



## EXHIBITOR SERVICE MANUAL

Save Time and Money! Pre-Order by Feb. 17<sup>th</sup>  
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](http://www.haleexpo.com) | email: [csr@haleexpo.com](mailto:csr@haleexpo.com)

### Buffalo Home Show

Buffalo Niagara Convention Center  
March 3-5 & March 10-12, 2017

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](mailto: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, February 28, 2017	8:00 AM - 5:00 PM (Scheduled / Timed Move in will be published by MPE for all days.)
Wednesday, March 1, 2017	8:00 AM - 5:00 PM
Thursday, March 2, 2017	8:00 AM - 5:00 PM

#### SHOW DATES AND TIMES

Friday, March 3, 2017 & Friday, March 10, 2017	10:00 AM - 9:00 PM
Saturday, March 4, 2017 & Saturday, March 11, 2017	10:00 AM - 9:00 PM
Sunday, March 5, 2017 & Sunday, March 12, 2017	10:00 AM - 6:00 PM

#### MOVE-OUT DATES AND TIMES

Sunday, March 12, 2017	6:01 PM - 9:00 PM
Monday, March 13, 2017	8:00 AM - 12:00 PM

## 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 DARK 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 [Dark 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 13, 2017**. 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 [February 17, 2017](#) through close of business on [February 28, 2017](#) at the advance shipping warehouse. Shipments arriving in advance should be addressed as follows:

Hale Northeastern, Inc. / 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 [March 1, 2017](#) 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:

Hale Northeastern, Inc. / Buffalo Home Show  
Buffalo Niagara Convention Center  
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 13, 2017](#).

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 17, 2017](#).

#### **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](mailto: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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### Buffalo Home Show

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March 3-5 & March 10-12, 2017

**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](mailto: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](mailto:csr@haleexpo.com).

Items cancelled at show site will be charged 50% of the original price.

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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**Buffalo Home Show**  
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Company Name: \_\_\_\_\_ Booth No.(s): \_\_\_\_\_  
 Phone No.: \_\_\_\_\_ Cell: \_\_\_\_\_ Booth Dimensions: \_\_\_\_\_  
 Show Site Rep.: \_\_\_\_\_ 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 \*\*\***

BOOTH CARPET, SPECIAL BACK DRAPE & MASKING DRAPE	\$
ESSENTIAL FURNITURE PACKAGE	\$
FURNITURE & ACCESSORIES	\$
SPECIAL SIGNS & BANNERS	\$
RENTAL DISPLAY	\$
SIGN HANGING SERVICE	\$
BOOTH VACUUMING	\$
PLANT RENTAL	\$
INSTALLATION & DISMANTLING LABOR & FORKLIFT SERVICE	\$
SHIPPING INFORMATION / MATERIAL HANDLING	\$
(Actual weights will be billed at show close)	
SUBTOTAL	\$
ADD 8.75% SALES TAX	\$
TOTAL	\$
<b>ELECTRIC, PHONE, INTERNET, AIR, WATER FORMS - RETURN TO THE BNCC</b>	<b>(Do not include in total here)</b>

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.

\*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](mailto:csr@haleexpo.com)



**BOOTH CARPET & SPECIAL BACK DRAPE**  
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Company Name: \_\_\_\_\_  
 Show Site Rep.: \_\_\_\_\_

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. = _____	_____
<b>Standard Booth Carpet Subtotal:</b>				_____

**Please check color choice**

Black                       Gray  
 Speckled Blue           Red  
 Burgundy                     Forest Green

Aisles will be carpeted in **DARK BLUE**

**Carpet Padding**

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'	\$312.00	\$360.00	_____	_____
Longer sizes, divide length by 10 and multiply price:	\$76.93	\$90.50	_____	_____
Clear Packing Tape	\$12.50	\$15.00	_____	_____
Double-face Tape	\$21.68	\$25.50	_____	_____
<b>Carpet Padding Subtotal:</b>				_____

**Visqueen (Heavy Duty Plastic)**

Pre-Order Price	Standard Price	Quantity	Total
\$.77 sq. ft.	\$.90 sq. ft.	_____ sq. ft.	_____
<b>Carpet Padding, Carpet Taping &amp; Visqueen Subtotal:</b>			_____

**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	_____	_____
<b>Masking Drape Subtotal:</b>				_____

**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.	_____	_____
<b>Special Back Drape Subtotal:</b>				_____

**Please check 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 Subtotal:** \_\_\_\_\_



**DISCOUNTED FURNITURE PACKAGE**  
**Save Time and Money! Pre-Order by Feb. 17<sup>th</sup>**  
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Company Name: \_\_\_\_\_

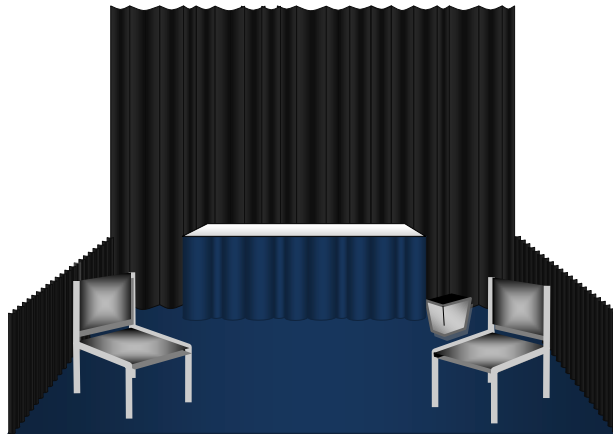
Booth No.(s): \_\_\_\_\_

Show Site Rep.: \_\_\_\_\_

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 17, 2017**

**DISCOUNTED FURNITURE PACKAGE**



**Package Includes**

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

**9' x 10'**  
**Package**

**9' x 20'**  
**Package**

\$89.25  
 \$78.20  
 \$13.60  
 \$127.08  
 N/A

\$89.25  
 \$78.20  
 \$13.60  
 N/A  
 \$255.00

Total at Pre-Order Price Rate: **\$308.13**

**\$436.05**

Less 15%: **(\$46.22)**

**(\$65.41)**

**Total at Discounted Furniture Package Discount Rate: \$261.91**

**\$370.64**

**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 17, 2017**. 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 prices deadline date.

**Discounted Furniture Package Page Total** \_\_\_\_\_



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Booth No.(s): \_\_\_\_\_

Show Site Rep.: \_\_\_\_\_

Phone No.: \_\_\_\_\_

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

Size	Pre-Order Price	Standard 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 <sup>th</sup> Side Draping	\$59.50	\$70.00	_____	_____
Table Drape Only	\$59.50	\$70.00	_____	_____
<b>Draped Table Subtotal:</b>				_____

**Please check color choice**

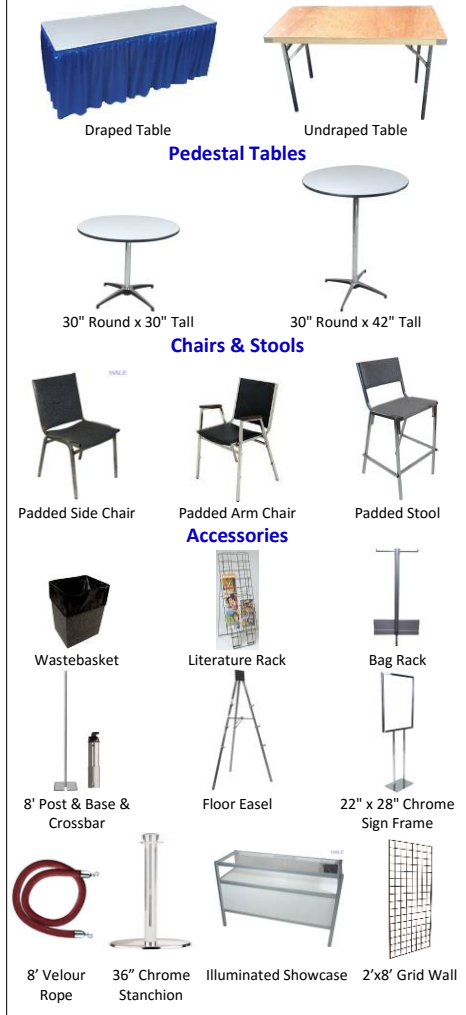
<input type="checkbox"/> Black	<input type="checkbox"/> Silver	<input type="checkbox"/> Purple
<input type="checkbox"/> Blue	<input type="checkbox"/> Forest Green	<input type="checkbox"/> Red
<input type="checkbox"/> Burgundy	<input type="checkbox"/> Lime Green	<input type="checkbox"/> Teal
<input type="checkbox"/>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

If no color is selected, show colors will be installed.  
**SHOW COLOR: BLACK**

**Undraped Display Tables & 30" Round Pedestal Tables (Undraped)**

Size	Pre-Order Price	Standard 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	\$8.50	\$10.00	_____	_____
30" Tall Pedestal Table	\$73.10	\$86.00	_____	_____
42" Tall Pedestal Table	\$82.88	\$97.50	_____	_____
<b>Undraped Table Subtotal:</b>				_____

**Item Pictures**



**Chairs & Stools ( Grey Fabric)**

Item Description	Pre-Order Price	Standard Price	Quantity	Total
Padded Side Chair	\$39.10	\$46.00	_____	_____
Padded Arm Chair	\$46.75	\$55.00	_____	_____
Padded Stool	\$48.88	\$57.50	_____	_____
<b>Chairs &amp; Stools Subtotal:</b>				_____

**Accessories**

Item Description	Pre-Order Price	Standard Price	Quantity	Total
Wastebasket	\$13.60	\$16.00	_____	_____
Literature Rack	\$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	_____	_____
8' Velour Rope	\$21.04	\$24.75	_____	_____
36" Chrome Stanchion	\$21.04	\$24.75	_____	_____
2' x 8' Grid Panels	\$18.00	\$20.00	_____	_____
Illuminated Showcase	\$275.00	N/A	_____	_____
<b>Accessories Subtotal:</b>				_____

**Furniture & Accessories Page Total:** \_\_\_\_\_





**STANDARD ID SIGN**  
Save Time and Money! Pre-Order by Feb. 17<sup>th</sup>  
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**Buffalo Home Show**  
Buffalo Niagara Convention Center  
March 3-5 & March 10-12, 2017

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

Booth No.(s): \_\_\_\_\_

Show Site Rep: \_\_\_\_\_

Phone No.: \_\_\_\_\_

**PRE-ORDER DATE IS: February 17, 2017**

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](mailto:csr@haleexpo.com)



**SPECIAL SIGNS**  
 Sign orders received after Feb. 17<sup>th</sup>  
 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](http://www.haleexpo.com) | email: [csr@haleexpo.com](mailto:csr@haleexpo.com)

**Buffalo Home Show**  
 Buffalo Niagara Convention Center  
 March 3-5 & March 10-12, 2017

Company Name: \_\_\_\_\_ Booth No.(s): \_\_\_\_\_  
 Email Address: \_\_\_\_\_ Contact Name: \_\_\_\_\_

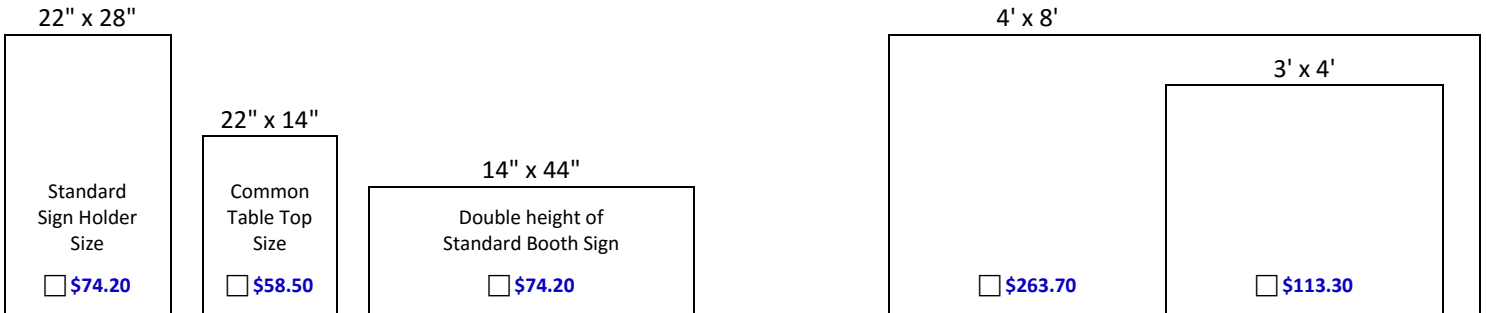
**SIGNS ARE A TERRIFIC WAY TO GET YOUR MESSAGE OUT!**

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 completed logo to your order, or our in-house graphic artists can work with you to reproduce a logo or create one from scratch!

All sign prices below include up to two (2) color copy with simple text with no more than twelve (12) words on your choice of white backing material.

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

**EXAMPLES OF STANDARD SIZES**



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	_____	_____
		3' x 4' Sign	\$113.30	_____	_____
<input type="checkbox"/> Foamcore – Foam center with white paper surfaces		Pair Brass Grommets	\$3.50	_____	_____
<input type="checkbox"/> Coroplast – Corrugated plastic – Most durable (Colors available)		Easel Back	\$2.75	_____	_____
<input type="checkbox"/> Poster Board – White poster board / Sign card only					

**Please Indicate Sign Copy Here:**

**Subtotal:** \_\_\_\_\_

Double Sided Add 50% to Subtotal: \_\_\_\_\_

**Subtotal 2:** \_\_\_\_\_

**Ordered After Deadline** Add 50% to Subtotal 2: \_\_\_\_\_

**Special Sign Page Total:** \_\_\_\_\_



**BANNERS**  
Banner orders received after Feb. 17<sup>th</sup>  
add 50% to the listed Price.

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**Buffalo Home Show**  
Buffalo Niagara Convention Center  
March 3-5 & March 10-12, 2017

Company Name: \_\_\_\_\_ Booth No.(s): \_\_\_\_\_  
Email Address: \_\_\_\_\_ 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.

<u>Font Color</u>	<u>Orientation</u>	<u>Description</u>	<u>Pre-Order Price</u>	<u>Quantity</u>	<u>Total</u>
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 Grommets (ea.)	\$1.00	_____	_____
		Background Color Other Than White	\$25.00	_____	_____
					<b>Subtotal:</b> _____
			Double Sided	Add 50% to Subtotal:	_____
					<b>Subtotal 2:</b> _____
			<b>Ordered After Deadline</b>	Add 50% to Subtotal 2:	_____
					<b>Banner Page Total:</b> _____

**Banner Background Material Color**

White       Blue       Yellow  
 Red       Green

I Want Grommets       I Want Pockets

**Please Indicate Banner Copy Here:**

**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, or .ai. Files should be saved as Adobe cs5 or lower. All text should be as "Outlined" or provide us with the text files.

**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)

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

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** Passwd: **upload-to-hale**

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



**SIGN HANGING**  
Save Time and Money! Pre-Order by Feb. 17<sup>th</sup>  
and receive substantial discounts!

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**Buffalo Home Show**  
Buffalo Niagara Convention Center  
March 3-5 & March 10-12, 2017

Company Name: \_\_\_\_\_  
Show Site Rep.: \_\_\_\_\_

Booth No.(s): \_\_\_\_\_  
Phone No.: \_\_\_\_\_

**TO GUARANTEE SIGN HANGING, SIGNS/BANNERS MUST BE ON SHOWSITE BY:**  
**February 28, 2017**  
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 17<sup>th</sup>. Orders received after February 17<sup>th</sup> 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.

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### Buffalo Home Show Buffalo Niagara Convention Center March 3-5 & March 10-12, 2017

Company Name: \_\_\_\_\_ Booth No.(s): \_\_\_\_\_  
 Show Site Rep.: \_\_\_\_\_ Phone No.: \_\_\_\_\_

**READY WHEN YOU ARRIVE - WALK AWAY AT THE CLOSE OF THE SHOW**



SOME ITEMS ILLUSTRATED ARE OPTIONAL

**10' x 10' RENTAL DISPLAY... \$1,344.70**

Standard booth color is: White Sintra

Special colors of Sintra are available on request at 10% additional:  
**Blue, Beige, Black, Red, Gray**

The following items are included:

- \* 3 Back wall panels - 8' high by 10' wide total
- \* 2 Side wall return panels - 19" wide
- \* 1 lighting unit - (outlet not included)
- \* 10' of carpet - your choice of color (see listing on Carpet Rental Form)
- \* Header sign in block lettering and your choice of color (logos, special lettering is available at additional cost)
- \* Daily Vacuuming

Header Copy: \_\_\_\_\_

Color Choice: \_\_\_\_\_

<u>Description</u>	<u>Pre-Order Price</u>	<u>Standard Order</u>	<u>Quantity</u>	<u>Total</u>
Standard Rental Exhibits:	\$1,344.70	\$1,582.00	_____	\$ _____
ADDITIONAL OPTIONS:				
White cabinet 42" high, 18" deep - with doors	\$405.40	\$124.00	_____	\$ _____
White shelf with brackets 8" deep, 39" wide	\$23.80	\$28.00	_____	\$ _____
Side return 3' high (1 - 10' section)	\$87.98	\$103.50	_____	\$ _____
TOTAL CHARGES FOR BOOTH RENTAL & ACCESSORIES:				\$ _____
Please enter the total on the Order Summary (Applicable taxes not included)				\$ _____

The Last day to receive **Pre-Order Prices: Feb 17, 2017. Orders received after Feb. 17, 2017 are Standard Orders.**

BH13 **Orders can be accepted by mail, fax (716-896-8908) or may be scanned and emailed to [csr@haleexpo.com](mailto:csr@haleexpo.com)**



**BOOTH VACUUMING**  
 Save Time and Money! Pre-Order by Feb. 17<sup>th</sup>  
 and receive substantial discounts!

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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 3-5 & March 10-12, 2017

Company Name: \_\_\_\_\_ Booth No.(s): \_\_\_\_\_  
 Show Site Rep.: \_\_\_\_\_ 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](http://www.haleexpo.com) | email: [csr@haleexpo.com](mailto:csr@haleexpo.com)

**Buffalo Home Show**  
 Buffalo Niagara Convention Center  
 March 3-5 & March 10-12, 2017

Company Name: \_\_\_\_\_ Booth No.(s): \_\_\_\_\_  
 Show Site Rep.: \_\_\_\_\_ 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 FRIDAY, FEBRUARY 17, 2017 – MONDAY, FEBRUARY 28, 2017.**

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 3-5 & March 10-12, 2017

Booth#: \_\_\_\_\_

Exhibitor Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Phone#: \_\_\_\_\_

**DIRECT TO SHOW SITE**

SHIPMENTS MAY ARRIVING ON OR AFTER **WEDNESDAY, MARCH 1, 2017.**

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 Buffalo Home Show  
153 Franklin Street  
Pearl Street Loading Dock  
Buffalo, NY 14202

**SHOW INFORMATION**

**Buffalo Home Show**

Buffalo Niagara Convention Center  
March 3-5 & March 10-12, 2017

Booth#: \_\_\_\_\_

Exhibitor Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Phone#: \_\_\_\_\_





## SHIPPING & MATERIAL HANDLING

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### Buffalo Home Show Buffalo Niagara Convention Center March 3-5 & 10-12, 2017

Company Name: \_\_\_\_\_ Booth No.(s): \_\_\_\_\_

Show Site Rep.: \_\_\_\_\_ 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

	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
<b>Advance Warehouse Rate</b> For Shipments Arriving <b>(February 17-28, 2017)</b>				\$74.75 / hundredweight Min. 200 lbs. Per Shipment <b>Minimum Charge = \$149.50</b>	(Total Weight / 100) x \$74.75
<b>Direct to Show Site Rate</b> For Shipments Arriving <b>(March 1, 2017)</b>				\$68.50 / hundredweight Min. 200 lbs. Per Shipment <b>Minimum Charge = \$137.00</b>	(Total Weight / 100) x \$68.50
<b>Small Package Rate</b> For Single Packages 25 lbs. and Under Arriving at the Advance Warehouse				\$25.50 / per package (Single Package Shipments Only) <b>Minimum Charge = \$25.50</b>	\$25.50 Single Package Only

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.

#### Outbound Shipping & Material Handling Only (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
<b>Outbound Regular Rate</b>				\$50.00 / hundredweight Min. 200 lbs. Per Shipment <b>Minimum Charge = \$100.00</b>	(Total Weight / 100) x \$50.00
<b>Small Package Rate</b> For Single Packages 25 lbs. or less				\$25.50 / per package (Single Package Shipments Only) <b>Minimum Charge = \$25.50</b>	\$25.50 Single Package Only
<b>Uncrated Rate</b> For any Uncrated Machinery or Material Going Outbound				\$84.00/hundredweight Min. 200 lbs. Per Shipment <b>Minimum Charge = \$168.00</b>	(Total Weight) / 100 x \$84.00

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, exhibitor's must make arrangements to have the shipment picked up before **12:00 Noon on Monday**. To ensure the floor is clear for the next event, shipments not picked up by **12:00 Noon, Monday** will be force-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: \_\_\_\_\_



## MATERIAL HANDLING LIMITS OF RESPONSIBILITY

Save Time and Money! Pre-Order by Feb. 17<sup>th</sup> and receive substantial discounts!

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### MATERIAL HANDLING LIMITS OF LIABILITY AND RESPONSIBILITY

- Hale Northeastern Inc. shall not be responsible for damage to uncrated materials, materials improperly packed, or concealed damage.
- 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.
- 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. No liability will be assumed by Hale Northeastern for such shipments.
- 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. Bills of lading covering outgoing shipments, which are furnished to Hale by exhibitors, will be checked at time of actual pickup from booth and corrections made where discrepancies occur.
- 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. Hale's liability shall be limited to the physical loss or damage to the specific article which is lost or damaged, and in any event Hale's maximum liability shall be limited to \$.30 per pound per article with maximum liability of \$50.00 per item and \$1000.00 per shipment, whichever is less.
- 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.
- 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.
- Hale shall not be responsible for theft or damage while empty crates are in storage.
- Material left behind without orders at the Material Handling Desk may be classified as abandoned. The Material Handling Contractor shall not be responsible for same. We are not responsible for any delay of rush shipments. We will expedite such rush shipments to the best of our ability, but will not assume any financial responsibility for shipments which do not arrive at their destination at a dated time.
- 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. This can generally be done by adding "riders" to existing insurance policies, often at no additional cost. It is understood that Hale Northeastern Inc. is not an insurer, that insurance, if any, shall be obtained by the exhibitor and the amounts payable to Hale Northeastern are based on the value of the material handling services and the scope of Hale Northeastern liability as set forth above.
  - 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. Your public liability insurance should be in effect and adequate to protect you against any claims arising out of the operation of your exhibit. Hale Northeastern Inc. policies DO NOT include any coverage for individual exhibitors and cannot be held liable, under any circumstances, for any loss or damage of any kind. We will, however, take every precaution possible to protect your shipment prior to your representative's arrival.

### 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. Shipping / Material Handling charges will be incurred at the close of the show.
- All shipments must adhere to the arrival dates listed. Shipments arriving prior to move-in time must be consigned to the advance shipping warehouse. The exhibit facility has no provision for accepting or handling freight prior to the scheduled move-in date.
- 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. 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.**

### 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:

- We agree to the "limitations of Hale's Liability and Responsibility" as set forth above.
- 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.
- 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. If any employee of Hale shall sign a delivery receipt, bill of lading, or other documents, we agree that Hale will do so as our agent, and we accept the responsibility therefore.
  - Relative to outgoing shipments after the show, we recognize that there will be a lapse of time between the completion of packing and the actual pickup of our materials from our booth for loading into a carrier, and that during such time our shipment will be left unattended in our booth. We agree that Hale shall not be responsible for any loss or damage during such period, and we authorize Hale to adjust the quantities of items on any bill of lading left by us with Hale to conform to the actual count of such items in the booth at the time of pickup.
- Freight handling charges are the responsibility of the exhibitor to whom shipments have been consigned. Also, charges for loading out freight shipments are the responsibility of the exhibitor from whose booth shipments are made. Exhibitors may not assign this responsibility to suppliers or customers.
- 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. Instead, we agree to pay Hale within 30 days from the close of the show for all such charges, and we further agree that any claim we may have against Hale shall be pursued independently by us as a completely separate transaction to be resolved on its own merits.

Show Name: Buffalo Home Show 2017

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](mailto:csr@haleexpo.com)



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**Buffalo Home Show**  
 Buffalo Niagara Convention Center  
 March 4-6 & March 11-13, 2016

Company Name: \_\_\_\_\_ Booth No.(s): \_\_\_\_\_  
 Show Site Rep.: \_\_\_\_\_ Phone No.: \_\_\_\_\_

Pre-order to guaranty availability.  
 Plant Rentals may not be available if ordered at show site.  
**Standard plant size and variety will be chosen at our discretion**

**Standard, Ferns**

Description	Pre-Order	Floor Order	Quantity	Total
Standard single plant	\$48.82 each	\$73.25		
Standard multiple plants, 3 per set	\$123.09 set	\$184.65		
Standard multiple plants, 5 per set	\$195.29 set	\$292.94		
Small Fern	\$30.80 each	\$46.20		

**Preferred Choices**

If you prefer your arrangement to feature a specific type of foliage, you may select an option from the following list.  
 Please note: A Standard Plant selection must be made. Preferred Choice selection prices are in addition to your initial plant rental.

Description	Pre-Order	Floor Order	Quantity	Total	Please choose a decorator pot
<input type="checkbox"/> Ficus	\$8.50 each	\$18.00			<input type="checkbox"/> White <input type="checkbox"/> Green <input type="checkbox"/> Black
<input type="checkbox"/> Palm	\$8.50 each	\$18.00			<input type="checkbox"/> White <input type="checkbox"/> Green <input type="checkbox"/> Black
<input type="checkbox"/> Dracaena	\$8.50 each	\$18.00			<input type="checkbox"/> White <input type="checkbox"/> Green <input type="checkbox"/> Black
<input type="checkbox"/> Schefflera	\$8.50 each	\$18.00			<input type="checkbox"/> White <input type="checkbox"/> Green <input type="checkbox"/> Black
<input type="checkbox"/> Assorted	\$8.50 each	\$18.00			<input type="checkbox"/> White <input type="checkbox"/> Green <input type="checkbox"/> Black

All plants will vary in height from 2' - 4'.  
 All plants and pots are on a rental basis only.  
 We cannot guarantee plant type, but will try to honor your preference.

Rental prices include delivery, arrangement and maintenance during show times and removal at show closing

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

**Plant Rental Page Subtotal:** \_\_\_\_\_