



GREAT LAKES EVENTS

event decorating & trade shows • exhibit displays & graphics
freight transportation • rentals

100 Bickford Street Rochester, NY 14606, Phone: 585.458.2200, Fax: 585.458.5087, www.greatlakesevents.com

**WELCOME TO THE
KEYSTONE FARM SHOW**

*Great Lakes Events has been chosen as the official Decorator and Service Contractor for the **KEYSTONE FARM SHOW** to be held **JANUARY 4-6, 2011** at the **YORK FAIRGROUNDS**. In this packet we have enclosed our forms regarding services and equipment that you may require for your booth. We have also included additional forms offered by different companies for services that Great Lakes Events does not provide. Please submit the additional vendor orders to the contact information provided on each form.*

THE FOLLOWING EQUIPMENT IS INCLUDED WITH YOUR BOOTH

10X 10 BOOTHS

- 8' BACKDRAPE
- 3' HIGH SIDERAIL
- 1 – 6' SKIRTED TABLE
- 2 – FOLDING CHAIRS
- 1 – WASTEBASKET
- 1 – 7" x 44" BOOTH ID SIGN

FLOOR SPACES

- 1 – 6' SKIRTED TABLE
- 2 – FOLDING CHAIRS
- 1 - WASTEBASKET
- 1 – 7" x 44" BOOTH ID SIGN

MOVE – IN DATES & TIMES

Show Management will contact you regarding your move in date and time.

SHOW DATES & TIMES

TUESDAY	JANUARY 4, 2011	9:00 AM – 4:00 PM
WEDNESDAY	JANUARY 5, 2011	9:00 AM – 4:00 PM
THURSDAY	JANUARY 6, 2011	9:00 AM – 3:00 PM

MOVE – OUT DATES & TIMES

THURSDAY	JANUARY 6, 2011	3:00 PM – 8:00 PM
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*The entire hall must be cleared by **8:00 PM** on **JANUARY 6, 2011**. To assure this, please notify your carrier to check in at the **YORK FAIRGROUNDS** by **6:00 PM** on **JANUARY 6, 2011** to guarantee pick – up. If your carrier has not checked in by **6:00 PM** your materials will be rerouted onto the house carrier. To avoid this please make the necessary arrangements.*

RECOMMENDED CARRIERS FOR THIS SHOW ARE:

Air Freight: Great Lakes Transportation
Ground Freight: Great Lakes Transportation

IF YOU HAVE ANY QUESTIONS, PLEASE CONTACT EXHIBITOR SERVICES

Phone: 585-458-2200
Fax: 585-458-5087
www.greatlakesevents.com

SHOW INFORMATION

Great Lakes Events LLC
100 Bickford Street Rochester, New York 14606
Phone: 585-458-2200 Fax: 585-458-5087

KEYSTONE FARM SHOW
YORK FAIRGROUNDS
JANUARY 4-6, 2011

Great Lakes Events would like to make your ordering process a simple one. Complete all of the necessary forms for the services your company will require.

Be sure to make note of the **ADVANCE ORDER DEADLINE DATE (DECEMBER 21, 2010)** located at the top of each form. To qualify for advanced pricing, order forms and payment must be returned to Great Lakes Events by the specified date. **NO EXCEPTIONS WILL BE MADE.**

Please use the following guidelines when placing your order:

- ◆ Complete all necessary Great Lakes Events forms and calculate the cost of each order. Record the cost at the bottom of each form.
- ◆ Complete the Method of Payment form and submit with all orders. Payment can be made in the form of cash, check, credit card or third party payment. Purchase orders are not a form of payment.
- ◆ Complete the Order Forms Recap sheet. Be sure to include the applicable sales tax.
- ◆ Mail, air courier or fax your order forms to us. Be sure to photocopy a set for your files.
- ◆ If your order is tax exempt, please forward a copy of your tax exempt certificate with your order for the state in which services will be used.
- ◆ All material and equipment remain the sole property of Great Lakes Events and are considered on a rental basis for the duration of the show. Pricing includes delivery, installation, and removal from your booth.
- ◆ If a color selection is not made on rental materials prior to the show, Great Lakes Events reserves the right to provide you with show colors.
- ◆ Great Lakes Events is not responsible for injuries or falls caused by the improper use of furniture. If assistance is required assembling your booth, please complete the Installation & Dismantle Order Form.
- ◆ **Cancellations** There are **NO** refunds for items that have already been delivered to your booth. All cancellations for booth furnishings must be made at least 2 days prior to exhibitor move-in. For labor cancellations there is a one-hour, one-person charge applied to all orders that are not cancelled 24 hours prior to scheduled start time. This applies to both Exhibitor and Great Lakes Events supervision.

Great Lakes Events
100 Bickford Street
Rochester, NY 14606

If faxing your order, please do not mail in order to avoid duplication
Fax: 585-458-5087

**FOR ADDITIONAL ONSITE ORDERS VISIT US AT THE
GREAT LAKES EVENTS SERVICE DESK**

PRE SHOW ORDER

Mail or Fax to:
Great Lakes Events LLC
100 Bickford Street Rochester, NY 14606
Phone:(585) 458-2200 Fax: (585) 458-5087

KEYSTONE FARM SHOW
YORK FAIRGROUNDS
JANUARY 4-6, 2011

LEE PUBLICATIONS has selected Great Lakes Events LLC as the Exclusive Service Contractor. If your company plans to use a firm who is not the Exclusive Contractor, i.e., Great Lakes Events LLC, please complete this form and mail to the address listed below.

EXHIBITING COMPANY INFORMATION

EXHIBITING CO. NAME: _____ BOOTH #: _____

SHOW SITE CONTACT: _____

SERVICE CONTRACTOR INFORMATION

SERVICE CONTRACTOR: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

PHONE #: _____ FAX #: _____

TYPE OF SERVICE TO BE PERFORMED: _____

EXHIBITOR'S RESPONSIBILITIES

- ◆ It is your responsibility to inform your Service Contractor that they are required to send a copy of their General Liability Insurance Certificate no later than **30 days** prior to show date. If the Contractor fails to do so, they will not be permitted to service your exhibit.
- ◆ It is the responsibility of the exhibitor to see that each representative of the Service Contractor abides by the official rules and regulations of this event.
- ◆ This form must be returned Great Lakes Events LLC no later than **DECEMBER 10, 2010**.

RETURN TO:
Great Lakes Events LLC
100 Bickford Street
Rochester, NY 14606-2298

EXHIBITOR APPOINTED CONTRACTOR

Mail or Fax to:
Great Lakes Events LLC
100 Bickford Street Rochester, New York 14606
Phone: 585-458-2200 Fax: 585-458-5087

ADVANCE PRICE DEADLINE

DECEMBER 21, 2010

KEYSTONE FARM SHOW
YORK FAIRGROUNDS
JANUARY 4-6, 2011

COMPANY NAME: _____ BOOTH #: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

CONTACT: _____ PHONE #: _____

E-MAIL: _____ FAX #: _____

CREDIT CARD INFORMATION

CREDIT CARD : A Credit Card is required to be on file if you will be using any services provided by GREAT LAKES EVENTS or GREAT LAKES TRANSPORTATION. This Credit Card can be used as payment for all services if you include the cardholder's authorization signature. If you fail to provide payment on your invoice at the close of the show, GREAT LAKES EVENTS reserves the right to charge the remaining balances to this credit card. Please be sure to arrange for complete payment by the close of the show.

_____ AMEX _____ MASTERCARD _____ VISA
PERSONAL CARD _____ COMPANY CARD _____

ACCOUNT #: _____ EXPIRATION DATE: _____

AUTHORIZATION SIGNATURE: _____

CARDHOLDERS BILLING ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

FORM OF PAYMENT

Please indicate your form of payment:

*FOR THIRD PARTY PLEASE USE THE FOLLOWING THIRD PARTY PAYMENT FORM

COMPANY CHECK

CHECK NUMBER: _____

MAKE CHECKS PAYABLE TO Great Lakes Events LLC

*Checks Must Be In US Funds.

*A \$25.00 CHARGE WILL BE APPLIED FOR ALL RETURNED CHECKS.

CREDIT CARD

FILL IN ABOVE INFORMATION

PAYMENT TERMS & CONDITIONS

- ◆ **Full Payment**, including applicable sales tax is due in full with advance orders and/ or at show site for onsite orders. Purchase orders are not considered payment.
- ◆ **Unpaid balances**: Should there be any pre-approved unpaid balances after the close of the show, terms will be due upon receipt of invoice. Effective 30 days after invoice date a 2.0% finance charge will be applied. Annual rate of 24%.
- ◆ **Adjustment**: It is the exhibitor's responsibility to bring any discrepancies for services provided and/or listed on an invoice to the attention of a Great Lakes Events Exhibitor Service Representative before the close of the show. Discrepancies after the show will not be honored.

METHOD OF PAYMENT FORM

Mail or Fax to:
Great Lakes Events LLC
100 Bickford Street Rochester, New York 14606
Phone: 585-458-2200 Fax: 585-458-5087

ADVANCE PRICE DEADLINE
DECEMBER 21, 2010

**KEYSTONE FARM SHOW
YORK FAIRGROUNDS
JANUARY 4-6, 2011**

THIRD PARTY TERMS

Great Lakes Events (GLE) will accept payment from third parties and present invoices at show site for payment provided the following conditions are met:

- ◆ The third party payment information completed below must be acceptable to GLE. Also, the credit card information below must be submitted to GLE as a deposit prior to the show. All invoices must be reviewed by the third party on show site. No adjustment will be made after the show closing.
- ◆ The exhibitor must name items to be billed to the third party. If there is any doubt who is to be invoiced for a service, the exhibiting company will be invoiced. The exhibiting company is ultimately responsible for the payment of all charges. In the event that the named third party does not provide payment of the invoice prior to the last day of the show, charges will revert to the exhibiting company.
- ◆ The following form is to be completed, signed and returned by both parties by the deadline date indicated at the top of this page. Otherwise, the request will be denied. (GLE reserves the right to deny Third Party Payment terms to any party.)

EXHIBITING COMPANY INFORMATION

EXHIBITING CO. NAME: _____ BOOTH #: _____
CONTACT: _____ TITLE: _____
AUTHORIZED SIGNATURE: _____ DATE: _____

THIRD PARTY COMPANY INFORMATION

THIRD PARTY CO. NAME: _____
CONTACT: _____ TITLE: _____
AUTHORIZED SIGNATURE: _____ PHONE #: _____
ADDRESS: _____
CITY: _____ STATE: _____ ZIP: _____

CIRCLE ITEMS TO BE PAID BY THIRD PARTY

FURNITURE CARPET EXHIBIT SPECIALTY MATERIAL HANDLING LABOR TRANSPORTATION

THIRD PARTY CREDIT CARD INFORMATION

___ MASTERCARD ___ VISA ___ AMEX ___ PERSONAL ___ COMPANY
ACCOUNT#: _____ EXPIRATION DATE: _____
AUTHORIZATION SIGNATURE: _____
CARDHOLDERS'S ADDRESS: _____
CITY: _____ STATE: _____ ZIP: _____

THIRD PARTY PAYMENT FORM

Mail or Fax to:
 Great Lakes Events LLC
 100 Bickford Street Rochester, New York 14606
 Phone: 585-458-2200 Fax: 585-458-5087

ADVANCE PRICE DEADLINE
DECEMBER 21, 2010

**KEYSTONE FARM SHOW
 YORK FAIRGROUNDS
 JANUARY 4-6, 2011**

THIS FORM MUST ACCOMPANY
 THE METHOD OF PAYMENT FORM

COMPANY: _____ **BOOTH #:** _____

CONTACT: _____ **PHONE #:** _____

RECAP OF SERVICES ORDERED
Payment is due upon ordering

Taxable Items:

Order Totals:

Furniture & Skirting	\$ _____
Additional Items	\$ _____
Carpet	\$ _____
Cleaning	\$ _____
Special Signs	\$ _____
Labor Equipment Only	\$ _____

Taxable Subtotal:	\$ _____
6% PA State Sales Tax:	\$ _____
Taxable Total:	\$ _____

Non-Taxable Items:

Order Totals:

Installation & Dismantle Labor	\$ _____
Material Handling	\$ _____
Non-Taxable Total:	\$ _____

Grand Total: _____

ORDER FORM RECAP

Mail or Fax to:
Great Lakes Events LLC
 100 Bickford Street Rochester, New York 14606
 Phone: 585-458-2200 Fax: 585-458-5087

ADVANCE PRICE DEADLINE

DECEMBER 21, 2010

KEYSTONE FARM SHOW
YORK FAIRGROUNDS
JANUARY 4-6, 2011

THIS FORM MUST ACCOMPANY
 THE METHOD OF PAYMENT FORM

COMPANY: _____ BOOTH #: _____

CONTACT: _____ PHONE #: _____

SKIRTED DISPLAY TABLES 30" HIGH BY 24" WIDE

CIRCLE COLOR:		BLACK	BLUE	RED	WHITE	GREEN
		GRAY	BURGUNDY	TEAL	PURPLE	GOLD
QTY	ITEM	ADVANCE PRICE	AFTER DEADLINE	TOTAL		
_____	4' Skirted	54.00	68.50	_____		
_____	6' Skirted	62.50	81.00	_____		
_____	8' Skirted	69.50	90.00	_____		
_____	4 TH Side Skirted	16.00	21.00	_____		

SKIRTED DISPLAY TABLES 42" HIGH BY 24" WIDE

CIRCLE COLOR:		BLACK	BLUE	RED	WHITE	GREEN
		GRAY	BURGUNDY	TEAL	PURPLE	GOLD
QTY	ITEM	ADVANCE PRICE	AFTER DEADLINE	TOTAL		
_____	4' Skirted	70.00	91.00	_____		
_____	6' Skirted	75.00	97.50	_____		
_____	8' Skirted	80.00	104.00	_____		
_____	4 TH Side Skirted	20.50	27.00	_____		

CHAIRS

QTY	ITEM	ADVANCE PRICE	AFTER DEADLINE	TOTAL
_____	Folding Chair	10.00	13.00	_____
_____	Straight Chair	26.00	33.00	_____
_____	Arm Chair	35.00	46.00	_____
_____	Bar Stool w/ Back	40.00	52.00	_____

ROUND TABLES

QTY	ITEM	ADVANCE PRICE	AFTER DEADLINE	TOTAL
_____	36" Round w/ white table cloth	80.00	105.00	_____
_____	42" High Cocktail w/ white table cloth	50.00	65.00	_____

UNSKIRTED 30" HIGH TABLES

QTY	ITEM	ADVANCE PRICE	AFTER DEADLINE	TOTAL
_____	4'	23.00	29.00	_____
_____	6'	27.00	34.50	_____
_____	8'	31.00	40.00	_____

UNSKIRTED 42" HIGH TABLES

QTY	ITEM	ADVANCE PRICE	AFTER DEADLINE	TOTAL
_____	4'	33.00	42.00	_____
_____	6'	37.00	47.00	_____
_____	8'	41.00	53.00	_____

TABLE SKIRTS ONLY

CIRCLE COLOR:		BLACK	BLUE	RED	WHITE	GREEN
		GRAY	BURGUNDY	TEAL	PURPLE	GOLD
QTY	ITEM	ADVANCE PRICE	AFTER DEADLINE	TOTAL		
_____	30"H	35.00	45.50	_____		
_____	42"H	35.00	45.50	_____		

SPECIAL DRAPING

QTY	ITEM	ADVANCE PRICE	AFTER DEADLINE	TOTAL
_____	3' H SIDE DRAPE	4.25 LF.	5.00 LF	_____
_____	8' H BACK DRAPE	6.20 LF.	7.50 LF	_____

Furniture & Skirting Total = \$ _____ Taxable Service
 Please enter total on Order Form Recap Sheet

FURNITURE & SKIRTING

Mail or Fax to:
Great Lakes Events LLC
 100 Bickford Street Rochester, New York 14606
 Phone: 585-458-2200 Fax: 585-458-5087

ADVANCE PRICE DEADLINE

DECEMBER 21, 2010

KEYSTONE FARM SHOW
YORK FAIRGROUNDS
JANUARY 4-6, 2011

THIS FORM MUST ACCOMPANY
 THE METHOD OF PAYMENT FORM

COMPANY: _____ **BOOTH #:** _____

CONTACT: _____ **PHONE #:** _____

ACCESSORIES

QTY	DESCRIPTION	ADVANCE PRICE	AFTER DEADLINE	TOTAL
_____	Wastebasket	\$ 8.50	\$ 11.00	_____
_____	Coat Tree	\$ 20.50	\$ 27.00	_____
_____	Bagstand	\$ 22.50	\$ 29.25	_____
_____	Easel	\$ 18.00	\$ 23.50	_____
_____	Free Standing Literature Stand	\$ 45.00	\$ 60.00	_____
_____	Chrome Stanchion	\$ 26.00	\$ 34.00	_____
_____	Roping (8' Sections)	\$ 26.00	\$ 34.00	_____
_____	22" x 28" Sign Frame	\$ 33.50	\$ 43.50	_____

PEGBOARDS & TACKBOARDS

QTY	DESCRIPTION	ADVANCE PRICE	AFTER DEADLINE	TOTAL
_____	4' X 8' Horizontal Pegboard	\$ 115.00	\$ 149.50	_____
_____	4' x 8' Horizontal Tackboard	\$ 115.00	\$ 149.50	_____
_____	3' x 8' Vertical Pegboard	\$ 115.00	\$ 149.50	_____
_____	3' x 8' Vertical Tackboard	\$ 115.00	\$ 149.50	_____
_____	3' x 8' Velcro Panels (Single Side)	\$ 175.00	\$ 227.50	_____
_____	3' x 8' Velcro Panels (Double Side)	\$ 225.00	\$ 292.00	_____

CABINETS & SHOWCASES

QTY	DESCRIPTION	ADVANCE PRICE	AFTER DEADLINE	TOTAL
_____	White Locking Cabinet (22" W x 42"L x 42"H)	\$ 110.00	\$ 137.50	_____
_____	Standard Locking Showcase (22"W x 62"L x 40"H)	\$ 190.00	\$ 237.50	_____
_____	Standard Lit Locking Showcase (electric service not included)	\$ 210.00	\$ 262.50	_____
_____	Mini Locking Showcase (22"W x 40"L x 40"H)	\$ 115.00	\$ 143.75	_____
_____	Mini Lit Locking Showcase (electric service not included)	\$ 130.00	\$ 162.50	_____

Additional Items Total = \$ _____ Taxable Service
 Please enter total on Order Forms Recap Sheet

ADDITIONAL ITEMS

Mail or Fax to:
 Great Lakes Events LLC
 100 Bickford Street Rochester, New York 14606
 Phone: 585-458-2200 Fax: 585-458-5087

ADVANCE PRICE DEADLINE
DECEMBER 21, 2010

**KEYSTONE FARM SHOW
 YORK FAIRGROUNDS
 JANUARY 4-6, 2011**

THIS FORM MUST ACCOMPANY
 THE METHOD OF PAYMENT FORM

COMPANY: _____ **BOOTH #:** _____

CONTACT: _____ **PHONE #:** _____

STANDARD BOOTH CARPET

Exact color match is not guaranteed for basic booth carpets ordered in multiple of two or more.
 The following prices include delivery, labor, carpet tape, and removal.

Your carpet order can not be processed without a color selection.

CIRCLE COLOR CHOICE:

	BLUE	GRAY	BLACK	HUNTER GREEN	
QTY	ITEM	ADVANCE PRICE	AFTER DEADLINE	TOTAL	
_____	9' X 10'	100.00	120.00	_____	
_____	9' X 20'	200.00	240.00	_____	
_____	9' X 30'	300.00	360.00	_____	
_____	9' X 40'	400.00	480.00	_____	

CUT AND LAY CARPET

The following prices include: Matching dye lot, laying, cutting, taping, and plastic covering to protect carpet during set-up.

CIRCLE COLOR CHOICE:

	BLUE	GRAY	BLACK	HUNTER GREEN	
		ADVANCE PRICE	TOTAL	AFTER DEADLINE	TOTAL
_____ ft. x _____ ft. = sq. ft. x \$1.75 sq.ft = _____			OR	\$2.28 sq. ft. = _____	_____

MISCELLANEOUS

ITEM	ADVANCE PRICE	AFTER DEADLINE	TOTAL
Carpet Padding: _____ ft. x _____ ft. = _____ sq. ft. x \$.50/ sq. ft.		OR \$.60 sq. ft. = _____	_____
Plastic Covering: _____ ft. x _____ ft. = _____ sq. ft. x \$.25 sq. ft.		OR \$.33 sq. ft. = _____	_____

Carpet Total = \$ _____ Taxable Service
Please enter total on Order Forms Recap Sheet

CARPET

Mail or Fax to:
Great Lakes Events LLC
 100 Bickford Street Rochester, New York 14606
 Phone: 585-458-2200 Fax: 585-458-5087

ADVANCE PRICE DEADLINE
DECEMBER 21, 2010

KEYSTONE FARM SHOW
YORK FAIRGROUNDS
JANUARY 4-6, 2011

*THIS FORM MUST ACCOMPANY
 THE METHOD OF PAYMENT FORM*

COMPANY: _____ **BOOTH #:** _____
CONTACT: _____ **PHONE #:** _____

CARPET VACUUMING

*Vacuumping is provided the evening before the specified date. Carpet vacuumping will begin on the first day of the show.
 Carpet vacuumping does not include trash removal*

VACUUMING SERVICE: Prices are per square foot.

	<i>Advance Price</i>	<i>After Deadline</i>	<i>No. of Days</i>	<i>Total</i>
Carpet Size: _____ft.x_____ft = _____sq.ft. x	\$.16/day	or \$.23/day	x _____	= _____
List Date(s) needed: _____				

PORTER SERVICE

*Porter service includes booth wipe down and trash removal for the duration of the show.
 Does not include vacuumping.*

PORTER SERVICE RATES:

0 – 500 Sq. Ft.	\$16.00 per day
501 – 1500 Sq. Ft.	\$32.00 per day
1501 – 3000 Sq. Ft.	\$48.00 per day
3001 Sq. Ft. and higher	Call for rate

<i>Rate</i>	<i>No. of Days</i>	<i>Total</i>
_____	X _____	= _____

Cleaning Total= \$ _____ Taxable Service
Please enter total on Order Forms Recap Sheet

CLEANING

Mail or Fax to:
Great Lakes Events LLC
100 Bickford Street Rochester, New York 14606
Phone: 585-458-2200 Fax: 585-458-5087

ADVANCE PRICE DEADLINE
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KEYSTONE FARM SHOW
YORK FAIRGROUNDS
JANUARY 4-6, 2011

**THIS FORM MUST ACCOMPANY
THE METHOD OF PAYMENT FORM**

COMPANY: _____ **BOOTH #:** _____
CONTACT: _____ **PHONE #:** _____
COMPANY WEBSITE: _____ **EMAIL:** _____

SIGN SIZES

*Signs include one color lettering on white showcard with 10 words per sign.
Orders placed on-site will be delivered in 24 hours.*

<i>QTY</i>	<i>SIZE</i>	<i>ADVANCE PRICE</i>	<i>AFTER DEADLINE</i>	<i>TOTAL</i>
_____	7" X 11"	15.00	30.00	_____
_____	7" X 44"	25.00	50.00	_____
_____	11" X 14"	32.00	64.00	_____
_____	11" X 44"	35.00	70.00	_____
_____	14" X 22"	40.00	80.00	_____
_____	14" X 44"	46.00	92.00	_____
_____	22" X 28"	50.00	100.00	_____
_____	28" X 44"	85.00	150.00	_____

SIGN TO READ AS FOLLOWS

OPTIONAL SERVICES

<i>QTY</i>	<i>SERVICE</i>	<i>PRICE</i>	<i>TOTAL</i>
_____	Over 10 words	15.00	_____
_____	Colored Showcard	6.50	_____
_____	Change in color copy	6.50	_____
_____	Easel back on sign	5.25	_____
_____	Logo Sign (scanning)	75.00/hour	_____
	Banner	Quoted on request	
	Carpet Logo	Quoted on request	
	Customized Digital Imaging	Quoted on request	

Choose your style and color Lettering Color: _____
Background Color: _____
(6.50 extra per sign)

**Any orders received 10 days prior to the start of exhibitor move in
Are subject to applicable shipping charges**

Special Signs Total = \$ _____ Taxable Service
Please enter total Order Forms Recap Sheet

SPECIAL SIGNS

Mail or Fax to:
Great Lakes Events LLC
100 Bickford Street Rochester, New York 14606
Phone: 585-458-2200 Fax: 585-458-5087

DEADLINE DATE
DECEMBER 21, 2010

KEYSTONE FARM SHOW
YORK FAIRGROUNDS
JANUARY 4-6, 2011

COMPANY: _____ **BOOTH #:** _____

CONTACT: _____ **PHONE #:** _____

LABOR FUNCTIONS & RATES

LABOR FUNCTIONS: Install, dismantle, unskid, reskid, unpack, and repack displays as well as positioning of machinery.

LABOR RATES: One hour minimum charge per person

Straight Time: 8:00 A.M. – 4:30 P.M. Monday through Friday..... \$ 44.00

Overtime: 4:30 P.M. – 12:00 A.M. Monday through Friday, 8:00 A.M. – 12:00 A.M. Saturday..... \$66.00

Double Time: 12:00 A.M. – 8:00 A.M. Monday through Saturday, and all hours on Sunday..... \$88.00

FORKLIFT: One hour minimum plus 2 laborers (see rate above) 5,000 lb. ... \$48.00

Banding Service Available @ \$35.00 per skid

Shrink Wrap Service Available @ \$25.00 per skid

Skirting for skids & crates Available @ \$4.00/linear foot, plus one hour minimum labor.

For labor cancellations there is a one hour, one person charge applied to all orders that are not cancelled 24 hours prior to scheduled start time. This applies to Exhibitor and Great Lakes Events supervision.

INSTALLATION & DISMANTLE WITH GREAT LAKES SUPERVISION

Exhibits are installed prior to Exhibitor's arrival and dismantle after Exhibitor's departure under the direction of Great Lakes Event's I & D Supervisor. When requesting this service, send set-up instructions and packing list .

Please calculate the hourly rate plus 30% Supervision Charge/Minimum \$30.00.

	NUMBER OF MEN		HOURS (APPROX.)	=	TOTAL HOURS	x	RATE	+	30% (see above)	=	TOTAL
INSTALL:	_____	x	_____	=	_____	x	_____	+	_____	=	_____
EQUIPMENT TYPE:	_____		COST:	_____		PLUS LABOR:	_____		=TOTAL:	_____	
DATE:	_____	TIME:	_____	WORK TO BE DONE: _____							
DISMANTLE:	_____	x	_____	=	_____	x	_____	+	_____	=	_____
EQUIPMENT TYPE:	_____		COST:	_____		PLUS LABOR:	_____		=TOTAL:	_____	
DATE:	_____	TIME:	_____	WORK TO BE DONE: _____							

SUPERVISION FORM REQUIRED

INSTALLATION & DISMANTLE WITH EXHIBITOR SUPERVISION

Supervisor must check in at the Great Lakes Events Exhibitor Service Center to pick up laborers. When work is complete, supervisor must return to service center to release laborers. Start time in only guaranteed when labor is requested at 8:00 A.M., unless the official set up time begins later in the day.

	NUMBER OF MEN		HOURS (APPROX.)	=	TOTAL HOURS	x	RATE	=	TOTAL	
INSTALL:	_____	x	_____	=	_____	x	_____	=	_____	
DATE:	_____	TIME:	_____	WORK TO BE DONE: _____						
EQUIPMENT TYPE:	_____		COST:	_____		PLUS LABOR:	_____		=TOTAL:	_____
DISMANTLE:	_____	x	_____	=	_____	x	_____	=	_____	
DATE:	_____	TIME:	_____	WORK TO BE DONE: _____						
EQUIPMENT TYPE:	_____		COST:	_____		PLUS LABOR:	_____		=TOTAL:	_____

**Installation & Dismantle Total:\$_____ Taxable Service with exception of:
Dismantle Labor is non-taxable (equipment taxable)**

INSTALLATION & DISMANTLE LABOR

Mail or Fax to:
Great Lakes Events LLC
100 Bickford Street Rochester, New York 14606
Phone: 585-458-2200 Fax: 585-458-5087

DEADLINE DATE
DECEMBER 21, 2010

**KEYSTONE FARM SHOW
YORK FAIRGROUNDS
JANUARY 4-6, 2011**

*This form is mandatory only if you will
be using any labor supervised by
Great Lakes Events*

COMPANY: _____ **BOOTH #:** _____
CONTACT: _____ **FAX #:** _____
PHONE #: _____ **WEEKEND/AFTER HOURS PHONE #:** _____

INBOUND SHIPPING INFORMATION

Shipment 1:
Carrier: _____ Arrival Date: _____ No. of Pieces _____
Weight: _____ Pro Number: _____

Shipment 2:
Carrier: _____ Arrival Date: _____ No. of Pieces _____
Weight: _____ Pro Number: _____

Shipment 3:
Carrier: _____ Arrival Date: _____ No. of Pieces _____
Weight: _____ Pro Number: _____

UTILITY INFORMATION

Did you order electrical service? _____ Should electrical lines lie under carpet? _____
Please send electrical order forms and drawings directly to the official electrical contractor.

Did you order telephone service? _____
Please send telephone order forms and drawings directly to the official telephone contractor.

SET - UP INSTRUCTIONS

Are the set-up drawings attached? _____ Are the set-up drawings sent with exhibit? _____
Special Instructions: _____

OUTBOUND SHIPPING INFORMATION

Consigned to: _____
Attention: _____
Address: _____
City: _____ State: _____ Zip: _____
Method of shipping: Air Freight Next Day 2nd Day Deferred
 Motor Freight Van Line Other
Number of pieces: _____ Weight: _____
Carrier: _____

Great Lakes Transportation invites you to check our service and rates for outbound shipping.

LABOR SUPERVISION

Mail or Fax to:

Great Lakes Events LLC

100 Bickford Street Rochester, New York 14606

Phone: 585-458-2200 Fax: 585-458-5087

**AIR FREIGHT
GROUND FREIGHT**

**KEYSTONE FARM SHOW
YORK FAIRGROUNDS
JANUARY 4-6, 2011**

**THIS FORM MUST ACCOMPANY
THE METHOD OF PAYMENT FORM**

COMPANY: _____ **BOOTH #:** _____

CONTACT: _____ **PHONE :#** _____

GREAT LAKES TRANSPORTATION GUIDELINES

- ◆ Please complete this form only if shipping exhibit material with Great Lakes Transportation
- ◆ **Credit card information must be on file prior to freight pick-up.**
- ◆ Clearly label all shipments with the destination address. At show site you must complete an outbound Bill of Lading before leaving the facility. Complimentary shipping labels and Bill of Lading are available at the Great Lakes Events Exhibitor Service Desk.
- ◆ Any organization using Great Lakes Transportation must have the proper insurance coverage for shipping.

INSURANCE COVERAGE: _____

FOR SHIPMENTS OVER 200 POUNDS GREAT LAKES TRANSPORTATION IS AVAILABLE FOR SHIPPING INBOUND TO ADVANCE WAREHOUSE OR SHOW SITE

PICK UP INFORMATION:

Shipper Name: _____

Shipper Address: _____

City: _____ State: _____ Zip: _____

INBOUND AVAILABLE FOR SHIPMENTS OVER 200 POUNDS

Inbound Destination: _____ Advance Warehouse _____ Showsite Facility

Service Type: Circle Type

<u>Standard Ground</u>	<u>Speedy Ground</u>	<u>Next Day</u>	<u>Second Day</u>	<u>Deferred</u>	<u>Specialized</u>
3-5 Business Days	2-3 Business Days	Next Business Day	2 nd Business Day	3-4 Business Day	Truckload

Description of Shipment: Piece Count and Weight Required

_____ Crates _____ Cartons _____ Fiber Cases _____ Carpet _____ Other

Total Pieces: _____ Total Weight: _____ Does Pickup Location have a loading dock? YES NO
*if NO additional charges may apply

OUTBOUND AFTER SHOW CLOSING

Be sure to come to the Great Lakes Events Service Center to pick up your Bill of Lading

Consigned to: _____

Attention: _____

Address: _____

City: _____ State: _____ Zip: _____

Service Type: Circle Type

<u>Standard Ground</u>	<u>Speedy Ground</u>	<u>Next Day</u>	<u>Second Day</u>	<u>Deferred</u>	<u>Specialized</u>
3-5 Business Days	2-3 Business Days	Next Business Day	2 nd Business Day	3-4 Business Day	Truckload

Description of Shipment: Piece Count and Weight Required

_____ Crates _____ Cartons _____ Fiber Cases _____ Carpet _____ Other

Total Pieces: _____ Total Weight: _____ Does Delivery Location have a loading dock? YES NO
*if NO additional charges may apply

GREAT LAKES TRANSPORTATION

Mail or Fax to:
Great Lakes Events LLC
100 Bickford Street Rochester, NY 14606
Phone:(585) 458-2200 Fax: (585) 458-5087

KEYSTONE FARM SHOW
YORK FAIRGROUNDS
JANUARY 4-6, 2011

To insure that Great Lakes Events accepts and delivers your freight please adhere to the Advance or Direct shipping instructions provided in this Exhibitor Manual.

COMPANY: _____ BOOTH #: _____

CONTACT: _____ PHONE #: _____

MATERIAL HANDLING RATES

For complete information, descriptions and rates, please refer to the Advance or Direct Shipment forms.
Please be aware of the Exhibitor move in and move out times and make note of any additional charges that may be applied for overtime.

SHIPPING ARRANGEMENTS

How to calculate your order:
When recording your weight, round up to the next 100 lbs.
Example: We will ship 265 lbs. (round up to 300 lbs.)
 $300 \text{ lbs.} \times \text{RATE per cwt.} = \$ \text{Dollars}$

ADVANCE SHIPMENTS:

We will ship _____ lbs. @ 42.00 per cwt. (100 lbs.)=\$ _____

DIRECT SHIPMENTS:

We will ship _____ lbs. @ \$0 per cwt. (100 lbs.)=\$ _____

**ALL SHIPMENTS ARE CHARGED A MINIMUM OF 200 LBS.
ALL MATERIAL HANDLING CHARGES MUST BE PREPAID**

We understand your calculation may only be an estimate. Invoicing will be done from the actual weight as listed on the inbound bills of lading. Adjustments will be made accordingly. If you have any questions about material handling, please contact our Exhibitor Services Department

Material Handling Total = \$ _____ Non-Taxable Service
Please enter total on Order Forms Recap Sheet

MATERIAL HANDLING ORDERS

Great Lakes Events LLC
100 Bickford Street Rochester, New York 14606
Phone: 585-458-2200 Fax: 585-458-5087

KEYSTONE FARM SHOW
YORK FAIRGROUNDS
JANUARY 4-6, 2011

ADVANCE WAREHOUSE MATERIAL HANDLING SERVICES

RATES INCLUDE THE FOLLOWING:

- ◆ Unloading of crated material (uncrated materials will not be accepted at the warehouse)
- ◆ Storage at warehouse for up to 30 days
- ◆ Delivery to your booth at show site
- ◆ Storage and return of empty containers
- ◆ Reloading of material on to your carrier at the close of the show

ADVANCE WAREHOUSE SHIPPING INSTRUCTIONS

- ◆ Be advised that any shipments sent to the advance warehouse after the deadline of **DECEMBER 21, 2010** between the hours of 8:00 AM & 4:30 PM Monday – Friday (Straight Time). No shipments will be accepted on weekends or holidays.
- ◆ **Mandatory Documentation:** Shipments received without receipts, freight bills or specified unit counts on the receipts or freight bills, such as UPS, DHL and FedEx, will be delivered to the exhibitor's booth without guarantee of the piece count or condition. Great Lakes Events will assume no liability for such shipments.
- ◆ **Insurance:** Be sure your materials are insured from the time they leave your company until they are returned after the show. It is suggested that exhibitors arrange all risk coverage, "riders" to existing policies can usually do this. Great Lakes Events is not responsible for the security of items after they are delivered to each booth or until they are picked up at each booth for reloading at the close of the show. Please take all necessary precautions.

ADVANCE WAREHOUSE SHIPPING INFORMATION

LABEL EACH CRATE OR PACKAGE AS FOLLOWS:

TO: (EXHIBITING COMPANY NAME & BOOTH NUMBER)
FOR: KEYSTONE FARM SHOW
C/O GREAT LAKES EVENTS
100 BICKFORD STREET
ROCHESTER, NEW YORK 14606
585-458-2200

ADVANCE WAREHOUSE RATES ALL SHIPMENTS ARE CHARGED A MINIMUM OF 200 LBS.

ADVANCE CRATED SHIPMENT: Arriving on or before deadline date. Each shipment is considered separately. No cumulative weights will be allowed.

Rate: \$ 42.00 per cwt.(100lbs.)
Minimum charge of 200 lbs. totaling \$84.00

ADVANCE CRATED SHIPMENTS ARRIVING AFTER DEADLINE: Advance rate plus additional \$5.00 per cwt.

FREIGHT LOADING /UNLOADING ON OVERTIME HOURS: Advance rate plus additional \$7.50 per cwt.
Overtime includes Monday – Friday 4:30 P.M. and beyond, Saturday, Sunday, Holidays

FREIGHT ARRIVING AT THE WAREHOUSE AFTER THE SHOW OPENS: Advance rate plus additional \$7.00 per cwt.

FREIGHT SHIPPED BACK TO WAREHOUSE UPON SHOW CLOSING: \$50.00 per cwt. (minimum \$100.00)

Place order on Material Handling Order Form

ADVANCE SHIPMENTS

*Great Lakes Events LLC
100 Bickford Street Rochester, New York 14606
Phone: 585-458-2200 Fax: 585-458-5087*

*KEYSTONE FARM SHOW
YORK FAIRGROUNDS
JANUARY 4-6, 2011*

PLEASE AFFIX THESE LABELS TO ALL ITEMS BEING SENT TO THE ADVANCE WAREHOUSE

ADVANCE SHIPPING LABELS

TO:

BOOTH:

FOR:

**KEYSTONE FARM SHOW
GREAT LAKES EVENTS
100 BICKFORD STREET
ROCHESTER, NY 14606**

**SHIPMENTS MUST ARRIVE
ON OR BEFORE
DECEMBER 21, 2010**

TO:

BOOTH:

FOR:

**KEYSTONE FARM SHOW
GREAT LAKES EVENTS
100 BICKFORD STREET
ROCHESTER, NY 14606**

**SHIPMENTS MUST ARRIVE
ON OR BEFORE
DECEMBER 21, 2010**

TO:

BOOTH:

FOR:

**KEYSTONE FARM SHOW
GREAT LAKES EVENTS
100 BICKFORD STREET
ROCHESTER, NY 14606**

**SHIPMENTS MUST ARRIVE
ON OR BEFORE
DECEMBER 21, 2010**

TO:

BOOTH:

FOR:

**KEYSTONE FARM SHOW
GREAT LAKES EVENTS
100 BICKFORD STREET
ROCHESTER, NY 14606**

**SHIPMENTS MUST ARRIVE
ON OR BEFORE
DECEMBER 21, 2010**

Great Lakes Events LLC
100 Bickford Street Rochester, New York 14606
Phone: 585-458-2200 Fax: 585-458-5087

KEYSTONE FARM SHOW
YORK FAIRGROUNDS
JANUARY 4-6, 2011

DIRECT MATERIAL HANDLING SERVICES

RATES INCLUDE THE FOLLOWING:

- ◆ Unloading of material at convention facility and delivery to your booth
- ◆ Storage and return of empty containers at the close of the show. Due to Fire Marshall Regulations, empties may be stored outdoors.
- ◆ Reloading of material on to your carrier at the close of the show

DIRECT SHIPPING INSTRUCTIONS

- ◆ Shipments will only be received during the move in period, **JANUARY 3, 2011**. As an exhibitor it is your responsibility to instruct your carrier of the proper date for direct deliveries to the convention facility. Any shipments arriving prior to the first day of move in will be refused and returned to the local trucking terminal.
- ◆ **Mandatory Documentation:** Shipments received without receipts, freight bills or specified unit counts on the receipts or freight bills, such as UPS, DHL and FedEx, will be delivered to the exhibitor's booth without guarantee of the piece count or condition. Great Lakes Events will assume no liability for such shipments. Weight tickets or bills of lading indicating weight must accompany all freight. Failure to have proper weight certification will delay unloading. Great Lakes Events reserves the right to estimate the weight of a shipment if no certification is presented upon the time of delivery. Invoicing will be based upon this estimate. The appropriate paperwork must be presented to GLE before the close of the show or the estimate will serve as the billing weight. The driver's signature on the show site receiving reports will verify the total piece count and weight.
- ◆ **Insurance:** Be sure your materials are insured from the time they leave your company until they are returned after the show. It is suggested that exhibitors arrange all risk coverage, "riders" to existing policies can usually do this. Great Lakes Events is not responsible for the security of items after they are delivered to each booth or until they are picked up at each booth for reloading at the close of the show. Please take all necessary precautions.

DIRECT SHIPPING INFORMATION

LABEL EACH CRATE OR PACKAGE AS FOLLOWS:

TO: (EXHIBITING COMPANY NAME & BOOTH NUMBER)
FOR: KEYSTONE FARM SHOW
GREAT LAKES EVENTS
C/O YORK FAIRGROUNDS
334 CARLISLE AVE
YORK, PA 17404

DIRECT SHIPPING RATES

Rate: NO CHARGE FOR DIRECT SHIPMENTS

DIRECT SHIPPING RATES

FREIGHT SHIPPED BACK TO WAREHOUSE UPON SHOW CLOSING: \$50.00 per cwt. (minimum of \$100.00)

Place order on Material Handling Order Form

DIRECT SHIPMENTS

Great Lakes Events LLC
100 Bickford Street Rochester, New York 14606
Phone: 585-458-2200 Fax: 585-458-5087

KEYSTONE FARM SHOW
YORK FAIRGROUNDS
JANUARY 4-6, 2011

PLEASE AFFIX THESE LABELS TO ALL ITEMS BEING SENT TO THE
YORK FAIRGROUNDS

TO:

BOOTH:

FOR:

KEYSTONE FARM SHOW
GREAT LAKES EVENTS
C/O YORK FAIRGROUNDS
334 CARLISLE AVE
YORK, PA 17404

DIRECT SHIPMENTS WILL ONLY BE
ACCEPTED DURING THE MOVE IN
JANUARY 3, 2011

TO:

BOOTH:

FOR:

KEYSTONE FARM SHOW
GREAT LAKES EVENTS
C/O YORK FAIRGROUNDS
334 CARLISLE AVE
YORK, PA 17404

DIRECT SHIPMENTS WILL ONLY BE
ACCEPTED DURING THE MOVE IN
JANUARY 3, 2011

TO:

BOOTH:

FOR:

KEYSTONE FARM SHOW
GREAT LAKES EVENTS
C/O YORK FAIRGROUNDS
334 CARLISLE AVE
YORK, PA 17404

DIRECT SHIPMENTS WILL ONLY BE
ACCEPTED DURING THE MOVE IN
JANUARY 3, 2011

TO:

BOOTH:

FOR:

KEYSTONE FARM SHOW
GREAT LAKES EVENTS
C/O YORK FAIRGROUNDS
334 CARLISLE AVE
YORK, PA 17404

DIRECT SHIPMENTS WILL ONLY BE
ACCEPTED DURING THE MOVE IN
JANUARY 3, 2011

DIRECT SHIPPING LABELS

Mail or Fax to:
Great Lakes Events LLC
100 Bickford Street Rochester, New York 14606
Phone: 585-458-2200 Fax: 585-458-5087

**Limits of Liability and
Responsibility for
Material and Labor**

The consignment or delivery of shipments to Great Lakes Events 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 below

INSURANCE

Great Lakes Events is not an insurer, the exhibitor should obtain insurance. It is suggested that exhibitors arrange all risk coverage. This can be done by endorsements to existing policies. Exhibitor's materials should be insured from the time they leave their firm until they are returned after the closing of the show. Please indicate in the space below what your Exhibition Booth Insurance plans are for this event:

**MANDATORY INSURANCE NOTIFICATION
PLEASE RETURN TO GREAT LAKES EVENTS**

COMPANY: _____ **CONTACT:** _____ **BOOTH #:** _____

SHOW NAME: KEYSTONE FARM SHOW

WE HAVE CHOSEN THE FOLLOWING AS OUR INSURANCE COVERAGE (CHOOSE ONE)

SELF – INSURED (INCLUDE COMPANY NAME) _____

OTHER (INCLUDE COMPANY NAME) _____

1. Great Lakes Events and its subcontractors shall not be responsible for damage or loss resulting from any act of the exhibitor or any shipper, including, but not limited to, improper packing or loading of materials, neglect to describe materials sufficiently, and neglect to mark materials properly.
2. Great Lakes Events and its subcontractors shall not be responsible for damage to/or loss of uncrated materials, or damage concealed from Great Lakes Events.
3. There may be a period of time between the delivery of the materials to the exhibitor's booth by Great Lakes Events and the arrival at the booth of a representative during which the materials will be left unattended. Great Lakes Events and its subcontractors shall not be responsible for loss, theft, or disappearance of exhibitor's materials during this period or at any time following delivery to exhibitor's booth.
4. Likewise, there may be a period of time between the packing of materials and pick-up by Great Lakes Events during which the materials will be left unattended. Great Lakes Events and its subcontractors shall not be responsible for loss, theft, damage or disappearance of materials during this period or at any time prior to reloading after the show. Bills of lading covering outgoing shipments, which are furnished by Great Lakes Events to exhibitors, will be checked at time of actual pick-up from the booth and corrections will be made where discrepancies occur.
5. Empty labels will be available at the Great Lakes Events Service Center. It is the responsibility of the exhibitor or his representative to affix these labels to each empty container. All previous labels should be removed or obliterated. Great Lakes Events assumes no responsibility for the following: Not following procedures above, removal of empties with old labels and without Great Lakes Events labels, improper information on empty labels, the security of empties while in storage, the condition of empties upon return, materials stored in containers with empty labels, or damage to containers stored outside due to inclement weather.
6. Great Lakes Events and exhibitors subcontractors shall not be responsible for damage caused by inclement weather to storage crates that are stored outside.
7. Claims for loss or damage, while on premises, must be reported immediately to Great Lakes Events. An incident report must be completed and submitted to your insurance company or Great Lakes Events within 24 hours. No claim or dispute will be accepted any later than 30 days after such claim or dispute arises. No suit or action shall be brought against Great Lakes Events or its subcontractors more than one year after the accrual of the cause of action.
8. Great Lakes Events and its subcontractors 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 those materials. The liability of Great Lakes Events and its subcontractors shall be limited to their negligence in the actual physical handling of the materials in its shipments. If the exhibitor and/or representative is supervising the handling and/or spotting of exhibit, machinery or display, the exhibitor and/or representative will assume responsibility.
9. In the event that Great Lakes Events or its subcontractors are liable for negligence, any recovery against Great Lakes Events shall be limited to the physical loss of or damage to the specific article which is lost or damaged, and in any event, the maximum liability of Great Lakes Events or its subcontractors shall be limited to \$.30 per pound per article with a maximum liability of \$50.00 per item, or \$1000.00 per shipment, whichever is less, unless the exhibitor or other shipper discloses or declares that the goods have a greater value.

LIMITS OF LIABILITY

Mail or Fax to:
Great Lakes Events LLC
100 Bickford Street Rochester, New York 14606
Phone: 585-458-2200 Fax: 585-458-5087

**Limits of Liability and
Responsibility for
Material and Labor**

Continued....

10. Great Lakes Events and its subcontractors shall not be liable for damage to or loss of materials of unusual or special value unless their true character and value is stated at the time of the shipment.
11. The provisions limiting the liability of Great Lakes Events and its subcontractors shall be fully severable, and if any such provision shall be unenforceable under the laws of any jurisdiction, that provision shall be considered deleted, without affecting any other provision of this section, and in its place shall be submitted a provision as alike as possible in tenor and effect as shall be enforceable.
12. Great Lakes Events and its subcontractors shall not be responsible for any loss, damage, or delay due to thievery, defective equipment, breakage, leakage, dangers of the sea or lake, weather, fire, Acts of God, acts of a public enemy, acts or mandates of a public authority, the inherent nature or propensities of any material to be handled, strikes, lockout or work stoppages of any kind, delay caused in transportation or delivery other than delay caused by the negligence of Great Lakes Events or its subcontractors, or to any other cause beyond the control of Great Lakes Events or its subcontractors.
13. In the event that the carrier, designated by the EXHIBITOR, does not pick up materials within the allotted time, Great Lakes Events will have the authority to reroute the exhibitor's materials onto the house carrier. Great Lakes Events will not be responsible for any loss from such rerouting and/or handling. Great Lakes Events will not be held liable for any failure to provide these terms and conditions to the exhibitor and/or representative.
14. If a dispute between Great Lakes Events and the exhibitor occurs, and is relative to a loss, damage, or claim, the exhibitor shall not withhold any payment for any services provided by Great Lakes Events. All claims against Great Lakes Events will be considered a separate instance, and shall be resolved on its own.
15. If Great Lakes Events is found liable for any loss or damage, the maximum liability to an exhibitor's materials is limited to repairing or replacing, with relative likeness and quality. The dollar amount will be limited to the amount paid by the exhibitor to Great Lakes Events for material handling services.
16. Great Lakes Events and its subcontractors shall not be responsible for loss, delay or damage due to strikes, lockouts or work stoppages of any kind.
17. Great Lakes Events and its subcontractors shall not be responsible for loss, injury or damage caused by tradesmen or equipment furnished by Great Lakes Events or its subcontractors except when such tradesmen are working or operating equipment under the direct supervision of a supervisor designated by Great Lakes Events.
18. Great Lakes Events and its subcontractors 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, injury or damage to an exhibitor's materials or exhibitor personnel which may make it impossible or impractical to exhibit the exhibitor's materials.
19. Claims for loss, injury or damage which are not submitted to Great Lakes Events within thirty (30) days of the close of the show on which loss, injury or damage occurred shall be considered waived. No suit or action shall be brought against Great Lakes Events or its subcontractors more than one year after the accrual of the cause of action therefore.
20. Great Lakes Events and its subcontractors shall not be responsible for improper packing of exhibitor material and its products or incorrect labeling if working under the supervision of the exhibitor.
21. Great Lakes Events and its subcontractors shall not be responsible for improperly packed or concealed damages to exhibits.
22. The placing of an order for the services of tradesmen and the use of equipment by an exhibitor or any agent of the exhibitor shall be construed as an acceptance by such exhibitor or agent of the terms and conditions set forth in numbers 16 through 21 above.

IMPORTANT SHOW CLOSING GUIDELINES

Carefully read the following move out procedures to allow for an organized and safe move out.

- ◆ Empty containers will be returned after show closing. Please allow ample time for this to be done.
- ◆ It is the Exhibitor's responsibility to arrange for shipment of outbound freight from the show. Please notify your carrier of the designated carrier check in date and time.
- ◆ A bill of lading must be filled out and returned to the Great Lakes Events Exhibitor Service Desk for all shipments leaving the facility (including UPS and FedEx). Be sure to fill out one per destination.
- ◆ Be sure all outbound freight is clearly labeled. Complimentary shipping labels are available at the Great Lakes Events Service Desk. Any materials being shipped out FedEx, UPS or DHL must have the appropriate shipping labels, these will not be provided for you.
- ◆ All exhibitors must settle their account with Great Lakes Events before receiving a bill of lading.
- ◆ Great Lakes Transportation has been chosen as the recommended carrier of outbound freight for this show. A representative will be on-site to answer questions and arrange shipments.
- ◆ In the event that your carrier fails to check in by the designated deadline (JANUARY 6, 2011 AT 6:00PM) Great Lakes Events reserves the right to reroute your shipment via Great Lakes Transportation. Please note: After the deadline Great Lakes Events assumes responsibility for these shipments and the exhibitor assumes the responsibility for the shipping charges.
- ◆ Great Lakes Events strongly recommends that you stay with your materials until they are loaded onto your designated outbound carrier. Great Lakes Events is not responsible for any materials left unattended in your booth. Please take all necessary precautions when possible.

YOUR COOPERATION DURING MOVE OUT IS GREATLY APPRECIATED