

Dear Exhibitor,

We are pleased to inform you that Modern Exposition Services has been selected by the Show Management as the official Service Contractor for:

## The Utah Boat Show 2012

South Towne Exposition Center  
February 9-12, 2012

In order to assist you in selecting your additional decorating needs, we are enclosing our equipment and service order forms. Ordering in advance helps us plan your show and service your firm more efficiently, at a lower cost to you.

Orders may be faxed or mailed to Modern Exposition Services. Please refer to the Payment Policy sheet of this kit for payment information. All orders must be paid for in advance of delivery or the performance of services. Modern Exposition Services requires a credit card authorization on file for each exhibitor using Modern Exposition Services.

Please notify your company representative, who will be at the show, of our payment policy. It is also helpful for your representative to have a copy of the completed order forms, as turned into Modern Exposition Services, for reference purposes.

TO RECEIVE DISCOUNT PRICES, ORDERS WITH FULL PAYMENT MUST BE RECEIVED BY:

***January 31, 2012***

To have questions regarding Modern Exposition services answered or if you need additional information, please call:

**Customer Service**  
**(801) 983-8160**  
[expo@modernexpo.com](mailto:expo@modernexpo.com)

All questions regarding the convention's policies, space assignments, display limitations, and event schedule should be directed to the association sponsoring the show:



Wishing you a successful show...

MODERN EXPOSITION SERVICES

Integrated Exhibition Solutions.™

Exposition Services | Event Services | Outdoor Event Services | Exhibits

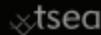
800.666.4564

[www.modernexpo.com](http://www.modernexpo.com)

Members of:



GWSAE



**M**  
MODERN  
EXPOSITION SERVICES

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424 South 700 East  
Salt Lake City, Utah 84102  
Ph: (801) 983-8160 Fx: (801) 521-3040

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South Towne Exposition Center  
February 9-12, 2012  
*Discount Deadline January 31, 2012*

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## PAYMENT POLICY



424 South 700 East  
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**Utah Boat Show 2012**  
South Towne Exposition Center  
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### **PAYMENT POLICY:**

Modern Exposition Services requires payment at the time of order for all services. Modern Expositions also requires that all exhibitors using Modern Exposition 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 unpaid at the closing of the show. This may include: labor, material handling, and other services.

### **METHOD OF PAYMENT:**

Modern Expositions accepts Check\*, Visa, Master Card, American Express, and Discover Card. Purchase orders are not considered as payments and must be accompanied by full payment.

### **THIRD PARTY BILLING:**

Modern Expositions will accommodate requests for third party billing; however, the responsibility for all payments is the responsibility of the exhibitor. Modern Expositions reserves the right to contract collection action against the exhibitor if the designated third party does not meet the payment requirements. \*\* *(To designate an authorized third party billing agent see the "Payment Calculation" form.)*

### **ADJUSTMENTS AND CANCELLATIONS:**

Due to expenses incurred by Modern Expositions in providing certain services, some items and services are subject to cancellation/re-stocking fees. More information is available on the individual order forms.

### **ADVANCE PAYMENT/DISCOUNT PRICE:**

Modern Expositions can provide faster, more efficient service to exhibitors who place orders early. For this reason we offer a discount rate to those who place orders prior to the stated deadline. Full payment must be received with your order if you wish to receive this discount. Orders charged to Modern Expositions accounts do not qualify for discount rates. All orders placed after the order deadline and at the show will be charged regular prices.

***Items cancelled at show site will be charged at 50% of the original price.  
Items cancelled after delivery will be charged at full price.***

**\*A service charge of \$35.00 will be assessed to individuals or companies for returned checks.**

**\*\*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 1.5% per month or 18% per annum. In the event of default the customer agrees to pay all costs of collection, including attorney fees and court costs.**

**e-mail: [expo@modernexpo.com](mailto:expo@modernexpo.com)**

**Order online at [www.modernexpo.com](http://www.modernexpo.com)**

# PAYMENT CALCULATION



424 South 700 East  
 Salt Lake City, Utah 84102  
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**Utah Boat Show 2012**  
 South Towne Exposition Center  
 February 9-12, 2012  
 Discount Deadline January 31, 2012

COMPANY NAME		DATE	BOOTH #
STREET ADDRESS		CITY	STATE ZIP
PHONE ( )	FAX ( )	E-MAIL	
ORDERED BY (PRINT NAME)		SIGNATURE	

**PLEASE INCLUDE THIS FORM WHEN SUBMITTING YOUR ORDER TO MODERN EXPOSITIONS**

### Credit Card Authorization

Please fill out the credit card information as requested below. This will authorize Modern Expositions to charge the amount of your orders and any additional charges incurred as a result of show site orders placed by, or services rendered to you or your representative, to your credit card account. You may choose to pay by check, however, **we require a credit card authorization to be on file with Modern Exposition Services prior to the delivery of merchandise and/or performance of services.**

<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;">Visa</td> <td style="width: 50%;">Discover Card</td> </tr> <tr> <td>Master Card</td> <td>American Express</td> </tr> </table>	Visa	Discover Card	Master Card	American Express	Account # <table border="1" style="display: inline-table; width: 100%; height: 20px; vertical-align: middle;"> <tr> <td style="width: 25%;"></td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> <td style="width: 25%;"></td> </tr> </table>				
Visa	Discover Card								
Master Card	American Express								
Cardholder's Name - Please Print	Cardholder's Signature	CVC	Expiration Date						
<b>Credit Card Billing Address:</b> <input type="checkbox"/> Same as above Address: _____ City/State/Zip: _____									

### Calculation of Orders

Furnishings.....	\$	_____
Electrical.....	\$	_____
Cleaning.....	\$	_____
Floral.....	\$	_____
Audio/Visual Equipment.....	\$	_____
Computer Equipment.....	\$	_____
Special Signs.....	\$	_____
Material Handling.....	\$	_____
Labor.....	\$	_____
Miscellaneous Services (specify).....	\$	_____
Subtotal.....		\$ _____
Please add <b>6.85%</b> Utah State Sales Tax.....		\$ _____
Total.....		\$ _____

**Discount prices are available for orders placed and paid for by the order deadline. Please see the "Payment Policy" sheet for more information.**

### Third Party Billing

Please fill out the third party billing information as requested below. All requested information and signatures are required in order for the third party billing request to be accommodated.

\_\_\_\_\_  
 Exhibiting Firm

\_\_\_\_\_  
 Authorized Signature

\_\_\_\_\_  
 Title

\_\_\_\_\_  
 Third Party/Display House

\_\_\_\_\_  
 Authorized Signature

\_\_\_\_\_  
 Title

# EXHIBITOR DESIGNATED CONTRACTOR



424 South 700 East  
 Salt Lake City, Utah 84102  
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**Utah Boat Show 2012**  
 South Towne Exposition Center  
 February 9-12, 2012  
*Discount Deadline January 31, 2012*

**Submission Deadline January 9, 2012**

EXHIBITOR NAME		DATE	BOOTH #
STREET ADDRESS		CITY	STATE ZIP
PHONE ( )	FAX ( )		
ORDERED BY (PRINT NAME)	SIGNATURE		

CONTRACTOR NAME		AUTHORIZED REPRESENTATIVE	
STREET ADDRESS		CITY	STATE ZIP
PHONE ( )	FAX ( )		
SHOW SITE REPRESENTATIVE (IF DIFFERENT THAN ABOVE)			

### **Rules and Regulations for Exhibitor Designated Contractor**

An Exhibitor Designated Contractor (EDC) is any company other than Modern Expositions Services (MES), the Official Service Contractor, that an exhibitor may wish to use inside the exhibit hall before, during, or after the show

Usually, an EDC is contracted to set or supervise the setting of an exhibitor's display. **An EDC may not perform any of the following functions: Drayage/Material Handling, Electrical, Plumbing, Mechanical, Booth Cleaning, Booth Security, Floral, Telephone, Food & Beverage Service, and Draping and Decorator Labor.** However, an EDC may be contacted to supervise the procurement of items listed above.

An EDC must provide the following to MES no later than **30 days prior to exhibitor move-in.** Requests received later than 30 days prior to exhibitor move-in will be denied.

- 1) The above form must be filled out completely and returned to MES.
- 2) EDC must furnish current certificates of insurance naming MES as additional insured for both liability and worker's compensation. Liability coverage must be at least \$2,000,000 aggregate and \$1,000,000 each occurrence. Worker's compensation coverage must be at least \$1,000,000 aggregate and \$500,000 each occurrence. Failure to provide proper insurance documentation will result in EDC being barred from the exhibit hall.
- 3) EDC must provide payment in full for all services ordered from MES. Please see Payment Policy sheet for more information. The exhibitor is ultimately responsible for any charges incurred by its EDC. Any unpaid charges incurred by an EDC will be collected from the responsible exhibitor prior to the close of the show
- 4) EDC must confine its activities to the exhibit space of the contracting exhibitor. No storage areas, service desks, or work facilities will be allowed.
- 5) EDC may not solicit business on the exhibit floor.
- 6) Exhibit hall, service and storage areas, and loading docks are under the control of the Official Service Contractor (MES) and all activities must be coordinated through MES.
- 7) MES accepts no responsibility for damage to any exhibitor material under control of the EDC or to material that has been left in public areas such as aisle ways, loading docks, storage or work areas, or hallways
- 8) EDC employees must identify themselves to MES personnel and wear appropriate identification badges at all times. Temporary identification badges will be available from the MES service desk if necessary
- 9) EDC and its employees will conduct themselves within the governing show rules as established by the show management or association. Such rules may include rules governing the appearance and conduct of workers and during what hours work may be performed. Please check with show management to verify the details of such rules

**Any EDC who has not provided the above information at least 30 days in advance of exhibitor move-in will be barred from the exhibit hall.**

**e-mail: [expo@modernexpo.com](mailto:expo@modernexpo.com)**

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# GENERAL INFORMATION



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 Salt Lake City, Utah 84102  
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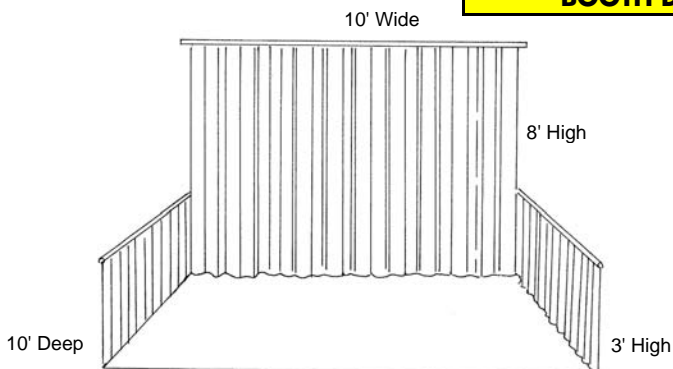
**Utah Boat Show 2012**  
 South Towne Exposition Center  
 February 9-12, 2012  
*Discount Deadline January 31, 2012*

COMPANY NAME	DATE	BOOTH #
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## SHOW INFORMATION

FACILITY:	<b>South Towne Exposition</b>		
LOCATION:			
EXHIBITOR MOVE IN:	<b>Tuesday</b>	<b>February 7, 2012</b>	<b>9:00am to 8:00pm</b>
	<b>Wednesday</b>	<b>February 8, 2012</b>	<b>9:00am to 8:00pm</b>
	<b>Thursday</b>	<b>February 9, 2012</b>	<b>8:00am to 12:00pm</b>
SHOW SCHEDULE:	<b>Thursday</b>	<b>February 9, 2012</b>	<b>2:00pm to 10:00pm</b>
	<b>Friday</b>	<b>February 10, 2012</b>	<b>12:00pm to 10:00pm</b>
	<b>Saturday</b>	<b>February 11, 2012</b>	<b>11:00am to 10:00pm</b>
	<b>Sunday</b>	<b>February 12, 2012</b>	<b>11:00am to 6:00pm</b>
EXHIBITOR MOVE OUT:	<b>Sunday</b>	<b>February 12, 2012</b>	<b>6:30pm to 11:55pm</b>
	<b>Monday</b>	<b>February 13, 2012</b>	<b>8:00am to 3:00pm</b>
EXHIBITOR FREIGHT WILL BE FORCED OUT:	<b>Monday</b>	<b>February 13, 2012</b>	<b>12:00pm noon</b>
ALL EXHIBITOR MATERIAL MUST BE REMOVED FROM THE HALL BY:	<b>Monday</b>	<b>February 13, 2012</b>	<b>3:00pm</b>

## BOOTH DESCRIPTION



<b>DEPTH:</b>	<b>10'</b>
<b>WIDTH:</b>	<b>10'</b>
<b>DRAPE COLOR:</b>	<b>Black</b>
<b>AISLE CARPET:</b>	<b>Black</b>
<b>Items included with booth:</b>	
<b>8' High Back Drape</b>	
<b>3' High Side Drape</b>	

# BOOTH FURNISHINGS



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COMPANY NAME	DATE	BOOTH #
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CHAIRS AND STOOLS				ADDITIONAL TABLE SKIRTING			
Qty	Description	Discount Price	Regular Price		Skirt Only 30" high _____ (Select Color)	43.00	58.00
	Padded Side Chair	40.00	51.00		Skirt Only 40" high _____ (Select Color)	46.00	61.00
	Padded Arm Chair (gray upholstered)	47.00	59.00		4th side table skirt 30" high	29.00	39.00
	Stool Counter High (gray upholstered)	50.00	66.00		4th side table skirt 40" high	29.00	39.00
UNFINISHED DISPLAY TABLES 30" HIGH (includes Top Covered with White Vinyl)				CHECK SKIRT COLOR			
	4' long 24" wide	30.00	40.00	<input type="checkbox"/> White <input type="checkbox"/> Silver <input type="checkbox"/> Black <input type="checkbox"/> Blue <input type="checkbox"/> Burgundy <input type="checkbox"/> Red <input type="checkbox"/> Yellow <input type="checkbox"/> Plum <input type="checkbox"/> Teal <input type="checkbox"/> Forest Green			
	6' long 24" wide	41.00	54.00	<b>30" &amp; 40" Skirting to be installed on table only.</b>			
	8' long 24" wide	46.00	60.00	MISCELLANEOUS ITEMS			
SKIRTED DISPLAY TABLES 30" HIGH (includes Top Covered with White Vinyl & 3 Sides Skirted)				4' x 4' Platform (not carpeted)			
	4' long 24" wide	68.00	89.00	2 Chrome Stanchions & Red Velvet Rope			
	6' long 24" wide	79.00	103.00	Black TensaBarrier®, Crowd Control			
	8' long 24" wide	90.00	118.00	Coat Rack <input type="checkbox"/> tree <input type="checkbox"/> rolling			
CHECK SKIRT COLOR (Includes Top Covered with White Vinyl)				Easel, Aluminum, Floor Standing _____			
<input type="checkbox"/> White <input type="checkbox"/> Silver <input type="checkbox"/> Black <input type="checkbox"/> Blue <input type="checkbox"/> Burgundy <input type="checkbox"/> Red <input type="checkbox"/> Yellow <input type="checkbox"/> Plum <input type="checkbox"/> Teal <input type="checkbox"/> Forest Green				Poster Board gray 4'x8' <input type="checkbox"/> vert <input type="checkbox"/> horiz			
UNFINISHED DISPLAY TABLES 40" HIGH (includes Top Covered with White Vinyl)				Sign Holder chrome 22" x 28" vertical only			
	4' long 24" wide	33.00	42.00	Wastebasket			
	6' long 24" wide	47.00	58.00	Wire Grid Panel 24" x 96" vertical only			
	8' long 24" wide	57.00	68.00	TAPES AND ADHESIVES			
SKIRTED DISPLAY TABLES 40" HIGH (includes Top Covered with White Vinyl & 3 Sides Skirted)				Velcro per / yard			
	4' long 24" wide	74.00	96.00	Roll of Tape - Double faced duct tape			
	6' long 24" wide	90.00	117.00	Roll of Tape - Gaffer tape - Black			
	8' long 24" wide	108.00	141.00	Roll of Tape - Packing Tape - Clear			
CHECK SKIRT COLOR (Includes Top Covered with White Vinyl)				SPECIAL DRAPERY BACKGROUND			
<input type="checkbox"/> White <input type="checkbox"/> Silver <input type="checkbox"/> Black <input type="checkbox"/> Blue <input type="checkbox"/> Burgundy <input type="checkbox"/> Red <input type="checkbox"/> Yellow <input type="checkbox"/> Plum <input type="checkbox"/> Teal <input type="checkbox"/> Forest Green				Upright Pole w/Base <input type="checkbox"/> 3' <input type="checkbox"/> 8' <input type="checkbox"/> 12'			
TABLE RISERS AND SHELVING (12" High - Covered in White Vinyl)				Extendable (cross bar)			
	4' long	24.00	33.00	3' high drape _____ (Select Color) per/panel			
	6' long	33.00	41.00	8' high drape _____ (Select Color) per/panel			
	8' long	40.00	51.00	3' high drape package (10' minimum order) includes drape and all necessary hardware Feet _____ Color _____			
BAR AND CAFÉ TABLES				8' high drape package (10' minimum order) includes drape and all necessary hardware Feet _____ Color _____			
Cocktail Table 24" round 18" high				FLAT CARTS			
Cabaret Table 30" round <input type="checkbox"/> 40" <input type="checkbox"/> 30" high				These can be rented ahead of time or during exhibitor move in			
				Flat Cart Rental - Per Hour			
				18.72			
				Carts can be picked up at the Exhibitor Service Desk			
				Date Needed _____ Time _____			

**PAYMENT POLICY:** ALL ORDERS ARE GOVERNED BY THE MODERN EXPOSITIONS PAYMENT POLICY AND THIRD PARTY BILLING AUTHORIZATION FORM WHICH MUST BE SIGNED AND ACCOMPANY THIS ORDER FORM. FULL AMOUNT OF THE INVOICE BALANCE MUST BE PAID BEFORE SHOW CLOSING.

**TOTAL THIS PAGE: \$**

# SHOW CARPET



424 South 700 East  
Salt Lake City, Utah 84102  
Ph: (801) 983-8160 Fx: (801) 521-3040

**Utah Boat Show 2012**  
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COMPANY NAME	DATE	BOOTH #
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<b>CARPETING</b>			
<b>(Prices include installation)</b>			
<b>16oz. Carpet</b>			
Qty	Description	Discount Price	Regular Price
	9' x 10' 16oz.	90.00	122.00
	9' x 20' 16oz	172.00	242.00
	9' x 30' 16oz	263.00	365.00
	9' Wide length over 30' per running ft. 16oz.	9.50	14.00
	Cut and lay carpet per / sq. ft.	2.00	3.00
	Carpet pad per / sq. ft.	1.00	1.50
	Visqueen per / sq. ft.	0.75	1.00
<b>SELECT CARPET COLOR</b>			
Plum		Forest Green	
Blue		Grey	
Black		Red	
Burgundy		Teal	

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# BULK CARPET OPTION



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Ph: (801) 983-8160 Fx: (801) 521-3040

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Company Name	Date	Booth #
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- **BULK CARPET IS ONLY AVAILABLE FOR BOOTHS THAT ARE LARGER THAN 600 SQ. FT.**
- **ALL BULK CARPET ORDERS MUST BE RECEIVED BY JANUARY 31ST TO RECEIVE THE DISCOUNT PRICE THERE WILL BE NO EXCEPTIONS ON THIS DATE.**

To determine Carpet needs  $\frac{\text{Length}}{\text{Length}} \times \frac{\text{Width}}{\text{Width}} = \frac{\text{Sq. Ft}}{\text{Sq. Ft}} \div 9 = \frac{\text{Sq. Yrd.}}{\text{Sq. Yrd.}}$

<b>DISCOUNT PRICE</b>
\$4.50 / Sq. Yrd.

*if order is received on or before January 31st*

<b>REGULAR PRICE</b>
\$5.60 / Sq. Yrd.

*If order is received after January 31st*

### CARPET COLOR OPTIONS

*Due to a limited inventory, color options are a first come first serve basis.*

- BLACK**
- BLUE**
- GREY**
- TEAL**
- PLUM**
- BURGUNDY**

**PAYMENT POLICY:** ALL ORDERS ARE GOVERNED BY THE MODERN EXPOSITIONS PAYMENT POLICY AND THIRD PARTY BILLING AUTHORIZATION FORM WHICH MUST BE SIGNED AND ACCOMPANY THIS ORDER FORM. FULL AMOUNT OF THE INVOICE BALANCE MUST BE PAID BEFORE SHOW CLOSING.

<b>TOTAL THIS PAGE: \$</b>
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## **DRAPE**

- 1) Exhibitor may not puncture, pin into, staple, or tape onto drape furnished by Modern Exposition Services
- 2) Exhibitor may not move or remove any drape furnished by Modern Exposition Services and must receive permission and assistance from Modern Exposition Services if changes need to be made
- 3) Exhibitor is prohibited from using drape furnished by Modern Exposition Services for any use outside of its designated purpose without the permission of Modern Exposition Services

## **CHAIRS**

- 1) For the safety of the exhibitor, exhibitor may not stand on any chairs or stools provided by Modern Exposition Services
- 2) Do not remove chairs or stool from any neighboring booth spaces without permission from Modern Exposition Services

## **TABLES**

- 1) For the safety of the exhibitor, exhibitor may not stand or sit on any table provided by Modern Exposition Services
- 2) Do not remove tables from any neighboring booth space with out permission from Modern Exposition Services

## **CARPET**

- 1) Exhibitor may not puncture, cut, or tape onto carpet furnished by Modern Exposition Services without permission. If a cut is necessary, for electrical cords or other needs, assistance from Modern Exposition Services will be required.

**If any of the above rules and regulations are violated, Exhibitor will be fined or will be charged, at the discretion of Modern Exposition Services, for the replacement of item.**



# ELECTRICAL PLACEMENT GRID



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Company Name	Date	Booth #
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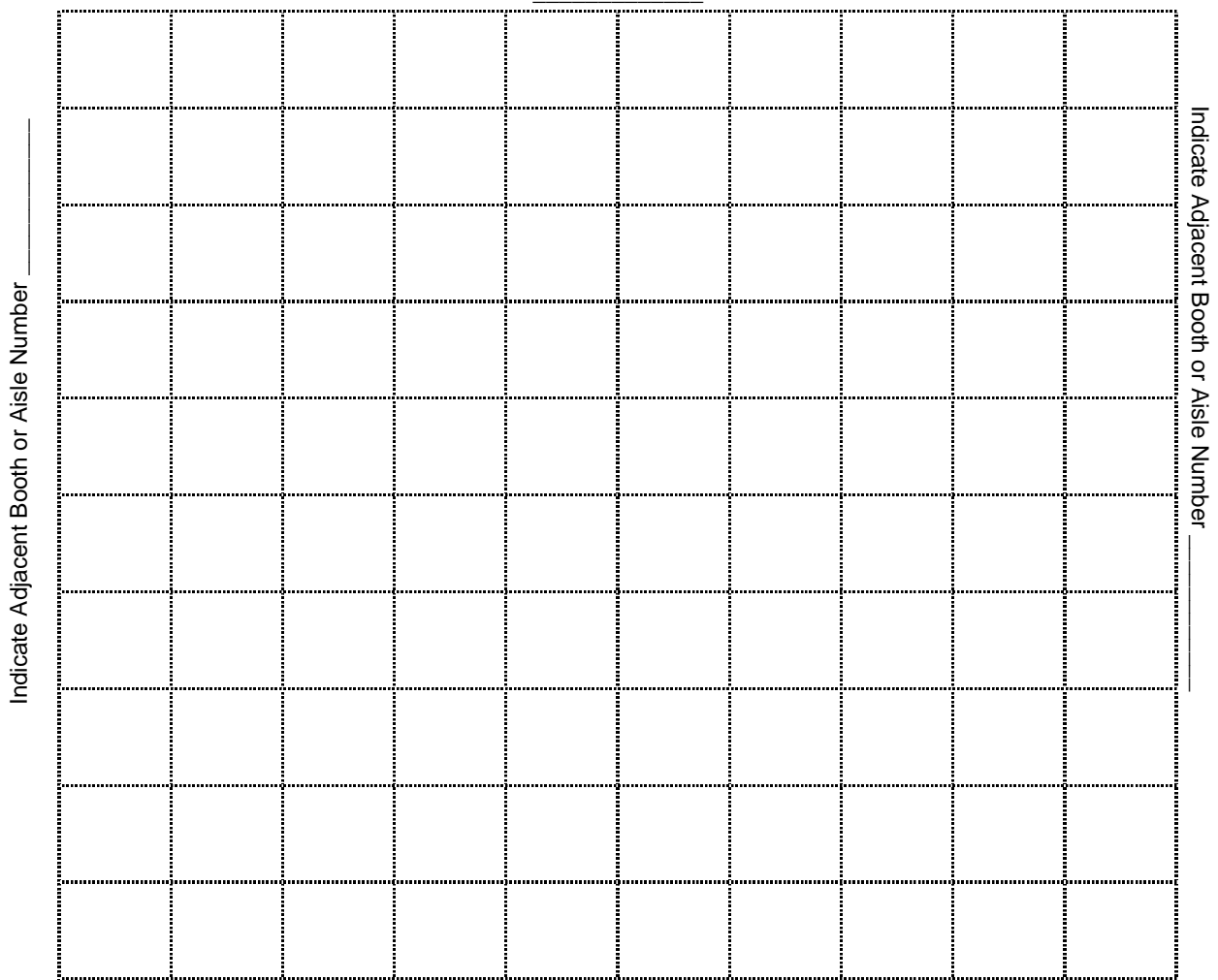
Please attach this page to the electrical order form to ensure proper placement of the outlets in your booth.

- Rates quoted for all connections cover **ONLY** the bringing of one service to the booth in the most **CONVENIENT** manner and **DOES NOT INCLUDE** connecting equipment or wiring. \*\*
- Electrical orders of more than one outlet may be subject to a 1hr. minimum electrician charge.
- Any outlet placement that is changed once it has been installed will be charged a 1hr. Minimum Electrician labor charge

To use this grid:

- \* Use bold lines to indicate the outline of your booth.
- \* Indicate the scale of the grid (i.e. 1 square - 1 foot) or indicate the dimensions of your booth.
- \* Mark the adjacent booth numbers or aisle numbers.

**BACK OF BOOTH**  
Indicate Adjacent Booth  
or Aisle Number.



**FRONT OF BOOTH**  
Indicate Adjacent Booth or  
Aisle Number



## ELECTRICAL RULES AND REGULATIONS

- 1) Electrical Service is **NOT** included as part of your booth space rental. The facility requires that all exhibitors contact with MODERN EXPOSITION SERVICES for installation of electrical service and must pay MES a fee for electrical service used based on a matrix determined by the facility. Please help us provide you with the best service and avoid possible service issues by **ORDERING YOUR ELECTRICAL SERVICE IN ADVANCE. ADVANCE ORDERS RECEIVE PRIORITY SERVICE.**
- 2) Exhibitors and/or their contractors may **NOT** make any connection to a permanent facility electrical connection. Any exhibitor making an unauthorized electrical connection will have their electrical service disconnected until such service has been properly ordered and paid for through MES representatives. MES shall not be responsible for any damage, inconvenience or loss of business to exhibitors that have electrical service disconnected due to unauthorized connection or failure to pay for electrical service.
- 3) Exhibitors may not share electrical connections with neighboring exhibitors.
- 4) Exhibitors may not make connection to extension cords or other power supplies provided for the use of neighboring exhibitors.
- 5) Materials provided for electrical service (cords, cables, multi plug strips, distribution equipment, etc.) are the property of Modern Exposition Services and are not to be moved, altered, or removed from the booth space by exhibitors or their contractors. Any material or equipment that is missing from the booth space at the close of the show will be billed to the exhibitors on record at full replacement cost as determined by MES.
- 6) Modern Exposition Service is not responsible for fluctuations in delivered power or interruptions in electrical service due to circumstances beyond its control such as facility power supply issues, power outage, etc.
- 7) Modern Exposition Services is not responsible for damage to equipment or display material resulting from failure to order adequate power to properly operate such equipment or display material. Please check to make sure that you understand your power needs and order enough electricity to adequately power your needs.
- 8) Electrical rates include providing power to a single location within the booth space. For in-line and peninsula booths, service is provided to the back center of the booth. For Island booths, service is provided to a single location within the booth. Custom service drops are available for an additional fee. Electrical charges are based upon wattage/average, regardless of the amount of time used. If found using electricity that has not been ordered, or found using more than was ordered, the exhibitor will be charged accordingly.
- 9) Electrical rates do not include connection of exhibitor equipment or display material to electrical service drop. Custom connection is available on a time and material basis.
- 10) Claims will not be considered unless filed prior to close of show.
- 11) PAYMENT IN FULL MUST BE RENDERED PRIOR TO SERVICE CONNECTION
- 12) **CREDIT WILL NOT BE GIVEN FOR OUTLETS INSTALLED AND NOT USED.**

# BOOTH CLEANING



424 South 700 East  
 Salt Lake City, Utah 84102  
 Ph: (801) 983-8160 Fx: (801) 521-3040

**Utah Boat Show 2012**  
 South Towne Exposition Center  
 February 9-12, 2012  
*Discount Deadline January 31, 2012*

COMPANY NAME	DATE	BOOTH #
--------------	------	---------

Cleaning services provided by the Exhibit Hall include only a general cleaning of the aisles.  
 If you desire additional services, please indicate below. ALL RATES BASED ON GROSS BOOTH AREA.

## 100 square foot minimum per day

VACUUMING	
We will require the following service for our booth which is _____ x _____ = _____ sq.ft.	
Vacuum carpet <b>BEFORE SHOW OPENS ONLY</b> . Cost per sq. ft. is.....	Price 0.32 (100 sq. ft. min)
Vacuum carpet <b>EVERY NIGHT</b> . Cost per sq. ft. is.....	0.26 (100 sq. ft. min)

PORTER SERVICE	
Modern Expositions will empty wastebaskets and remove refuse at regular intervals during show hours.	
<b>Please figure porter service rates by square footage of your exhibit space.</b>	
	Single Day Rate
0-500 Sq. Ft.	<input type="checkbox"/> \$48.00
501-1500 Sq. Ft.	<input type="checkbox"/> \$66.00
1501 and up Sq. Ft.	<input type="checkbox"/> \$81.00
	Multiple Day Rate
	<input type="checkbox"/> \$40.00 per day
	<input type="checkbox"/> \$53.00 per day
	<input type="checkbox"/> \$66.00 per day

COMPUTATION OF ORDER	
Vacuum Carpet _____ (sq.ft.) x _____ (rate) x _____ (number of days) =	\$ _____
Porter Service.....	\$ _____
<b>TOTAL</b> .....	<b>\$ _____</b>

Special Instructions: \_\_\_\_\_

**PAYMENT POLICY:** ALL ORDERS ARE GOVERNED BY THE MODERN EXPOSITIONS PAYMENT POLICY AND THIRD PARTY BILLING AUTHORIZATION FORM WHICH MUST BE SIGNED AND ACCOMPANY THIS ORDER FORM. FULL AMOUNT OF THE INVOICE BALANCE MUST BE PAID BEFORE SHOW CLOSING.

<b>TOTAL THIS PAGE: \$</b>
----------------------------

**e-mail: [expo@modernexpo.com](mailto:expo@modernexpo.com)**

**Order online at [www.modernexpo.com](http://www.modernexpo.com)**

# SPECIAL SIGNS



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COMPANY NAME	DATE	BOOTH #
--------------	------	---------

Quantity	Size	10 Words or Less		Total
		Discount Price	Regular Price	
	7" x 11"	33.00	41.00	
	7" x 44"	36.00	46.00	
	11" x 14"	38.00	55.00	
	14" x 22"	44.00	61.00	
	22" x 28"	63.00	84.00	
	28" x 44"	107.00	142.00	
	20" x 60"	107.00	142.00	
	40" x 60"	183.00	247.00	

1. Copy exceeding 10 words will be charged at the rate of \$1.50 per word.
2. Cardboard easel backs at \$4.00 each.
3. When a card is to be done with special care such as color card and paint, trade marks or logos duplicated, an additional charge will be made. Advance quotations will be sent upon request.

- SPECIFY COLOR:**
- BLACK ON WHITE
  - BLUE ON WHITE
  - OTHER

- SPECIFY SHAPE:**
- HORIZONTAL
  - VERTICAL
  - SPECIAL

**INDICATE COPY BELOW OR ATTACH SEPARATE SHEET**

**SPECIAL INSTRUCTIONS:** \_\_\_\_\_

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COMPANY NAME	DATE	BOOTH #
--------------	------	---------

If you require floral service, it must be ordered in advance to give you a full range of options. Late orders will have less variety available and will be subject to stock on hand. Prices shown include placement in exhibit, and removal at the end of the show for rental items.

Centerpieces, potted mums, and flowers are PURCHASES. You may take them with you at the end of the show.

Quantity	Item	Discount Price	Regular Price
	<b>Potted Mums / Flowers (Mums are purchases, no refunds.)</b>	21.00	24.00
	<b>Seasonal Blooms - Azaleas / Kalanchoe</b>	37.00	40.00
	<b>Fern - 6" pot</b>	37.00	40.00
	<b>Roses - 12 long stem</b>	85.00	101.00
	<b>16" Arrangement</b>	65.00	76.00
	<b>24" Arrangement</b>	85.00	90.00

For arrangements please indicate the following:

Color Scheme: \_\_\_\_\_ Flower Preference: \_\_\_\_\_

Quantity	Green Foliage Plants	Discount Price	Regular Price
	3' Green Plant	45.00	49.00
	4' Green Plant	49.00	56.00
	5' Green Plant	61.00	65.00
	6' Green Plant	70.00	76.00
	7' - 8' Green Plant	call for quote	
	Large Trees	call for quote	
	A delivery fee will be added to all flowers and green plants	36.00	

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<b>FLORAL SUBTOTAL</b> _____
<b>DELIVERY &amp; SETUP</b> ..... \$36.00
<b>TOTAL THIS PAGE</b> _____

# AUDIO/VISUAL EQUIPMENT



424 South 700 East  
 Salt Lake City, Utah 84102  
 Ph: (801) 983-8160 Fx: (801) 521-3040

**Utah Boat Show 2012**  
 South Towne Exposition Center  
 February 9-12, 2012  
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COMPANY NAME	DATE	BOOTH #
--------------	------	---------

Qty	Description	Discount Price	Regular Price	Qty	Description	Discount Price	Regular Price
<b>CARTS AND STANDS</b>				<b>SOUND SYSTEMS</b>			
	42" Audio Visual Table, 3 Shelves, Rolling	42.00	54.00		Executive Lecternette - No Sound <input type="checkbox"/>	315.00	408.00
	48" Audio Visual Table, 3 Shelves, Rolling	63.00	81.00		Executive Lecternette - With Sound <input type="checkbox"/>		
	56" Safelock Stand, (Spider Leg) Not for use with monitors	42.00	54.00		Table Top <input type="checkbox"/> Floor Standing <input type="checkbox"/>		
	Skirting for above carts (one time charge) 40" Black Only	63.00	81.00		Presenter system, 50 people 2 anchor prwd speaker w /microphone	903.00	1,173.00
<b>EASELS/FLIPCHARTS</b>				<b>VIDEO</b>			
	Flipchart White Board Combo 4'H x 3'W with telescopic legs	36.00	45.00		Workshop system, 100 people 2 anchor prwd speakers w/ microphone	966.00	1,255.00
	Flipchart Pad - Purchase	25.00	32.00		Classroom system, 200 people 2 Mackie speakers w/ microphone	1,050.00	1,365.00
	Color Marker/Eraser Kit	21.00	27.00		Wireless Microphones Handheld, Lavalier, or Headset <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	465.00	696.00
<b>PROJECTION</b>				<b>Custom Systems Available</b>			
	35mm Projector, Auto Focus	1,260.00	1,638.00			By Quote	By Quote
	LCD Projector 2000 Lumens	525.00	681.00				
	LCD Projector 3000 Lumens	1,050.00	1,365.00				
<b>SCREENS</b>							
	60" x 60" Tripod Booth Size	126.00	162.00		1/2" VHS Player	147.00	192.00
	70" x 70" Tripod Booth Size	126.00	162.00		13" TV with Built-in VHS Player	210.00	273.00
	84" x 84" Tripod Booth Size	210.00	273.00		19" TV With Built-in VHS Player	210.00	273.00
	96" x 96" Tripod Booth Size	210.00	273.00		32" Color Video Monitor	441.00	573.00
					DVD Player	105.00	135.00

**Please inform Modern Expositions if the exhibitor will not be present at the time of delivery.**

All Audio/Visual orders are subject to Delivery/Pick up charge.

**\*Please complete the following information below\***

Delivery			Pickup		
Day	Date	Time	Day	Date	Time
		AM    PM (Circle One)			AM    PM (Circle One)
SPECIAL INSTRUCTIONS:					

- \* Equipment used in any portion of a day constitutes a full day's rental.
- \* Cancellations of equipment ordered must be received one week prior to delivery date to avoid a minimum one day charge.
- \* A delivery before 8:30 AM or after 4:30 PM or set up which requires more than 15 minutes is subject to a labor charge as follows:
 

SET UP	43.00 /HR
TECHNICIAN SUPPORT DURING SHOW	59.00 /HR
OVERTIME	65.00 /HR

<b>EQUIPMENT SUBTOTAL</b> .....	_____
<b>DELIVERY &amp; SETUP</b> .....	\$98.00
<b>TOTAL THIS PAGE</b> .....	_____

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**e-mail: [expo@modernexpo.com](mailto:expo@modernexpo.com)**

**Order online at [www.modernexpo.com](http://www.modernexpo.com)**

# COMPUTER EQUIPMENT



424 South 700 East  
 Salt Lake City, Utah 84102  
 Ph: (801) 983-8160 Fx: (801) 521-3040

**Utah Boat Show 2012**  
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 February 9-12, 2012  
 Discount Deadline January 31, 2012

COMPANY NAME	DATE	BOOTH #
--------------	------	---------

**Price covers entire show.**

**Desk Tops**

Qty	All Systems include a 1.44 FD, Mouse, and Keyboard	Discount Price	Regular Price
	Desktop Computer	Call	Call
	Laptop Computer	Call	Call
Computer/Laptop prices vary dependent on individual needs. Please contact Modern Exposition Services for quote.			

**MISC.**

Includes Partial Toner

	Printer	Call	Call
	Desktop Computer Speakers	105.00	136.50

**Displays**

	10" LCD Flat Screen Monitor, Up to 1024x768	232.00	250.00
	14" LCD Flat Screen Monitor, Up to 1024x768	105.00	136.00
	17" LCD Flat Screen Monitor, Up to 1024x769	315.00	410.00
	20" LCD Flat Screen Monitor, Up to 1280x1024	630.00	820.00
	32" Plasma Display	840.00	1,092.00
	42" Plasma Display(1024 x 758)	1,050.00	1,365.00
	50" Plasma Display	2,100.00	2,730.00
	60" Plasma Display	3,990.00	5,187.00
	Dual Pole Stand, Up to 84"	315.00	410.00
	Black Cobra Stand for Plasma	210.00	273.00

*Appropriate cancellation fees will apply to orders cancelled within 5 days of delivery.*

**\*Please complete the following information below\***

Delivery			Pickup		
Day	Date	Time	Day	Date	Time
		AM    PM (Circle One)			AM    PM (Circle One)
SPECIAL INSTRUCTIONS:					

**Please let us know if the booth representative will not be present at the time of delivery.**  
 DELIVERY / PICK UP CHARGE (REQUIRED)

<b>EQUIPMENT SUBTOTAL</b> .....	
<b>DELIVERY &amp; SETUP</b> .....	\$85.00
<b>TOTAL THIS PAGE</b> .....	

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**e-mail: [expo@modernexpo.com](mailto:expo@modernexpo.com)**

**Order online at [www.modernexpo.com](http://www.modernexpo.com)**

# Air & Plumbing



424 South 700 East  
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COMPANY NAME	DATE	BOOTH #
--------------	------	---------

## COMPRESSED AIR

**Air service 100psi / 125 cfm  
 3/8" service outlet, quick disconnect**

AIR FIRST 25'	LINE SIZE	Discount Price	Regular Price
<input type="checkbox"/>	<b>3/8"</b>	257.00	325.00
<input type="checkbox"/>	Additional Equipment	( 30.00 minimum )	

**Location of Services  
 (Indicate Where Required)**

<b>Back of Booth</b>		
Left		Right
Aisle		

## PLUMBING SERVICES

GAS FIRST 25'	LINE SIZE	Discount Price	Regular Price	WATER FIRST 25'	LINE SIZE	Discount Price	Regular Price	DRAIN FIRST 25'	LINE SIZE	Discount Price	Regular Price
<input type="checkbox"/>	<b>1/2"</b>	257.00	325.00	<input type="checkbox"/>	<b>1/4"</b>	257.00	325.00	<input type="checkbox"/>	<b>1"</b>	257.00	325.00
<input type="checkbox"/>	<b>3/4"</b>	257.00	325.00	<input type="checkbox"/>	<b>3/8"</b>	257.00	325.00	<input type="checkbox"/>	<b>1 1/2"</b>	257.00	325.00
				<input type="checkbox"/>	<b>1/2"</b>	257.00	325.00				

### WELDING REQUIREMENTS

You must order a minimum of 1/2 hour technician labor.

	Technician Regular	86.00 Per hr.*	Technician Overtime**	148.00 Per hr.*
--	-----------------------	----------------	--------------------------	-----------------

\*Price listed is per man hour, if more than one technician is required to perform service the rate is multiplied by the number of technicians.

\*\*Overtime rates apply to any installation that runs between the hours of 4:00pm and 8:00am. Overtime rates also apply to weekends and holidays.

**Special Requirements:**

**Location of Services  
 (Indicate Where Required)**

<b>Back of Booth</b>		
Left		Right
Aisle		

### WATER SERVICE FOR SPAS & HOT TUBS

**Water Service \$200.00 per unit ( includes filling & emptying, 500 Gallon Maximum, Double Price for Additional ) Number of units to be filled: \_\_\_\_\_**

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TOTAL THIS PAGE: \$

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# FULL VISION SHOWCASE

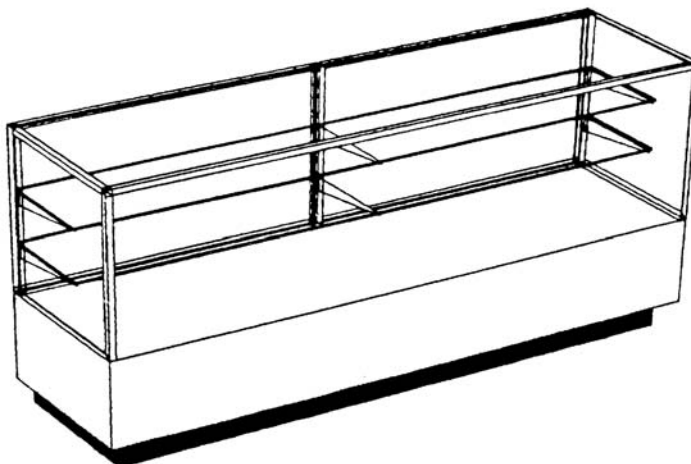


424 South 700 East  
 Salt Lake City, Utah 84102  
 Ph: (801) 983-8160 Fx: (801) 521-3040

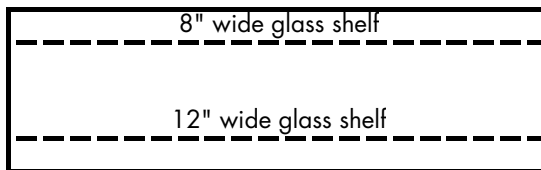
**Utah Boat Show 2012**  
 South Towne Exposition Center  
 February 9-12, 2012  
*Discount Deadline January 31, 2012*

COMPANY NAME	DATE	BOOTH #
--------------	------	---------

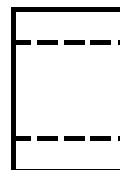
**FEATURES:**  
 Full Length Fluorescent Light  
 ( 1 ) 12" Wide Glass Shelf  
 ( 1 ) 8" Wide Glass Shelf  
 ( 2 ) Sliding Doors  
 Optional Door Lock ( 33.00 )



**38" High**



**72" (6') Long**



**22" Deep**

**Rental charges below include delivery to booth for use during show & removal at the end of the show.**

Qty	Description	Discount Price	Regular Price
	6' Showcase	\$400.00	\$480.00
	Optional Door Lock	\$24.00	\$33.00

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# EXHIBIT SYSTEMS



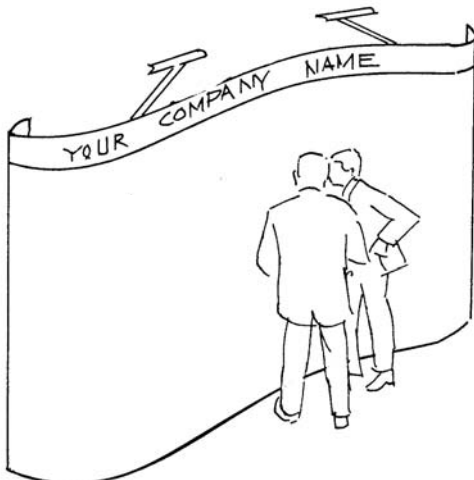
424 South 700 East  
 Salt Lake City, Utah 84102  
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COMPANY NAME	DATE	BOOTH #
--------------	------	---------

**\*Exhibit systems are limited in quantity, and are on a first come first serve basis. Order early to guarantee desired color, if requested color is not available another color will be substituted.**

Compact Exhibit Package	900.00 each
-------------------------	-------------



Compact Exhibit with two lights  
 only - no package  
 \$650.00

Exhibit Color is Black  
 88" H x 116" W x 36" D

### Nimlok® Compact Exhibit System Package 10' x 10' Free Standing Lighted Display

Package Includes:

- Skirted Table & Chair
- 500 Watt Outlet
- Two Lights
- Wastebasket
- Carpet

#### Select Carpet Color:

- |                                       |                                   |                               |
|---------------------------------------|-----------------------------------|-------------------------------|
| <input type="checkbox"/> Gray         | <input type="checkbox"/> Blue     | <input type="checkbox"/> Teal |
| <input type="checkbox"/> Red          | <input type="checkbox"/> Burgundy | <input type="checkbox"/> Plum |
| <input type="checkbox"/> Forest Green |                                   |                               |

#### Table Size: 4' 6' 8' Select Skirt Color:

- |                                       |                                 |                                 |
|---------------------------------------|---------------------------------|---------------------------------|
| <input type="checkbox"/> White        | <input type="checkbox"/> Silver | <input type="checkbox"/> Black  |
| <input type="checkbox"/> Blue         | <input type="checkbox"/> Teal   | <input type="checkbox"/> Red    |
| <input type="checkbox"/> Burgundy     | <input type="checkbox"/> Plum   | <input type="checkbox"/> Yellow |
| <input type="checkbox"/> Forest Green |                                 |                                 |

Header: (Single line black letters on white header)  
 Please write desired text for header below:

### Nimlok® Tabletop Exhibit System

Includes: • Skirted Table & Chair

#### Select Skirt Color:

- |                                       |                                 |                                 |
|---------------------------------------|---------------------------------|---------------------------------|
| <input type="checkbox"/> White        | <input type="checkbox"/> Silver | <input type="checkbox"/> Black  |
| <input type="checkbox"/> Blue         | <input type="checkbox"/> Teal   | <input type="checkbox"/> Red    |
| <input type="checkbox"/> Burgundy     | <input type="checkbox"/> Plum   | <input type="checkbox"/> Yellow |
| <input type="checkbox"/> Forest Green |                                 |                                 |

Header: (Single line black letters on white header)  
 Please write desired text for header below:

Tabletop Exhibit System	412.00 each
-------------------------	-------------



Select Exhibit Color:

4 Panels 40" H x 22" W

#### Additional Display Accessories:

<input type="checkbox"/> Extra Lights	41.00 ea.
---------------------------------------	-----------

Modern Expositions offers custom exhibit design and manufacturing, please call for information

**Cancellation Policy: Items cancelled after installation will be charged at the REGULAR SHOW PRICE.**

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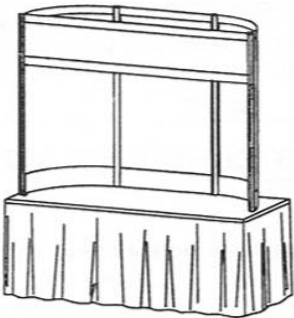
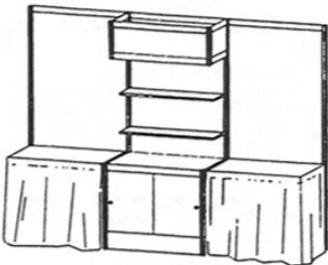
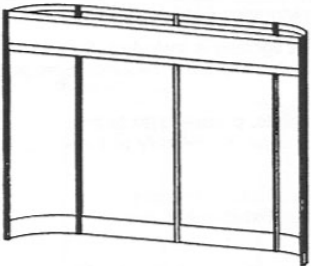
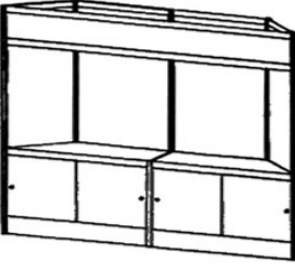
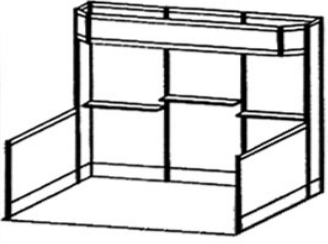
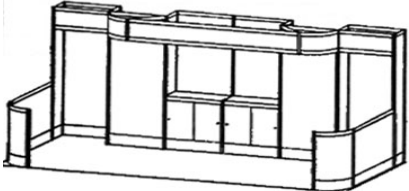
# MODULAR EXHIBIT SYSTEMS



424 South 700 East  
 Salt Lake City, Utah 84102  
 Ph: (801) 983-8160 Fx: (801) 521-3040

**Utah Boat Show 2012**  
 South Towne Exposition Center  
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**Exhibit systems are limited in quantity, and are only available on a first come first serve basis. Order early to guarantee desired color, if requested color is not available another color will be substituted.**

6' TABLE TOP EXHIBIT	FREE STANDING CENTER EXHIBIT	CURVED BACKWALL EXHIBIT
 <p><b>Package 1</b>                      Discount <b>\$653.00</b>                      Regular <b>\$803.00</b></p>	 <p><b>Package 2</b>                      Discount <b>\$1,129.00</b>                      Regular <b>\$1,389.00</b></p>	 <p><b>Package 3</b>                      Discount <b>\$1,104.00</b>                      Regular <b>\$1,357.00</b></p>
BACKWALL COUNTER EXHIBIT	10' x 10' EXHIBIT	10' x 20' CURVED EXHIBIT
 <p><b>Package 4</b>                      Discount <b>\$1,578.00</b>                      Regular <b>\$1,939.00</b></p>	 <p><b>Package 5</b>                      Discount <b>\$1,974.00</b>                      Regular <b>\$2,426.00</b></p>	 <p><b>Package 6</b>                      Discount <b>\$4,475.00</b>                      Regular <b>\$5,503.00</b></p>

**SEE NEXT PAGE TO ORDER!**

*Modern Expositions offers custom exhibit design and manufacturing, please call for information*

**Cancellation Policy: Items cancelled after installation will be charged at the REGULAR SHOW PRICE.**

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**Order online at [www.modernexpo.com](http://www.modernexpo.com)**



# FIRE EXTINGUISHERS



424 South 700 East  
Salt Lake City, Utah 84102  
Ph: (801) 983-8160 Fx: (801) 521-3040

**Utah Boat Show 2012**  
South Towne Exposition Center  
February 9-12, 2012  
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COMPANY NAME	DATE	BOOTH #
--------------	------	---------

## ATTENTION EXHIBITORS!

### THE FOLLOWING GUIDELINES APPLY TO THE USE OF A FIRE EXTINGUISHER DURING THE SHOW:

- ( 1 ) Booths with open flame must have a **2A1BC EXTINGUISHER**.
- ( 2 ) Booths with a fryer must have a **2A20BC EXTINGUISHER**. A fryer must not be larger than 288 square inches (approximately 12" x 24") without making prior arrangements with the fire marshal. He can be reached at ( 801 ) 799-4150.
- ( 3 ) All extinguishers must have been serviced within the past year.
- ( 4 ) Not all booths need a fire extinguisher!!! Only those with an open flame, fryer, etc.
- ( 5 ) Storage of combustibles behind booths is not permitted.
- ( 6 ) Refillable propane cylinders are not permitted.
- ( 7 ) All decorations must be flame resistant.
- ( 8 ) Open flames must be on a non-combustible surface (table tops provided by Modern Expositions are non-combustible.)

FIRE EXTINGUISHERS			
Qty	Description	Discount Price	Regular Price
	<b>2A1BC Fire Extinguisher</b> <i>(open flame)</i>	33.00	42.00
	<b>2A20BC Fire Extinguisher</b> <i>(grease or fryer)</i>	65.00	78.00

**PAYMENT POLICY:** ALL ORDERS ARE GOVERNED BY THE MODERN EXPOSITIONS PAYMENT POLICY AND THIRD PARTY BILLING AUTHORIZATION FORM WHICH MUST BE SIGNED AND ACCOMPANY THIS ORDER FORM. FULL AMOUNT OF THE INVOICE BALANCE MUST BE PAID BEFORE SHOW CLOSING.

**TOTAL THIS PAGE: \$**

**e-mail: [expo@modernexpo.com](mailto:expo@modernexpo.com)**

**Order online at [www.modernexpo.com](http://www.modernexpo.com)**

# PHOTOGRAPHIC SERVICES



424 South 700 East  
 Salt Lake City, Utah 84102  
 Ph: (801) 983-8160 Fx: (801) 521-3040

**Utah Boat Show 2012**  
 South Towne Exposition Center  
 February 9-12, 2012  
 Discount Deadline January 31, 2012

COMPANY NAME:		DATE:	BOOTH #
PHONE: ( )	FAX: ( )		
ORDERED BY: (PRINT NAME)	SIGNATURE:		

Qty	Description	Discount Price	Regular Price
<b>PHOTOGRAPH PRINTS &amp; STORAGE</b>			
	COLOR PHOTO ORIGINAL 8" x 10"	36.00	40.00
	COLOR PHOTO REPRINTS 8" x 10"	26.00 ea.	29.00 ea.
	IMAGE PHOTO CD-ROM (TIFF-JPEG.FILE)	43.00	47.00
	IMAGE DOWNLOAD OR ELECTRONIC TRANSFER	22.00 per	25.00 per
	IMAGE COMPRESSED & SAVED TO FLOPPY DISK	22.00 per	25.00 per
	COLOR PHOTO PROOF SHEETS 36 IMAGES PER PROOF	48.00	57.00
<b>SERVICES</b>			
	<b>PHOTOGRAPHY FEE 1 HR MINIMUM BOOTH/DISPLAY/ per hour</b>		100.00
	ASSOCIATION DAILY PHOTOGRAPHY ARCHIVAL/CANDID*	605.00	710.00
	PHOTO CREDENTIALING 0-500 PER SYSTEM*	2,640.00	3,019.00
	DATA BASE UPLOADS 0-500	4.75 per	6.00 per

**\*NOTE: PRICE IS FOR 1 - 8 HOURS**

<b>ADDITIONAL FEATURES AND REQUESTS</b>	
<b>PLEASE CALL FOR QUOTE (801) 983-8160</b>	
<b>PHOTO DESCRIPTION CHECK ONE</b>	
<input type="checkbox"/> w/No People <input type="checkbox"/> w/People <input type="checkbox"/> Posed Staff <input type="checkbox"/> Crowd During Event	
Special Instructions: _____	

**\*\*Any cancellation not done 96 hours in advance will be subject to 100% charge\*\***

Mail Photo to: \_\_\_\_\_

Attention: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

<b>Required:</b>	<b>Shipping/Handling Charge Photography Fee</b>
Subtotal	_____
Photography Fee (\$79.00 Minimum Fee)	_____
Shipping	<b>27.00</b>
<b>TOTAL THIS PAGE</b>	<b>\$ _____</b>

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# LABOR SERVICES



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COMPANY NAME	DATE	BOOTH #
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## SKILLED DISPLAY LABOR FOR INSTALLATION AND DISMANTLING OF EXHIBITS

1. **STRAIGHT TIME (ST):** 8:00 AM to 5:00 PM Monday through Friday.
2. **OVERTIME (OT):** Before 8:00 AM and after 5:00 PM Monday through Friday, and all hours on Saturday, Sunday and Holidays.
3. **RATES:** ST = 62.00 /hr.    OT = 92.00 /hr.
4. **STARTING TIME:** Starting time can be guaranteed only when labor is requested for the start of the working day, which is 8:00 AM.
  - a) The minimum charge of one (1) hour per worker will apply and time will start in accordance with the exhibitor's request. (1) hour increments will be charged thereafter.
  - b) Failure to pick up, or call for, labor at the requested time will result in a ONE (1) HOUR CHARGE PER WORKER requested, unless 24-hour notice is provided.

**OK TO PROCEED /** A SERVICE FOR THOSE OF YOU WHO WISH TO HAVE YOUR EXHIBIT SET UP BEFORE YOUR ARRIVAL AT SHOW SITE. MODERN EXPOSITIONS will install and dismantle your exhibit. You need not be present. This professional supervision charge will be 30% of your labor cost or a \$62.00 minimum charge (each) for installation and dismantling.

	No. of Laborers	Hrs. Each	Total Hours
Installation			
Dismantle			

Number of Cartons

Number of Crates

**DO NOT PROCEED /** ALL WORK IS TO BE PERFORMED ONLY UNDER THE SUPERVISION OF THE EXHIBITOR REPRESENTATIVE. It is important that the exhibitor check in at the service desk to pick up laborers ordered. Exhibitor must also check the laborers out at the service desk upon completion of work. All work to be done under the supervision of the exhibitor or the exhibitor representative.

	Date	Time	No. of laborers	Laborer Hrs. Each	Total Hours
Installation					
Dismantle					

COMPANY REPRESENTATIVE: \_\_\_\_\_

**A minimum charge of one hour will apply. Time will commence upon assignment of laborers in accordance with exhibitor's request.**

It is important that the exhibitor check in at labor dispatchers desk to pick up laborers ordered and return laborers to the labor desk when finished.

**When exhibitor fails to pick up laborers at time ordered, a one hour per laborer no-show charge will be applied.**

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**TOTAL THIS PAGE: \$**



## EXHIBIT LABOR REGULATIONS

**UNION LABOR:** Utah is a "right-to-work" state. Exhibitor personnel may set up their own exhibits. Union labor is available to assist in the assembly and dismantling of exhibit booths. Exhibit labor, freight and rigging labor, electricians, and plumbers can be arranged for at established rates, using the enclosed forms.

**EXHIBIT LABOR JURISDICTION:** Union exhibit labor claims jurisdiction for the installation, dismantling, and first cleaning of the prefabricated exhibits and displays when this work is done by persons other than the company personnel. They may be employed by completion of labor forms enclosed. They are not required to put your products on display, to open cartons containing your products, nor to perform the testing, maintenance, or repairs of your products.

**FREIGHT HANDLING JURISDICTION:** MES has the responsibility of receiving and handling all exhibit materials and empty crates. It is their responsibility to manage docks and schedule vehicles for the smooth and efficient move-in and move-out of the exposition. This includes the use of all powered and non-powered freight handling equipment. No Exhibitor shall be allowed to operate any such equipment and must contact MES for all material handling needs.

**EXHIBIT CLEANING JURISDICTION:** Exhibitors are allowed to maintain their exhibit space with their company personnel. All other cleaning of exhibit spaces is the exclusive responsibility of Modern Expositions.

**SIGN HANGING JURISDICTION:** Facility regulations and contractor liability require that all exhibitor signs and banners be hung by Modern Expositions. The hanging of signs must first be approved by the Association sponsoring the show.

**GRATUITIES:** Tipping is expressly prohibited. This includes such practices as giving money, merchandise, or other special consideration for services rendered. Do not give coffee breaks other than mid-morning and mid-afternoon, when the union has a 15 minute paid break. Meal breaks are one hour. Any attempt to solicit a gratuity by an employee for any service should be reported immediately to Modern Expositions.

**IN GENERAL:** Craftsman at all levels will be instructed to refrain from expressing any grievances or directly challenging the practices of any exhibitor. All questions originated by labor are to be expressed only to Modern Expositions or the Exhibit Manager. Exhibitors are asked to refrain from voicing labor complaints directly to craft personnel. Any questions regarding contract labor should be directed to Modern Expositions.

**CANCELLATION:** Due to expenses incurred by Modern Exposition Services in providing certain services, some services are subject to cancellation fees. Services cancelled at show site will be charged at 50% of the original price. Services cancelled after delivery will be charged at full price.

# FORKLIFT



424 South 700 East  
 Salt Lake City, Utah 84102  
 Ph: (801) 983-8160 Fx: (801) 521-3040

**Utah Boat Show 2012**  
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COMPANY NAME	DATE	BOOTH #
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**Forklift for install / dismantle of display and / or placement of equipment**  
 For moving freight in and out of the exhibit hall, please use the Material Handling form.  
 Lift capacity 4000 lbs.

**FORKLIFT RATES:**

**STRAIGHT TIME**

**\$100.00** PER HOUR ( 1 Hour Minimum Charge Per Use )

**OVERTIME**

**\$150.00** PER HOUR ( 1 Hour Minimum Charge Per Use )

**Prices are for each install and each dismantle, NOT TOTAL TIME.**

***PLEASE NOTE: Larger lifts are available. Call your Modern Expositions customer service representative for more information.***

**PLEASE COMPLETE THE INFORMATION BELOW FOR EACH DAY YOU WILL REQUIRE FORKLIFT SERVICE:**

	Date	Start Time	Total Time Needed
INSTALL			

	Date	Start Time	Total Time Needed
DISMANTLE			

Company Contact: \_\_\_\_\_

Special Instructions: \_\_\_\_\_

\_\_\_\_\_

**PLEASE INDICATE IF SPECIAL EQUIPMENT OR IF A 4,000 LB FORKLIFT IS NEEDED.**

**PAYMENT POLICY:** ALL ORDERS ARE GOVERNED BY THE MODERN EXPOSITIONS PAYMENT POLICY AND THIRD PARTY BILLING AUTHORIZATION FORM WHICH MUST BE SIGNED AND ACCOMPANY THIS ORDER FORM. FULL AMOUNT OF THE INVOICE BALANCE MUST BE PAID BEFORE SHOW CLOSING.

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**"FULL SERVICE" ADVANTAGES**

Keep your Exhibit Materials in a secured climate controlled warehouse.  
Avoid double handling and unnecessary shipping costs.

- ( A ) Receive and hold your equipment and/or exhibition materials.
- ( B ) Trace lost shipments.
- ( C ) Delivery Service for outbound shipping and/or local delivery services.
- ( D ) Interstate shipping.
- ( E ) Labor installation and dismantling services.
- ( F ) Complete personalized supervision.
- ( G ) Sign and Art department.
- ( H ) Carpenter shop to refurbish damaged materials.

**STORAGE RATES ARE AS FOLLOWS:**

Delivery of shipment at close of show  
to Modern Expositions warehouse..... ( 1000 lb. Minimum )    \$9.50 cwt

Storage per month...minimum charge of    \$36.00 per month or    \$5.25 cwt

Warehouse handling in and out..... ( 1000 lb. Minimum )    \$5.25 cwt

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# MATERIAL HANDLING ESTIMATE



424 South 700 East  
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Ph: (801) 983-8160 Fx: (801) 521-3040

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COMPANY NAME	DATE	BOOTH #
--------------	------	---------

**Use this page to determine your material handling cost; add the estimated cost to the "Payment Calculation" page  
To assist you in preparing this form, please read, "Shipping and Handling Instructions".**

MATERIAL HANDLING - Crated, boxed, or skidded materials will be received at warehouse up to 30 days in advance of show, or at show site. The materials will be delivered to respective booths. Empty containers will be removed and stored until the end of the show. At that time they will be returned to the original booth. When materials are prepared for shipment, they will be taken to the dock and loaded on designated vehicles.

*Description of services and material handling prices are listed below*

### OVERTIME PRICES INCLUDED BELOW WHEN APPLICABLE

#### ADVANCE SHIPMENTS TO MODERN EXPOSITIONS WAREHOUSE

	PER 100 LBS	MIN CHARGE	EST. TOTAL
<b>CRATED AND/OR SKIDDED FLOOR LOAD SHIPMENTS -</b> Shipments that can be unloaded at the dock with no additional handling required. Each shipment received is charged separately. Cumulative weights are not allowed on minimums. Prices apply to shipments that meet the deadline only. See "Delivery Deadline" below.	<b>\$51.00</b>	<b>\$102.00</b> <small>200LB. Minimum</small>	
<b>CRATED SHIPMENTS REQUIRING SPECIAL HANDLING -</b> Shipments that are loaded by cubic space and/or packed in a manner that requires additional handling (such as ground loading, side door loading, etc.). Also includes shipments without documentation, such as FedEx, UPS, and other air and express couriers. Cumulative weights not allowed. Prices apply to shipments that meet the deadline only. See "Delivery Deadline" below.	<b>\$59.00</b>	<b>\$59.00</b>	

#### DIRECT SHIPMENTS TO SHOW SITE

	PER 100 LBS	MIN CHARGE	EST. TOTAL
<b>CRATED AND/OR SKIDDED FLOOR LOAD SHIPMENTS -</b> Defined about in <i>Advance Shipments</i> .	<b>48.00</b>	<b>96.00</b> <small>200LB. Minimum</small>	
<b>CRATED SHIPMENTS REQUIRING SPECIAL HANDLING -</b> Defined about in <i>Advance Shipments</i> .	<b>56.00</b>	<b>56.00</b>	

#### UNCRATED, LOOSE, AND SHIPMENTS REQUIRING SPECIAL HANDLING

	PER 100 LBS	MIN CHARGE	EST. TOTAL
Shipments that require special handling, uncrated items, unboxed items, or machinery/heavy equipment. The same pricing conditions apply that are listed above for the other Material Handling Services.	<b>62.00</b>	<b>124.00</b> <small>200LB. Minimum</small>	

#### DELIVERY DEADLINE

	PER 100 LBS	MIN CHARGE	EST. TOTAL
Freight not received at the warehouse five (5) business days prior to the first day of exhibitor move-in, and any shipments received after the show has opened, will be subject to the following additional charges.	<b>16.00</b>	<b>32.00</b> <small>200LB. Minimum</small>	

#### OUTBOUND MATERIAL HANDLING ONLY

	PER 100 LBS	MIN CHARGE	EST. TOTAL
Freight handled <b>only</b> at the close of show, Material Handling fees include taking materials to the dock and loading on designated carrier.	<b>26.00</b>	<b>52.00</b> <small>200LB. Minimum</small>	

#### MATERIAL HANDLING COST CALCULATION FORMULA

Shipment Weight (round to the next 100 lbs.) \_\_\_\_\_ = \_\_\_\_\_ Total CWT @ \$ \_\_\_\_\_ Per 100 = \$ \_\_\_\_\_  
\*\*Final price is based on each shipments total weight at time of arrival\*\*

TOTAL THIS PAGE: \$

**\*\*These are Modern Exposition Services handling charges only. All charges accrued by individual freight carrier are the sole responsibility of the exhibiting company.**

**e-mail: [expo@modernexpo.com](mailto:expo@modernexpo.com)** **Order online at [www.modernexpo.com](http://www.modernexpo.com)**

# SHIPPING INFORMATION



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 Salt Lake City, Utah 84102  
 Ph: (801) 983-8160 Fx: (801) 521-3040

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 February 9-12, 2012  
*Discount Deadline January 31, 2012*

COMPANY NAME	DATE	BOOTH #
--------------	------	---------

**All freight charges must be pre-paid, all shipments sent freight collect will be refused.**

<b>ADVANCE WAREHOUSE SHIPPING</b>
TO: (Name of Exhibitor & Booth #)
<p><b>Utah Boat Show 2012</b>  <b>C/O Modern Exposition Services</b>  <b>3370 West 500 South</b>  <b>Salt Lake City, Utah 84104</b></p>
Warehouse - No Later Than: <b>January 31, 2012</b>

<b>DIRECT SHOW SHIPPING</b>
TO: (Name of Exhibitor & Booth #)
<p><b>Utah Boat Show 2012</b>  <b>C/O Modern Exposition Services</b>  <b>South Towne Exposition Center</b>  <b>9575 South State Street</b>  <b>Sandy, UT 84070</b></p>
Facility - No Earlier Than: <b>February 7, 2012</b>

**Shipments will only be received Monday thru Friday 8:00am to 5:00pm**

**Direct shipments sent to show site prior to Direct Shipping dates will be re-routed to the Advanced Shipping Warehouse and will be subject to handling charges.**

**SHIPMENT INSTRUCTIONS AT CLOSE OF SHOW**

**Our designated ground and air carrier for this show is UPS Freight.**

**All exhibitor freight not picked up by their exhibitor designated carrier will be forced out on UPS Freight: Monday February 13, 2012 at 12:00pm**

***For outbound shipping please see us at the service desk and fill out a Modern Expositions bill of lading. Freight sent back to Modern Expositions warehouse will be charged for the additional handling.***

**To help you expedite your return shipment(s), please fill out this area below:**

	Company Name: _____
<b>Ship To:</b>	Company Name: _____
	Contact Name: _____
	Address: _____
	Phone Number: _____
<b>Bill To:</b>	Company Name: _____
	Contact Name: _____
	Address: _____
	Phone Number: _____

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## SHIPPING AND HANDLING INSTRUCTIONS

Relative to shipments consigned to the warehouse, Modern Exposition Services shall exercise diligence and care in receiving handling, and storage of such shipments. Modern Expositions shall not be liable for loss or damage by fire, acts of God, or causes beyond its control. In any case, the liability of Modern Expositions is limited to \$.30 per pound per article, with a maximum of \$50.00 per item, and a maximum of \$1,000 per shipment, while these goods are in its warehouse or in vehicles for delivery to the show site.

**INSURANCE:** It is suggested that you arrange all-risk coverage; this can be done by "Riders" to existing policies, offer at no extra cost.

Freight handling charges are the responsibility of the exhibitor to whom shipments have been consigned. Also, charge for loading out of freight shipments are the responsibility of suppliers or customers.

1. Exhibitors are not allowed to accept shipments being delivered by common carrier and only reserve the right to unload shipments that are delivered by personal or company vehicles.
2. Modern Expositions shall not be responsible for damage to uncrated materials, materials improperly packed, or concealed damage.
3. Modern Expositions shall not be responsible for loss, theft, or disappearance of exhibitor's materials after they have been delivered to exhibitor's booth.
4. Modern Expositions shall not be responsible for loss, theft, or disappearance of materials before they are picked up from exhibitor's booth for reloading after the show. Bills-of-Lading covering outgoing shipments which are furnished to Modern Expositions by exhibitor, will be checked at time of actual pickup from booth and corrections made where discrepancies occur.
5. Modern Expositions 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 causes beyond its control.
6. **Modern Expositions liability shall be limited to the physical loss or damage to the specific article which is lost or damaged, and in any event Modern Expositions maximum liability shall be limited to \$.30 per pound , with a maximum liability of \$50.00 per item and \$1,000.00 per shipment.**
7. Modern Expositions shall not be liable to any extent whatsoever for any actual, potential, or assumed loss of profit: or revenues, or for any collateral costs, which may result from any loss or damage to an exhibitor's material: which may make it impossible or impractical to exhibit same.
8. The consignment or delivery of shipment c/o Modern Expositions by an exhibitor or by any shipper on behalf of the exhibitor shall be construed as an acceptance by such exhibitor (and/or shipper) of the terms and conditions set forth in these instructions. All handling charges are the responsibility of the exhibitor

In order to expedite removal of materials, Modern Expositions shall have authority, without further clearance with exhibitors to change designated carriers.

Exhibitors should arrange for outgoing shipments during the show or immediately after its close. Modern Expositions will assist, at their request, in the preparation of Bills-of-Lading. Be sure that your material is carefully crated or packed and properly tagged or marked.

Exhibitors are urged to carry all-risk **floater insurance covering their materials against damage, loss, and all other hazards from the time shipment made prior to the show until shipments are received back after the show.** This can generally be done by adding "Riders" to existing insurance policies, often at no additional cost.

Labor and services ordered on behalf of exhibitors by display builders or other parties must be so authorized in a letter from exhibitors. Payment for all labor and service will be the responsibility of the exhibitor.

We agree, in the event of dispute with Modern Expositions relative to any loss or damage to any of our materials or equipment that we will not withhold payment of any amount due Modern Expositions for any other services provided by Modern Expositions within 30 days from the close of the show for all such charges, and we further agree to pay Modern Expositions within 30 days from the close of the show for all such charges, and we further agree that any claim we have against Modern Expositions shall be pursued independently by us as a completely separate transaction to be resolved on its own merits.

Service charge of 2% per month on the unpaid balance will be made starting 30 days after date of invoice.

**MODERN EXPOSITIONS**

**NO LATER THAN  
January 31, 2012**

Modern Exposition Services  
3370 West 500 South  
Salt Lake City, Utah 84104

C/O

TO: \_\_\_\_\_

EXHIBITOR NAME

**ADVANCE WAREHOUSE**

Utah Boat Show 2012

EVENT:

BOOTH: \_\_\_\_\_ # OF PIECES \_\_\_\_\_

CARRIER: \_\_\_\_\_

**MODERN EXPOSITIONS**

**NO LATER THAN  
January 31, 2012**

Modern Exposition Services  
3370 West 500 South  
Salt Lake City, Utah 84104

C/O

TO: \_\_\_\_\_

EXHIBITOR NAME

**ADVANCE WAREHOUSE**

Utah Boat Show 2012

EVENT:

BOOTH: \_\_\_\_\_ # OF PIECES \_\_\_\_\_

CARRIER: \_\_\_\_\_

THE ABOVE LABELS ARE FOR YOUR SHIPPING CONVENIENCE.

PLACE ONE LABEL ON EACH PIECE SHIPPED

FEEL FREE TO MAKE COPIES IF MORE LABELS ARE NEEDED.

**MODERN EXPOSITIONS**

**NO EARLIER THAN  
February 7, 2012**

Modern Exposition Services  
South Towne Exposition Center  
9575 South State Street  
Sandy, Utah 84070

C/O

TO: \_\_\_\_\_

EXHIBITOR NAME

**SHOW SITE**

**Utah Boat Show 2012**

EVENT:

BOOTH: \_\_\_\_\_ # OF PIECES \_\_\_\_\_

CARRIER: \_\_\_\_\_

**THE ABOVE LABELS ARE FOR YOUR SHIPPING CONVENIENCE.  
PLACE ONE LABEL ON EACH PIECE SHIPPED  
FEEL FREE TO MAKE COPIES IF MORE LABELS ARE NEEDED.**

**MODERN EXPOSITIONS**

**NO EARLIER THAN  
February 7, 2012**

Modern Exposition Services  
South Towne Exposition Center  
9575 South State Street  
Sandy, Utah 84070

C/O

TO: \_\_\_\_\_

EXHIBITOR NAME

**SHOW SITE**

**Utah Boat Show 2012**

EVENT:

BOOTH: \_\_\_\_\_ # OF PIECES \_\_\_\_\_

CARRIER: \_\_\_\_\_