a copy of your Tax Exempt Certificate (*not* Resale Certificate) must accompany your order. Your exemption MUST be issued in the state the show takes place in.

QUESTIONS AND ADJUSTMENTS

Any discrepancy in items ordered and items received or any complaint or question concerning services must be reported to the Hale Service Desk immediately. Your problems will be resolved and any valid adjustments in your account will be made at that time. Credits and adjustments will not be made based on information received after the show closes.



ORDER SUMMARY
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Company Name: _____ Booth No.(s): _____
 Phone No.: _____ Cell: _____ Booth Dimensions: _____
 Order Contact: _____ Email: _____

Credit Card Authorization (Will be used for Hale services only)

A CREDIT CARD IS REQUIRED TO BE ON FILE BEFORE ANY ORDER IS PROCESSED.

Please fill out the credit card information as requested below. This will authorize Hale Northeastern to charge the amount of your order and any additional charges incurred as a result of show site orders placed by you or your representative, to your credit card account.

We accept:



PLEASE PRINT LEGIBLY OR TYPE ALL INFORMATION

Card Type: Master Card Visa Discover American Express ACH

Billing Address: _____ City: _____ State: _____ Zip: _____

Credit Card Number: _____ Exp. Date: _____ V-Code: _____

Name on Card: _____ Signature: _____

V-Code Location: MasterCard, Visa, Discover = 3-digit code on back, American Express = 4-digit code on front

Please note that your signature above signifies your acceptance of Hale Northeastern's Payment Policy and Hale's Terms & Conditions of Contract. By filling out this credit card authorization form, the card holder is authorizing Hale Northeastern, Inc. to charge for all services that were not charged during initial payment and any unpaid balance at the close of the show. Charges may include (but are not limited to) on site labor ordered, material handling charges for shipments received on site and or any other services that were ordered by the exhibitor on site. Any charges made to your credit card by Hale Northeastern, Inc. will appear on your credit card statement as a charge from Hale Northeastern, Inc.

***** PLEASE ENSURE THAT YOUR COMPANY NAME APPEARS ON ALL FORMS AND ENTER ALL PAGE TOTALS HERE *****

BULK CARPET	\$
BOOTH CARPET, SPECIAL BACK DRAPE & MASKING DRAPE	\$
DISCOUNTED FURNITURE PACKAGE	\$
TABLES, PEDESTAL TABLE & TABLE RISERS	\$
CHAIRS & ACCESSORIES	\$
STANDARD ID SIGN	\$
SPECIAL SIGNS & BANNERS	\$
SIGN HANGING SERVICE	\$
BOOTH VACUUMING	\$
INSTALLATION & DISMANTLING LABOR & FORKLIFT SERVICE	\$
SHIPPING INFORMATION / MATERIAL HANDLING	\$
(Actual weights will be billed at show close)	SUBTOTAL \$
Important: There is a charge for sending your freight/ boxes/packages to the Advance Warehouse or Direct to Show Site. Please see the Shipping & Material Handling form for details.	ADD 8.75% SALES TAX \$
	TOTAL \$
ELECTRIC, PHONE, INTERNET, AIR, WATER FORMS - RETURN TO THE BNCC	(Do not include in total here)

*Exempt customers must provide a tax exempt certificate for the state the show takes place in. Resale certificates will not qualify for sales tax exempt status. Orders can be accepted by mail, fax (716-896-8908) or may be scanned and emailed to csr@haleexpo.com



BULK CARPET
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Company Name: _____ Booth No.: _____

Order Contact: _____ Cell Phone: _____

All bulk carpet orders must be received no later than February 28, 2020 to guarantee your order.

Bulk area exhibit carpet will consist of multiple 10' wide carpeting that will be seamed together with double faced carpet tape on all internal seams and will be taped along perimeter edges. When ordered in advance, dye lots of the carpeting will be matched as close as possible. If ordered on show site, matching dye lots of the carpet cannot be guaranteed.

BULK CARPET

Bulk Carpet pricing is for all area carpets 20'x30' and over.

Pre-Order Deadline Date: February 21, 2020. Bulk Carpet Orders received after February 21, 2020 are Standard Order.

	<u>Pre-Order</u>		<u>Standard Order</u>		<u>Total</u>
Bulk Carpet	\$1.25/sq. ft.		\$3.00/sq. ft.		
Calculate Square Feet:	_____ ft.	x	_____ ft.	=	_____ sq. ft. \$ _____
Bulk Pad	\$0.85/sq. ft.		\$1.00/sq. ft.		
Calculate Square Feet:	_____ ft.	x	_____ ft.	=	_____ sq. ft. \$ _____

Bulk Carpet Page Total: _____

Please check CARPET color choice

<input type="checkbox"/> Black	<input type="checkbox"/> Gray
<input type="checkbox"/> Speckled Blue	<input type="checkbox"/> Red
<input type="checkbox"/> Burgundy	

SHOW COLOR: BLACK
 Aisles will be carpeted in
SPECKLED BLUE.

Orders can be accepted by mail, fax (716-896-8908) or may be scanned and emailed to: csr@haleexpo.com



BOOTH CARPET & SPECIAL BACK DRAPE
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Company Name: _____
 Order Contact: _____

Booth No.(s): _____
 Phone No.: _____

Standard Booth Carpet

Standard inline exhibit booth carpet will be taped on the aisle sides only. Additional taping can be ordered below.
 Note: Variations in dye lot of carpet may occur in a combination of standard sizes. Standard booths include taping of aisle sides only.
 Additional taping is \$.45/ft. Please indicate below if you require additional taping.

Size	Pre-Order Price	Standard Price	Quantity	Total
9' x 10'	\$127.08	\$149.50	_____	_____
9' x 20'	\$255.00	\$300.00	_____	_____
9' x 30'	\$379.53	\$446.50	_____	_____
9' x 40'	\$506.60	\$596.00	_____	_____
18' x 20'	\$506.60	\$596.00	_____	_____
Longer sizes, divide length by 10 and multiply price:	\$127.08	\$149.50	_____ Length / 10 = _____	_____
Additional Taping:			Total Feet _____ X \$.45/ft. = _____	_____
Standard Booth Carpet Subtotal:			_____	_____

Please check CARPET color choice

Black Gray
 Speckled Blue Red
 Burgundy Forest Green

Aisles will be carpeted in **SPECKLED BLUE**

Carpet Padding & Tape

Size	Pre-Order Price	Standard Price	Quantity	Total
9' x 10'	\$76.93	\$90.50	_____	_____
9' x 20'	\$152.58	\$179.50	_____	_____
9' x 30'	\$228.65	\$269.00	_____	_____
9' x 40'	\$306.00	\$360.00	_____	_____
18' x 20'	\$306.00	\$360.00	_____	_____
Longer sizes, divide length by 10 and multiply price:	\$76.93	\$90.50	_____	_____
Clear Packing Tape	\$9.78	\$11.50	_____	_____
Double-face Tape	\$21.68	\$25.50	_____	_____
Carpet Padding & Tape Subtotal:			_____	_____

Masking Drape to Finish off Exposed Back Wall (Show Colors Only)

Item	Pre-Order Price	Standard Price	Quantity	Total
5' of drape	\$25.00	\$25.00	_____	_____
10' of drape	\$50.00	\$50.00	_____	_____
Masking Drape Subtotal:			_____	_____

Special Back Drape (includes bases, 8' posts and crossbars)

Please note, 3' high or 8' high drape may be available at show site in show colors only. If another color is required, it must be ordered in advance.

Size	Pre-Order Price	Standard Price	Linear Ft. Req'd	Total
3' High Drape	\$6.38 / ft.	\$7.50 / ft.	_____	_____
8' High Drape	\$8.93 / ft.	\$10.50 / ft.	_____	_____
12' High Drape	\$15.73 / ft.	\$18.50/ft.	_____	_____
Special Back Drape Subtotal:			_____	_____

Please check DRAPE color choice

Beige Burgundy Lime Red
 Black Dusty Rose Orange Silver
 Blue Forest Green Peach White
 Brown Gold Purple

Booth Carpet & Special Back Drape Page Total: _____



DISCOUNTED FURNITURE PACKAGE
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Company Name: _____
 Order Contact: _____

Booth No.(s): _____
 Phone No.: _____

Hale Northeastern offers the following Discounted Furniture Packages at an additional **15% DISCOUNT** from our already discounted pre-order prices. These packages are only available if ordered and paid for by the advance deadline date **February 21, 2020**.

DISCOUNTED FURNITURE PACKAGE



Package Includes

- One 6' long x 30" tall table, draped on 3 sides in **Black**
- Two upholstered side chairs, at \$39.10 each
- One wastebasket
- One 9' x 10' **Black** carpet
- One 9' x 20' **Black** carpet

	<u>9' x 10'</u> <u>Package</u>	<u>9' x 20'</u> <u>Package</u>
	\$89.25	\$89.25
	\$78.20	\$78.20
	\$13.60	\$13.60
	\$127.08	N/A
	N/A	\$255.00
Total at Pre-Order Price Rate:	<u>\$308.13</u>	<u>\$436.05</u>
Less 15%:	<u>(\$46.22)</u>	<u>(\$65.41)</u>
Total at Discounted Furniture Package Discount Rate:	<u>\$261.91</u>	<u>\$370.64</u>
Total Cost:	_____	_____

Please enter total on the Order Summary (Applicable taxes not included)

This Package is only offered as a pre-order rental special and will not be offered on site or after the advance order deadline date **February 21, 2020**. Payment must be received before the advance order deadline date in order to qualify for the Discounted Furniture Package pricing. This package must be purchased as described. Items listed in the package cannot be sold separately or substituted. No exceptions. If additional booth rental items are required, they can be ordered with the enclosed. Please refer to the Furniture Rental Form if ordering after the advance pricing deadline date.

Discounted Furniture Package Page Total _____



**TABLES, PEDESTAL TABLES &
TABLE RISERS**
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Company Name: _____ Booth No.(s): _____
Order Contact: _____ Phone No.: _____

Draped Display Tables (6' and 8' tables are skirted on 3 sides only. To have 4th side draped, see 4th side draping below.)

Size	Pre-Order Price	Standard Order Price	Quantity	Total
4' x 2' x 30" Tall	\$71.40	\$84.00	_____	_____
6' x 2' x 30" Tall	\$89.25	\$105.00	_____	_____
8' x 2' x 30" Tall	\$122.19	\$143.75	_____	_____
4' x 2' x 42" Tall	\$87.55	\$103.00	_____	_____
6' x 2' x 42" Tall	\$105.40	\$124.00	_____	_____
8' x 2' x 42" Tall	\$132.60	\$156.00	_____	_____
4 th Side Draping	\$59.50	\$70.00	_____	_____
Table Drape Only	\$59.50	\$70.00	_____	_____
Draped Table Subtotal:				_____

Please check SKIRT color choice:

<input type="checkbox"/> Black	<input type="checkbox"/> Silver	<input type="checkbox"/> Purple
<input type="checkbox"/> Blue	<input type="checkbox"/> Forest Green	<input type="checkbox"/> Red
<input type="checkbox"/> Burgundy	<input type="checkbox"/> Lime Green	<input type="checkbox"/> Teal
<input type="checkbox"/> Gold	<input type="checkbox"/> Orange	<input type="checkbox"/> White
<input type="checkbox"/> Plum	<input type="checkbox"/> Peach	

Undraped Display Tables

Size	Pre-Order Price	Standard Order Price	Quantity	Total
4' x 2' x 30" Tall	\$28.48	\$33.50	_____	_____
6' x 2' x 30" Tall	\$36.98	\$43.50	_____	_____
8' x 2' x 30" Tall	\$43.99	\$51.75	_____	_____
4' x 2' x 42" Tall	\$34.85	\$41.00	_____	_____
6' x 2' x 42" Tall	\$41.23	\$48.50	_____	_____
8' x 2' x 42" Tall	\$51.00	\$60.00	_____	_____
Vinyl Topper	\$10.00	\$10.00	_____	_____
Undraped Table Subtotal:				_____



Table Risers (Draped in White)

Item Description	Pre-Order Price	Standard Order Price	Quantity	Total
4' x 10" Table Riser	\$30.60	\$36.00	_____	_____
6' x 10" Table Riser	\$36.98	\$43.50	_____	_____
8' x 10" Table Riser	\$45.90	\$54.00	_____	_____
Table Risers Subtotal:				_____

Undraped Pedestal Tables & Spandex Covers

Item Description	Pre-Order Price	Standard Order Price	Quantity	Total
30" Tall Pedestal Table	\$73.10	\$86.00	_____	_____
42" Tall Pedestal Table	\$82.88	\$97.50	_____	_____
Spandex Cover	\$44.20	\$52.00	_____	_____
Pedestal Tables & Spandex Cover Subtotal:				_____

Please check SPANDEX color choice:

<input type="checkbox"/> Black	<input type="checkbox"/> Red (42" only)	<input type="checkbox"/> White (42" only)
<input type="checkbox"/> Blue (42" only)	<input type="checkbox"/> Navy (42" only)	

Table Page Total: _____



CHAIRS & ACCESSORIES
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Company Name: _____
 Order Contact: _____

Booth No.(s): _____
 Phone No.: _____

Chairs & Stools (Grey Fabric)











<u>Item Description</u>	<u>Pre-Order Price</u>	<u>Standard Order Price</u>	<u>Quantity</u>	<u>Total</u>
Padded Side Chair	\$39.10	\$46.00	_____	_____
Padded Stool	\$48.88	\$57.50	_____	_____

Chairs & Stools Subtotal: _____

Accessories

<u>Item Description</u>	<u>Pre-Order Price</u>	<u>Standard Order Price</u>	<u>Quantity</u>	<u>Total</u>
Wastebasket	\$13.60	\$16.00	_____	_____
Literature Rack: 6 slot	\$73.31	\$86.25	_____	_____
Bag Rack	\$33.15	\$39.00	_____	_____
8' Post & Base	\$16.58	\$19.50	_____	_____
Crossbar	\$8.50	\$10.00	_____	_____
Floor Easel	\$21.68	\$25.50	_____	_____
22" x 28" Sign Frame	\$33.58	\$39.50	_____	_____
2' x 8" Grid Wall	\$17.00	\$20.00	_____	_____
Grid Wall Hook	\$1.00	\$1.00	_____	_____

Accessories Subtotal: _____

Item Pictures				
Chairs & Stools	Accessories			
				
Padded Side Chair	Wastebasket	Literature Rack	Bag Rack	Grid Wall Hook
				
Padded Stool	8' Post & Base & Crossbar	Floor Easel	22" x 28" Chrome Sign Frame	2'x8' Grid Wall

Chairs & Accessories Page Total: _____



STANDARD ID SIGN
Save Time and Money! Pre-Order by Feb. 21st
and receive substantial discounts!

828 East Ferry Street - Buffalo, NY 14211
Phone: (716) 896-6170 | Fax: (716) 896-8908 | Toll Free: (800) 333-4253
www.haleexpo.com | email: csr@haleexpo.com

Buffalo Home Show
Buffalo Niagara Convention Center
March 6-8 & March 13-15, 2020

Company Name: _____

Booth No.(s): _____

Order Contact: _____

Phone No.: _____

PRE-ORDER DATE IS: February 21, 2020

Pre-Order Price: \$25.00 each

Standard Price: \$37.50 each

7" X 44" SIGN

First Line: _____

Second Line: _____

Each line may not exceed 26 characters, including spaces.
Sign font will be 2" Helvetica, Medium Block.

Other signs may be ordered from the Special Sign Form.

Please enter the total on the Order Summary
(Applicable taxes not included)

Orders may be mailed, faxed (716-896-8908) or may be scanned and emailed to csr@haleexpo.com



SPECIAL SIGNS
 Sign Orders received after Feb. 21st
 add 50% to the listed Price.

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 Phone: (716) 896-6170 | Fax: (716) 896-8908 | Toll Free: (800) 333-4253
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Buffalo Home Show
 Buffalo Niagara Convention Center
 March 6-8 & March 13-15, 2020

Company Name: _____
 Email Address: _____

Booth No.(s): _____
 Contact Name: _____

SIGNS ARE A TERRIFIC WAY TO GET YOUR MESSAGE OUT!

With our wide selection of fonts, colors, graphics and backing material, we can make a terrific looking sign to meet your specific needs. Hale's Sign and Banner Department also has the ability to add your logo to your order or our in-house graphic artists can work with you to reproduce a logo or create one! Add clipart or specific images to give a more eye-catching look. Proofs will be sent back via email for your review and approval.

All sign prices below include up to two (2) color copy with simple text with no more than twenty-four (24) words on your choice of white backing material.

Logos, graphics, additional background colors, specialized design work, heavy copy or different sizes will be quoted upon request.

EXAMPLES OF STANDARD SIZES

22" x 28" Standard Sign Holder Size <input type="checkbox"/> \$74.20	22" x 14" Common Table Top Size <input type="checkbox"/> \$58.50	14" x 44" Double height of Standard Booth Sign <input type="checkbox"/> \$74.20	4' x 8' <input type="checkbox"/> \$263.70	3' x 4' <input type="checkbox"/> \$113.30
--	--	---	--	--

Copy Color	Orientation	Description	Pre-Order Price	Quantity	Total
Color 1: _____	<input type="checkbox"/> Landscape	22" x 28" Sign	\$74.20	_____	_____
Color 2: _____	<input type="checkbox"/> Portrait	22" x 14" Sign	\$58.50	_____	_____
		14" x 44" Sign	\$74.20	_____	_____
		4' x 8' Sign	\$263.70	_____	_____
<input type="checkbox"/> Foamcore – Foam center with white paper surfaces		3' x 4' Sign	\$113.30	_____	_____
<input type="checkbox"/> Coroplast – Corrugated plastic – Most durable (Colors available)		Grommets (ea.)	\$2.00	_____	_____
<input type="checkbox"/> Poster Board – White poster board / Sign card only		Easel Back	\$2.75	_____	_____
			Subtotal: _____		
Please Indicate Sign Copy Here:			Double Sided _____		
			Add 75% to Subtotal: _____		
			Subtotal 2: _____		
			Add 50% to Subtotal 2: _____		
			Special Sign Page Total: _____		



BANNERS
Banner Orders received after Feb. 21st
add 50% to the listed Price.

828 East Ferry Street - Buffalo, NY 14211
Phone: (716) 896-6170 | Fax: (716) 896-8908 | Toll Free: (800) 333-4253
www.haleexpo.com | email: csr@haleexpo.com

Buffalo Home Show
Buffalo Niagara Convention Center
March 6-8 & March 13-15, 2020

Company Name: _____
Email Address: _____

Booth No.(s): _____
Contact Name: _____



All banners come standard with grommets spaced every two feet for easy hanging. If needed, pockets can be created on the top hem and the bottom hem instead of grommets.

Font Color	Orientation	Description	Pre-Order Price	Quantity	Total
Color 1: _____	<input type="checkbox"/> Horizontal	2' x 8' Banner	\$144.72	_____	_____
Color 2: _____	<input type="checkbox"/> Vertical	3' x 8' Banner	\$198.28	_____	_____
		Custom Size	Call For Pricing	_____	_____
		Add Logo	Call For Pricing	_____	_____
		Grommets Every 2'	Standard	_____	_____
		Add'l Grommets (ea.)	\$2.00	_____	_____
		Background Color Other Than White	\$25.00	_____	_____
			Subtotal:	_____	_____
			Double Sided	Add 75% to Subtotal:	_____
			Subtotal 2:	_____	_____
			Ordered After Feb. 21st	Add 50% to Subtotal 2:	_____
			Banner Page Total:	_____	_____

Acceptable File Formats For Artwork

Vectorized Artwork – is the preferred format for artwork containing logos and fonts because it allows for exact reproduction without any loss of quality. These files are commonly produced with programs such as Adobe Illustrator or Corel Draw. Common file extensions for Vectorized artwork are: .eps, .pdf, .ai or .cdr

Please note, .eps and .pdf can also contain raster images as well (less preferred).

Rasterized Artwork – is the preferred choice for photo reproduction. Raster images can be resized only with the amount of information contained within the image. Higher resolution images will scale up better than low resolution images. **To prevent unsatisfactory results, Hale Northeastern, will not use web images for reproduction on signage.** Common file extensions for rasterized images are: .psd, .tif, .jpg (although .eps and .pdf can also contain raster images)

If you need a quote for specific services or would like to speak with one of our graphic artists, please call us at 800-333-4253 and ask for the Sign Department

Files Upload Info: FTP Server: [ftp.haleexpo.com](ftp://ftp.haleexpo.com) User: **upload-user** Password: **upload-to-hale**

It's our business to make your business look good!



SIGN HANGING
Save Time and Money! Pre-Order by Feb. 21st
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Buffalo Home Show
Buffalo Niagara Convention Center
March 6-8 & March 13-15, 2020

Company Name: _____
Order Contact: _____

Booth No.(s): _____
Phone No.: _____

TO GUARANTEE SIGN HANGING, SIGNS/BANNERS MUST BE ON SHOWSITE BY:
Tuesday, March 5, 2020
Banners not received by this date will be installed at the discretion of the decorator.
Failure to adhere to this deadline date may result in an inability to have your sign/banner installed.

HANGING SIGN RATES & RESTRICTIONS

Pre-Order Deadline Date: February 21st. Orders received after February 21st are Standard Orders.

PRE-ORDER PRICE: \$250.00

TO INSTALL AND TAKE DOWN YOUR FIRST SIGN
EACH ADDITIONAL SIGN TO BE HUNG IN THE SAME BOOTH WILL COST \$100.00

STANDARD ORDER PRICE: \$325.00

TO INSTALL AND TAKE DOWN YOUR FIRST SIGN
EACH ADDITIONAL SIGN TO BE HUNG IN THE SAME BOOTH WILL COST \$130.00

Hale Northeastern, Inc. is responsible for the installation of all signs hung from the ceiling beams. No exhibitor or I & D company will be allowed to hang signs. A sketch of your sign with dimensions and weight must be sent to Hale no later than one week prior to the first day of setup.

All signs to be hung from the ceiling must be delivered to show site on the first day of setup, or other arrangements may be made by calling our office.

In addition to all of the above, your hanging sign must comply with show management rules and regulations. If you are in doubt regarding compliance, please contact show management before completing and returning this form to Hale Northeastern, Inc.

Please complete the following information:

Number of feet from floor to top of sign : _____ ft.
Number of feet in from left side: _____ ft.
Number of feet in from front aisle: _____ ft.

Does your sign require electrical connection?: NO YES
(If YES, please complete the Electrical form included in this packet.)

PAGE SUMMARY
Total Services: \$ _____
Please enter the total on the
Order Summary
(Applicable taxes not included)

Restrictions

Installation and removal times will be established by Hale Northeastern per the availability of the hall and access to area under the location of the sign to be hung.



BOOTH VACUUMING
 Save Time and Money! Pre-Order by Feb. 21st
 and receive substantial discounts!

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 Phone: (716) 896-6170 | Fax: (716) 896-8908 | Toll Free: (800) 333-4253
www.haleexpo.com | email: csr@haleexpo.com

Buffalo Home Show
 Buffalo Niagara Convention Center
 March 6-8 & March 13-15, 2020

Company Name: _____ Booth No.(s): _____
 Order Contact: _____ Phone No.: _____

PLEASE NOTE: SHOW MANAGEMENT PROVIDES VACUUMING OF AISLES ONLY

*** OPENING DAY VACUUMING IS NOT INCLUDED IN BOOTH PACKAGE ***

Booth Size	Cost for Opening Day Vacuuming Only	Cost for Daily Vacuuming Includes Opening Day	Total
10' x 10'	\$30.00	\$150.00	
10' x 20'	\$60.00	\$300.00	
10' x 30'	\$90.00	\$450.00	
10' x 40'	\$120.00	\$600.00	
20' x 20'	\$120.00	\$600.00	
20' x 30'	\$180.00	\$900.00	
20' x 40'	\$240.00	\$1,200.00	

Booth Vacuuming Page Total: _____



INSTALLATION & DISMANTLING LABOR & FORKLIFT SERVICE

828 East Ferry Street - Buffalo, NY 14211
 Phone: (716) 896-6170 | Fax: (716) 896-8908 | Toll Free: (800) 333-4253
www.haleexpo.com | email: csr@haleexpo.com

Buffalo Home Show
 Buffalo Niagara Convention Center
 March 6-8 & March 13-15, 2020

Company Name: _____ Booth No.(s): _____
 Order Contact: _____ Phone No.: _____

Installation & Dismantling Labor (Please select if labor will be supervised by the onsite show representative or if Hale personnel will supervise the setup)

Straight Time Rate: \$60.75 (M-F 8 AM – 4 PM) **Overtime Rate: \$91.13** (M-F before 8 AM, after 4 PM - Weekends, Holidays)
 SUPERVISED BY EXHIBITOR PERSONNEL – Starting time can be guaranteed only in those instances where men are requested to start at 8 AM unless the beginning of the show set-up time is later in the day. We will make every effort to accommodate later starting times; however, it is impossible to gauge the completion of previously-assigned jobs. Exhibitors must sign labor out at the service desk to avoid continuation of charges. Labor will be billed in one (1) hour increments with a minimum of one (1) hour.

	Date of Service	Start Time	No. of Workers	Approx. Hours	Total Hours Per Person	Hourly Rate	Estimated Total Cost
Installation	_____	_____	_____	X _____	= _____	@ _____	= _____
Installation	_____	_____	_____	X _____	= _____	@ _____	= _____
Dismantle	_____	_____	_____	X _____	= _____	@ _____	= _____
Dismantle	_____	_____	_____	X _____	= _____	@ _____	= _____

Onsite Supervisor Name: _____ Cell Number: _____

Straight Time Rate: \$60.75 (M-F 8 AM – 4 PM) **Overtime Rate: \$91.13** (M-F before 8 AM, after 4 PM - Weekends, Holidays)
 SUPERVISED BY HALE NORTHEASTERN PERSONNEL – Supervision will be provided by Hale Northeastern, Inc. and **all pertinent information should be forwarded with this order, including blueprints, set-up instructions, photographs and shipping information.** Labor will be billed in one (1) hour increments with a minimum of one (1) hour. An additional charge of 30% will be added for Hale supervision.

	Date of Service	Start Time	No. of Workers	Approx. Hours	Total Hours Per Person	Hourly Rate	Estimated Total Cost
Installation	_____	_____	_____	X _____	= _____	@ _____	= _____
Installation	_____	_____	_____	X _____	= _____	@ _____	= _____
Dismantle	_____	_____	_____	X _____	= _____	@ _____	= _____
Dismantle	_____	_____	_____	X _____	= _____	@ _____	= _____

Add 30% For Hale Supervision (Total x 1.3): _____

Forklift Service (Price includes forklift and operator)

Straight Time Rate: \$120.75 (M-F 8 AM – 4 PM) **Overtime Rate: \$181.13** (M-F before 8 AM, after 4 PM - Weekends, Holidays)
 Check in at the Hale Service Desk before your requested scheduled time. Please note, requested times are projections and Hale Northeastern will make every effort to meet those requested times, but in some circumstances, forklifts may be occupied doing other tasks. Due to liability risks, forklifts may only be operated by authorized and insured Hale Northeastern employees. Forklift Service will be charged with a one hour minimum and then in half (1/2) hour increments thereafter during a single use period.

	Date of Service	Start Time	No. of Workers	Approx. Hours	Total Hours Per Person	Hourly Rate	Estimated Total Cost
Installation	_____	_____	_____	X _____	= _____	@ _____	= _____
Installation	_____	_____	_____	X _____	= _____	@ _____	= _____
Dismantle	_____	_____	_____	X _____	= _____	@ _____	= _____
Dismantle	_____	_____	_____	X _____	= _____	@ _____	= _____

Plastic Banding (Per pallet and includes labor): **\$32.00** **Shrink Wrap** (Per pallet and includes labor): **\$32.00**

If Labor must be cancelled, Hale Northeastern, Inc. requires 24-hour of advance notice. A one-hour, per man, no-show charge will be assessed if cancellations are not called in 24 hours prior to the date & time requested.

Installation & Dismantling Labor & Forklift Service Page Total: _____

PLEASE MAKE SURE EVERY PIECE TO SHIP IS LABELED & EXHIBITOR INFORMATION IS COMPLETE

These labels are provided for your shipping convenience. Place one on each piece to be shipped to ensure proper delivery (please note that one label is for the Advance Warehouse and one is for Direct to Show Site). If more labels are needed, copies are acceptable. Shipments arriving without this information will not be accepted by Hale Northeastern at the Advance Warehouse or on Show Site.

Please do not return label to Hale Northeastern

ADVANCE TO WAREHOUSE

SHIPMENTS MAY ARRIVE **BETWEEN: MONDAY, FEBRUARY 17 – MONDAY, MARCH 2, 2020.**

Materials arriving at the advance warehouse after or prior to these dates will be refused.

FREIGHT LABEL

SHIP TO:

Hale Northeastern, Inc.
c/o Buffalo Home Show
828 East Ferry Street
Buffalo, NY 14211

SHOW INFORMATION

Buffalo Home Show

Buffalo Niagara Convention Center
March 6-8 & March 13-15, 2020

Booth#: _____

Exhibitor Name: _____

Contact Name: _____

Phone#: _____

DIRECT TO SHOW SITE

SHIPMENTS ARRIVING ON OR AFTER **TUESDAY, MARCH 3, 2020.**

Materials arriving at the Convention Center prior to this date will be refused by the facility.

FREIGHT LABEL

SHIP TO:

Buffalo Niagara Convention Center
c/o Hale Northeastern, Inc./Buffalo Home Show
153 Franklin Street
Pearl Street Loading Dock
Buffalo, NY 14202

SHOW INFORMATION

Buffalo Home Show

Buffalo Niagara Convention Center
March 6-8 & March 13-15, 2020

Booth#: _____

Exhibitor Name: _____

Contact Name: _____

Phone#: _____



MATERIAL HANDLING

828 East Ferry Street - Buffalo, NY 14211
 Phone: (716) 896-6170 | Fax: (716) 896-8908 | Toll Free: (800) 333-4253
www.haleexpo.com | email: csr@haleexpo.com

Buffalo Home Show
 Buffalo Niagara Convention Center
 March 6-8 & March 13-15, 2020

Company Name: _____ Booth No.(s): _____
 Order Contact: _____ Phone No.: _____

***** SHIPPING / MATERIAL HANDLING NEEDS MUST BE COMMUNICATED IN ADVANCE *****

Shipments arriving at either the Advance Warehouse or Direct to show site without prior notification will not be released until payment is received and an authorized signature from the exhibitor is obtained, regardless of having a credit card on file.

Inbound Shipping & Material Handling (Outbound pricing included.)

	No. of Pieces	Est. Total Weight	Carrier(s)	Minimum Rate 25 lbs. Single Package Minimum or 26 lbs. – 200 lbs. Min. Shipment Rate	How to Calculate Total Material Handling Charges
Advance Warehouse Rate For Shipments Arriving (February 17 – March 2, 2020)				\$74.75 / hundredweight Min. 200 lbs. Per Shipment Minimum Charge = \$149.50	(Total Weight / 100) x \$74.75 Minimum Charge = \$149.50
Direct to Show Site Rate For Shipments Arriving on or after (March 3, 2020)				\$68.50 / hundredweight Min. 200 lbs. Per Shipment Minimum Charge = \$137.00	(Total Weight / 100) x \$68.50 Minimum Charge = \$137.00
Small Package Rate For Direct to Show Site ONLY For Single Package 25 lbs. and Under				\$25.00 / per package (Single Package Shipment Only) Minimum Charge = \$25.00	\$25.00 Single Package Only

BILLED WEIGHT is based on incoming weight, whether the above services are used completely or in part. The weight is rounded up to the nearest one hundred pounds (100 lbs.) and 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 Hale. This weight will prevail. THERE IS A 200 lbs. MINIMUM CHARGE ON ALL SHIPMENTS OVER 25 lbs.

Inbound Advance Warehouse pricing includes:

- Signing and accepting shipment on behalf of exhibitor at Advance Warehouse.
- Loading and transport from Advance Warehouse to Show Site.
- Unloading at Show Site loading dock and delivery to exhibit space.
- Pickup, storage and return of empty shipping containers during the show.
- Transport from exhibit space to loading dock and loading of shipment onto carrier of choice after the show.

All other inbound pricing includes:

- Signing and accepting shipment on behalf of exhibitor at Show Site.
- Unloading at Show Site loading dock and delivery to exhibit space.
- Pickup, storage and return of empty shipping containers during the show.
- Transport from exhibit space to loading dock and loading of shipment onto carrier of choice after the show.

Only Outbound Shipping & Material Handling (If shipping inbound, this is included in pricing above – this section is not applicable)

	No. of Pieces	Est. Total Weight	Carrier(s)	Minimum Rate 25 lbs. Single Package Minimum or 26 lbs. – 200 lbs. Min. Shipment Rate	How to Calculate Total Material Handling Charges
Outbound Regular Rate				\$50.00 / hundredweight Min. 200 lbs. Per Shipment Minimum Charge = \$100.00	(Total Weight / 100) x \$50.00 Minimum Charge = \$100.00
Small Package Rate For Single Packages 25 lbs. or less				\$25.00 / per package (Single Package Shipments Only) Minimum Charge = \$25.00	\$25.00 Single Package Only

To ensure proper handling, all outbound shipping Bills of Lading must be turned into the Hale Service Desk whether or not the Official Show Carrier will be used. If the shipment will be going outbound on a carrier other than the Official Show Carrier, exhibitors must make arrangements to have the shipment picked up before **12:00 PM, Monday, March 16, 2020**. To ensure the floor is clear for the next event, shipments not picked up by **12:00 PM, Monday, March 16, 2020** will be forced shipped on the Official Show Carrier. Any charges resulting from a forced shipment will be the responsibility of the exhibitor.

Please note, outbound FedEx or UPS shipments must now be scheduled by the shipping party. There is a charge for FedEx and UPS to pickup outbound shipments from convention and exhibiting facilities. Failure to schedule with FedEx or UPS will result in the shipment being forced onto the Official Show Carrier and will be forwarded to the addressed recipient. Any charges resulting from a forced shipment will be the responsibility of the exhibitor.

Shipping & Material Handling Page Total: _____
 (200 lb. Minimum Charge)



MATERIAL HANDLING LIMITS OF RESPONSIBILITY

828 East Ferry Street - Buffalo, NY 14211
Phone: (716) 896-6170 | Fax: (716) 896-8908 | Toll Free: (800) 333-4253
www.haleexpo.com | email: csr@haleexpo.com

MATERIAL HANDLING LIMITS OF LIABILITY AND RESPONSIBILITY

- 1. Hale Northeastern Inc. shall not be responsible for damage to uncrated materials, materials improperly packed, or concealed damage.
2. Hale Northeastern Inc. shall not be responsible for loss, damage, theft, or disappearance of exhibitor's materials after same have been delivered to exhibitor's booth and left unattended.
3. Shipments received without receipts, freight bills, or specified unit counts on receipts or freight bills (i.e., one lot, 800 cu. ft., etc.), such as UPS or van lines will be delivered to the exhibitor's booth without guarantee of piece count or condition.
4. Hale shall not be responsible for loss, damage, theft or disappearance of materials before they are picked up from exhibitor's booth for re-loading after the show.
5. Hale shall not be responsible for any loss, damage, or delay due to fire, acts of God, strikes, lockouts or work stoppages of any kind, or to any cause beyond its control.
6. Hale shall not be liable to any extent whatsoever for any actual, potential, or assumed loss of profits or revenues, or for any collateral costs, which may result from any loss or damage to an exhibitor's materials which may make it impossible or impractical to exhibit same.
7. The consignment or delivery of a shipment to Hale by an exhibitor, or by any shipper to or on behalf of the exhibitor, shall be construed as an acceptance by such exhibitor (and/or other shipper) of the terms and conditions set forth in this bulletin.
8. Hale shall not be responsible for theft or damage while empty crates are in storage.
9. Material left behind without orders at the Material Handling Desk may be classified as abandoned.
10. EXHIBITORS ARE URGED TO CARRY ALL-RISK INSURANCE covering your materials against damage, loss and all other hazards from the time shipments are made prior to the show until shipments are received back after the show.
Please be sure that your insurance coverage is effective from the time your equipment leaves its point of origin until its return to its final destination after the show.

PAYMENT POLICY & SHIPMENTS

- Hale Northeastern must have a valid credit card on file before freight will be delivered to your booth. Collect shipments will not be accepted. Please complete the credit card authorization provided in this kit.
All shipments must adhere to the arrival dates listed. Shipments arriving prior to move-in time must be consigned to the advance shipping warehouse.
We cannot guarantee shipment arrival times. Please be sure to request that your carrier delivers your total shipment at one time.
BILLED WEIGHT is based on incoming weight, whether the above services are used completely or in part. The weight is rounded up to the nearest one hundred pounds (100 lbs.) and is taken from the INBOUND BILL OF LADING and/or the Certified Weight Ticket.

ORDER FOR MATERIAL HANDLING SERVICES

We hereby authorize Hale Northeastern Inc. to handle our shipment(s) in accordance with the information set forth above in the "Limits of Liability" section of this form, and we further agree to the following:

- A. We agree to the "limitations of Hale's Liability and Responsibility" as set forth above.
B. We agree that Hale's liability shall be limited to any loss or damage which results solely from Hale's negligence in the actual physical handling of the items comprising our shipment(s), and not for any other type of loss or damage.
C. With particular reference to subparagraphs A and B of the above, we agree, in connection with the receipt, handling, storage, and re-loading of our materials at the convention site (as distinct from Hale's warehouse), that Hale will provide its services as our agent, and not as Bailee or shipper.
D. Freight handling charges are the responsibility of the exhibitor to whom shipments have been consigned.
E. We agree, in the event of a dispute with Hale relative to any loss or damage to any of our materials or equipment, that we will not withhold payment of any amount due to Hale for drayage or any other services provided by Hale as an offset against the amount of the alleged loss or damage.

Show Name: Buffalo Home Show 2020 Company Name:
Print Name: Booth No.(s):
Signature: Date:

I have read and understand the material handling rate sheet as well as the material handling limits of liability as stated on the enclosed sheets.
THIS AUTHORIZATION MUST BE SIGNED AND RETURNED TO HALE NORTHEASTERN BEFORE FREIGHT SHIPMENTS CAN BE HANDLED:
Return form by mail, fax (716-896-8908) or scan the completed document and email to csr@haleexpo.com



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www.haleexpo.com | email: csr@haleexpo.com

Buffalo Home Show Move-Out & Shipping Information

- DO NOT START BREAKING DOWN YOUR BOOTH UNTIL THE ACTUAL SHOW END TIME.
- AT THE CLOSE OF THE SHOW HALE WILL ROLL UP ALL AISLE CARPET FROM MAIN SHOW FLOOR.
- DO NOT PLACE ANYTHING IN THE AISLES IN FRONT/SIDE OF YOUR BOOTH UNTIL THE AISLE CARPET HAS BEEN REMOVED. THIS WILL HAPPEN QUICKLY, BUT, YOUR COUTESY IS APPRECIATED.
- NO VEHICLES WILL BE ALLOWED TO PARK AT ANY LOADING ZONE UNTIL ALL OF YOUR BOOTH DISPLAY MATERIALS ARE COMPLETELY PACKED UP.
- ONCE ALL OF YOUR PRODUCT IS FULLY PACKED, YOU WILL BE ALLOWED ACCESS TO THE LOADING ZONES.
- **NO VEHICLES WILL BE ALLOWED TO DRIVE UP ON TO THE MAIN SHOW FLOOR ON SUNDAY NIGHT.**
- **PLAN AHEAD, COORDINATE WITH YOUR TEAM/DRIVER.**
- All outbound shipments must have a Hale Bill of Lading filled out and returned to the Hale Service Desk. This authorizes us to place your materials on the carrier of your choice. **IT IS CRITICAL THAT THE HALE BILL OF LADING BE COMPLETED AND A HALE REPRESENTATIVE CHECKS YOUR SHIPMENT.**
- Bills of Lading and shipping labels are available at the Hale Service Desk – South floor show office.
- You must arrange pick up of your shipment with the Common Carrier of your choice.
- You may choose ANY carrier as long as they pick up your materials on time.
- **FED EX / UPS Shipments** have very specific rules for shipping.
- If you must use FED EX / UPS, please be sure you have current, OFFICIAL Labels affixed to your shipment. Also, FED EX / UPS do not allow us to call in a pick-up for you. It is critical that you, as the account holder, call THE DAY BEFORE materials are due to be picked up from the show floor.
FEDEX: 1-800-GO-FEDEX UPS: 1-800-742-5877

Here is the address your carrier needs to pick up your freight at SHOW SITE:

Buffalo Niagara Convention Center
153 Franklin St.
Pearl Street Loading Dock
Buffalo, NY 14202

ALL ITEMS MUST BE CLEARED FROM THE SHOW FLOOR BY: **12:00PM Monday, March 16, 2020**
FREIGHT LEFT ON THE FLOOR WILL BE FORCED OUT ON THE HOUSE CARRIER AT THE EXHIBITOR'S EXPENSE!!

2020 Internet Order Form

Please return to: Buffalo Niagara Convention Center
 Convention Center Plaza
 Buffalo, NY 14202
 (716) 855-5555 * (800) 995-7570
 Fax: (716) 855-3158
 Email: info@buffaloconvention.com



Today's Date: _____
 Order placed by: _____ Fax _____ Email _____ Mail _____

Event Name: _____	Date(s) of Event: _____
Booth #: _____ Meeting Room: _____	Install Day: _____
Firm Name: _____ On Site Contact: _____	
Address: _____	
Phone #: _____	Fax #: _____
Email: _____	
Authorized By: _____	Title: _____ Date: _____
PAYMENT: Check (Payable to Buffalo Niagara Convention Center): Check #: _____ Amt:\$ _____	
Credit Card: _____ Visa _____ MasterCard _____ American Express	Total amount Charged: \$ _____
Credit Card Number: _____	Expiration Date: _____
Name on Card: _____	

PAYMENT MUST ACCOMPANY ORDER/ADVANCE ORDERS MUST BE RECEIVED 10 DAYS BEFORE EVENT

Advance orders require access code to be distributed during move-in of show. Please see BNCC staff member for pick-up location.

INTERNET OPTIONS			
Complimentary WiFi	The BNCC Complimentary Wi-Fi is the perfect option to use for your personal data communication needs since cellular data service may not work in all locations.		
Premium WiFi	1 Day \$15.00	2 Days \$20.00	3 Days \$25.00
Meeting Room Hardline Internet	Connection & Usage Fee \$30.00 per hardline		
Exhibit Hall Hardline Internet	Connection & Usage Fee \$40.00 per hardline		
ADDITIONAL INTERNET NEEDS			
Credit Card Machines, Apple TV, Gaming Systems, any internet ready device unable to access a web browser. MAC address must be available for device setup. Inform Event Service Manager/BNCC prior to event.		Connection Fee \$40.00	
Internet Service Technician On-site		\$55.00 per hour	
Public IP addresses, traffic prioritization, and custom WAN/LAN/VLAN configuration available upon request.			

		SUB TOTAL	\$ _____
		8.75% NYS TAX:	\$ _____
		TOTAL OF ORDER:	\$ _____

***PLEASE NOTE: THIS FORM SERVES AS RECORD OF YOUR FINAL INVOICE.
 NO ADDITIONAL INVOICES WILL BE MAILED OUT.***

BUFFALO NIAGARA CONVENTION CENTER – INTERNET

SYSTEM INFORMATION:

- 1) Free basic WIFI is available throughout the facility as a convenience to our guests.
- 2) All users must authenticate on our wireless or wired data systems using either the access code that has been provided by purchasing services using their web browser and a major credit card. Once authenticated, the MAC address of the user's device will stay on file through the duration of the time they've purchased.
- 3) If you are having trouble connecting, please go directly to the Information Desk in the lobby for assistance.
- 4) The Buffalo Niagara Convention Center has networking professionals available to meet with you prior to your event if you have needs that fall out of the scope of this form. This includes onsite office/server setups, network devices (printers, scanners, POS terminals, handheld devices, credit card machines), custom VLANs, VPNs, SSIDs, bandwidth reservation, traffic prioritization/QoS, lab setups, etc. Please let us know and we'll be happy to build a custom implementation that suits your needs.

RULES AND REGULATIONS:

- 1) The Buffalo Niagara Convention Center reserves the right to refuse connection to any exhibitor whose equipment is deemed unsafe by the BNCC electrical supervisor.
- 2) The Buffalo Niagara Convention Center will not be responsible for any damage or loss to any equipment, component, hardware or software and/or any damage or injury to any person caused by the installation, connection or plugging in of any electrical outlet by person(s) other than an authorized Buffalo Niagara Convention Center computer, Electrician.
- 3) All material and equipment furnished by the Buffalo Niagara Convention Center for this service order shall remain the property of The Buffalo Niagara Convention Center and shall be removed ONLY by the Buffalo Niagara Convention Center at the close of the show.
- 4) Payment in full must be rendered prior to internet service connection.
- 5) Advance orders for wired data shall receive priority service.
- 6) Customers may not use their own network switches, routers, hubs, repeaters, wireless access points, network bridges, or wireless range extenders without express written permission from the Buffalo Niagara Convention Center.
Please see your BNCC Service Manager for rental information

2020 Utilities Connection Order Form

Please return to: Buffalo Niagara Convention Center



Convention Center Plaza
 Buffalo, NY 14202
 (716) 855-5555 * (800) 995-7570
 Fax: (716) 855-3158
 info@buffaloconvention.com

Today's Date: _____

Order placed by: Fax Email Mail

*******PLEASE NOTE: USE THIS FORM AS RECORD OF YOUR FINAL INVOICE. NO ADDITIONAL INVOICES WILL BE MAILED OUT.**

Name of Event _____	Date(s) of Event: _____	Booth #: _____
Firm Name: _____		
On Site Contact: _____		
Address: _____		
Phone #: _____ Fax #: _____		
Authorized By: _____ Title: _____ Date: _____		
PAYMENT: Check (Payable to Buffalo Niagara Convention Center): Check #: _____ Amt:\$ _____		
Credit Card: <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> American Express Total amount Charged:\$ _____		
Credit Card Number: _____ Expiration Date: _____		
Name on Card: _____		

PAYMENT MUST ACCOMPANY ORDER / ADVANCE ORDERS MUST BE RECEIVED 10 DAYS BEFORE EVENT

The rates listed are for one (1) outlet only. The charge for service includes electrical current, installation in the most convenient location, and removal at the close of the show. Special service or wiring into equipment will be charged at prevailing rates for labor and materials.

120 Volt Outlet	ADVANCE	ONSITE	QUANTITY	TOTAL
500 watt or 5 amp outlet	\$90.00	\$135.00		
1,000 watt or 10 amp outlet	\$99.00	\$149.00		
1,500 watt or 15 amp outlet	\$102.00	\$153.00		
2,000 watt or 20 amp outlet	\$110.00	\$165.00		
208 Volt Single Phase				
10 amp or 1/2 HP	\$126.00	\$189.00		
20 amp or 1 HP	\$143.00	\$215.00		
30 amp or 3 HP	\$155.00	\$233.00		
50 amp or 7 1/2 HP	\$193.00	\$290.00		
60 amp or 10 HP	\$230.00	\$345.00		
208 Volt Three Phase				
10 amp or 1/2 HP	\$152.00	\$228.00		
20 amp or 1 HP	\$163.00	\$245.00		
30 amp or 3 HP	\$182.00	\$273.00		
50 amp or 7 1/2 HP	\$224.00	\$336.00		
60 amp or 10 HP	\$263.00	\$395.00		
*Higher amperage available on request – Please ask for quotation.				
Equipment Rental	Advance Order	Floor Order	Quantity	Total
25' – 3 wire #12 extension cord	\$40.00	\$60.00		
50' – 3 wire #12 extension cord	\$62.00	\$93.00		
15 amp power strip	\$43.00	\$65.00		

NO ELECTRICAL SERVICES WILL BE PERFORMED UNTIL PAYMENT IN FULL HAS BEEN RECEIVED.

For Special Electrical Labor requests please contact us at 716-855-5555

Transformers: Transformers are available for altering voltage, provided they are ordered by the deadline.

Quotations are available on request.

24 Hour Service: Available at an additional 50% charge, if ordered in advance. **I will require 24 hour service:** YES NO

Electrical Outlets: \$ _____

Equipment Rentals: \$ _____

NYS TAX: \$ _____ **8.75%**

TOTAL OF ORDER: \$ _____

Service	Acctg

BUFFALO NIAGARA CONVENTION CENTER - UTILITIES REQUEST FORM

STANDARD ELECTRICAL SERVICE:

120 Volt, A.C., 60 Cycle
208 Volt, A.C., Single Phase, 60 Cycle
208 Volt, A.C., Three Phase, 60 Cycle

RULES AND REGULATIONS:

- 1) All equipment regardless of source of power must comply with the current National Electrical Code, State and Local Safety Codes.
- 2) All equipment must be properly tagged or marked with complete information as to the type and/or amount of current, voltage, phase, frequency, horsepower, etc. required.
- 3) All exhibitors' 120 volt cords must be of the 3 wire, grounded type. All exposed non-current carrying metal parts of fixed equipment, which are liable to be energized, shall be grounded.
- 4) The Buffalo Niagara Convention Center reserves the right to refuse connection to any exhibitor whose equipment is deemed unsafe by the show electrical supervisor.
- 5) Permanent building electrical outlets are not part of booth space and are not to be used by exhibitors unless specified otherwise.
- 6) Special equipment requiring company engineers or technicians for assembly, servicing, preparatory work and operation may be executed without "Show Electrician", however, all service connections and overload protection to such equipment must be made by "Show Electrician" only.
- 7) The Buffalo Niagara Convention Center is not responsible for voltage fluctuation or power failure for temporary conditions. Surge protection is the responsibility of the exhibitor.
- 8) The Buffalo Niagara Convention Center will not be responsible for any damage or loss to any equipment, component, computer, hardware or software and/or any damage or injury to any person caused by the installation, connection or plugging in of any electrical outlet by person(s) other than an authorized Buffalo Niagara Convention Center Electrician.
- 9) We will make every attempt not to locate power panels in exhibit booths, however this is not always possible.
 - a. Obstructions blocking utility floor boxes are subject to relocation as necessary.
- 10) All material and equipment furnished by The Buffalo Niagara Convention Center for this service order shall remain the property of The Buffalo Niagara Convention Center and shall be removed ONLY by the Buffalo Niagara Convention Center Electrician at the close of the show.
- 11) Payment in full must be rendered prior to electrical service connection.
- 12) Advance orders shall receive priority service.
- 13) Electrical service installation is guaranteed to be complete one hour prior to event opening.
- 14) Rates quoted for all connections cover only providing service to the booth in the most convenient manner and does not include connecting equipment or wiring.
- 15) Credit will not be given for outlets installed and not used.
- 16) Unauthorized power not paid for will result in shut down of electrical service.
- 17) Claims will not be considered unless filed by exhibitor prior to close of show.
- 18) There is a \$40.00 fee charged for all checks that are returned

2020 Phone Line Order Form

Please return to: Buffalo Niagara Convention Center
 Convention Center Plaza
 Buffalo, NY 14202
 (716) 855-5555 * (800) 995-7570
 Fax: (716) 855-3158
 Email: info@buffaloconvention.com



Today's Date: _____

Order placed by: _____ Fax _____ Email _____ Mail

Event Name: _____	Date(s) of Event: _____
Meeting Room: _____	Install Day: _____
Booth #: _____	
Firm Name: _____ On Site Contact _____	
Address: _____	
Phone #: _____	Fax #: _____
Email: _____	
Authorized By: _____	Title: _____ Date: _____
PAYMENT: Check (Payable to Buffalo Niagara Convention Center): Check #: _____ Amt:\$ _____	
Credit Card: _____ Visa _____ MasterCard _____ American Express	Total amount Charged: \$ _____
Credit Card Number: _____	Expiration Date: _____
Name on Card: _____	

TELEPHONE INFORMATION – ALL INFORMATION MUST BE PROVIDED

BNCC Room or Booth Location for service _____

Please indicate where line is to be installed: LEFT REAR FRONT RIGHT

TELEPHONE	QTY.	ADVANCE ORDER	ON SITE	SUB TOTAL	TAX 8.75%	TOTAL(S)
Singleline		\$30.00	\$55.00			
Additional Lines		\$20.00	\$35.00			

RULES AND REGULATIONS

1. Buffalo Niagara Convention Center is the exclusive provider of telecommunications throughout the center.
2. Incomplete telecommunications requirements may delay processing and labor charges will be added in the event of changes made after initial installation.
3. Credit will not be given for service installed and not used.
4. Only BNCC personnel are authorized to modify wiring. Equipment must remain connected.
5. All equipment must comply with NEC and FCC regulations.
6. Telephone number will be provided upon installation.
7. See BNCC management for any special requests.
8. All equipment and materials are property of the BNCC and shall be removed only by the BNCC electrician at the close of the show.

***PLEASE NOTE: THIS FORM SERVES AS RECORD OF YOUR FINAL INVOICE.
 NO ADDITIONAL INVOICES WILL BE MAILED OUT.***

2020 Satellite Install Form

Please return to: Buffalo Niagara Convention Center

Convention Center Plaza
 Buffalo, NY 14202
 (716) 855-5555 * (800) 995-7570
 Fax: (716) 855-3158
 info@buffaloconvention.com



Today's Date: _____

Order placed by: Fax Email Mail

*******PLEASE NOTE: USE THIS FORM AS RECORD OF YOUR FINAL INVOICE. NO ADDITIONAL INVOICES WILL BE MAILED OUT.**

Name of Event: _____	Date(s) of Event: _____	Booth #: _____
Firm Name: _____ On Site Contact _____		
Address: _____		
Phone #: _____		Fax #: _____
Authorized By: _____		Title: _____ Date: _____
PAYMENT: Check (Payable to Buffalo Niagara Convention Center): Check #: _____ Amt:\$ _____		
Credit Card: _____ Visa _____ MasterCard _____ American Express		Total amount Charged:\$ _____
Credit Card Number: _____		Expiration Date: _____
Name on Card: _____		

PAYMENT MUST ACCOMPANY ORDER / ADVANCE ORDERS MUST BE RECEIVED 10 DAYS BEFORE EVENT

NO INSTALLATION WILL BE DONE ONSITE UNLESS THIS FORM HAS BEEN SUBMITTED.
It is MANDATORY for Buffalo Niagara Convention Center staff to accompany vendor on the roof for installation.
ONLY Buffalo Niagara Convention Center staff will be ALLOWED to do the install.
FAILURE to remove equipment will result in an additional \$200 fee.

Please check off service needed:

Installation of Satellite Dish	COST	SELECT ITEM
Advanced Order	\$55.00	
Onsite Order	\$105.00	
Removal of Satellite Dish		
Failure to Remove Dish **This means the vendor should notify BNCC staff during move-out that equipment needs to be removed from the roof. You are NOT allowed to cut the cable and leave.**	\$210.00	

SUBTOTAL \$ _____
8.75% NYS TAX: \$ _____
TOTAL OF ORDER: \$ _____

Service	Acctg

2020 Water Request Order Form

Buffalo Niagara Convention Center
 Convention Center Plaza
 Buffalo, NY 14202
 (716) 855-5555 * (800) 995-7570
 Fax: (716) 855-3158



Today's Date: _____

Order placed by: Fax Email Mail

Name of Event: _____	Date(s) of Event: _____ Booth #: _____
Firm Name: _____	On Site Contact: _____
Address: _____	
Phone #: _____	Fax #: _____
Authorized By: _____	Title: _____ Date: _____
PAYMENT: Check (Payable to Buffalo Niagara Convention Center) : Check #: _____ Am't: \$ _____	
Credit Card: <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard, <input type="checkbox"/> American Express	Total amount Charged: \$ _____
Credit Card Number: _____	Expiration Date: _____
Name on Card: _____	

PAYMENT MUST ACCOMPANY ORDER
ADVANCE ORDERS MUST BE RECEIVED 10 DAYS PRIOR TO EVENT

**\$100.00 Fee for Advance Orders
 (plus 8.75% tax)**

**\$155.00 Fee (within 10 days of show)
 (plus 8.75% tax)**

Client is responsible to bring necessary equipment (i.e. hose, pump).

¾" Standard Hose Connection

If Hose, Fittings, etc. are required on site a \$85.00 Rental & Service Fee will be charged per piece of equipment being hooked up.

All material and equipment furnished by The Buffalo Niagara Convention Center for this service order shall remain the property of The Buffalo Niagara Convention Center and shall be removed ONLY by the Buffalo Niagara Convention Center staff at the close of the show.

Send order along with payment to:
 Buffalo Niagara Convention Center
 Convention Center Plaza
 Buffalo, NY 14202
 (716) 855-5511

You must contact the Buffalo Niagara Convention Center Engineering Department through the Security Office located at the Loading Dock while on site to arrange for connection and draining assistance.

Service	Acctg