

# QUICK REFERENCE



## Mark Your Calendar!

<b>Monday, October 16, 2023</b>	<b>FIRST DAY ADVANCE WAREHOUSE RECEIVING</b> The advance warehouse will begin accepting freight on this date. <b>Warehouse receiving is M-F 8:00 AM – 4:00 PM.</b>
<b>Monday, October 23, 2023</b>	<b>ADVANCE ORDER DISCOUNT DEADLINE</b> Forms must be received by Viper with Full Payment and artwork for modular rentals is due. No refunds for cancellations are provided after this date.
<b>Friday, November 3, 2023</b>	<b>LATE TO WAREHOUSE</b> Advance Warehouse must receive your freight by EOD on 11/3/23 to avoid late charges.
<b>Friday, November 10, 2023</b>	<b>LAST DAY OF ADVANCE WAREHOUSE RECEIVING</b> Last day Advance Warehouse will accept exhibit material. (You will be charged a late fee but your freight will be in your booth at the start of exhibitor move-in!)
<b>November 13-15, 2023</b>	<b>SHOW SITE DELIVERIES</b> <b>Begin Monday, November 13<sup>th</sup></b> All other show site shipments are to be delivered during open move-in hours only. Shipments sent before/after are at risk of being refused, or additional charges by the convention center and Viper will apply.

## Your Show Outline

<b>Move-In/Installation</b>	Monday, November 13, 2023	<b>Open Move-in:</b> 6:30 AM – 4:00 PM
	Tuesday, November 14, 2023	<b>Open Move-in:</b> 6:30 AM – 4:00 PM
	Wednesday, November 15, 2023	<b>Open Move-in:</b> 6:30 AM – 4:00 PM
<b>Exhibit Hours</b>	Thursday, November 16, 2023	NOON – 9:00 PM
	Friday, November 17, 2023	NOON – 9:00 PM
	Saturday, November 18, 2023	10:00 AM – 9:00 PM
	Sunday, November 19, 2023	10:00 AM – 6:00 PM
	<b>Move-Out/Teardown</b>	Sunday, November 19, 2023
	Monday, November 20, 2023	8:00 AM – 5:00 PM

**ALL CARRIERS MUST BE CHECKED IN NO LATER THAN 9 PM on 11/19 OR 3 PM on 11/20 at the Charlotte Convention Center**

MATERIAL HANDLING RATES	ADVANCE WAREHOUSE	SHOW SITE FACILITY	OUTBOUND SHIPPING INFO
<b>ADVANCED (2 CWT MIN)</b> \$67.45 Common Carrier* \$87.67 Specialized Carrier*  <b>SHOWSITE (2 CWT MIN)</b> \$69.75 Common Carrier* \$79.20 Specialized Carrier* \$107.00 Stacked/Mixed*  *Per CWT *Certified Weight Tickets are required for all shipments	<b>Charlotte Auto Show 2023</b> Viper Tradeshow Services 2205 B Distribution Ctr Dr Charlotte, NC 28269	<b>Charlotte Auto Show 2023</b> Charlotte Convention Center c/o Viper Tradeshow Services 501 South College Street Charlotte, NC 28202 <b>NO Marshalling Yard in 2023:</b> Carriers must report directly to the freight desk @ CCC	Freight loaded out on Sunday, November 20 <sup>th</sup> or any outbound BOL's turned in after 3:00 PM on Monday, November 20 <sup>th</sup> will incur OT charges. NOTE: Monday, November 20 <sup>th</sup> freight is loaded out on a first come, first serve basis. ST is not guaranteed & complete shipments must be loaded by 4:30 PM otherwise OT charges will be incurred.

Be sure to include Company Name and Booth Number on your freight. Weight tickets are required upon delivery of freight.

## Items That Come Standard In Your Booth For This Show Are:

The 10' x 10' Booths come with 8' back drape, 3' side drape, grey booth carpet and (1) ID Sign. Wall to wall carpeting for all manufacturers will be provided by the association.

Viper Show Coordinator: Sam Jacobs | p: 847.426.3100 | f: 847.426.3111 | [sjacobs@vipertradeshow.com](mailto:sjacobs@vipertradeshow.com)

Show Management Contact: p: 704.364.1078 | f: 704.364.6941 | [info@charlotteautoshow.com](mailto:info@charlotteautoshow.com)

## SHOW SITE TIPS

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**Labor:** You will appreciate knowing that Viper Tradeshow Services offers qualified, experienced labor for the installation and dismantle of your exhibit. If we can be of service to you and your exhibiting company, please contact our Corporate Office at (847) 426-3100 or email Sam Jacobs ([sjacobs@vipertradeshow.com](mailto:sjacobs@vipertradeshow.com)).

Exhibitors who choose to use an Independent Display House to supply your labor must return the Exhibitor Appointed Contractor Forms (located in the Viper Tradeshow Services Order Form portion of this exhibitor manual) and an original Certificate of Insurance. These (3) items must be completed and returned to Viper Tradeshow Services by Monday, October 23, 2023. No extensions or exceptions will be granted after the published deadline. Failure to provide Viper Tradeshow Services with the items listed above will result in said firms being required to hire installation & dismantle labor from Viper Tradeshow Services.

**Forklift:** Before placing your forklift order service, please contact your labor provider to check your anticipated needs for additional forklift services. If a forklift is needed to assist in the installation of Display Headers, Tower Headers or placement of any items over an 8-foot reach may require a Four Stage Forklift (Quad Lift) and/or man cage. Also understand that these services incur additional costs and are only available on a limited basis, please order accordingly.

**Shipping:** If you are using a van line or specialized carrier to handle your freight shipment, please make sure they supply Viper Tradeshow Services with certified weight tickets for each truck. If you are paying an increased weight to get a substantial discount on transportation but the weight bill does not show actual weight, you will be billed for the weight given on the certified weight ticket and freight bill. Have your freight carrier show actual weights. Any freight loaded out on Sunday, November 19, 2023, and any freight bills that are not returned to Viper Tradeshow Services Service Desk for load out before Monday, November 20, 2023 at 3:00PM will be charged a 35% overtime charge. Freight bills cannot be returned to the service desk before freight is packed and ready to be loaded out.

**Invoice:** As always, you may request a copy of your invoice at any time during set up, during show hours, and during move out to track your balance due. Final invoices are usually ready within 3 days from close of the show. Any questions or disputes must be made immediately upon receipt of invoice. If you have questions or a dispute with any portion of your invoice you must notify our office no later than 15 days after the date of the invoice.

Freight loaded out on Sunday, November 19<sup>th</sup> or any outbound BOL's turned in after 3:00 PM on Monday, November 20<sup>th</sup> will incur OT charges.

NOTE: Monday, November 20<sup>th</sup> freight is loaded out on a first come, first serve basis. Straight time is not guaranteed & complete shipments must be loaded by 4:30 PM otherwise OT charges will be incurred.

## MOVE OUT INFORMATION

This information will also be distributed before the start of the last day of show hours; however, we highly recommend reading these instructions carefully in order to know what to expect and plan in advance. Please share this information with your show site staff in advance of the show, along with any arrangements for shipping you may make.

Exhibit Hall Officially Closes:	<b>Sunday, November 19<sup>th</sup> at 6:00 PM</b>
Stored empty crates and containers returned:	<b>Sunday, November 19<sup>th</sup> by Midnight</b>
Labor Force: all exhibitors should have started dismantle by now: Exhibitors should have checked in at the Viper Service Desk for dismantle labor hired.	<b>Monday, November 20<sup>th</sup> by 8:00 AM</b>
Freight Force - deadline for carriers to check in:	<b>Monday, November 20<sup>th</sup> by 3:00 PM</b>

**All outbound shipments loading onto a contracted carrier or personally owned vehicle require a Viper Tradeshow Services Bill of Lading (BOL). Please follow these instructions.**

1. Pick up a Bill of Lading at the Viper Service Desk and completely fill out the gray shaded areas, making sure to write in your carrier name.
2. Call your common carrier or freight forwarder to make sure they are scheduled to arrive by **3:00 PM on Monday, November 20<sup>th</sup>**. We suggest telling them **by 2:00 PM**, giving them room to fail without failing you! Here is the address for your convenience:

**Charlotte Convention Center | 501 South College Street | Charlotte, NC 28202**

**Check in time is 8:00 AM on Monday, November 20, 2023**

3. For liability reasons, and ensuring exhibitor's freight is loaded properly, all carriers **MUST** check in at the Viper Service Desk and be able to request your shipment by booth and company name. Please be sure to instruct your carrier to do so.
4. **Do not leave any UPS or FedEx shipments in your booth assuming it will be picked up!** We need a Bill of Lading submitted for all items/freight left in your booth and material handling (drayage) must be paid in full.
5. Once you have packed up all your materials, please hand in your BOL to the Viper Service Desk. (Do not leave it in your booth.) We will sign it and give you a copy, keep a copy and give the driver a copy. Please note, material handling must be paid in full.

*\*In the event you fail to turn in your BOL or your carrier does not check in by the **3:00 PM on Monday, November 20<sup>th</sup>** deadline, your freight will be re-consigned to the house carrier, Viper Tradeshow Transportation. No liability will be assumed by Viper as a result of such rerouting or handling and exhibitor will be charged standard shipping rates of \$2.75/pound for shipments 1000 lbs. or more, \$3.25/pound for shipments 999 lbs. or less; with a **\$725.00 minimum**. Charges will be applied to the credit card on file. Any freight left on the floor without proper paperwork or return labels will be deemed as trash and will be discarded. \*AV equipment and computers hold very specific packaging instructions in order to be covered by insurance. Viper Tradeshow Services is not liable and does not cover any AV equipment or other alike equipment. The Exhibitor holds all responsibility for such and should carry coverage for their own AV and computer equipment.*

**Viper Transportation is the Official Carrier for this show.** If you would like Viper to be your carrier, simply complete and send us the shipping order form. Your BOL and labels will be delivered to your booth before the last days' exhibit hours.

If you decide to choose Viper as your carrier at show site, turn in the Viper Shipping Order Form provided to the Viper Service Desk by **5:00 PM on Sunday, November 19<sup>th</sup>** (1 hour before show closing) and we will write up your Bill of Lading and labels and deliver them to your booth. Once you are packed, sign the BOL and turn it in to the Service Desk, you will get a copy, we will keep a copy, and the driver will receive a copy. No worries about late carriers and writing numerous labels. Pack, turn in your BOL, and go!

PLEASE CONTACT YOUR SHOW COORDINATOR WITH ANY QUESTIONS OR COME TO THE VIPER SERVICE DESK ON SITE.

Sam Jacobs | 630.981.4692 | [sjacobs@vipertadeshow.com](mailto:sjacobs@vipertadeshow.com)

## TERMS AND DEFINITIONS:

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### IN ORDER TO RECEIVE A DISCOUNT:

Payment must accompany your advance order and be received prior to the early deadline date and with completed Payment Authorization Form. All payments to be in US currency.

### OUTSTANDING PAYMENTS:

Viper Tradeshow Services requires payment for all services upon presentation of an invoice statement at the exhibit site.

It is the responsibility of the Exhibitor to advise the Viper Tradeshow Services Service Center representative of any problems with any orders before the start of the show. No credits will be issued after the exhibition closing.

**Government Agencies please note:** If your firm or agency requires a purchase order be issued for any services rendered such purchase order must accompany the order forms.

All materials and equipment are on a rental basis, except where specifically identified as a sale, and remain the property of Viper Tradeshow Services.

Exhibitors with a history of delinquent payments and/or open balances will be required to settle their past due accounts and forward an advance deposit to cover the estimated costs of service and, if such deposit is not sufficient, will be required to settle their accounts prior to the close of the exhibition. Viper Tradeshow Services reserves the right to hold any exhibitor freight who has unpaid material handling fees. Such fees must be paid prior to the release of freight onsite.

Viper Tradeshow Services will accept payment by cash, company check, or Method of Payment for Visa, MasterCard or American Express. Viper Tradeshow Services reserves the right to check the credit available on any card presented. If the exhibitor fails to pay their invoice prior to the close of the show, the charges will automatically be applied to the credit card on file.

International Exhibitors will be required to settle their accounts in full prior to the close of the exhibition. Payments must be made in US Funds or by credit card, cash, check, or bank wire transfer, when previously arranged by Viper Tradeshow Services.

**Tax Exemption Status:** If you are exempt from payment of sales tax, we require you to forward an exemption certificate for the state in which the services are to be used. Resale certificates are not valid unless you are rebilling these charges to your customers. Payment for all labor, equipment, and services, whether ordered by the exhibitor, display builder, non-official contractor or other parties, shall be the responsibility of the exhibitor at the event.

**Insurance:** Be sure your materials are insured from the time they leave your firm until they are returned after the show. It is suggested that exhibitors arrange all-risk coverage. This can usually be done by "riders" to existing policies.

**Material Handling Form (MHA) aka Bill of Lading (BOL):** Your bill of lading must be turned in no later than the force times listed on the Quick Reference page. Each exhibitor is responsible for turning in a Bill of Lading to the Exhibitor Service desk after dismantling and completion of packing and labeling all boxes, crates, etc. The Bill of Lading is the official "permission" of the exhibitor allowing removal of freight from the booth to the carrier of choice (personal vehicle, truck, van line, airfreight, etc.) *Any unconsigned shipment left in the exhibit hall after dismantling hours will be shipped via the Official Show Carrier, Viper Transportation, at the expense of the exhibitor! Your bill of lading must be turned in no later than the force times listed on the Quick Reference Page.*

**Small Package Shipments:** Includes cartons received without documentation and delivered to the booth without guarantee of piece count and documentation, including but not limited to FedEx, UPS, Airborne, and DHL.

**"Hand Carry":** The ability for an exhibitor to "hand carry" their materials onto the exhibit hall without the use of wheels, including but not limited to, luggage carts, four wheel or two-wheel dollies, baggage carts.

**Cancellation of orders:** Exhibitor orders must be cancelled on or by the discount/cancellation deadline in order to receive a refund. Any orders cancelled after the deadline will be charged at full. Credits will not be given for orders cancelled after this deadline or at show site. This is void for any full show cancellations at which point Viper will communicate policy.

**Final Show Audit:** Viper Tradeshow Services reserves the right to perform a Final Audit of this event for up to 120 days after the move out date of the event. (Also, an end of the year review in December. If additional charges for any service, labor or equipment are found, it will be added to the Exhibitor's invoice and the credit card on file will be charged. A Final Audit Invoice with explanation of any additional charges will be sent to the Exhibitor. If Viper does not have payment information, the invoice sent to the Exhibitor will be due upon receipt.

# METHOD OF PAYMENT

**Exhibitor Information ALL ACCOUNTS MUST BE PAID IN FULL PRIOR TO SHOW OPEN**

Company Name: \_\_\_\_\_ Booth #: \_\_\_\_\_ Booth Size: \_\_\_\_\_  
 Street Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Contact: \_\_\_\_\_ Phone: \_\_\_\_\_  
 Fax #: \_\_\_\_\_ Email Address: \_\_\_\_\_  
 Show Site Contact: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

## Ways to Order:

Online via Credit Card | Login & Place Orders | <https://order.vipertradeshow.com>  
 Email: [sjacobs@vipertradeshow.com](mailto:sjacobs@vipertradeshow.com)  
 Fax: Send completed forms to 847.426.3111  
 Mail: Send completed forms to Viper Tradeshow Services – 2575 Northwest Parkway Elgin, IL 60124

## Payment Terms

Full payment is due upon receipt of invoice

Payment must be received prior to the discount deadline to receive the discounted rates

ACH or Wire Transfer payments need to be received prior to the show. A Method of Payment form must be submitted for final balances

## Viper Tradeshow Services Orders

Shipping (Viper Transportation):	\$
Material Handling Estimate:	\$
Floral/Booth Cleaning:	\$
Installation & Dismantle Labor:	\$
Standard Furniture & Accessories:	\$
Viper Custom Furnishings:	\$
Carpet & Padding:	\$
Modular Rental Displays:	\$

**Estimated Total Viper Tradeshow Services Orders: \$** \_\_\_\_\_  
*\*A receipt with actual totals will be emailed to contact on file.*

## Method of Payment / Credit Card Charges\*

**\*3.5% convenience fee will be applied | All state and local taxes apply.**

By submitting this payment form, you are authorizing to charge your credit card account for your advance orders, and any additional amounts incurred as a result of weight adjustments or show site orders placed by your representative; including labor, material handling and shipping.

**Please circle appropriate credit card:**    MasterCard    Visa    American Express

**Number:** \_\_\_\_\_

**Expiration Date:** \_\_\_\_\_ **CVV:** \_\_\_\_\_

**Cardholder Signature:** \_\_\_\_\_

**Name Printed:** \_\_\_\_\_

**Address (if different from above):** \_\_\_\_\_

Company Check # (Please note show name on check): \_\_\_\_\_ Date check mailed: \_\_\_\_\_



# VIPER TRANSPORTATION SHIPPING ORDER FORM

Viper offers door to door ground shipping (7-15 business days) anywhere in the contiguous United States regardless of destination, at a flat rate of \$3.25/lb. on shipments under 1,000 lbs. and \$2.75/lb. for shipments over 1,000 lbs. **Dimensional weight may apply** and a **\$725.00 minimum** applies for each shipment (destination/or leg). Canadian shipments are provided at a flat rate of \$4.25 for shipments under 1,000 lbs. and \$3.75 for shipments over 1,000 lbs.; a \$950.00 minimum applies. **Material Handling charges apply for all shipments. \*3.5% convenience fee, state & local taxes apply.**

**\*If expedited shipping is required, please contact Viper for a quote, 847.426.3100.**

## Inbound shipping from:

Company Name: \_\_\_\_\_ Booth #: \_\_\_\_\_

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

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

Contact: \_\_\_\_\_ Phone: \_\_\_\_\_

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

Requested Pickup Date/Time: \_\_\_\_\_

Is this a residence: YES NO Do you have a dock: YES NO

Is this a Round Trip shipment: YES NO (if return address is different than above, please provide address below)

Special Instructions (inside pickup, liftgate required, receiving hours, etc): \_\_\_\_\_

# of Pieces	Description of Package	Estimated Dims & Weight – INBOUND	Estimated Dims & Weight - OUTBOUND
	Crate (Wooden) Exhibit Material		
	Cardboard Carton		
	Fiber Case		
	Pallets		
	Carpets		
	Miscellaneous		

**Outbound Shipping:**  I only need outbound shipping (if this option is selected, please add your shipping address below)

Company Name: \_\_\_\_\_ Booth #: \_\_\_\_\_

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

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

Contact: \_\_\_\_\_ Phone: \_\_\_\_\_

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

Special Instructions (inside delivery, liftgate required, receiving hours, etc): \_\_\_\_\_

## Acceptance & Payment

I understand that in the absence of added protection and accompanying itemized valuation, the maximum liability for loss or damage is limited to \$50.00 per shipment or \$0.50 per pound, whichever is greater. I accept responsibility for coverage for my products during shipping, otherwise, I am purchasing only supplemental insurance (does not include AV or computer equipment) protection (up to \$5,000.00) at \$25.00 for every \$1,000.00 declared value.

**\*Please note Viper Tradeshows is not liable for shipping A/V & computer equipment\*.**

Insurance Cost \$ \_\_\_\_\_ (\$25/\$1000 value) Declared value \$ \_\_\_\_\_

I am **not** purchasing supplemental insurance protection: \_\_\_\_\_ (please sign or initial)

**\*AV equipment and computers hold very specific packaging instructions in order to be covered by insurance. Viper Tradeshow Services is not liable and does not cover any AV equipment or other alike equipment. The Exhibitor holds all responsibility for such and should carry coverage for their own AV and computer equipment\***

Signature to officially place this order and acceptance of terms: \_\_\_\_\_

## ADVANCE WAREHOUSE SHIPPING LABELS

For your convenience labels are provided below for advance warehouse delivery.

We encourage you to make copies and fill in your specific information and tape two labels on each piece of your freight.

SHIPPER INFORMATION	
FROM:	
ADVANCE WAREHOUSE DELIVERY INFORMATION	
TO (Exhibiting Co. Name): _____	BOOTH #: _____
<b>Charlotte Auto Show 2023</b> Viper Tradeshow Services 2205 B Distribution Ctr Dr Charlotte, NC 28269	<b>*Deliver by Friday, November 3<sup>rd</sup> to avoid late fees</b> <b>Weight ticket must be presented at the time of the delivery.</b>
PIECE: _____ OF _____	

# SHOW SITE SHIPPING LABELS

For your convenience labels are provided below for show site delivery.  
We encourage you to make copies and fill in your specific information and tape one on each piece of your freight.

SHIPPER INFORMATION	
FROM:	
SHOW-SITE DELIVERY INFORMATION	
TO (Exhibiting Co. Name): _____ BOOTH #: _____	
<b>Charlotte Auto Show 2023</b> Charlotte Convention Center c/o Viper Tradeshow Services 501 South College Street Charlotte, NC 28202	<b>*MUST DELIVER DURING PUBLISHED MOVE-IN ONLY</b> <b>Weight ticket must be presented at the time of the delivery.</b>
PIECE: _____ OF _____	



# MATERIAL HANDLING

ADVANCE WAREHOUSE	SHOWSITE
<b>Charlotte Auto Show 2023</b> Viper Tradeshow Services 2205 B Distribution Ctr Dr Charlotte, NC 28269 <b>Receiving Hours: Mon – Fri   8 AM – 4 PM</b>	<b>Charlotte Auto Show 2023</b> Charlotte Convention Center c/o Viper Tradeshow Services 501 South College Street Charlotte, NC 28202 <b>MUST DELIVER DURING PUBLISHED MOVE-IN ONLY</b>

**A 200-pound minimum (2 CWT) applies to every shipment, whether received at the Advance Warehouse or Show Site.**

- Rates for this show are on actual or dimensional weight, whichever is greater, for every hundred pounds (cwt or hundred-weight) rounded up to the nearest whole number.
- If a shipment is split up and pieces are delivered at different times, the minimum 2 CWT will apply every time freight is received.
- A weight ticket must be presented at the time of delivery. Post Show weight tickets will not be accepted. If a weight ticket is unavailable at the time of delivery and the freight needs to be weighed by Viper, special handling will be applied to the material handling.
- Rates below include receipt of your freight, delivery to the booth, storage and return of empty crates, and reloading. Additional charges may apply if your shipment does not arrive/depart during the designated move-in/move-out times.

### Calculate your CWT (hundred weight)

Estimated Weight of Shipment: \_\_\_\_\_ Pounds  
 Pounds Divided by 100, rounded up: \_\_\_\_\_ Your CWT (no less than 2)

### Advance Warehouse Deliveries

	RATE PER CWT
Boxed, crated, or skidded shipment via common carrier.....	\$67.45 / CWT
Boxed, crated, or skidded shipment via POV, or specialized carrier, FedEx, UPS, or USPS.....	\$87.70 / CWT
Common carrier shipment received late, after <b>11/3/2023</b> .....	\$91.05 / CWT
POV, specialized carrier, FedEx, UPS or USPS shipment received late.....	\$118.40 / CWT
Loose/uncrated or shipment requiring special and/or OT/DT handling (35% fee added to the above rates)	

Estimated CWT \_\_\_\_\_ x \_\_\_\_\_ (Rate listed above) = \_\_\_\_\_ Estimated Total

### Show Site Deliveries

	RATE PER CWT
Boxed, crated, or skidded shipment via common carrier.....	\$69.75 / CWT
Boxed, crated, or skidded shipment via POV, specialized carrier, SPC, Van Line, etc. ....	\$79.20 / CWT
Shipments requiring special handling (mixed, stacked, loose, etc) .....	\$107.00 / CWT

**ALL SHIPMENTS RECEIVED AND/OR LOADED OUT BEFORE 8 AM OR AFTER 4:30 PM IS OVERTIME AND 35% WILL APPLY**

Small Package shipments not exceeding **50 lbs.** per shipment (not per box) ..... **\$43.50**

Estimated CWT \_\_\_\_\_ x \_\_\_\_\_ (Rate listed above) = \_\_\_\_\_ Estimated Total

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



## EXAMPLE IMAGES OF SPECIAL HANDLING SHIPMENTS



# FREIGHT INFORMATION FORM

Please return this form to: Viper Tradeshow Services | 2575 Northwest Parkway | Elgin, Illinois 60124

Email: [sjacobs@vipertradeshow.com](mailto:sjacobs@vipertradeshow.com) | fax 847.426.3111 | phone 847.426.3100

The deadline for return of this form is Monday, October 23, 2023

Manufacturer \_\_\_\_\_

Third Party \_\_\_\_\_

Contact \_\_\_\_\_

Booth Number \_\_\_\_\_

Assigned Move-in \_\_\_\_\_

Viper Tradeshow Services is proud to be the service contractor for the 2023 Charlotte Auto Show. In this capacity, we will assist you in moving your freight into the Charlotte Convention Center as efficiently as possible. In an effort to ease congestion and make your move-in easier we suggest that you comply with your assigned move-in time. We ask that you begin installation once your freight arrives to your booth.

\_\_\_\_\_ I plan to ship my freight to the advance storage warehouse

\_\_\_\_\_ I plan to have my trucks available at the Convention Center at our assigned target time

\_\_\_\_\_ I plan to ship some of my freight to the warehouse and the rest to the show at targeted time

\_\_\_\_\_ Number of truck loads

Truck line bringing your freight \_\_\_\_\_

Estimated number of full trailer loads \_\_\_\_\_ 53' \_\_\_ or 48' \_\_\_

Largest piece (weight & dimensions) \_\_\_\_\_

Total weight of all shipments \_\_\_\_\_

What company will set-up your booth \_\_\_\_\_

If you are using a third party (not exhibiting company employees or Viper Tradeshow Services), you must return the Exhibitor Appointed Contactor Form (EAC) supplied in the Exhibitor Service Kit.

Reminder: Exhibitor Appointed Contractors must return a certificate of insurance to us before they can be allowed to work on the show floor.

Contact name of on-site supervisor \_\_\_\_\_

Cell phone number \_\_\_\_\_

Print/Type Name \_\_\_\_\_ Signature \_\_\_\_\_

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

Date \_\_\_\_\_

All orders are subject to the terms and conditions as outlined on the payment form.

# INBOUND SHIPPING INFORMATION

If using your own carrier, please fill out for all shipments that you will be sending into the show.

**A 200-pound minimum (2 CWT) applies to every shipment, whether received at the Advance Warehouse or Show Site. Some cost-saving tips are to have all freight delivered in a single shipment on an LTL freight carrier.**

## Shipment 1

Shipping to:  Advance Warehouse  Event Site

Carrier Name: \_\_\_\_\_ Total Pieces: \_\_\_\_\_ Weight: \_\_\_\_\_

Tracking Number(s): \_\_\_\_\_

Shipper: \_\_\_\_\_

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

Description of pieces: \_\_\_\_\_

## Shipment 2

Shipping to:  Advance Warehouse  Event Site

Carrier Name: \_\_\_\_\_ Total Pieces: \_\_\_\_\_ Weight: \_\_\_\_\_

Tracking Number(s): \_\_\_\_\_

Shipper: \_\_\_\_\_

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

Description of pieces: \_\_\_\_\_

## Shipment 3

Shipping to:  Advance Warehouse  Event Site

Carrier Name: \_\_\_\_\_ Total Pieces: \_\_\_\_\_ Weight: \_\_\_\_\_

Tracking Number(s): \_\_\_\_\_

Shipper: \_\_\_\_\_

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

Description of pieces: \_\_\_\_\_

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

# VTS MATERIAL HANDLING TERMS & CONDITIONS

Advance shipments will be accepted at the Viper Tradeshow Services warehouse and allowed up to 28 days free storage if delivered by the advance deadline receiving date listed below, and includes delivering freight direct to the exhibitor's booth storage of empties during the show, delivery of empties at the end of the show to an exhibitor's booth, and turning in Bill of Lading to the service desk and loading of materials onto outbound transportation carrier. Show Site shipments receive the same services except for warehouse storage.

## Special Handling 30% Surcharge

Special Handling rates shall be applied to the total standard charges, but are not limited to the following types of shipments. Multiple scenarios may incur multiple special handling charges.

<b>Moving Van Shipments</b>	Shipments delivered by a moving van or shipments by any vehicle which, because of the height, cannot be unloaded at the docks.
<b>Loose Freight</b>	Shipments packed in such a manner as to require special handling (i.e., loose display parts, loose carpet rolls unskidded, uncrated equipment, stacked freight, etc.) regardless of the kind of carrier or vehicle used, including small package shipments.
<b>Mixed/Undetermined Description</b>	Description of the shipment is such that the type of materials or equipment cannot be determined (i.e., 1 lot 20 assorted pieces, etc.) Including any mixed lot/multiple shipments that are delivered together.
<b>Must be Delivered by Hand</b>	Materials must be moved "by hand" to the booth due to facility situations beyond Viper Tradeshow Services' control (i.e., elevators, rooms forklifts cannot be used, etc.)
<b>Small Package Carriers (SPC)</b>	The use of small package carriers such as FedEx, UPS, DHL, etc. do not provide BOL and deliver large quantities on the dock requiring additional time to sort and identify.

## Overtime or Off Target 30% Surcharge

Shipments that qualify for overtime rates are any shipments unloaded or received at the warehouse/show site before 8 AM or after 4:30 PM on weekdays, anytime Saturday, Sunday or holidays or after ONE WEEK OUT. Additionally, when warehouse freight must be moved into the exhibit site on overtime, due to scheduling conflict beyond the control of Viper Tradeshow Services, or show move in or move out times are after 4:30 PM on weekdays, on Saturday, Sunday, or Holidays overtime charges will apply.

## Material Handling / Special Handling Definitions

**Material Handling:** Movement of goods. This includes receipt of your freight, delivery to the booth, storage and return of empty crates/boxes, and reloading.

**CWT:** 'Hundred weight' - a unit of measurement for weight, equal to 100 pounds.

**Storage Terms:** Exhibitors may hand deliver their own materials to the exhibit facility through the front doors. The use or rental of dollies, flat trucks or other mechanical equipment is not permitted. Viper Tradeshow Services must control access to the loading docks in order to provide a safe and orderly move-in/out. Material handling fees must be paid in full for any materials that require empty storage.

**Multiple Shipments:** Any shipments received from multiple locations or received at different times/dates are considered separate and will be assessed multiple Material Handling minimums. No cumulative weights will be allowed on minimums or split shipments.

**Ground Loading/Unloading:** Vehicles that are not dock height preventing the use of loading docks, such as U-hauls, flat bed double drop trailers, company vehicles with trailers that are not dock level, etc.

**Constricted Space Loading/Unloading:** Trailer loaded "high and tight" shipments that are not easily accessible. Freight is loaded to full car trailer – top to bottom, side to side.

**Designated Piece Loading/Unloading:** Drivers that require the crew to bring multiple pieces of the freight to the rear of the trailer to the next piece, having to remove freight from the trailer then reload to fit or the trailer must be loaded sequence to ensure all items fit.

**Stacked Shipments:** Shipments loaded in such a manner requiring multiple items to be removed to ground level for delivery to booth. Stacked or "cubed out" shipments, loose items placed on top of crates and/or pallets constitute special handling.

**Shipment Integrity:** Shipment integrity involves shipments on a carrier that are intermingled or delivered in such a manner additional labor is needed to sort through and separate the various shipments on a truck for delivery.

**Alternate Delivery Location:** Alternative delivery location refers to shipments that are delivered by a carrier that requires us to deliver shipments to different levels in the same building, or to other buildings in the same facility.

**Mixed Shipments:** Mixed shipments are defined as shipments of mixed crated and uncrated goods, where the percentage of uncrated is minimal and does not warrant the full uncrated rate for this shipment but does require special handling.

**"No Documentation":** Shipments arrive from a small package carrier (including, not limited to, FedEx, UPS, DHL) without an individual Bill of Lading or shipments without a certified weight ticket which requires additional time, labor and equipment to process.

**Difference Between Crated and Uncrated Shipments:** Crated shipments are those that are packed in any type of shipping container that can be unloaded at the dock with no additional handling required. Such containers include crates, fiber cases, cartons and properly packed skids. An uncrated shipment is material that is shipped loose or pad-wrapped and/or unskidded without proper lifting bars and hooks.

# VISQUEEN AND VACUUMING

\*Please contact your Viper Show Coordinator for a quote if you have specific cleaning requests.

**NOTE: All carpet provided by Viper Tradeshow Services will be vacuumed preshow daily. This service is for carpet not provided by Viper Tradeshow Services.**

## Vacuuming

Booth Size \_\_\_\_\_ x \$0.45 sq. ft Discount / \$0.55 Standard

Subtotal: \$ \_\_\_\_\_

Subtotal x Number of Days: \_\_\_\_\_ subtotal rate x 4 days \_\_\_\_\_

TOTAL: \$ \_\_\_\_\_

## Visqueen\*

Booth Size \_\_\_\_\_ x \$0.50 sq. ft Discount / \$0.75 Standard

TOTAL: \$ \_\_\_\_\_

***\*Visqueen is exclusive to Viper. The rate includes the labor to lay the visqueen.***

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

# DISPLAY LABOR (Installation & Dismantle) INFO

## Display Labor Hourly Rates

Straight Time (ST) | Monday – Friday: 8:00 am – 4:30 pm  
 Over Time (OT) | Monday – Friday before 8:00 am & after 4:30 pm  
 Double Time (DT) | Any time Saturday, Sunday & Holidays

### Exhibitor Supervised:

#### DISCOUNT

ST: \$64.85 per person, per hour  
 OT: \$97.28 per person, per hour  
 DT: \$129.70 per person, per hour

#### STANDARD

ST: \$97.28 per person, per hour  
 OT: \$145.92 per person, per hour  
 DT: \$194.56 per person, per hour

### Viper Supervised (35% supervision applied)\*\*:

#### DISCOUNT

ST: \$87.55 per person, per hour  
 OT: \$131.33 per person, per hour  
 DT: \$175.10 per person, per hour

#### STANDARD

ST: \$131.33 per person, per hour  
 OT: \$197.00 per person, per hour  
 DT: \$262.66 per person, per hour

## Labor Definitions

All labor is supervised by Viper Tradeshow Services and charged accordingly unless checked below. Viper will not be responsible for any damage or loss of materials during installation, dismantle, unpacking or packing. There is a 1 hour minimum per worker at 1-hour increments thereafter.

**Viper Tradeshow Services Supervised Labor:** Exhibits are set up prior to exhibitor’s arrival under the direction of Viper Tradeshow Services I&D Supervisors. The charge for this service is an additional 35% of the total installation labor bill. **Please provide complete booth plans, schematics, instructions and photos for this service along with inbound and outbound shipping information.**

**Exhibitor Supervised Labor:** Supervisor must check in at the Viper Tradeshow Services Center to pick up labor. Upon completion of work, supervisor must return to Viper Tradeshow Service Center to release labor. Start time guaranteed only where labor is requested for the start of the working day (8:00 am) unless the official set time begins later in the day.

Please provide supervisors name and cell number: \_\_\_\_\_

## Installation Calculation & Order **CIRCLE ONE: Exhibitor Supervision or Viper Supervision\*\***

1. Day/Time of set up: \_\_\_\_\_ Hourly Rate as noted above
2. Number of Laborers: \_\_\_\_\_ x number of people
3. Number of Hours: \_\_\_\_\_ x number of hours
4. TOTAL AMOUNT OF HOURS \_\_\_\_\_ x \_\_\_\_\_ (RATE) \$ \_\_\_\_\_

## Dismantle Calculation & Order **CIRCLE ONE: Exhibitor Supervision or Viper Supervision\*\***

1. Day/Time of set up: \_\_\_\_\_ Hourly Rate as noted above
2. Number of Laborers: \_\_\_\_\_ x number of people
3. Number of Hours: \_\_\_\_\_ x number of hours
4. TOTAL AMOUNT OF HOURS \_\_\_\_\_ x \_\_\_\_\_ (RATE) \$ \_\_\_\_\_

*Services cancelled within 21 days of move-in are charged at full value.*

*The time originally secured and processed preshow will not be adjusted if actual is less than ordered, please order labor accordingly.*

**\*\* IF ORDERING VIPER SUPERVISED LABOR – PLEASE COMPLETE THE FOLLOWING PAGE AND EMAIL TO YOUR SHOW COORDINATOR.**

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



# VIPER SUPERVISED LABOR INFORMATION FORM

**\*\*Please email this form to [sjacobs@vipertradeshow.com](mailto:sjacobs@vipertradeshow.com)**

Please confirm you have emailed your Exhibitor Service Coordinator complete booth plans, schematics, special instructions, and photos for this service: (circle one) YES NO

**\*\*If not, please email ASAP**

Whom may we contact if we have any questions or concerns during installation/dismantle of your booth?

NAME: \_\_\_\_\_ Phone: \_\_\_\_\_

**INBOUND SHIPPING INFORMATION:** (Please complete all areas). If you want Viper Transportation to ship your freight to the show, please also complete the Viper Shipping Order Form and Method of Payment Form found in the Kit.

Freight will be sent to: Warehouse: \_\_\_\_\_ Show Site: \_\_\_\_\_ Date Shipped: \_\_\_\_\_

Carrier: \_\_\_\_\_ Tracking #: \_\_\_\_\_

Total number of: Crates: \_\_\_\_\_ Cartons: \_\_\_\_\_ Fibercases: \_\_\_\_\_ Skids: \_\_\_\_\_

Do you want Viper to be your outbound carrier: YES\* NO

**\*Please complete the Viper Shipping Order Form and Method of Payment Form found in the Kit.**

**NOTE:** If you are not using Viper Transportation for outbound shipping, you are responsible for booking an outbound carrier to recover your freight during the published move-out. We do not call your carrier to confirm pick-up arrangements; if your carrier fails to recover your freight it will be re-consigned to the house carrier at freight force time indicated on the quick reference page. Please note we cannot supply pre-printed small package labels for FedEx, UPS, DHL and others alike – you must print those airbills.

## OUTBOUND SHIPPING INFORMATION:

 (Please complete all areas).

This information will be used to complete a pre-printed Bill of Lading (BOL) on your behalf at the close of the show.

**This info must be provided for a Viper Transportation shipment OR non-Viper Transportation shipment.**

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

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

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

Contact: \_\_\_\_\_ Phone: \_\_\_\_\_

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

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



# IN BOOTH FORKLIFT

If your exhibit includes large header signs, cantilever structures, heavy display and components or machinery which cannot be lifted in place by display laborers, you will require a forklift with operator in your booth for installation and removal. The forklift with operator cost is billed at hourly increments with a (1) hour minimum. If additional labor is required, prevailing labor charges will be assessed. It is important that an exhibit representative check-in at the service desk to pick up labor.

## Important Information

All exhibitors requesting labor must go to the Viper Tradeshow service desk to confirm labor requests. All labor and equipment requests should be confirmed prior to the first day of move-in. **Requested starting times cannot be guaranteed; however, every effort is made to meet all requests.** Viper Tradeshow Services reserves the right to dispatch all labor calls based upon availability of labor crews and the order that the requests are confirmed. Upon completion of work, an exhibitor representative must return to the Viper service desk to sign the completed work ticket and confirm accuracy of the work order. No adjustments will be made after the fact. Equipment and labor cancelled after the cancellation deadline will be charged in full.

The minimum charge for labor and equipment is (1) hour per worker and forklift. Equipment and labor thereafter is charged in (1/2) hour increments. Gratuities in any form, including but not limited to: cash, gifts or labor hours for work not actually performed are prohibited by Viper Tradeshow Services. Viper requires the highest standard of integrity from all employees. All rates are subject to change if necessitated by increased labor and material costs.

## In Booth Forklift Rates

**5,000 lb Forklift is included in the rates listed below.  
Includes (1) forklift with an operator**

If you require a larger forklift or a forklift with a cage, additional cost for the cage & extra labor will be added to your invoice. Please call / email Sam Jacobs ([sjacobs@vipertadeshow.com](mailto:sjacobs@vipertadeshow.com)) for pricing.

	ADVANCE RATES	STANDARD RATES
5000 lb. Forklift w/ Operator – STRAIGHT TIME (ST)	\$152.52 per hour	\$228.05 per hour
5000 lb. Forklift w/ Operator – OVERTIME (OT)	\$212.55 per hour	\$318.80 per hour
4 Stage Quad w/ Operator – STRAIGHT TIME (ST)	\$265.05 per hour	\$397.60 per hour
4 Stage Quad w/ Operator – OVERTIME (OT)	\$383.20 per hour	\$574.85 per hour
Fork with Cage Rental w/ Operator – STRAIGHT TIME (ST)	\$207.90 per hour	\$311.85 per hour
Fork with Cage Rental w/ Operator – OVERTIME (OT)	\$269.20 per hour	\$403.75 per hour

*Services cancelled after the discount/cancellation date are charged at full value.*

**The time originally secured and processed preshow will not be adjusted if actual is less than ordered, please order labor accordingly.**

## Please indicate service:

Uncrating  Unskidding  Positioning  Leveling  Dismantling  Recrating  Reskidding

### INSTALLATION:

Schedule Date: \_\_\_\_\_

Start Time: \_\_\_\_\_

End Time: \_\_\_\_\_

Number of Forklift(s): \_\_\_\_\_

### DISMANTLE:

Schedule Date: \_\_\_\_\_

Start Time: \_\_\_\_\_

End Time: \_\_\_\_\_

Number of Forklifts(s): \_\_\_\_\_

ESTIMATED COST: \_\_\_\_\_

ESTIMATED COST: \_\_\_\_\_

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

**\*Please complete and return both EAC forms\***

Viper Tradeshow Services, acting on behalf of all exhibitors and in the best interest of the exposition, has appointed Official Service Contractors to perform and provide necessary services and equipment.

Official Service Contractors are appointed to: ensure the orderly and efficient installation and removal of the overall exposition, assure the distribution of labor to all exhibitors according to need, provide sufficient labor to satisfy the requirements of the exhibitors, and for the exposition itself, see that proper type and limits of insurance are in force, and avoid any conflict with local union and/or exhibit hall regulations and requirements.

The Official Service Contractors will provide all usual trade show services, including labor. Exceptions are: the exhibitor may provide supervision; exhibitor may appoint an exhibit installation contractor or display builder.

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**Exhibitors may employ the service of independent contractors to install and dismantle their display, providing the exhibitor and the installation and dismantling contractor comply with the following requirements:**

1. Exhibitor must notify in writing to Viper Tradeshow Services the intention to utilize an independent contractor (EAC) no later than 14 days prior to the first move-in day, furnishing the name, address and telephone number of the firm.
2. Exhibitor shall provide evidence that the EAC has a proper certificate of insurance with a minimum of \$1,000,000 liability coverage, including property damage and Workers' Compensation naming Viper Tradeshow Services as additionally insured, to show managers and Viper Tradeshow Services at least 10 days before the show opening.
3. Exhibitor agrees that they are ultimately responsible for all services in connection with their exhibit, including freight, drayage, rentals and labor.
4. The EAC must have all business licenses, permits and Workers' Compensation insurance required by the state and city governments and the convention facility management prior to commencing work, and shall provide Show Management with evidence of compliance.
5. The EAC will provide Viper Tradeshow Services the number of on-site employees at the time of check-in and see that they have, and wear at all times necessary, identification badges as determined by Show Management.
6. The EAC shall be prepared to show evidence that it has valid authorization from the exhibitor for services. The EAC may not solicit business on the exhibit floor.
7. The EAC must confine its operations to the exhibit area of its clients. No service desk, storage areas or other work facilities will be located anywhere in the building. The show aisles and public spaces are not a part of the exhibitor's booth space.
8. The EAC shall provide, if requested, evidence to Viper Tradeshow Services that it possesses applicable and current labor contracts and must comply with all labor agreements and practices. The EAC must not commit or allow to be committed by persons in its employment any acts that could lead to work stoppages, strikes or labor problems.
9. The exposition floor, aisles, loading docks, service and storage areas will be under the control of the official service contractor, Viper Tradeshow Services. The exhibitor appointed contractor must coordinate all of its activities with Viper Tradeshow Services.
10. For services such as electrical, plumbing, telephone, cleaning and drayage, no contractor other than the official service contractor will be approved. This regulation is necessary because of licensing, insurance and work done on equipment and facilities owned by parties other than the exhibitor. Exhibitors shall provide only the material and equipment they own and is to be used in their exhibit space.

**I have read the Exhibitor Appointed Contractors section of this manual and understand the terms and conditions. I understand that all the contractors listed above must be approved by Viper Tradeshow Services. I understand it is my responsibility to see that each representative from any EAC for my company abides by the rules and regulations of the event. I also understand that any EAC listed above that is not approved by Viper Tradeshow Services will not be permitted on the floor.**

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

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

Signature: \_\_\_\_\_

# USE OF AN EAC NOTIFICATION

**\*Please complete and return both EAC forms\***

Please be sure to read the Official Services & Exhibitor Appointed Contractors (EAC) Guidelines. Exhibitors who plan to have an EAC unpack, install, assemble, dismantle and pack displays, equipment or materials must provide this form to Viper Tradeshow Services no later than 14 days before the start of the move-in and see that their EAC adheres to the guidelines outlined on the previous page.

**Notification of EAC:** To be received no later than 14 days in advance

**For Exhibitor (Company Name):**

**Show Name:**

Charlotte Auto Show 2023

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

**Name of Service Firm (EAC):** \_\_\_\_\_

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

**Telephone:** \_\_\_\_\_

**Fax:** \_\_\_\_\_

**Contact:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Show Site Contact (if different from above)** \_\_\_\_\_

**Cell Phone #:** \_\_\_\_\_

## EAC Instructions

1. Refer to the Official Service & Exhibitor Appointed Contractors Guidelines form in this kit for additional requirements.  
\*Before submitting service order forms (including this one). Preferably before the early registration deadline.
2. Provide Viper Tradeshow Services the names of all exhibiting companies for whom they have orders on  
\*To be received no later than 10 days before move-in.
3. Check in at the Viper Tradeshow Services Service Desk to proceed with work on the floor  
\*Upon arrival at show site.

**Viper Tradeshow Services reserves the right to refuse any Non-Official Service Contractor (EAC) access to the show floor if any of the above conditions are not met. If there is a problem providing the necessary information within the deadlines, Viper Tradeshow Services must be contacted in advance of the deadline.**

Charlotte Auto Show | November 16-19, 2023 | Charlotte Convention Center  
**\* Request for Pre-printed Bill of Lading (BOL) & Outbound Shipping Labels \***

In order to have a pre-printed bill of lading (BOL) + shipping labels created & delivered to your booth the morning of show close, we must receive this form Monday, October 23, 2023. Email this form to: [sjacobs@vipertradeshow.co](mailto:sjacobs@vipertradeshow.co)

Viper cannot supply shipping labels for any freight that is shipping via FedEx/ UPS/ DHL or others alike. The exhibiting company and/or EAC will need to supply these labels for their shipment. Any freight left on the show floor without a proper label and/or bill of lading (BOL), will be reconsigned to the house carrier, Viper Transportation, and the exhibitor will be responsible for shipping costs. Viper Transportation cannot guarantee delivery dates, nor compete with other shipping carrier's costs.

**Show Location**

**Charlotte Convention Center | 501 South College Street | Charlotte, NC 28202**

**\*\*Please make sure your Carrier checks-in (at the freight desk) NLT than 3:00 PM on Monday, November 20<sup>th</sup>**

**Exhibitor Information**

Company Name: \_\_\_\_\_ Booth #: \_\_\_\_\_

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

**Shipping Destination 1**

\*Please let us know how many shipping labels you will require: \_\_\_\_\_  
(Viper cannot supply shipping labels for any freight that is shipping via FedEx/ UPS/ DHL)

**OUTBOUND CARRIER:** \_\_\_\_\_

Delivering to (Company Name): \_\_\_\_\_

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

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

ATTN: \_\_\_\_\_ Phone: \_\_\_\_\_

**Shipping Destination 2**

\*Please let us know how many shipping labels you will require: \_\_\_\_\_  
(Viper cannot supply shipping labels for any freight that is shipping via FedEx/ UPS/ DHL)

**OUTBOUND CARRIER:** \_\_\_\_\_

Delivering to (Company Name): \_\_\_\_\_

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

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

ATTN: \_\_\_\_\_ Phone: \_\_\_\_\_

**Show Site Instructions:**

Once your shipment(s) is/are packed and ready to be picked up, **please return the outbound bill of lading (BOL) to the Viper service desk.** Verify the correct piece count, weight, and sign this legal document. Any shipments without paperwork turned in will be reconsigned onto the house carrier at the exhibitor's expense. Viper does not accept responsibility for any exhibitor property left on the show floor unattended at any time, for any reason. Do not leave the bill of lading (BOL) in your booth – you must bring to the Viper service desk. Thank you.

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

# STANDARD FURNITURE, ACCESSORIES & FLORAL

\*No credit will be given after close of event on items ordered but not received. Cancellation Policy: No refunds on orders cancelled after discount deadline.\*

## 30" Tall Tables

CIRCLE COLOR SELECTION BELOW



BLUE



RED



WHITE



GREEN



BLACK



UNSKIRTED

ITEM:

Qty: \_\_\_\_\_ 4' Table  
 Qty: \_\_\_\_\_ 6' Table  
 Qty: \_\_\_\_\_ 8' Table  
 Qty: \_\_\_\_\_ 4<sup>th</sup> Side Drape  
 Qty: \_\_\_\_\_ Undraped Table

DISCOUNT:

\$222.75  
 \$281.00  
 \$317.50  
 \$56.00  
 \$54.00 Less than list price above

STANDARD:

\$281.00  
 \$317.50  
 \$340.25  
 \$76.00

## 42" Tall Counters

CIRCLE COLOR SELECTION BELOW



BLUE



RED



WHITE



GREEN



BLACK



UNSKIRTED

ITEM:

Qty: \_\_\_\_\_ 4' Counter  
 Qty: \_\_\_\_\_ 6' Counter  
 Qty: \_\_\_\_\_ 8' Counter  
 Qty: \_\_\_\_\_ 4<sup>th</sup> Side Drape  
 Qty: \_\_\_\_\_ Undraped Counter

DISCOUNT:

\$270.25  
 \$328.25  
 \$363.00  
 \$68.00  
 \$54.00 Less than price list above

STANDARD:

\$328.25  
 \$363.00  
 \$465.50  
 \$88.00

## Accessories

ITEM:

Qty: \_\_\_\_\_ Wastebasket  
 Qty: \_\_\_\_\_ Tripod Easel  
 Qty: \_\_\_\_\_ Plastic Folding Chair  
 Qty: \_\_\_\_\_ 4' Single Tier Table Riser  
 Qty: \_\_\_\_\_ 6' Single Tier Table Riser  
 Qty: \_\_\_\_\_ 8' Single Tier Table Riser  
 Qty: \_\_\_\_\_ Bag Rack  
 Qty: \_\_\_\_\_ Rope & Stanchions, ea.  
 Qty: \_\_\_\_\_ 4' x 8' Poster Board

DISCOUNT:

\$50.00  
 \$89.75  
 \$91.50  
 \$142.00  
 \$179.50  
 \$216.75  
 \$145.25  
 \$210.75  
 \$431.00

STANDARD:

\$68.00  
 \$110.50  
 \$115.00  
 \$187.75  
 \$224.50  
 \$262.00  
 \$201.50  
 \$276.25  
 \$492.50

## Floral

### Fresh Floral Arrangements

Small Floral Arrangement: Qty: \_\_\_\_\_ \$249.75 Discount / \$324.75 Standard  
 Medium Floral Arrangement: Qty: \_\_\_\_\_ \$354.00 Discount / \$460.25 Standard  
 Large Floral Arrangement: Qty: \_\_\_\_\_ \$449.00 Discount / \$583.75 Standard

### Artificial Plants

2 Foot Green Plant Qty: \_\_\_\_\_ \$165.00 Discount / \$193.00 Standard  
 3 Foot Green Plant Qty: \_\_\_\_\_ \$193.00 Discount / \$230.00 Standard  
 4 Foot Green Plant Qty: \_\_\_\_\_ \$230.00 Discount / \$273.50 Standard  
 5 Foot Green Plant Qty: \_\_\_\_\_ \$273.50 Discount / \$328.25 Standard  
 6 Foot Green Plant Qty: \_\_\_\_\_ \$328.25 Discount / \$394.00 Standard

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

# CUSTOM FURNISHINGS

\*No credit will be given after close of event on items ordered but not received. Cancellation Policy: No refunds on orders cancelled after discount deadline.\*



Black Leather Sofa  
Qty: \_\_\_\_  
**\$1,061.50 Discount**  
**\$1,380.00 Standard**



Black Leather Loveseat  
Qty: \_\_\_\_  
**\$985.00 Discount**  
**\$1,280.50 Standard**



Black Leather Chair  
Qty: \_\_\_\_  
**\$830.50 Discount**  
**\$1,080.00 Standard**



Gray Sofa  
Qty: \_\_\_\_  
**\$857.00 Discount**  
**\$1,114.25 Standard**



Gray Loveseat  
Qty: \_\_\_\_  
**\$780.50 Discount**  
**\$1,014.75 Standard**



Gray Chair  
Qty: \_\_\_\_  
**\$704.00 Discount**  
**\$915.25 Standard**



Cocktail Table  
Qty: \_\_\_\_  
**\$473.00 Discount**  
**\$615.00 Standard**



End Table  
Qty: \_\_\_\_  
**\$421.25 Discount**  
**\$547.75 Standard**



Oak Desk  
Qty: \_\_\_\_  
**\$857.00 Discount**  
**\$1,114.25 Standard**



6' Conference Table  
Qty: \_\_\_\_  
**\$783.75 Discount**  
**\$1,019.00 Standard**



8' Conference Table  
Qty: \_\_\_\_  
**\$860.00 Discount**  
**\$1,118.00 Standard**



Black Leather Executive  
Qty: \_\_\_\_  
**\$549.50 Discount**  
**\$714.50 Standard**



Black Office Chair  
Qty: \_\_\_\_  
**\$447.75 Discount**  
**\$582.25 Standard**



Accordion Lit Stand  
Qty: \_\_\_\_  
**\$321.00 Discount**  
**\$417.50 Standard**



Coat Rack  
Qty: \_\_\_\_  
**\$116.50 Discount**  
**\$151.50 Standard**



Refrigerator  
Qty: \_\_\_\_  
**\$532.25 Discount**  
**\$692.00 Standard**



30" x 30" Table  
Qty: \_\_\_\_  
**\$371.25 Discount**  
**\$483.00 Standard**



Side Chair  
Qty: \_\_\_\_  
**\$140.25 Discount**  
**\$182.50 Standard**



Arm Chair  
Qty: \_\_\_\_  
**\$166.50 Discount**  
**\$216.50 Standard**



42" x 30" Bar Table  
Qty: \_\_\_\_  
**\$397.50 Discount**  
**\$516.75 Standard**



Euro Barstool  
Qty: \_\_\_\_  
**\$346.00 Discount**  
**\$450.00 Standard**



Gray Bar Stool  
Qty: \_\_\_\_  
**\$243.00 Discount**  
**\$316.00 Standard**

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

# TOWER & COUNTER ORDER FORM

DISCOUNT DEADLINE AND GRAPHIC SUBMISSION DEADLINE MONDAY,  
OCTOBER 23, 2023

LINE DRAWING AND GRAPHICS SUBMISSION INSTRUCTIONS  
WILL BE EMAILED ONCE THE ORDER IS PROCESSED

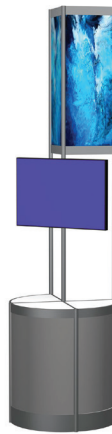
*Please circle lighting selection below.*

*Electricity for lights must be ordered through the Charlotte Convention Center*



**Tower 1 - \$2,142.00**

Footprint: 1M x 1M x 12'Tall  
WITH Lights / WITHOUT Lights



**Tower 2 - \$4,402.00**

Footprint: 1M x 1M x 12'Tall  
WITH Lights / WITHOUT Lights



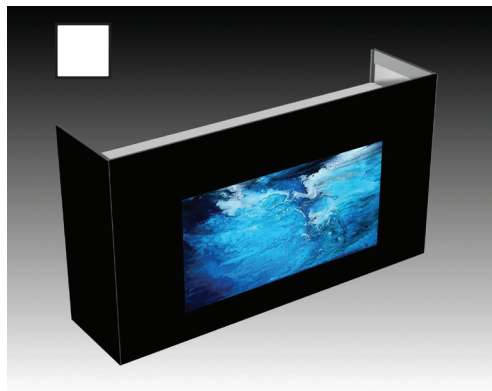
**Tower 3 - \$3,531.00**

Footprint: 1M x 1/2M x 12'Tall  
WITH Lights / WITHOUT Lights



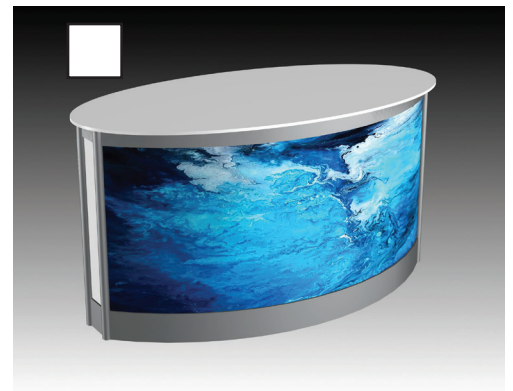
**Counter 1 - \$3,563.00**

Footprint: 9' x 3.5' x 42"



**Counter 2 - \$3,678.00**

Footprint: 2M x 1/2M



**Counter 3 - \$3,544.00**

Footprint: 2M x 1.5M



## Meeting/Conference Specialists

When you're searching for the best in audio visual needs for your event, look to Visual FX as your partner in success! We understand tradeshows and conferences and your need for quality products, attentive representatives, and superior services that reflect your vision.

No meeting is too large or small. At Visual FX, we have the staff necessary to partner in the production of your full scope convention visual and audio productions, or equipment available for simple rentals as you prefer. Our products are designed to present you and your company with a professional and confident look. Our design specialists are experienced in listening to your visions and ideas and transform them into reality.

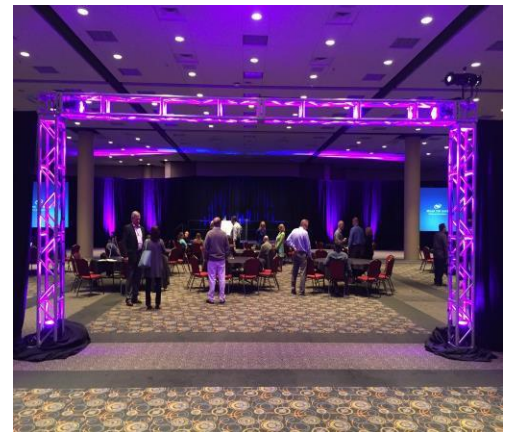
## Creative Solutions

Anyone can provide a backdrop for your speakers. Visual FX works with you to create an environment and experience that highlights your speakers and their message in the best possible light. You don't share the same message year after year, why should your general session look the same? How can Visual FX help you showcase your speakers with a fresh look and energy? Let us find out together!



## Products:

- Audio Sound Systems
- Microphones Wired/Wireless
- Video Projectors/Screens
- Video Monitors Rentals
- LCD Projector Packages
- Computers/ Laptops, Desktops
- Lighting/ Colored LED's, Stage Wash
- Scenic Stage Sets/ Velour Drape
- Audience Response Systems
- Printers/ Color & B/W, Radios



## Customer Service Commitment

Visual FX was created with customer service in mind. We pride ourselves in ensuring your event runs to your liking, and we settle for nothing less than total satisfaction. With all the facets of a convention you have to manage, and multitudes people to consider, we make it our goal to provide an AV collaboration that is friendly and professional, but most importantly thorough and seamless. We're committed to your success; so you create the vision and we will create the Visual FX!





2575 Northwest Parkway, Elgin IL 60124 Ph. 847.426.3100 Fx. 847.426.3111

## Exhibitor Order Form

Last updated [12/22]

Audio Equipment	Qty	Days	Daily Rate	Total
Wired Microphone			\$85.00	
Wireless Microphone- Handheld			\$195.00	
Wireless Microphone- Lavalier			\$195.00	
4-Channel Mixer			\$95.00	
8-Channel Mixer			\$160.00	
2 Powered Speakers w/ Stand			\$315.00	
XLR Cables (25ft)			\$35.00	
Video Equipment	Qty	Days	Daily Rate	Total
Micca Box			\$110.00	
19" Flat screen monitor			\$225.00	
23" Flat screen monitor			\$285.00	
32" LED monitor with table stand			\$405.00	
42" LED monitor with table stand			\$565.00	
50" LED monitor with table stand			\$680.00	
65" LED monitor with table stand			\$800.00	
LCD Data Projector 2500 Lumens			\$575.00	
LCD Data Projector 4000 Lumens			\$985.00	
Screens	Qty	Days	Daily Rate	Total
6' Tripod Screen			\$125.00	
8' Tripod Screen			\$145.00	
6' x 12' Fast-fold Screen			\$825.00	
7.6' x 14' Fast-fold Screen			\$1,350.00	
9' x 16' Fast-fold Screen			\$1,975.00	
Computer Systems	Qty	Days	Daily Rate	Total
Laptop Computer			\$320.00	
Wireless Mouse & Keyboard			\$80.00	
Mouse & Keyboard (wired)			\$70.00	
Ethernet Cables (25' to 50')			\$45.00	
VGA Cables (10ft)			\$35.00	
HDMI Cables (6ft)			\$40.00	
Multi-media Speakers			\$95.00	
Packages & Miscellaneous Accessories	Qty	Days	Daily Rate	Total
LCD Support Package (8ft easel screen, safelock table, advancer, cables)			\$210.00	
LCD Projector Package, 2500 Lumens			\$995.00	
HP Black & White Printer			\$250.00	
Whiteboard Package			\$95.00	
Flipchart Package w/Easel			\$50.00	
Flipchart Pad			\$25.00	
Black Velour Drape 16' high 10' Section			\$285.00	
Powerstrip			\$20.00	
Extension Cord 25'			\$30.00	
<b>***Prices are based on a daily rate.</b>				Equipment Total
				Delivery/Pickup
				\$130.00
				% sales tax
<b>**Cancellation fee, 100% within 14days of Show Date.</b>				Other fees
				<b>Grand Total</b>

Visual FX, Inc.  
2575 Northwest Parkway  
Elgin, IL 60124  
Phone 847.426.3100  
Email: [Rob@visualfxav.com](mailto:Rob@visualfxav.com)



## Exhibitor Information / Method of Payment

Show Name: \_\_\_\_\_  
Exhibitor: \_\_\_\_\_  
Booth Number: \_\_\_\_\_  
Contact Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
City, State, Zip: \_\_\_\_\_  
Phone Number: \_\_\_\_\_  
Fax: \_\_\_\_\_  
Email: \_\_\_\_\_  
  
Show Site Contact if Different Than Above: \_\_\_\_\_  
Cell Phone: \_\_\_\_\_

### For Use of an Exhibitor Appointed Contractor / Third Party

We understand and agree that we, the exhibiting firm, are ultimately responsible for payment of charges and agree to be bound by all terms and conditions as described in the Terms & Conditions section of this Service Kit. In the event that the named third party does not discharge payment of the invoice prior to the last day of the show, charges will revert back to the exhibiting company. All invoices are due and payable upon receipt, by either party.

Authorized Signature for Exhibiting Company \_\_\_\_\_

### Visual FX Orders

Audio Equipment	\$	_____
Video Equipment	\$	_____
Screens	\$	_____
Computer Systems	\$	_____
Miscellaneous Accessories	\$	_____
<b>Delivery/Pickup</b>	<b>\$130</b>	_____
<b>Total Visual FX Orders</b>	<b>\$</b>	_____

### Method of Payment / Credit Card Charges:

For your convenience, we will use this authorization to charge your credit card account for your advance orders and any additional amounts incurred as a result of show site orders placed by your representative.

*Please circle appropriate credit card*

*Please provide credit card number ~*

**MasterCard**   **Visa**   **American Express**   Number: \_\_\_\_\_  
Expiration Date: \_\_\_\_\_   Security Code: \_\_\_\_\_  
Cardholder's Signature: \_\_\_\_\_  
Name Printed: \_\_\_\_\_  
Address (if different than above) \_\_\_\_\_

**PLEASE IMPRINT YOUR CARD USING A PENCIL TO  
TRACE OVER THE NUMBERS**

**Company Check - Please note show name on check!**   Date check being mailed: \_\_\_\_\_

Email orders to: [rob@visualfxav.com](mailto:rob@visualfxav.com)

Mail to: 2575 Northwest Parkway, Elgin, IL 60124