DunMar Exhibit Services



A Full Service Exhibit House And Trade Show Contractor

Virginia State Firefighters Association Conference August 17–20, 2016 Hampton Roads Convention Center Hampton, VA

Welcome Exhibitors!

DUNMAR EXHIBIT SERVICES (DES) is pleased to serve as the Official Service Contractor for the Virginia State Firefighters Association Conference

BOOTH PACKAGE:

Booths (10'x10') will be set with 8' high back drape and 3' high side rails in the show colors red and white. The booth package includes:

- One (1) 6' Skirted Table
- Two (2) Chairs
- One (1) Wastebasket
- One (1) Booth ID Sign

The above items are provided by Show Management and will be placed in your booth prior to your arrival.

THE EXHIBIT AISLES ARE CARPETED

engineered to support your standing weight. DES cannot be responsible for injuries from

Apparatus Move-In:	Thursday, August 18, 2016	10:00 a.m. – 12:00 noon
Exhibitor Move-In:	Thursday, August 18, 2016	12:00 noon – 3:00 p.m .
Show Hours:	Thursday, August 18, 2016 Friday, August 19, 2016	4:30 p.m. – 6:30 p.m. 10:00 a.m. – 6:00 p.m.
Exhibitor Move-Out:	Friday, August 19, 2016	6:00 p.m.
Freight Handling:	Due to space restrictions, the convention facility <u>may no</u> Please ship any advance freight to our Norfolk location freight will be placed in your booth prior to your arrival f freight forwarded at the close of the show, you will need bill of lading and return shipping labels. A Dunmar repre you and collect your completed bill of lading. You will in your freight or exhibit. DES will have priority on loading	by 8/8/16. A form is enclosed. Your or exhibitor set-up. To have your d to complete an outbound shipping esentative will be on site to assist nour additional costs if you abandon
Electrical & Phone:	Electrical, Phone, & Internet service is provided by Han will be charged separately. For your convenience, their show kit. You must return these orders directly to the H for processing.	form(s) have been provided in our
Safety:	Standing on chairs, tables or other rental furniture is pro	phibited. This furniture is not

Please call Kathy Starnes at 757-461-8888 ext 114 or Direct Line 757-932-8399 if you have any questions.

falls caused by the improper use of this furniture.

PAYMENT POLICY

PLEASE FAMILIARIZE YOURSELF WITH THIS POLICY BEFORE ORDERING ANY SERVICES.

- **DES** requires payment in full at the time services are ordered. DES requires that you provide a credit card authorization with your initial order. For your convenience, we will use this authorization to charge your account for services, which may include labor and freight handling, not covered by your initial payment.
- **DISCOUNT PRICES:** To qualify for discount pricing, orders and FULL PAYMENT by a check drawn on U.S. Funds or a credit card must accompany your order and be received by the discount price deadline.
- **SHOW SITE ORDERS:** Services ordered at the show site will not be processed without full payment at the time the order is placed.
- **THIRD PARTY ORDERS:** If you contract work to a display or exhibit house and require services from DES the payment policy stated above applies. Payment must be received from the Third party prior to the contract date or such charges become the responsibility of the exhibiting firm.
- **METHOD OF PAYMENT:** Dunmar Exhibit Services accepts MasterCard, Visa, Discover, American Express and check. **Payment made by credit card has a 2.5% convenience fee added.** Credit Card authorization is still required even if you pay by check. Purchase orders are not considered payment. All payments must be made in U.S. Funds drawn on a U.S. bank. Exhibitors will be charged a \$29.00 fee for returned NSF checks.
- SALES/RENTAL TAX: Sales & rental taxes (7%) will be added to all rentals and materials. ONLY the 6% sales tax is exempt. The 1% rental tax is MANDATORY regardless of your organization.
- **TAX EXEMPT:** If you are tax exempt, a copy of your Tax Exempt Certificate for Virginia must accompany your order
- **CANCELLATIONS:** Items cancelled will be charged at 50% of original price after move-in begins and 100% of original price after installation.

PAYMENT & CREDIT CARD AUTHORIZATION

EXHIBITOR				All orders are
ADDRESS	CITY	STATE	ZIP	governed by the
TELEPHONE	FAX			DES Payment
AUTHORIZED CONTACT SIGNATURE	AUTHORIZED CONTAC	CT – PRINT	DATE	Policy
EMAIL ADDRESS				

CREDIT CARD CHARGE AUTHORIZATION (Please provide CVC Code and Expiration date)

MASTERCARD VISA [card)	DISCO	VER 🗌 AME	RICAN EXPR	RESS (A con	venience	e fee c	of 2.5%	will be	e charg	jed on the cre	dit
ACCOUNT NUMBER											
CVC 3 (or) 4 DIGIT CODE EXPIRATION DATE: Month/Year CORPORATE											
CARDHOLDER'S SIGNATURE CARDHOLDER'S NAME - PRINT											
CARDHOLDER'S BILLING ADD	RESS – IF	DIFFERENT	FROM ABO	/E CITY	Ş	STATE			ZIP		

Please complete the information requested and return payment in full with this form and your orders. You may choose to pay by credit card or check however, we require your credit card authorization to be on file with DES. For your convenience, we will use this authorization to charge your credit card for any additional amounts incurred as a result of show site orders placed by your representative for this event

CALCULATION OF ORDERS	TOTAL FROM EACH FORM	OFFICE USE ONLY
Freight Handling - In		
Freight Handling - Out		
Installation – Dismantle Labor		
Standard Furnishings		
Booth Cleaning		
Audio Visual Equipment		
Plants		
Other Items (Specify)		
SUBTOTAL		
6% SALES TAX		
1% RENTAL TAX		
SUBTOTAL		
2.5% CONVENIENCE FEE		
TOTAL AMOUNT DUE		

To simplify payments, send one check payable to Dunmar Exhibit Services for the entire amount or note the amount to be charged to your credit card.

Charge My Credit Card in the Amount of \$

DRAYAGE SERVICE AND FREIGHT HANDLING ORDER FORM

ALL SHIPMENTS MUST BE PREPAID - COLLECT SHIPMENTS WILL NOT BE ACCEPTED

(Weight is based on incoming weight only – no allowance will be made for attrition during the show)

SERVICE A -Shipments received at advance warehouse: Unloaded, stored up to 30 days, delivered to the unloading area of the exhibit facility; taken to the exhibitor's booth, empty packing cases removed to storage and returned to booth, shipments picked up at exhibitor's booth at close of the show, moved to a loading area, reloaded on exhibitor vehicles, van lines, or common carrier at the show facility.

SERVICE B – Direct Shipment to Show Site: Unloaded from exhibitor or common carrier vehicles, delivered to the exhibitor's booth, empty packing cases removed to storage and returned to booth, shipments picked up at exhibitor's booth at close of the show, moved to a loading area, reloaded on exhibitor vehicles, van lines or common carrier at the show facility.

Storage: In the event that only storage services is needed for empty crates or cartons rates are \$15.00 per small crate (up to 10 cubic feet), \$35.00 per large crate (over 10 cubic feet) and \$6.00 per carton with a \$25.00 minimum.

Banding: Charged as labor (1hour minimum) \$58.00 per hour S.T. and \$87.00 per hour O.T.

Shrinkwrap: \$50.00 per pallet.

Overtime Surcharges apply if shipments are handled before 8:00 AM or after 4:30 PM Monday through Friday, all day on Saturday, Sunday and Holidays or if shipments are handled during overtime hours due to scheduling conflicts beyond Dunmar's control. This surcharge will also apply to shipments that are received past the Advance Shipment Deadline unless late shipping is cleared with a Dunmar representative.

SERVICE A ADVANCE SHIPMENTS TO WAREHOUSE	Incoming W Rounded Up to Shipment Weight x	o next 100 lbs.	200 lb Minimum per Shipment	Estimated Charges
Crated, Cases, Cartons – Skidded ONLY	lbs.	57.50	115.00	
Small Packages-Under 25 lbsrate per each pkg.	pkgs.	30.00 each		
SERVICE B DIRECT SHIPMENT TO SHOW SITE (Rec'd during installation period only!)				
Crated, Cases, Cartons – Skidded ONLY	lbs.	55.00	110.00	
Small Packages-Under 25 lbsrate per each pkg.	pkgs.	20.00 each		
SPECIAL SERVICES	•			
Shipment returned to warehouse for forwarding	lbs	25.00	50.00	
Pallet Jack with Operator - 1 hr min.	hr.	35.00 per hr S.T.	60.00 per hr O.T.	
Forklift with Operator (5000 lbs capacity) 1 hr min	hr.	78.00 per hr S.T.	115.00 per hr O.T	
Forklift over 5000 lbs quoted upon request	hr.			
Truck and driver rates for special pickup and deliver/late warehouse deliveries				
Cargo Van plus .90 cents per mile	65 .00 per hr S.T.	80.00 per hr O.T.		
22' Straight Truck w/lift gate plus \$1.35 per mile	80.00 per hr.S.T.	95.00 per hr. O.T.		
Tractor and Trailer plus \$1.75 per mile	100.00 per hr S.T	115.00 per hr O.T.		
		TOTAL ESTI	MATED CHARGES	\$

WAREHOUSE SHIPPING ADDRESS: To:

To: Exhibitor's Firm Name For: Tradeshow Name

C/o: Dunmar Exhibit Services

130 S. Military Highway Norfolk,VA 23502

Freight must arrive by 8/8/16

FREIGHT HANDLING INFORMATION & POLICY

EXHIBITOR				Advance Shipment
ADDRESS	CITY	STATE	ZIP	DEADLINE 8/8/16
TELEPHONE	FAX			All orders are governed by
AUTHORIZED CONTACT SIGNATURE	AUTHORIZED CONTA	ACT – PRINT	DATE	the DES Freight Handling & Payment Polices

INBOUND SHIPMENT INFORMATION (Attach a separate sheet for multiple shipment)

Shipper (Name)	Shipped	d From (City)	
Shipped Via (Truck Line, Airline Name)		Pro No	
Total No. of Shipments	_ Total No. of Pieces	Total Weight _	lbs.

Inbound and Outbound traffic schedules are the responsibility of the Official Drayage Contractor. To ensure prompt handling of exhibit material in and out of the exhibit hall, it is suggested that exhibitors, including local companies, clear all movement of exhibit material through the Drayage Contractor.

IT IS THE EXHIBITOR'S RESPONSIBILITY TO MAKE SHIPPING ARRANGEMENTS, unless you elect to use the show Preferred Carrier. If electing to use the Preferred Carrier, please leave that space blank on the bill of lading. DES will forward all shipments to the carriers specified on the Bill of Lading you prepare, or by our preferred carrier within two business days.

Outbound Shipping Instructions: Information should be given to DES prior to, during the show or immediately after its close. All bills of lading and shipping instructions covering outbound shipments will be checked at the time of actual loading and corrections made where discrepancies exist. Do not abandon your exhibit until a bill of lading has been prepared and turned into the Dunmar representative. The materials must have shipping labels on them. Freight remaining on the exhibit floor without proper instructions for disposition will be removed by DES and shipped with the information available at the time. Under no circumstances will DES be liable for shipping errors or costs subsequent to the show.

Outbound Shipment Information:

Ship From:			or must make shipp eightlbs.	ing arrangements)		
Ship t	to:					_
Addre	ess:		City:	State	: Zip Code:	:
Ship I	By: 🔲 Dunmar P	referred Carrier (YR	C) 🗌 Other	Account	No	

Shipments being handled by UPS and Federal Express, inbound and outbound, must have shipping arrangements made in advance. **DES can not make these arrangements**.

Liability

DES will not be responsible for damage to uncrated or improperly packed materials, or concealed damage, loss or theft after items are placed in exhibitor's booth, or before we have removed items from the exhibit hall. DES will not be responsible for any loss, damage or delay resulting from acts of God, fire, strikes, lockouts, or work stoppages of any kind. Liability for any damage caused by Dunmar will be limited to 0.30 per pound, per article, not to exceed \$50.00 per article, and a maximum of \$1,000.00 per shipment. Please be sure all your exhibit equipment is properly insured against all hazards, including fire and theft, while in transit to and from the show and while at the show.

EXHIBIT INSTALLATION & DISMANTLE ORDER FORM

EXHIBITOR				
ADDRESS	CITY	STATE	ZIP	All orders are governed by the
TELEPHONE	FAX			DES Payment
AUTHORIZED CONTACT SIGNATURE	AUTHORIZED CONTA	ACT – PRINT	DATE	Policy

SUPERVISION SERVICES

DES SUPERVISED (OK to Proceed) Set Up Instructions should be included in shipment

DES will supervise labor to:

- Unpack and install display before exhibitor arrival at show site.
- Dismantle, pack, and arrange to ship display after show closing.

A 25% (\$50.00 minimum) surcharge will be added to the labor rates below for this professional supervision

EXHIBITOR SUPERVISED (Do not Proceed)

Exhibitor will supervise:

•

- Installation Exhibitor needs workers on (date) _____ at (time) ____ AM PM for (hours) _____
- Dismantle Exhibitor needs workers on (date) _____ at (time) _____ AM PM for (hours) _____

Starting time can be guaranteed only when labor is requested for the start of the working day at 8 AM. All exhibit labor for 8 AM starting times will be dispatched to booth space. Please confirm other starting times prior to the beginning of the show. Labor cancelled without 24 hour notice will be charged a one (1) hour cancellation fee per worker. If the exhibitor fails to use the workers at the time confirmed, a one (1) hour "No-Show" charge per worker will apply.

EXHIBIT LABOR F	ATES Times	Hourly Rates
Straight Time	Between 8:00 AM and 4:30 PM Weekdays	\$58.00
Overtime	Before 8:00 AM and after 4:30 PM Weekdays and all day Saturday, Sunday & Holidays	\$87.00

A minimum of one (1) hour will be charged for each worker ordered. Labor will then be charged in one-half (1/2) hour increments. Gratuities in any form are prohibited.

Please estimate the number of workers and hours per worker needed below. Final charges will be calculated according to actual hours worked.

	No. Workers	x	Hours/Worker	=	Total Worker Hours	@ Rate	 Total
Installation							
Dismantle							
				-	Total Services Ordered		
				1	Add 25% DES Supervisi	ion	
				•	Total Payment Enclose	ed	\$

FURINTURE & ACCESSORIES ORDER FORM

EXHIBITOR ADDRESS				CITY			STAT	E	ZIP			int Price adline
TELEPHONE				FAX							8/	8/16
EMAIL ADDRESS												0/10
QUANITY		REGULAR	DISCOUNT	TOTAL	QUANI	TY			-	REGULAR	DISCOUNT	TOTAL
Skirted Display						e Top F	Risers	& Dra			1	1.0
4' Long		\$88.00	\$70.00			4' x 12"				\$27.00	\$19.00	
6' Long		\$100.00				4' x 12"	x 12" I	Draped	d Riser			
8' Long		\$115.00	\$91.00			6' x 12"				\$39.00	\$32.00	
J			•			6' x 12"	x 12" C	Draped	Riser	\$62.00	\$49.00	
						ial Dra						
Skirted Display	Tables- 24"W	x 42"H				3'H Lir				\$3.50	\$3.00	
4' Long	Table	\$115.00	\$91.00			8'H Lir	near ft.			\$4.50	\$4.00	
6' Long	Table	\$130.00	\$103.00			12'H Li				\$6.50	\$6.00	
		\$141.00				Sp	ecial	Drape	e / Rise	r Color (Circle One	e)
Ť	able Skirt Col					Be	eige	Bla	ack	Blue	Burgund	v
Beige	Black		Burgundy			Hun	iter Gr	reen	Silver	Red	White Go	
Hunter G	reen Silver	Red W	hite Gold		Carp	et						
Furniture (and R	ound Tables v	vith Linens	;)			10' x 10)'			\$150.00) \$110.0	0
30" or 36	" Round Table	\$60.00	\$55.00			10' x 20)'			\$300.00) \$220.0	0
30" Cock	tail Table 42"H	\$70.00	\$65.00			10' x 30)'			\$450.00) \$330.0	0
Padded	Counter Stool	\$50.00	\$45.00		Cust	om Cu						
Black Fo	olding Chair	\$32.00	\$27.00			ft x		_ft =_		sq. f	ft	
Easel		\$45.00	\$35.00									
Bag Hol	ders	\$55.00	\$45.00			sq.ft	@ \$2.	.70 pe	er sq. ft	. installed	=	
Wasteba	asket	\$21.00	\$15.00		Carp	et Pad	ding					
Stanchio	ons & Chain	\$40.00	\$25.00					_ft =		sq. ft	t	
Table Linen Colo	or (circle one)	Red Whit	te Blue	Black								
Display Panels						sq.ft	@ \$.9	5 per	sq. ft. i	installed =	:	
4'x8' Ve	cro Boards	\$105.00	\$90.00				(Carpe	t Colo	r (circle o	one)	
4'x8' Pe	g Boards w/						I	Blue	Grey	Red Bl	ack	
Pegs	-	\$160.00	\$135.00						2			
Peg Boa	rds Circle One	: Horiz	ontal or Ve	rtical								
Table To	op Displays	\$150.00	\$125.00						SU	BTOTAL		
	Available – Ca	all for Quote	9	•				6	6% SAL	ES TAX		
								19	%REN	FAL TAX		
TOTAL OF AL				VMEN			-n				\$	

PRICE INCLUDES INSTALLATION, RENTAL AND REMOVAL

Cancellation Policy: Items cancelled will be charged at 50% of the original price after move-in begins and 100% of the original price after installation.

CLEANING ORDER FORM

EXHIBITOR				
ADDRESS	CITY	STATE	ZIP	All orders are governed by the
TELEPHONE	FAX			DES Payment
AUTHORIZED CONTACT SIGNATURE	AUTHORIZED CONTA	ACT – PRINT	DATE	Policy

To ensure your booth is show-ready, specify your requirements below. Please call us if you have a special need. Cost of vacuuming will be invoiced on the total area of your booth based on **100 square foot minimum**.

Please Note – DES reserves the right to retract this service in the event there are less than five (5) orders. Exhibiting companies requesting this service will be notified if this occurs.

BOOTH CLEANING SERVICES *PLEASE MARK YOUR SELECTIONS*

Vacuum, Dust a	and Empty Wastebaske	et	Regu	ular (No Discour	nts)
Daily	y*	cost per square	foot per day	\$.25	
🗌 One	Time (Prior to Show)	cost per square	foot	\$.21	
Other – Please	Specify (Rates available	upon request)			
* Calculate	days when ordering	daily service Booth Di	mensions: x	=	sq. ft.
	SQ. FT. x	RATE	x NO. DAYS		TOTAL

Vacuuming			
	Total A	II Lines	\$
	Total Payme	nt Enclosed	\$

PLANT & FLORAL ORDER FORM

\$

Total

EXHIBITOR				ORDER DEADLINE
ADDRESS	CITY	STATE	ZIP	8/8/16
TELEPHONE	FAX			All orders are governed by
AUTHORIZED CONTACT SIGNATURE	AUTHORIZED CONT/	ACT – PRINT	DATE	the DES Freight Handling & Payment Polices

All plants are for rent only and **must be ordered in advance**. Rates are based on a standard 3-day show or less. To avoid substitutions, large orders should be placed as soon as possible. Dunmar Exhibit Services reserves the right to retract this service in the event there are less than 5 Exhibitors requesting this service. If this occurs, Exhibitors will be notified prior to show set-up.

Quantity	ltem		Price	Total
	2' Green Plant		\$45.00	
	3' Green Plant		\$55.00	
	4' Green Plant		\$65.00	
	5' Green Plant		\$75.00	
	Large Fern		\$55.00	
	Mums (or Similar Flowering	Plant)	\$45.00	
	Custom Floral Arrangemen	t (SALE ONLY)	\$125.00	
		SUBTOT	ÀL.	
		6% Sales	Гах	\$
		1% Rental	Тах	\$

AUDIO VISUAL & SOUND EQUIPMENT

EXHIBITOR				ORDER DEADLINE
ADDRESS	CITY	STATE	ZIP	8/8/16
TELEPHONE	FAX			All orders are governed by
AUTHORIZED CONTACT SIGNATURE	AUTHORIZED CONTA	CT – PRINT	DATE	the DES Freight Handling & Payment Polices

Audio Visual and Sound Equipment is available on an as needed basis. Equipment will be procured from local vendors at the best available rates and the vendor will install the equipment in your booth space. Damage to or loss of the equipment will be the responsibility of the exhibitor.

AV Equipment (Special Order)

DAILY RATE

Description	Qty.	Price per Day	No. of Days	Total
27" Flat Screen LCD Monitor		\$295.00		
32" Flat Screen LCD Monitor		\$320.00		
40" Flat Screen LCD Monitor		\$350.00		
42" Flat Screen LCD Monitor		\$375.00		
46" Flat Screen LCD Monitor		\$400.00		
55" Flat Screen LCD Monitor		\$425.00		
60" Flat Screen LCD Monitor		\$450.00		
Pole Stand		\$80.00		
Truss Stand		\$130.00		
DVD Player		\$125.00		
Other:				
			SUBTOTAL	
			6% Sales Tax	\$
			1% Rental Tax	\$
			Total	\$

Dunmar Exhibit Services

Deliver by 8/8/16

To:

C/O: Dunmar Exhibit Services 130 S. Military Hwy Norfolk, VA 23502

WAREHOUSE

Event:

Virginia State Firefighters Association Conference

Booth# _____ No_____ of _____Pieces

	Deliver by 8/8/16
То:	EXHIBITOR NAME
C/O:	Dunmar Exhibit Services
	130 S. Military Hwy
	Norfolk, VA 23502
	WAREHOUSE
Event:	Virginia State Firefighters Association Conference
Booth#	NoofPieces

The above labels are provided for your convenience. Please place one on each piece shipped to ensure proper delivery. If you do not have your booth number you may leave that line blank. If more labels are needed copies are acceptable.

	Do Not D	eliver Befor	€ 8/18/2016
To:		IBITOR NAME	
C/O:	Dunmar Exhibi		
	1610 Coliseum	Drive	
	Hampton, VA 2	23666	
	SHOV	V SITE	
Event:	Virginia	State Firefight	ers Association Conference
Booth#	No	of	Pieces

	Do Not	Deliver Befor	e 8/18/2016	
То:				
C/O:	EZ Dunmar Exhit	xHIBITOR NAME		
C/ U.	1610 Coliseur			
	Hampton, VA	23666		
		SHOW SI	ТЕ	
Event:	Virginia	a State Firefigh	ters Association Conference	ence
Booth#	No	of	Pieces	

The above labels are provided for your convenience. Please place one on each piece shipped to ensure proper delivery. If you do not have your booth number you may leave that line blank. If more labels are needed copies are acceptable.

Dear Exhibitor,

Dunmar Exhibitor Services and The Hampton Roads Convention Center are both proud members of *Virginia Green*, the Commonwealth's campaign to encourage environmentally-friendly practices in all aspects of Virginia's tourism industry.

We ask that you support our efforts by using the blue Recycling Containers throughout the exhibit hall. THANK YOU.





#1 and #2 Plastic Bottles







Steel, Tin and Aluminum Cans



BUT NOT THESE, PLEASE! Aerosol Cans > Motor Oil > Paint Cans Plastic Bags > Wood Products > Yard Waste