



Shepard Exposition Services

2315 E Locust Court, Ontario, CA 91761

Customer Service Phone: (909) 212-7240

Customer Service Fax: (909) 218-8986

Customer Service Email: [losangeles@shepardes.com](mailto:losangeles@shepardes.com)

# SHOW INFORMATION

## Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

### BOOTH PACKAGE

Items provided in your booth, per exhibitor: 8' High backwall drape, 3' High sidewall drape  
7" x 44" Cardstock Identification Sign

Show drape color(s): Black  
Aisle carpet color: Facility is carpeted

### EXHIBIT SHOW SCHEDULE

General Exhibitor Move-in:	Wednesday, January 3, 2018	8:00 AM - 5:00 PM
	Thursday, January 4, 2018	8:00 AM - 12:00 PM
Exhibit Hours:	Thursday, January 4, 2018	12:30 PM - 4:30 PM
	Friday, January 5, 2018	12:30 PM - 3:30 PM
Exhibitor Move-out:	Friday, January 5, 2018	3:30 PM - 5:30 PM
Freight Re-route Time:	Friday, January 5, 2018	4:30 PM

### IMPORTANT DEADLINES

Exhibitor appointed contractor notification deadline: Thursday, December 7, 2017

Discount price deadline for standard Shepard orders: Thursday, December 14, 2017

Discount price deadline for custom Shepard rentals: Tuesday, December 5, 2017

First day for warehouse deliveries without a surcharge: Thursday, December 7, 2017

Last day for warehouse deliveries without a surcharge: Wednesday, December 27, 2017

Last day for warehouse deliveries: Monday, January 1, 2018  
*Date indicated is last day freight can arrive to advanced warehouse with guarantee of delivery to booth for exhibitor move-in.*

First day freight can arrive at show facility: Wednesday, January 3, 2018 at 8:00 AM

### SHIPPING ADDRESSES

#### Advance Shipments Address

[Exhibiting Co. Name & Booth Number]

Western Fairs Association Convention & Trade Show  
c/o Shepard Exposition Services  
2315 E Locust Court  
Ontario, CA 91761

#### Direct Shipments Address

c/o Shepard Exposition Services

[Exhibiting Co. Name & Booth Number]

Western Fairs Association Convention & Trade Show  
Marriott-Anaheim  
700 West Convention Way  
Anaheim, CA 92802

ALL UTILITY AND ANCILLARY FORMS SHOULD BE FAXED TO THE NUMBER INDICATED ON FORM. PLEASE DO NOT SEND UTILITY AND/OR ANCILLARY FORMS TO SHEPARD.



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# ONLINE ORDERING INSTRUCTIONS

Western Fairs Association Convention & Trade Show


January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

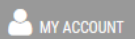
Event Code: C162200118


**\*\*\*ATTENTION EXHIBITORS\*\*\***

**ORDER NOW!** Follow these simple steps to order Shepard Services Online:

- GO TO:** [www.shepardes.com/intro.asp](http://www.shepardes.com/intro.asp)
- Click on [Western Fairs Association Convention & Trade Show](#)
- LOG IN** from the Show Information page.
- ENTER** your email address and password then click 
  - NEW users:** User name = Your Email Address (provided by Show Management)  
Password = WFA18
  - Previous users:** User name = Your Email Address  
Password = Your pre-existing password
- Don't remember your password? Click the link ["Forgot your password?"](#) and follow the prompts to have your password sent to the registered email address.
- Welcome to Shepard Online Ordering!

Some helpful tips:

Click on  to review and/or change your account information

Use the  button to add an item to your cart, BEFORE proceeding to the next screen.

To **NAVIGATE** to a specific page, use the menu headers at the top of the page.

To **VIEW** your shopping **CART**, click on 

To **DELETE** an item from your shopping cart, click  next to the item you wish to remove.

**QUESTIONS?** Do not hesitate to contact us for assistance!

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# PAYMENT AUTHORIZATION

## Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

**Discount Deadline: December 14, 2017**

Please complete the information requested below and return this form with your orders. You may choose to pay by credit card, check payable to Shepard Exposition Services, or bank wire transfer. However, we require your credit card authorization to be on file before we process your order(s) for service. We will use this authorization to charge your credit card account for any additional amounts incurred as a result of show site orders placed by your representative to include material handling charges for shipments received on your company's behalf and any unpaid balance due for Shepard services. Credits for services will be issued at show site only.

### WIRE TRANSFER

In order to accurately process the transfer of funds from your account, please complete the following information and fax it along with a copy of the wire receipt to the fax number printed on the header of this page. A \$50 service charge will be added for processing checks drawn on foreign banks. A \$25 service charge will be added for processing U.S. wire transfers. \$50 service charge for international wire transfers.

The following information must be included on the bank copy of the wire transfer confirmation:

Name of show that you are attending - **Western Fairs Association Convention & Trade Show**

Exhibiting company name

Booth number

Account Name: Shepard Exposition Services, Inc. Bank Name: PNC Bank N.A., Pittsburgh, PA 15219 USA

Routing Number: 041000124 Account Number: 42-6061-9772

SWIFT CODE (US): PNCCUS33 SWIFT CODE (INTL): PNCCUS33

If payment is not received by the date shown above, I hereby agree to have the balance owed to Shepard Exposition Services, Inc. charged to the credit card indicated in the next section.

**\*\* Please be sure to include the show name or show code and your booth # as well as the wire fee if you are sending a wire transfer, ACH payment, or check.**

### EXHIBITING COMPANY INFORMATION

Please fill out the following information:

COMPANY NAME: \_\_\_\_\_ BOOTH # \_\_\_\_\_

COMPANY ADDRESS: \_\_\_\_\_ PHONE: \_\_\_\_\_

CITY, ST, ZIP: \_\_\_\_\_ FAX: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_ EMAIL: \_\_\_\_\_

### CREDIT CARD INFORMATION

Type of Card:       Pay by Check\*  Pay by Wire\*

Credit Card #:                      Expiration Date:       
 Month Year

Billing Address: \_\_\_\_\_ Security Code:

City, ST, Zip: \_\_\_\_\_

Name on Card: \_\_\_\_\_

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

\*Please note: You may choose to pay by Check or Wire Transfer, though a credit card is required on file to process all orders.

\*\* Are you tax exempt for the state this event occurs in?  Yes  No

If you are tax exempt, you must provide a tax exemption certificate for the state in which the show is being held.

Please submit tax exemption certificate to: [losangeles@shepardes.com](mailto:losangeles@shepardes.com)



# SHEPARD TERMS & CONDITIONS

## Western Fairs Association Convention & Trade Show

### PAYMENT POLICY

**Show Site Orders:** Services ordered at show site will require full payment at the time the order is placed. Purchase orders may not be used in lieu of payment. Regular prices will apply to all show site orders. Floor orders are limited to availability.

**Third Party Orders:** If you contract your work to a display or exhibit house and require services from Shepard, the payment policy stated above applies. Please pass this information on to them. A Third Party Payment form must be completed and submitted three weeks prior to show opening.

**Invoices:** Prior to close of show, an invoice will be prepared and delivered to your booth for your review. Credits will be issued at show site only. If you have any questions or want to pay your invoice by check or cash, please see our customer service representatives at the service desk on site.

**Charges:** All charges, regardless of amount, must be paid in full by cash, check, or credit card. If credit card method is used, please ensure that the card limits are high enough to cover your expected charges.

**Past Due Accounts:** The buyer understands that there will be a 1 1/2% monthly (18% per year) finance charge on past due accounts and agrees to pay all costs incurred by Shepard Exposition Services while endeavoring to collect this account.

**Outbound Services:** All outbound services will be processed on your credit card. A copy of the receipt and invoice will be mailed within 10 days of the close of the show.

**International Customers:** International customers must pay for all services in U.S. funds. A \$50 service charge will be added for processing checks or wire transfers drawn on foreign banks.

**U.S. Wire Transfers:** A \$25 service charge will be added for processing U.S. wire transfers. Please complete the wire transfer portion of the Payment Authorization form. The credit card portion of the form must still be completed before your order will be processed.

**Tax Exempt Status:** If you are tax exempt in the state where the show is held, a copy of the certificate must accompany your order.

**Rental Responsibility:** All materials are on a rental basis and shall remain the property of Shepard. The customer shall be held financially responsible for any damage to Shepard equipment used by the customer.

**Price Quotes:** Prices quoted are for the duration of the show and include installation, rental, and removal except where indicated.

**Default Colors:** If skirting and carpet colors are not selected, show colors will prevail.

**Exchanges and Cancellations:** Onsite exchanges and cancellations in orders will be assessed a 100% pick-up fee.

### DEFINITIONS AND SHEPARD RESPONSIBILITIES

The name "Shepard" shall be construed within the meaning of this contract as Shepard Exposition Services, Inc. and its employees, officers, agents, and assigns including any subcontractors Shepard may appoint. The term "exhibitor" refers to any party who contracts for services with Shepard. Shepard shall be responsible only for those services which it directly provides, and hereby agrees to execute its contracted duties in good faith. Shepard assumes no responsibility for any person, parties, or other contracting firms not under Shepard's direct supervision and control. Shepard shall not be responsible for loss, delay, or damage due to strikes, lockouts, work stoppages, natural elements, vandalism, acts of God, civil disturbances, power failures, acts of terrorism or war, or any other causes beyond Shepard's reasonable control; or for ordinary wear and tear in the handling of materials. Due to the security and liability requirements, Shepard personnel will unload all vendor materials from the loading docks to the booths.

### INDEMNIFICATION

The exhibitor agrees to indemnify, forever hold harmless, and defend Shepard and its employees, officers and agents from and against any and all claims, causes of action, fines, penalties, damages, liabilities, judgments, and expenses on account of personal injury or death, damage to or loss of property or profits arising out of, or contributed to by any of the following: (1) exhibitor's negligent supervision of any labor secured through Shepard or the negligent supervision of such labor by any of the exhibitor's employees, agents, representative, invitees, and/or exhibitor appointed contractor (EAC); (2) exhibitor's negligence, willful misconduct, or deliberate act, or such actions of exhibitor's employees, agents, invitees, representatives, or EACs at the show to which this contract relates, including but not limited to the misuse, improper use, unauthorized alteration, or negligent handling of Shepard equipment; or (3) exhibitor's violation of Federal, State, or Local ordinance; or violation of show regulations and/or rules as published by the Facility and/or Show Management.

### CLAIM(S) FOR LOSS AND PAYMENT FOR SERVICES

Exhibitor agrees that any and all claims for loss or damage shall be submitted to Shepard prior to the conclusion of the show when the alleged loss or damage occurred prior to that time, and in all cases within 30 days of the conclusion of the show. For claim reporting purposes, the "conclusion" of the show shall be construed as the end of the day on which exhibitor must vacate the show site. All claims reported after the 30-day period will be rejected. In no event shall a suit or action be brought against Shepard more than one year after the date the loss or damage occurred. Payment for services may not be withheld. In the event of any dispute between Shepard and the exhibitor relative to any loss or damage claim, the exhibitor shall not be entitled to and shall not withhold payment for Shepard services as an offset against the amount of the alleged loss or damage. Any claim against Shepard shall be considered a separate transaction and shall be resolved on its own merit.

### SHEPARD'S LIMITS OF LIABILITY

If found liable for any loss or damage, Shepard's sole and maximum liability for loss or damage to exhibitor's materials will be limited to the repair or replacement with like kind and quantity, subject to a dollar amount not to exceed \$5.00 (five dollars) per pound based on the weight of the articles for which Shepard specifically acknowledges receipt in writing. Shepard shall in no event be liable for collateral, exemplary, indirect costs or damages, or loss of sales resulting from, or related to, a claim for loss of or damage to material.

### INBOUND AND OUTBOUND SHIPMENTS

Consistent with trade show industry practices, there may be a lapse of time between the delivery of shipment(s) to the booth and the arrival of the exhibitor or his representative. During such time, the materials will be left unattended. Shepard is not, and cannot be, responsible for loss, damage, theft, or disappearances of exhibitor's materials after same have been delivered to the exhibitor's booth. Similarly, there may be a lapse of time between the completion of packing and the actual pick up of exhibitor's materials from the booth for loading onto a carrier. During such time, the materials will be left unattended. Shepard shall not be responsible for loss, damage, theft, or disappearance of exhibitor's materials before same have been picked up for loading after the show. All materials will be checked at the booth at the time of loading using document(s) submitted by the exhibitor and notations of exceptions to conditions of materials or piece counts will be made on said document. Shepard assumes no responsibility for loss, damage, theft, or disappearance of exhibitor's materials after same have been delivered to exhibitor's appointed carrier or agent for transportation after the show. Shepard loads materials onto the carrier's truck under the supervision of the carrier driver who checks and signs for the materials. Shepard assumes no liability for any materials after the carrier assumes custody of materials. If exhibitor's designated carrier fails to show by the move out deadline after a show, Shepard shall have the authority to route exhibitor's shipment via an alternate carrier, or return shipment to a local warehouse for disposition at exhibitor's expense.

### CANCELLATIONS AND POSTPONEMENTS

In the event the exposition or event is cancelled or postponed, Shepard reserves the right to charge for services rendered in preparation of the event or exposition as well as non-refundable costs incurred by Shepard. Prior to any refunds being paid to exhibitors, these cancellation and/or postponement charges will be determined in good faith by Shepard and withheld from any amounts previously paid by Exhibitors to Shepard in proportion to receipts from all exhibitors with the excess being refunded. All orders cancelled by the exhibitor or due to their nonparticipation may be subject to cancellation fees equal to 50% - 100% of the total order, based upon the status of move-in, work performed and/or Shepard set-up costs or expenses.

### PACKAGING, CRATES, AND EMPTY CONTAINERS

Shepard shall not be responsible for surface damage to loose or uncrated materials, pad-wrapped, or shrink-wrapped materials. Shepard shall not be responsible for concealed damage, damage to carpets in bags or poly, or damage to materials improperly packed. Shepard shall not be responsible for crates and packaging unsuitable for handling, partially assembled, or having prior damage. Affixing "Empty" storage labels to containers is the sole responsibility of the exhibitor or his representative. All previous labels should be removed. Shepard assumes no responsibility for removal or misdelivery of containers with old labels or incorrect information on labels or for loss or damage to materials stored in containers labeled "empty."



# THIRD PARTY PAYMENT AUTHORIZATION

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## Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

**Discount Deadline: December 14, 2017**

**The following information must be completed and the form returned to Shepard by the deadline date.**

Both parties MUST sign this form indicating acceptance; otherwise, request will be denied.

When a third party is handling your display and/or paying for any services on your behalf, we will agree to this third party arrangement if the following payment is agreed upon and all signatures are properly completed.

By signing this form, both parties agree and understand that the exhibiting firm is responsible for all charges.

In the event that the named third party does not make payment by show close, Shepard will be paid by the exhibiting firm on demand at show site.

The show site invoice may or may not include any outbound services, such as additional material handling, rigging, and/or shipping charges.

### SERVICES TO BE COVERED BY THIRD PARTY

All services

Rental Furniture

Exhibit Display Rentals

Overhead Rigging/Labor

Carpet

Cleaning

Installation/Dismantling Labor

Logistics/Transportation

Other (please specify): \_\_\_\_\_

Material Handling \*Please complete the Material Handling Authorization Form

Notes: \_\_\_\_\_

### THIRD PARTY INFORMATION

COMPANY NAME: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_

COMPANY ADDRESS: \_\_\_\_\_

PHONE: \_\_\_\_\_

CITY, ST, ZIP: \_\_\_\_\_

FAX: \_\_\_\_\_

AUTHORIZED SIGNATURE: \_\_\_\_\_

EMAIL: \_\_\_\_\_

### EXHIBITING COMPANY INFORMATION

COMPANY NAME: \_\_\_\_\_

BOOTH # \_\_\_\_\_

COMPANY ADDRESS: \_\_\_\_\_

PHONE: \_\_\_\_\_

CITY, ST, ZIP: \_\_\_\_\_

FAX: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_

EMAIL: \_\_\_\_\_

AUTHORIZED SIGNATURE: \_\_\_\_\_

### THIRD PARTY CREDIT CARD INFORMATION

Type of Card:



Credit Card #:

□ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □ □

Expiration Date:

□ □ □ □  
Month Year

Billing Address:

\_\_\_\_\_

Security Code:

□ □ □ □ □ □

City, ST, Zip:

\_\_\_\_\_

Name on Card:

\_\_\_\_\_

Authorized Signature:

\_\_\_\_\_

\*\* Are you tax exempt for the state this event occurs in?  Yes  No

If you are tax exempt, you must provide a tax exemption certificate for the state in which the show is being held.

Please submit tax exemption certificate to: [losangeles@shepardes.com](mailto:losangeles@shepardes.com)



# EXHIBITOR APPOINTED CONTRACTOR

## Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

**Deadline Date: December 7, 2017**

### Shepard Exposition Services

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**Please read the following information entirely prior to signing form and returning to Shepard.**

Complete this form for each non-official contractor used. Only the official show contractor or the facility may provide building services, utilities, rigging, material handling, cleaning, and furniture rental.

As the official show contractor, Shepard will provide all standard trade show services, including installation/dismantling labor, but exhibitors may appoint a non-official contractor to provide installation/dismantling labor provided all the following conditions are met:

- ~ EXHIBITOR must inform Shepard Exposition Services that they have contracted with a non-official contractor by completing this form and returning it by **deadline date**. If form is not submitted by deadline date, the Exhibitor Appointed Contractor will not be allowed to perform work in the hall except to supervise the official contractor provided labor.
- ~ The CONTRACTOR hired by the exhibitor must, by the deadline date, provide Shepard with a current Certificate of Insurance with minimum limits of \$500,000 property damage per occurrence, \$1,000,000 personal injury per occurrence, workers compensation aggregate coverage of \$1,000,000 per occurrence, and naming Shepard Exposition Services as the certificate holder for the time period of the event, including move-in and move-out days. Listing Shepard Exposition Services as an additionally insured only will not be accepted, and may prevent EAC from working on the premises. If EAC does not have minimum coverage and proper documentation, they will be subject to employing Shepard Exposition Services for labor services.
- ~ The CONTRACTOR must abide by the rules and regulations of the show and all pertinent union regulations.
- ~ CONTRACTOR employees must wear approved identification badges at all times while in the work area. Badge will be issued at show site to authorized contractor representatives when all requirements have been met.
- ~ If the non-official contractor is empowered to incur expense on behalf of the exhibitor, a Third Party Payment Authorization form must be completed and returned to Shepard. The exhibitor agrees that he is ultimately responsible for the cost of all services provided in connection to the exhibitor's booth.
- ~ The non-official contractor agrees to have evidence, in the booth, that it has a valid authorization from the Exhibitor for services.
- ~ The non-official contractor must confine its operations to the exhibit area of its clients. No service desks, storage areas or other work facilities will be located anywhere in the facility. Show aisles and public areas are not part of the Exhibitor's booth space.
- ~ The non-official contractor may not solicit business on the exhibit floor.
- ~ The non-official contractor must have all business licenses, work permits and insurance required by State and City governments and Facility Management before beginning work, and shall provide Show Management with evidence of compliance.
- ~ If required, the non-official contractor must be able to provide evidence that it has current and applicable labor contracts and must comply with all labor agreements and jurisdictions. The non-official contractor must not jeopardize the production of the event by any act or practice that would lead to work stoppages, strikes or labor disputes.
- ~ Non-official contractor employees must wear approved identification badges at all times while in the work area. Badges will be issued at show site, to authorized representatives, when all requirements have been met.

**The following information must be completed and the form returned to Shepard by the deadline date.**

Name of Non-Official Contractor: \_\_\_\_\_

Services to be performed: \_\_\_\_\_

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

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

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

Exhibitor's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

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





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EVENT CODE  
C162200118

DISCOUNT DEADLINE  
December 5, 2017

# Signature Series Furniture



### 6 Foot Fabric Table Cover w/ Table



Available Colors:

### Lighting & Accessories



#### Natural Feel Furniture

Qty.	Item	Discount	Regular	Amount
50704	Natural Feel Business Chair	152.50	198.25	
50705	Natural Feel Business Stool	185.70	241.40	
50706	Natural Feel Business Table 30"	311.65	405.15	
50707	Natural Feel Business Table 40"	324.90	422.35	

#### Natural Feel Accessories

Qty.	Item	Discount	Regular	Amount
50709	Natural Feel Floor Lamp	165.75	215.50	
50710	Natural Feel Table Lamp	119.40	155.20	
50708	Natural Feel Waste Receptacle	72.95	94.85	

#### Fabric Table Covers (50700)

Qty.	Item	Discount	Amount
	White - Fabric Table Cover w/ Table	258.65	
	Red - Fabric Table Cover w/Table	258.65	
	Blue - Fabric Table Cover w/Table	258.65	
	Black - Fabric Table Cover w/Table	258.65	

All Signature Series Furnishings must be ordered 30 days before move-in for availability.

Please complete the following.

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

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

Booth Number: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Total Signature Furnishings:	\$
7.750% Tax*:	\$
Amount Due:	\$

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

Must order by discount deadline to receive discounted pricing. Payment authorization must be completed and returned with order. \*All tax rates are subject to change.



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DISCOUNT DEADLINE  
December 5, 2017

# Signature Series Flooring

Elevated

Premium Plush Carpet  
50 oz.



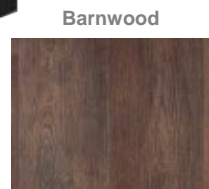
Light Maple



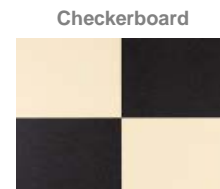
Rustic Cherry



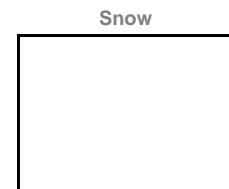
Blackwood



Barnwood



Checkerboard



Snow

## Premium Vinyl Floor Covering

Use the below formula to calculate the square footage (sq. ft.)

X  =  sq. ft.  
length width

### Premium Plush Carpet (46004)

Sq. Ft.	Item	Per Sq. Ft.	Amount
(03)	White	10.05	
(06)	Black	10.05	
(74)	Crimson	10.05	
(35)	Dark Grey	10.05	
(91)	Electric Blue	10.05	
(34)	Silver Dollar	10.05	
(33)	Sand	10.05	
(22)	Navy	10.05	

\*Actual colors may vary\*

### Premium Vinyl Floor (46005)

Sq. Ft.	Item	Per Sq. Ft.	Amount
(83)	Light Maple	13.00	
(84)	Rustic Cherry	13.00	
(80)	Blackwood	13.00	
(85)	Barnwood	13.00	
(82)	Checkerboard	13.00	
(89)	Snow	13.00	

### Elevated Hardwood Floor

Sq. Ft.	Item	Per Sq. Ft.	Amount
50712	Light Oak - Elevated Hardwood Floor	Call for Quote	
50711	Dark Oak - Elevated Hardwood Floor	Call for Quote	

\* Please refer to the labor order form to order labor for the installation of your elevated floor

All Signature Series Flooring must be ordered 30 days before move-in for availability.  
Minimum 100 square feet is required per flooring order.

Please complete the following.

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

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

Booth Number: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Total Signature Flooring:	\$
7.750% Tax*:	\$
Amount Due:	\$

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

Payment authorization must be completed and returned with order. No refunds or cancellations once order has been placed.  
\*All tax rates are subject to change.



## Booth Cleaning

**Carpet is delivered clean, but may become dirty during setup.  
 Booth cleaning is suggested at least once prior to show opening.**

**Orders based on 100 Sq Ft Minimum  
 All cancellations must be received 48 hours prior to show opening**

**As the General Service Contractor, Shepard has the exclusive cleaning contract for this show  
 and other service contractors will not be permitted to provide this service on the show floor.**

### Booth Vacuuming



Vacuum Once				
Sq Ft	Item	Discount	Regular	Amount
47050	0-399 sq ft	0.50	0.65	
47051	400-900 sq ft	0.45	0.60	
47052	900+ sq ft	0.40	0.50	

Vacuum Once with One Touch Up				
Sq Ft	Item	Discount	Regular	Amount
47045	0-399 sq ft	0.60	0.80	
47046	400-900 sq ft	0.55	0.70	
47047	900+ sq ft	0.50	0.65	

\*Touch Up Service Date: \_\_\_\_\_

Daily Vacuum				
Sq Ft	Item	Discount	Regular	Amount
47055	0-399 sq ft	1.00	1.30	
47056	400-900 sq ft	0.90	1.15	
47057	900+ sq ft	0.80	1.05	

### Porter Service



Booth Porter Services				
Sq Ft	Item	Discount	Regular	Amount
47030	Porter Service Once	0.50	0.65	
47031	Daily Porter Service	1.00	1.30	

Porter Service includes emptying wastebaskets within the booth every two hours during the show.

### Mopping/Shampooing



Mopping				
Sq Ft	Item	Discount	Regular	Amount
47042	Once Before Initial Opening per sq ft	0.65	0.85	
47022	Daily per sq. ft.	1.15	1.50	

Shampooing				
Sq Ft	Item	Discount	Regular	Amount
47003	Once Before Initial Opening per sq ft	0.65	0.85	

### Display Wipe Down



Display Wipe Down *2 hr minimum per day				
Hours	Item	ST	OT	Amount
47043	Once Before Initial Opening	118.00	185.00	
Hrs per day	Item	ST	OT	Amount
47044	Daily service	118.00	185.00	

Date \_\_\_\_\_ Start Time \_\_\_\_\_  
 Date \_\_\_\_\_ Start Time \_\_\_\_\_  
 Date \_\_\_\_\_ Start Time \_\_\_\_\_  
 Date \_\_\_\_\_ Start Time \_\_\_\_\_

**Please note: booth cleaning and porter service are non-taxable for this show.**

Yes, I have read and accept the terms and conditions as outlined in the Exhibitor Service Manual.

Yes, I have completed and included the payment Authorization Form.

**Please complete the following.**

Company Name: \_\_\_\_\_  
 Contact Name: \_\_\_\_\_  
 Booth Number: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Total Cleaning:	\$
N/A Tax*:	\$
Amount Due:	\$

**Authorized Signature:**



**Shepard Exposition Services**

2315 E Locust Court, Ontario, CA 91761

Customer Service Phone: (909) 212-7240

Customer Service Fax: (909) 218-8986

Customer Service Email: [losangeles@shepardes.com](mailto:losangeles@shepardes.com)

# BOOTH CARPETING

Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

**Discount Deadline: December 14, 2017**

*Carpet lends the booth a warm, inviting atmosphere.  
Select the carpet that will enhance your exhibit and draw customers in. Remember to provide your guests extra comfort with the upgrade of padding.*

## PREMIUM CARPET - 28 OZ., 100% ULTRA CUT PILE WITH ACTION BACK OR JUTE BACKING

Choose Color:

Red (01)	Silver Cloud (18)	Deep Navy (22)	Charcoal (17)	Black (06)	Beige (14)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Qty.	Item	Discount	Regular	Amount
46001	Rental/sq ft	7.25	9.45	
46003	Rental 1000+/sq ft	6.30	8.20	
Rental includes installation and removal of carpet and visqueen. Minimum 100 sq. ft. required.				

**PURCHASED PREMIUM CARPET**

Qty.	Item	Discount	Regular	Amount
46002	Purchase/sq ft	17.80	23.15	
Minimum 100 sq. ft. is required. No refunds on cancellations. Please note - Premium White is available for purchase only.				

### BOOTH DIMENSIONS

What is your booth size (ft.)?

X  =  sq. ft.

### PADDING & VISQUEEN

Qty.	Item	Discount	Regular	Amount
50009	1/2" Padding	1.30	1.70	
50008	1" Padding	2.55	3.30	
50010	Visqueen	0.40	0.50	

## EXPO CARPET - 13 OZ.

Choose Color:

Red (01)	Blue (05)	Tuxedo (50)	Black (06)	Teal (13)	Burgundy (07)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Qty.	Item	Discount	Regular	Amount
50255	10' x 10'	254.50	330.85	
50256	10' x 20'	474.90	617.35	
50257	10' x 30'	708.30	920.80	
50258	10' x 40'	941.70	1224.20	

Variation in dye lot may occur when ordering more than one cut of carpet unless ordered as Special Cut Carpet.

**SPECIAL CUT EXPO CARPET**

Qty.	Item	Discount	Regular	Amount
50580	0 - 399 sq ft*	5.80	7.55	
50581	400 - 900 sq ft	5.30	6.90	
50582	900+ sq ft	4.80	6.25	

Rental includes installation and removal of carpet and visqueen protective covering.

\*Minimum 100 square feet

Prices quoted above include installation and taping of front edge only. All rental carpet is delivered clean to your booth space, but during setup, carpet may become dirty. Please order cleaning service at least once before show opening.

Total Carpeting	\$
7.75% Tax*	\$
Amount Due:	\$

Company Name: \_\_\_\_\_ Booth #: \_\_\_\_\_  
 Contact Name: \_\_\_\_\_ Phone #: \_\_\_\_\_  
 Authorized Signature: \_\_\_\_\_

Signature also indicates you read and accept the Payment Policy and Terms and Conditions.

Must order by discount deadline date to receive discounted pricing. Payment Authorization must be completed and returned with order.

There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing within 14 days prior to first exhibitor move in day.

\* All tax rates are subject to change.



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# EXPO FURNISHINGS

Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

**Discount Deadline: December 14, 2017**

## TABLES - ALL DISPLAY TABLES ARE 24" WIDE



Choose drape color (place color code next to order):

Red (01)      Gold (04)      Burgundy (07)  
 Green (02)    Blue (05)      Grey (10)  
 White (03)    Black (06)      Teal (13)

### SKIRTED TABLES

Code	Qty.	Color	Size	Discount	Regular	Amount
50042			4'L X 30"H	141.90	184.45	
50046			6'L X 30"H	153.00	198.90	
50050			8'L X 30"H	221.05	287.35	
50043			4'L X 42"H	172.45	224.20	
50047			6'L x 42"H	220.90	287.15	
50051			8'L x 42"H	259.75	337.70	
50052			4th Side 30"	86.25	112.15	
50171			4th Side 42"	86.25	112.15	

Tables are skirted 3-sided, must order 4th side for all sides to be draped on 6' and 8' tables.

### UNSKIRTED TABLES

Code	Qty.	Size	Discount	Regular	Amount
50040		4'L X 30"H	101.05	131.35	
50044		6'L X 30"H	104.50	135.85	
50048		8'L X 30"H	142.20	184.85	
50041		4'L X 42"H	113.90	148.05	
50045		6'L x 42"H	142.20	184.85	
50049		8'L x 42"H	158.70	206.30	

## RISERS - WOODEN PLANKING, 8" WIDE

### DRAPED RISERS

Code	Qty.	Color	Size	Discount	Regular	Amount
50082			4'L X 6"H	57.25	74.45	
50084			6'L X 6"H	73.75	95.90	
50086			8'L X 6"H	98.90	128.55	
50083			4'L X 12"H	123.90	161.05	
50085			6'L x 12"H	154.25	200.55	
50087			8'L x 12"H	171.80	223.35	

### UNDRAPED RISERS

Code	Qty.	Size	Discount	Regular	Amount
50076		4'L X 6"H	29.45	38.30	
50078		6'L X 6"H	41.40	53.80	
50080		8'L X 6"H	53.55	69.60	
50077		4'L X 12"H	57.15	74.30	
50079		6'L x 12"H	81.55	106.00	
50081		8'L x 12"H	99.55	129.40	

Please complete the following:

**Company Name:** \_\_\_\_\_ **Booth #:** \_\_\_\_\_  
**Contact Name:** \_\_\_\_\_ **Phone #:** \_\_\_\_\_  
**Authorized Signature:** \_\_\_\_\_

Signature also indicates you read and accept the Payment Policy and Terms and Conditions.

Must order by discount deadline date to receive discounted pricing. Payment Authorization must be completed and returned with order.

There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing within 14 days prior to first exhibitor move in day.

\* All tax rates are subject to change.

Total Expo Furnishings:	\$
7.750% Tax*:	\$
Amount Due:	\$

## STANDARD SEATING



Code	Qty.	Item	Discount	Regular	Amount
50020		Side Chair	88.00	114.40	
50021		Arm Chair	125.70	163.40	
50024		Stool w/back	153.15	199.10	

## STANDARD ACCESSORIES



Code	Qty.	Item	Discount	Regular	Amount
50091		Wastebasket	25.15	32.70	
50094		Floor Easel	51.00	66.30	
50245		Literature Rack	188.30	244.80	



Code	Qty.	Item	Discount	Regular	Amount
50175		Bag Rack	249.40	324.20	
50092		Coat Rack	88.50	115.05	
50093		Garment Rack	249.40	324.20	



Code	Qty.	Item	Discount	Regular	Amount
50427		Sensabarrier Stanchion	105.20	136.75	
50095		Sign Holder, 22x28	116.20	151.05	

## SKIRTING OF EXHIBITOR EQUIPMENT-per linear ft.

50058		Sateen Skirting	19.50	25.35	
-------	--	-----------------	-------	-------	--

Please select sateen color from below:

Red (01)       Gold (04)       Burgundy (07)  
 Green (02)     Blue (05)       Grey (10)  
 White (03)     Black (06)      Teal (13)



# SPECIALTY FURNISHINGS & ACCESSORIES

Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

**Discount Deadline: December 14, 2017**

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## SPECIALTY CHAIRS AND TABLES



Qty.	Item	Discount	Regular	Amount
51086	Director's Chair	95.15	123.70	
51090	Director's Stool	170.25	221.35	
51089	Ped. Table, 42"	254.75	331.20	
50032	Ped. Table, 30"	238.20	309.65	
50030	Rnd Side Table	119.90	155.85	
50031	Sq. Side Table	119.90	155.85	

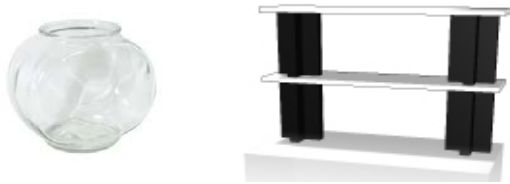
## SHOWCASES



Qty.	Item	Discount	Regular	Amount
50067	Full View 4'	939.75	1221.70	
50068	Full View 6'	1036.50	1347.45	
50069	Quarter View 4'	939.75	1221.70	
50070	Quarter View 6'	1036.50	1347.45	

Standard Showcases are a gray finish.

## MISCELLANEOUS ITEMS



Qty.	Item	Discount	Regular	Amount
50185	Drawing Bowl	46.80	60.85	
50088	8' Upright	32.95	42.85	
50349	6'-10' Crossbar	21.95	28.55	
50348	7'-12' Crossbar	21.95	28.55	
50296	4' x 12" Display Riser *	105.30	136.90	
50297	6' x 12" Display Riser *	131.05	170.35	

\* These display risers are stackable up to four (4) shelving units. It is also important to note that all risers will be delivered to your booth, but it is your responsibility to install them.



## SPECIAL DRAPERY BACKGROUNDS - Per linear foot

Must be approved by show management.

Lin. Ft.	Item	Discount	Regular	Amount
50073	8' High	23.90	31.05	
50074	3' High	17.70	23.00	

Choose Color: Minimum 10 linear feet rental required

- Red (01)     Blue (05)     Grey (10)  
 White (03)     Black (06)     Burgundy (07)

Please complete the following:

**Company Name:** \_\_\_\_\_ **Booth #:** \_\_\_\_\_  
**Contact Name:** \_\_\_\_\_ **Phone #:** \_\_\_\_\_  
**Authorized Signature:** \_\_\_\_\_

Signature also indicates you read and accept the Payment Policy and Terms and Conditions.

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\* All tax rates are subject to change.

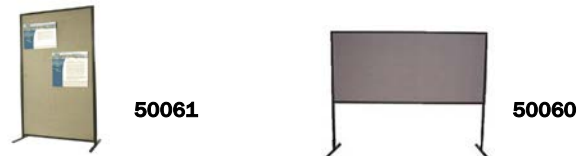
## GRID AND GRID ACCESSORIES



Qty.	Size	Discount	Regular	Amount
50236	2'x8' w/legs, each	224.75	292.20	
50237	2'x8' w/o legs, each	168.40	218.90	
50242	7-Ball Waterfall	15.45	20.10	

Other accessories available, please call customer service for more information.

## VELCRO TACK BOARD



Qty.	Item	Discount	Regular	Amount
50060	4' x 8' Horz.	304.30	395.60	
50061	4' x 8' Vert.	304.30	395.60	

Total Specialty Furnishings/Accessories:	\$
7.750% Tax*:	\$
Amount Due:	\$


# Power Up In Style.

Denotes Powered Products



ROMA   
**CHRPWR Chair, Powered**  
(white vinyl) 37"L 31"D 33"H



ROMA   
**SFAPWR Sofa, Powered**  
(white vinyl) 78"L 31"D 33"H



## Powered Seating

Empower attendees at your next show with functional charging furniture and make searching for wall outlets history. From soft seating and tables to pedestals and lamps, our complete charging collection lets you Power Up the Possibilities. Charging adapters are available to rent for all powered products.





# Powered Seating



**Please Note:** Client is responsible for providing labor and an electrical power source to the furniture. One 110V power source is required for each charging panel. Two charging units can be daisy chained together. 10A max per charging panel.

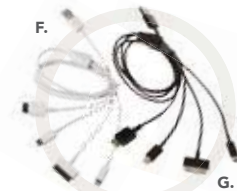


**A) NPLCHP  
Naples Chair, Powered**  
(black vinyl)  
36"L 30"D 33.25"H

**B) NPLSOP  
Naples Sofa, Powered**  
(black vinyl)  
87"L 30"D 33.25"H

**C) NPLLOP  
Naples Loveseat,  
Powered**  
(black vinyl)  
62"L 30"D 33.25"H

# Powered Tables



**Ventura Powered Tables**

**A) VNTWHT Bar**  
(white top)

72.25"L 26.25"D 42"H

**B) VNTBLK Bar**  
(black top)

72.25"L 26.25"D 42"H

**G30 Powered Tables**  
(white top)

**C) G30DW Café**  
72"L 26"D 30"H

**Sydney Powered  
Cocktail Tables**

**D) C1WP**  
(white, brushed steel)  
48"L 26"D 18"H

**E) C1YP**  
(black, brushed steel)  
48"L 26"D 18"H

**Charging Adapters**

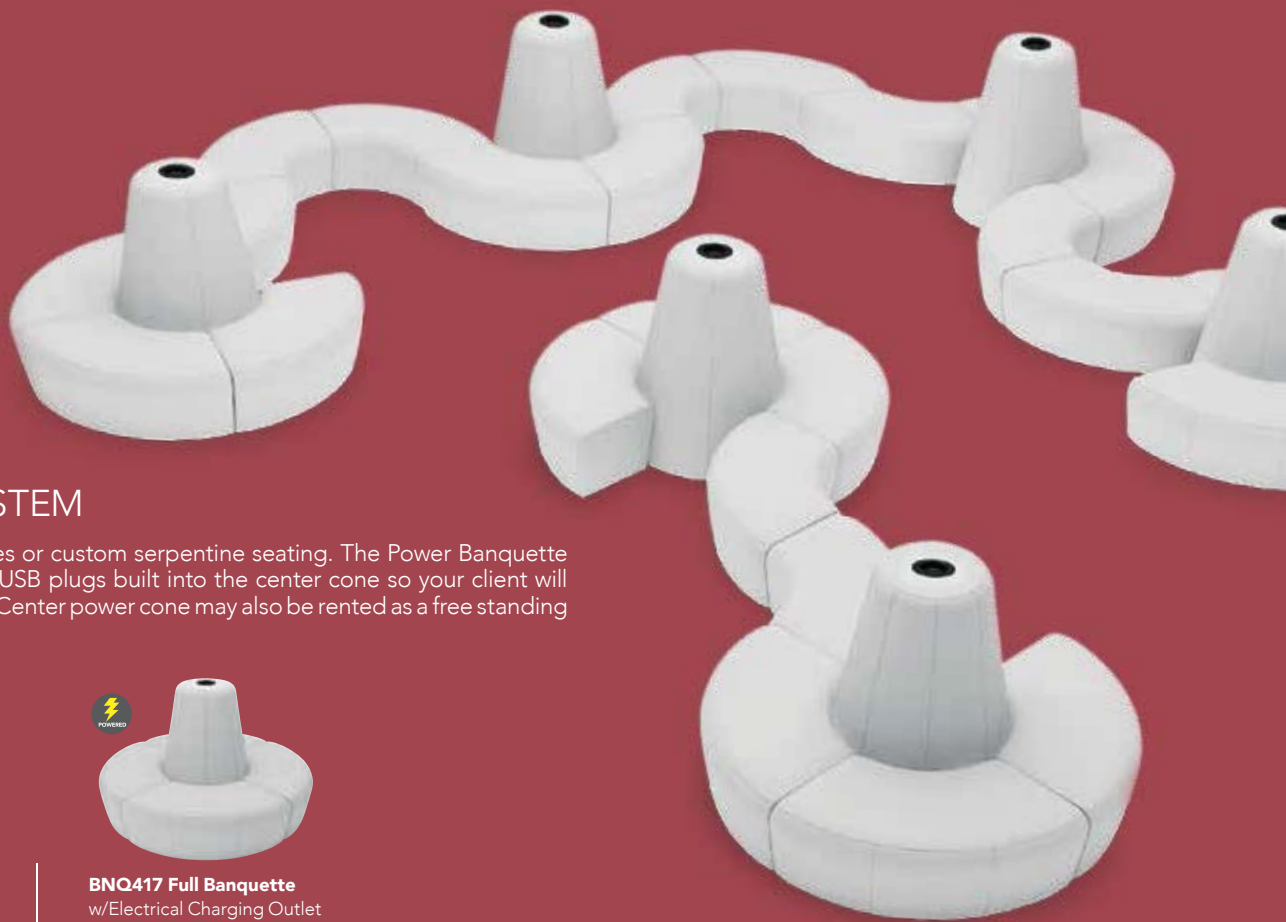
**F) ADAPTW** (white)

**G) ADAPT B** (black)

Charging adapters are available to rent for all powered products.

# Powered Banquettes.

Denotes Powered Products



## MODULAR SYSTEM

Create round banquettes or custom serpentine seating. The Power Banquette system has 3 AC and 2 USB plugs built into the center cone so your client will never be left powerless. Center power cone may also be rented as a free standing charging station.



**BNQTL7 Center Cone**  
w/Electrical Charging Outlet  
(white vinyl)  
38" RND 51"H



**BNQ417 Full Banquette**  
w/Electrical Charging Outlet  
(white vinyl)  
72" RND 51"H



**BNQR17 Ottoman Ring**  
(4 ottoman seats)  
(white vinyl)  
72" RND 18"H



**BNQ7 Quarter Curve Ottoman**  
(white vinyl)  
53"L 22"D 18"H



**WHT12 Half Bench Ottoman**  
(white vinyl)  
39"L 22"D 18"H



Detail of Electrical  
Charging Outlet

# Soft Seating

Create Engaging Booth Environments

## HOPI

(gray linen)

### HOPCH, Chair

21"L 25"D 34"H

### HOPLV, Loveseat

48"L 25"D 34"H

## PEDESTAL

PDL42W

Powered Locking

(white)

24"L 24"D 42"H

## CAFÉ TABLE

30WHHC

Hydraulic Chrome Base

(laminated white top)

30" Round 29"H

## REGIS

REGOTT End Table

(brushed metal)

16"L 15.5"D 16.5"H

## MARCHE

MAR010 Swivel Ottoman

(blue fabric)

17" RND 18"H



# Soft Seating Collections

Available in Power 

A.



B.



## BAJA

**A) BCHWHT Chair**  
(white vinyl)  
36"L 30.5"D 28"H

**B) BLVWHT Loveseat**  
(white vinyl)  
61"L 30.5"D 28"H

A.



B.



## FAIRFAX

**A) FAIRSW Sofa**  
(white vinyl, brushed metal)  
62"L 26"D 30"H

**B) FAIRCW Chair**  
(white vinyl, brushed metal)  
27"L 26"D 30"H

A.



B.



C.



## NAPLES

**A) NPLCHR Chair**  
(black vinyl)  
36"L 30"D 33.25"H  
**NPLCHP** (Powered)

**B) NPLSOF Sofa**  
(black vinyl)  
87"L 30"D 33.25"H  
**NPLSOP** (Powered)

**C) NPLLOV Loveseat**  
(black vinyl)  
62"L 30"D 33.25"H  
**NPLLOP** (Powered)

# Munich Collection

Modular Seating to Design Custom Exhibits



## MUNICH

### MNCHSC Sectional 3pc.

(gray fabric)  
93.5" L 27" D 28.5" H

## SILVERADO

### C1E Cocktail Table

(glass, chrome)  
36" Round 17" H



### MNCHCH Munich Armless Chair

(gray fabric)  
22.5" L 27" D 28.5" H



### MNCHCC Munich Corner Chair

(gray fabric)  
26" L 27" D 28.5" H



### MNCHLV Munich Armless Loveseat

(gray fabric)  
45" L 27" D 28.5" H



# Soft Seating Collections



A.



B.

## ALLEGRO

- A) CHR002 Chair**  
(blue fabric)  
36"L 34.5"D 30"H
- B) SFA002 Sofa**  
(blue fabric)  
73"L 34.5"D 30"H



A.



B.



C.

## TANGIERS

- A) TANSOF Sofa**  
(beige textured)  
78"L 37"D 36"H
- B) TANCHR Chair**  
(beige textured)  
34"L 37"D 36"H
- C) TANLOV Loveseat**  
(beige textured)  
57.5"L 37"D 37"H



A.



B.



C.

## KEY LARGO

- A) KEYCHR Chair**  
(black fabric)  
35"L 35"D 34"H
- B) KEYLOV Loveseat**  
(black fabric)  
57"L 35"D 34"H
- C) KEYSOF Sofa**  
(black fabric)  
79"L 35"D 34"H



A.

B.

C.

## SOUTH BEACH

- A) SO1 Sofa**  
(platinum suede)  
69"L 29"D 33"H
- B) OTS Ottoman**  
(platinum suede)  
25"L 31"D 18"H
- C) SO2 Sofa Sectional 3pc.**  
(platinum suede)  
152"L 40"D 33"H

# Accent Chairs

## KEY WEST

**OCB Chair**  
(black)  
31"L 31"D 31"H



## MADDEN

**MADGRY Arm Chair**  
(light gray vinyl)  
27"L 32"D 33"H



## SWANSON

**SWAN Swivel Chair**  
(white vinyl)  
28"L 25"D 30"H



## Accent Chairs



A.



B.



C.

**A) BCW  
Madrid Chair**  
(white vinyl)  
30"L 30"D 31"H

**B) OCH  
Madrid Chair**  
(black vinyl)  
30"L 30"D 31"H

**C) FAIRCW Chair**  
(white vinyl, brushed metal)  
27"L 26"D 30"H

**D) LABREA  
La Brea Swivel Chair**  
(charcoal gray, fabric)  
35"L 27"D 40"H

**E) MNCHCH  
Munich Armless Chair**  
(gray fabric)  
22.5"L 27"D 28.5"H

**F) HOPCH, Chair**  
(gray linen)  
21"L 25"D 34"H



D.



E.



F.

## Meeting & Stage Chairs



A.



B.



C.

**Meeting Chair**  
25.5"L 23.5"D 34"H  
**A) OCMESP** (espresso vinyl)  
**B) OCMTAU** (taupe fabric)  
**C) OCMWHT** (white vinyl)

## ZENITH

**A) ZENCHR Chair**  
(white, chrome)  
18.25"L 22"D 32"H

**B) 30MAHC  
Madison Hydraulic  
Café Table**  
(chrome base, gray  
acajou top)  
30" RND 29"H



## LAGUNA

**C) LMCHR Chair**  
(maple, chrome)  
18"L 19"D 34"H

**D) 30WHHC  
Round Café Table**  
(white laminate top,  
chrome hydraulic base)  
30" Round 29"H



**MALBA  
MALGRY Chair**  
(gray)  
20"L 20"D 32"H



**MALBA  
MALGRN Chair**  
(green)  
20"L 20"D 32"H



# Group Seating

# Styles & Shapes



A.



B.



C.



D.



E.



F.



G.



H.

## Berlin Chair

18"L 22"D 32"H

A) CS8 (black, white)

B) CS9 (red, white)

## C) CS4

Syntax Chair

(black, chrome)

23"L 19"D 32.25"H

## D) XCHR

Christopher Chair

(white vinyl, chrome)

17"L 19"D 35"H

## E) CH002

Wendy Chair

(clear acrylic)

15"L 20"D 36"H

## F) SC10

Razor Armless Chair

(white)

15.38"L 15.5"D 30.5"H

## G) SC3

Brewer Chair

(onyx, black)

20"L 20"D 32"H

## H) XC6

Altura Guest Chair

(black crepe)

25"L 20"D 34"H

# Mix & Match

Create the ultimate seating configuration. Choose from a variety of shapes and sizes to design the perfect look.

I) RSTDIN Rustique Chair w/arms (gunmetal) 20"L 18"D 31"H

J) DUET Duet Chair (black, chrome) 21"L 23"D 33"H







# Ottomans

## VIBE CUBE

18" L 18" D 18" H

- A) VIB09 (white vinyl)
- B) VIB10 (black vinyl)
- C) VIB11 (steel blue vinyl)
- D) VIB13 (purple vinyl)
- E) VIB12 (silver vinyl)
- F) VIB07 (beige vinyl)
- G) VIB04 (red vinyl)
- H) VIB06 (gold/bronze vinyl)
- I) VIB01 (green vinyl)
- J) VIB03 (pink vinyl)
- K) VIB05 (yellow vinyl)
- L) VIB02 (blue vinyl)
- M) VIB08 (orange vinyl)

# Styles & Shapes



C.



F.



I.



L.



O.



A.



D.



G.



J.



M.



P.



B.



E.



H.



K.



N.



Q.

## Beverly Bench

60"L 20"D 18"H

**A) BVLYWH** (white vinyl)

**B) BVLYBK** (black vinyl)

**C) BVLYGR** (gray fabric)

**D) BVLYRD** (red fabric)

**E) BVLYOB** (ocean blue fabric)

**F) BVLYLN** (linen fabric)

**G) BVLYBN** (brown fabric)

## H) WHT12 Half Bench

(white vinyl)

39"L 22"D 18"H

## ENDLESS Square

34"L 34"D 15"H

**I) END02B** (black)

**J) END02W** (white)

## ENDLESS Curved

60.5"L 37.5"D 15"H

**K) END01B** (black)

**L) END01W** (white)

## M) BNQ7 Quarter Curve

(white vinyl)

53"L 22"D 18"H

## N) BNQR17 Ring

(4 ottoman seats)

(white vinyl)

72"RND 18"H

## O) SAL Sally Stool

(white)

12" Round 17"H

## P) CUBL20 Edge LED Cube

(white plastic)

20"L 20"D 20"H

A/C power only

## Q) REGBEN

Regis Bench

(brushed metal)

47"L 15.5"D 16"H

# Marche Swivel



A.



B.



C.



D.



E.



F.



G.



H.



I.



J.

## Marche Swivel Ottomans

17"RND 18"H

**A) MAR001** (white vinyl)

**B) MAR005** (red fabric)

**C) MAR009**

(pear yellow fabric)

**D) MAR007** (plum fabric)

**E) MAR010** (blue fabric)

**F) MAR002** (gray fabric)

**G) MAR006**

(rose quartz fabric)

**H) MAR003** (linen fabric)

**I) MAR004**

(raspberry fabric)

**J) MAR008**

(meadow green fabric)

# Accent Tables

## ALONDRA

### Cocktail Table

47"L 24"D 16"H

- A) ALC100 (glass, chrome)
- B) ALC200 (wood, chrome)



C.



D.



## ALONDRA

### End Table

20"L 20"D 20"H

- C) ALE100 (glass, chrome)
- D) ALE200 (wood, chrome)

## GEO

### Cocktail Table

50"L 22"D 16"H

- A) C1C (glass, chrome)
- B) C1FWB (wood, black)



C.



D.



## GEO

### End Table

26"L 26"D 20"H

- C) E1C (glass, chrome)
- D) E1FWB (wood, black)

# Styles & Shapes

Available in Power 



## SYDNEY

(brushed steel)  
**Cocktail Tables**  
 48"L 26"D 18"H  
**A) C1W** (white)  
**C1WP** (Powered)  
**B) C1Y** (black)  
**C1YP** (Powered)

**End Tables**  
 27"L 23"D 22"H  
**C) E1W** (white)  
**D) E1Y** (black)

## REGIS

(brushed metal)  
**E) REGBEN Bench Table**  
 47"L 15.5"D 16"H  
**F) REGOTT End Table**  
 16"L 15.5"D 16.5"H

## SILVERADO

(glass, chrome)  
**G) E1E End Table**  
 24" Round 22"H  
**H) C1E Cocktail Table**  
 36" Round 17"H

## OLIVER

(walnut finish)  
**I) EOLI End Table**  
 22" Round 22"H  
**J) COLI Cocktail Table**  
 47"L 27"D 19"H

## RUSTIC

(wood)  
**K) ETBL E-Table**  
 21"L 15.5"D 27.5"H  
**L) TMBTBL Timber Table**  
 16" Round 17"H

**M) AURA**  
**Aura Round Table**  
 (white metal)  
 15" Round 22"H

**N) CUBTBL Edge LED**  
**Cube Table**  
 (plexi top, white plastic)  
 20"L 20"D 20"H  
 A/C power only





**Shepard Exposition Services**

2315 E Locust Court, Ontario, CA 91761

Customer Service Phone: (909) 212-7240

Customer Service Fax: (909) 218-8986

Customer Service Email: [losangeles@shepardes.com](mailto:losangeles@shepardes.com)

# EXECUTIVE FURNITURE

Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

**Discount Deadline: December 14, 2017**

## SEATING

Qty.	Item	Discount	Regular	Amount
<b>Sofas &amp; Sectionals</b>				
	SO1-South Beach Sofa, P. Suede	872.50	1134.25	
	KEYSOF-Key Largo Sofa	622.50	809.25	
	FAIRSW-Fairfax Sofa	627.50	815.75	
	SFA002- Allegro Sofa	920.00	1196.00	
	NPLSOF-Naples Sofa, Black Vinyl	1100.00	1430.00	
	NPLSOP-Naples Sofa, powered	1340.00	1742.00	
	SO2-3pc. South Beach, P. Suede	2097.50	2726.75	
	TANSOF-Tangiers Sofa, Beige	872.50	1134.25	
	MNCHSC-Munich 3pcm Gray	2442.50	3175.25	
	SFAPWR-Roma Sofa, powered	1340.00	1742.00	
<b>Chairs</b>				
	BCHWHT-Baja Chair, White Vinyl	715.00	929.50	
	MNCHCH-Munich Armless, Gray	612.50	796.25	
	MNCHCC-Munich Corner, Gray	742.50	965.25	
	NPLCHR-Naples Chair, Black Vinyl	767.50	997.75	
	NPLCHP-Naples Chair, powered	832.50	1082.25	
	TANCHR-Tangiers Chair, Beige	567.50	737.75	
	CHR002-Allegro Chair	645.00	838.50	
	CHRPWR-Roma Chair, powered	832.50	1082.25	
	KEYCHR-Key Largo Chair	412.50	536.25	
	FAIRCW-Fairfax Chair	452.50	588.25	
	BCW-Madrid Chair, White	982.50	1277.25	

Qty.	Item	Discount	Regular	Amount
<b>Chairs</b>				
	OCMWHT-Meeting Chair, White	330.00	429.00	
	OCH-Madrid Black Leather	982.50	1277.25	
	HOPCH-Hopi Chair, Grey Linen	315.00	409.50	
	LABREA-La Brea Swivel Chair	540.00	702.00	
	OCB-Key West Tub, Black	522.50	679.25	
	MADGRY-Madden Arm Chair, Grey	557.50	724.75	
	SWAN-Swanson Swivel, White Vinyl	470.00	611.00	
	OCMESP-Meeting Chair, Espresso	365.00	474.50	
	OCMTAU-Meeting Chair, Taupe	360.00	468.00	
<b>Loveseats</b>				
	HOPLV-Hopi Loveseat, Grey Linen	490.00	637.00	
	NPLLOV-Naples, Black Vinyl	925.00	1202.50	
	NPLLOP-Naples Loveseat, powered	1152.50	1498.25	
	KEYLOV-Key Largo Loveseat	482.50	627.25	
	MNCHLV-Munich Loveseat, Gray	1087.50	1413.75	
	TANLOV-Tangiers Loveseat, Beige	910.00	1183.00	
	BLVWHT-Baja Loveseat, White Vinyl	1047.50	1361.75	
<b>Modular System</b>				
	BNQTL7-Center Cone	952.50	1238.25	
	BNQ417-Full Banquette	3017.50	3922.75	
	BNQR17-Ottoman Ring, White Vinyl	2320.00	3016.00	
	BNQ7-Quarter Curve, White Vinyl	647.50	841.75	
	WHT12-Half Bench, White Vinyl	495.00	643.50	

Qty.	Item	Discount	Regular	Amount
<b>Ottomans</b>				
	END02B-Square, Black Leather	345.00	448.50	
	END02W-Square, White Leather	345.00	448.50	
	END01W-Curved, White Leather	550.00	715.00	
	END01B-Curved, Black Leather	550.00	715.00	
	VIB02-Vibe Cube, Blue	185.00	240.50	
	VIB04-Vibe Cube, Red	185.00	240.50	
	VIB05-Vibe Cube, Yellow	185.00	240.50	
	VIB07-Vibe Cube, Champagne	185.00	240.50	
	VIB03-Vibe Cube, Pink	185.00	240.50	
	VIB06-Vibe Cube, Gold/Bronze	185.00	240.50	
	VIB08-Vibe Cube, Orange	185.00	240.50	
	VIB01-Vibe Cube, Green	185.00	240.50	
	VIB10-Vibe Cube, Black Wtrproof	185.00	240.50	
	VIB09-Vibe Cube, White Wtrproof	185.00	240.50	
	VIB13-Vibe Cube-Purple Vinyl	185.00	240.50	
	VIB12-Vibe Cube-Silver Vinyl	185.00	240.50	
	VIB11-Vibe Cube-Steel Blue Vinyl	185.00	240.50	
	BVLYBK-Bench, Black Vinyl	530.00	689.00	
	BVLYBN-Bench-Brown Fabric	530.00	689.00	
	BVLYGR-Gray Fabric	530.00	689.00	

Qty.	Item	Discount	Regular	Amount
	CUBL20-Edge Lighted Cube	260.00	338.00	
	SAL Sally Stool	120.00	156.00	
	WHT12-Half Bench, White Vinyl	495.00	643.50	
	MAR010-Marche Swivel, Blue	245.00	318.50	
	MAR002-Marche Swivel, Grey	245.00	318.50	
	MAR003-Marche Swivel, Linen	245.00	318.50	
	MAR008-Marche Swivel, Mdw Grn	245.00	318.50	
	MAR009, Marche Swivel, Pear	245.00	318.50	
	MAR007-Marche Swivel, Plum	245.00	318.50	
	MAR004-Marche Swivel, Raspberry	245.00	318.50	
	MAR005-Marche Swivel, Red	245.00	318.50	
	MAR006-Marche Swivel, Rose Qtz	245.00	318.50	
	MAR001-Marche Swivel, White	245.00	318.50	
	BNQR17-Ottoman Ring, White Vinyl	2320.00	3016.00	
	BNQ7-Quarter Curve, White Vinyl	647.50	841.75	
	OTS-South Beach Wedge	417.50	542.75	
	BVLYLN-Linen Fabric	530.00	689.00	
	BVLYOB-Ocean Blue Fabric	530.00	689.00	
	BVLYRD-Red Fabric	530.00	689.00	
	BVLYWH-White Fabric	530.00	689.00	

## COCKTAIL AND END TABLES

Qty.	Item	Discount	Regular	Amount
<b>Occasional Cocktail Tables</b>				
	C1E-Silverado	365.00	474.50	
	ALC100-Alondra, Glass/Chrome	440.00	572.00	
	ALC200-Alondra, Wood/Chrome	440.00	572.00	
	C1FWB-Geo, Wood/Black	385.00	500.50	
	C1C-Geo Rect., Glass/Chrome	330.00	429.00	
	COLI - Oliver Cocktail Table	315.00	409.50	
	C1W-Sydney, White	370.00	481.00	
	C1Y-Sydney, Black	370.00	481.00	
	C1YP-Sydney Black, powered	470.00	611.00	
	C1WP-Sydney White, powered	470.00	611.00	
	REGBEN-Regis Bench Table	377.50	490.75	

Qty.	Item	Discount	Regular	Amount
<b>Occasional End Tables</b>				
	E1E-Silverado	347.50	451.75	
	ALE100-Alondra, Glass/Chrome	317.50	412.75	
	ALE200-Alondra, Wood/Chrome	317.50	412.75	
	E1FWB-Geo, Wood/Black	335.00	435.50	
	E1C-Geo, Glass/Chrome	325.00	422.50	
	EOLI-Oliver End Table	280.00	364.00	
	E1W-Sydney, White	335.00	435.50	
	E1Y-Sydney, Black	335.00	435.50	
	CUBTBL-Edge LED Cube	260.00	338.00	
	AURA End Table	190.00	247.00	
	ETBL-E Table, Wood	235.00	305.50	
	TMBTBL Timber Table, Wood	225.00	292.50	
	REGOTT-Regis End Table	277.50	360.75	

Please complete the following:

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

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

Subtotal \$

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

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

7.750% Tax: \$

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

Amount Due: \$

Signature also indicates you read and accept the Payment Policy and Terms and Conditions.

There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing within 14 days prior to first exhibitor move in day.

\* All tax rates are subject to change.



# Conference Tables



**PWRUSB**

**Powered Conference Table Module**  
(black) 5"L 2.25"D 2"H

Includes 2 AC and 2 USB outlets. Available for all conference tables except the Geo, Merlin, Atomic and Work Tables.



**42" Round Conference Table**

42"RND 29"H

**A) CONF42** (white laminate)

**B) CB1** (graphite nebula)

**C) CB8** (Madison/gray acajou)



**MADISON**

(Madison/gray acajou)

**D) MADC05 5' Table**

60"L 48"D 29"H

**E) MADC08 8' Table**

96"L 60"D 29"H

**F) MADC10 10' Table**

120"L 48"D 29"H

# Styles & Shapes

A.



I.



## Atomic Round Tables

(glass, chrome)  
**A) 42ATO** 42"RND 30"H  
 (not shown)  
**36ATO** 36"RND 30"H

## Geo Rounded Square Tables

42"L 42"D 29"H  
**C) CE1** (glass, chrome)  
**D) CF1** (glass, black)

## Geo Rectangular Tables

60"L 36"D 29"H  
**E) CF2** (glass, black)  
**D) CE2** (glass, chrome)

C.



D.



## G) MERLIN Merlin Multi Use Table

(gray laminate, black)  
 46"L 29"D 30"H

## H) WD3 Work Table

(white laminate, white)  
 48"L 24"D 30"H

E.



F.



K. | L.



## Conference Tables

(graphite nebula)

**I) CB3 8'**  
 96"L 48"D 29"H

**J) CB2 6'**  
 72"L 42"D 29"H

M.



## Conference Tables

(granite)

**K) C508GR 8'**  
 96"L 44"D 29"H

**L) CT10GR 10'**  
 120"L 46"D 29"H

**M) CT06GR 6'**  
 72"L 36"D 29"H

G.



H.



# Mix & Match

**N) PROEXB Pro Executive High Back Chair** (black vinyl) 25"L 24"D 48"H Adjustable.  
**O) PROMID Pro Executive Mid Back Chair** (white vinyl) 24"L 22"D 40"H Adjustable.



# Executive Seating



## Pro Executive High Back Chair

25"L 24"D 48"H Adjustable.  
A) PROEXE (white classic vinyl)  
B) PROEXB (black vinyl)



**PROMDB Pro Executive Mid Back Chair**  
(black vinyl)  
24"L 22"D 40"H Adjustable



**PROMID Pro Executive Mid White Chair**  
(white vinyl)  
24"L 22"D 40"H Adjustable



**PROGB Pro Executive Guest Chair**  
(black vinyl)  
24"L 22"D 36"H



**SY1 Altura Steno Chair**  
(black crepe)  
25"L 26"D 21"H

# Café Tables



**A) 30MAHC Madison Hydraulic Café Table**

(chrome base, gray acajou top)  
30" RND 29"H

**B) MALGRN Malba Chair**

(green)  
20"L 20"D 32"H



**30" Round Café Tables**

**Standard Black Base**

30" Round 29"H

**A) ZTH** (liquid steel blue top)

**B) ZTB** (red top)

**Hydraulic Chrome Base**

30" Round 29"H

**C) 30WHHC** (white laminate top)

**D) 30STHC** (silver textured)

**E) CS4 Syntax Chair**

(black, chrome)

23"L 19"D 32.25"H

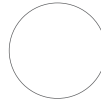


# Customize And Create

Choose your base, black or chrome, then pick a color that suits your design.



MAPLE



WHITE LAMINATE



SILVER TEXTURED



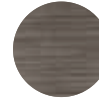
GRAPHITE NEBULA



LIQUID STEEL BLUE



RED



MADISON/GRAY ACAJOU



A.



B. | G.



C. | H.



D. | F.



E.



I.



J. | N.



K. | O.



L.



M.

## Café Tables

Standard Black Base

30" Round 29"H

**A) ZTG** (silver textured)

**B) ZTJ** (graphite nebula)

**C) ZTK** (maple)

**D) 30WH29** (white laminate)

**E) ZTA** (Madison/  
gray acajou)

36" Round 29"H

**F) ZTO** (white laminate)

**G) ZTN** (graphite nebula)

**H) ZTP** (maple)

## Café Tables

Hydraulic Chrome Base

30" Round 29"H

**I) 30SBHC** (liquid steel blue)

**J) 30GRHC** (graphite nebula)

**K) 30MTHC** (maple)

**L) 30BRHC** (red)

36" Round 29"H

**M) 36WTHC** (white laminate)

**N) 36GRHC** (graphite nebula)

**O) 36MTHC** (maple)

# Mix & Match

**Create the ultimate look.** Choose from a wide variety of colorful Group Seating for the perfect style.


**A) ZENCHR Zenith Chair** (white, chrome) 18.25"L 22"D 32"H

**B) DUET Duet Chair** (black, chrome) 21"L 23"D 33"H





# Communal and Powered Tables

Denotes AC and USB charging outlets 



Charging adapters are available to rent for all Powered Table Products.

## Ventura Powered Bar Tables

(silver frame)  
72.25"L 26.25"D 42"H

**A) VNTBLK** (black top)  
**VNTWHT** (white top)

## Ventura Communal Bar Tables

(silver frame)  
72.25"L 26.25"D 42"H

Maple Top  
**B) VNTMNP** (solid)  
**VNTBMW** (grommets)

White Top  
**C) VNTBWW** (grommets)  
**VNTWNP** (solid)

Black Top  
**VNTBNP** (solid)

## G30 Powered Café Tables

72"L 26"D 30"H.

**A) G30DWP**  
(silver frame, white top)

## G30 Communal Café Tables

(silver frame)  
72"L 26"D 30"

Maple Top  
**B) G30DMS** (solid)  
**C) G30DMW** (grommets)

White Top  
**D) G30DWS** (solid)  
**E) G30DWW** (grommets)

## Ventura BAR TABLES

Choose from Powered, Solid or Grommet Hole Table Tops.



A. 

B.

C.



## Table Top Options

Colors not available in all table options.  
Please check options listed to the right.



## G30 CAFÉ TABLES



A. 



B.

C.

D.

E.



# EXECUTIVE FURNITURE

## Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

**Discount Deadline: December 14, 2017**

### Shepard Exposition Services

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Customer Service Phone: (909) 212-7240

Customer Service Fax: (909) 218-8986

Customer Service Email: [losangeles@shepardes.com](mailto:losangeles@shepardes.com)

### CONFERENCE TABLES & CHAIRS

Qty.	Item	Discount	Regular	Amount
<b>Conference Tables</b>				
	CF2-Geo Table, Black	592.50	770.25	
	CE1-Geo Table, Sq. Chrome	417.50	542.75	
	CF1-Geo Table, Sq. Black	417.50	542.75	
	CE2-Geo Table, Chrome	592.50	770.25	
	CB2-6' Graphite Table	622.50	809.25	
	CB3-8' Graphite Table	732.50	952.25	
	CB1-42" Round, Graphite Nebula	505.00	656.50	
	C508GR-8', Granite	732.50	952.25	
	CT10GR-10', Granite	1100.00	1430.00	
	CT06GR-6', Granite	622.50	809.25	
	PWRUSB-Powered Table Module	100.00	130.00	
	CB8-42" Round Madison, Grey	227.50	295.75	
	MADC10-10' Madison, Grey	1262.50	1641.25	
	MADC05-5' Madison, Grey	632.50	822.25	
	MADC08-8' Madison, Grey	1262.50	1641.25	
	CONF42-42" Round, White laminate	505.00	656.50	
	36ATO-Atomic 36" Round Glass	417.50	542.75	
	42ATO-Atomic 42" Round Glass	417.50	542.75	

Qty.	Item	Discount	Regular	Amount
<b>Group &amp; Guest Seating</b>				
	Duet-Black, Chrome	85.00	110.50	
	RSTDIN-Rustique w/ arms, Gunmetal	172.50	224.25	
	CS8-Berline Chair, Black	167.50	217.75	
	CS9-Berline Chair, Red	167.50	217.75	
	XCHR-Christopher Chr, White Vinyl	137.50	178.75	
	CH002-Wendy Chair, Acrylic	155.00	201.50	
	SC10 Razor Chair	102.50	133.25	
	SC3-Brewer Chair, Onyx	230.00	299.00	
	SY1-Altura Task Chair	260.00	338.00	
	XC6-Altura Guest Chair	405.00	526.50	
	LMCHR-Laguna Chair, Maple/Chrome	195.00	253.50	
	MALGRY-Malba Chair, Grey	150.00	195.00	
	MALGRN-Malba Chair, Green	150.00	195.00	
	CS4-Syntax Chair, Black/Chrome	272.50	354.25	
	ZENCHR-Zenith Chair-White/Chrome	220.00	286.00	
<b>Executive Seating</b>				
	PROGB-Guest Executive Chair	342.50	445.25	
	PROEXE-Pro Executive Chair	487.50	633.75	
	PROEXB-Executive Chair High Back	487.50	633.75	
	PROMDB-Exec Mid-Back, Black	320.00	416.00	
	PROMID-Executive Chair Mid Back	310.00	403.00	

### CAFÉ TABLES

Qty.	Item	Discount	Regular	Amount
<b>Café Tables - Black Base</b>				
	ZTK-30" Maple Top/Black Base	295.00	383.50	
	ZTP-36" Maple Top/Black Base	322.50	419.25	
	ZTJ-30" Graphite Top/Black Base	295.00	383.50	
	ZTN-36" Graphite Top/Black Base	322.50	419.25	
	ZTG-30" Silver Textured Top	295.00	383.50	
	ZTA-30" Grey Top/Black Base	305.00	396.50	
	ZTQ-36" White Laminate Top	322.50	419.25	
	ZTB-30" Red Top/Black Base	295.00	383.50	
	ZTH-30" Steel Blue Top/Black Base	305.00	396.50	
	30WH29-30" White Top/Black Base	312.50	406.25	

Qty.	Item	Discount	Regular	Amount
<b>Café Tables - Chrome Base 30", Hydraulic</b>				
	30MTHC-Maple Top, Chrome	395.00	513.50	
	30GRHC-Graphite Nebula, Chrome	395.00	513.50	
	30STHC-Silver Textured, Chrome	395.00	513.50	
	30BRHC-Brushed Red Top, Chrome	395.00	513.50	
	30SBHC-Steel Blue Top, Chrome	435.00	565.50	
	30WHHC-White Top, Chrome	427.50	555.75	
	30MAHC-Grey Top, Chrome	395.00	513.50	
<b>Café Tables - Chrome Base 36", Hydraulic</b>				
	36MTHC-Maple Top, Chrome	430.00	559.00	
	36GRHC-Graphite Nebula, Chrome	430.00	559.00	
	36WTHC-White Top, Chrome	430.00	559.00	

### COMMUNAL TABLES

Qty.	Item	Discount	Regular	Amount
<b>Café Tables</b>				
	G30DMS-Café, Maple Top	697.50	906.75	
	G30DMW-Café w/ Grmt, Maple	697.50	906.75	
	G30DWS-Café, White Top	697.50	906.75	
	G30DWW-Café w/ Grmt, White	697.50	906.75	
	G30DWP-Café Table, powered	802.50	1043.25	

Qty.	Item	Discount	Regular	Amount
<b>Bar Tables</b>				
	VNTBNP-Ventura, Black/Silver	872.50	1134.25	
	VNTMNP-Venture, Maple/Silver	872.50	1134.25	
	VNTWNP-Ventura, White/Silver	872.50	1134.25	
	VNTBMW-Maple/Silver w/ Grmt	872.50	1134.25	
	VNTBWW-White/Silver w/Grmt	872.50	1134.25	
	VNTBLK-Powered, Black/Silver	1030.00	1339.00	
	VNTWHT-Powered, White/Silver	1030.00	1339.00	

Please complete the following:

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

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

**Authorized Signature:** \_\_\_\_\_

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

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

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

7.750% Tax: \$ \_\_\_\_\_

Amount Due: \$ \_\_\_\_\_

Signature also indicates you read and accept the Payment Policy and Terms and Conditions.

There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing within 14 days prior to first exhibitor move in day.

\* All tax rates are subject to change.

# Bar Tables



**A) 30WHHB**  
**30" Round Bar Table**  
(white laminate top, chrome hydraulic base)  
30"RND 45"H  
**B) AP512**  
**Apex Barstools**  
(blue ultra suede)  
21"L 21"D 33"H

**C) 30SBHB**  
**30" Round Bar Table**  
(liquid steel blue top, chrome hydraulic base)  
30"RND 45"H

**D) LMBAR**  
**Laguna Barstool** (maple, chrome)  
18"L 20"D 47"H



**E) RSTSQT**  
**Rustique Square Metal Bar Table**  
(gunmetal)  
23.75"L 23.75"D 41.25"H

**F) RSTSTL**  
**Rustique Barstool**  
(gunmetal)  
13"L 13"D 30"H



# Customize And Create

Choose your base, black or chrome, then pick a color that suits your design.



## Bar Tables

Standard Black Base  
30" Round 42"H  
**A) VTJ** (graphite nebula)  
**B) VTK** (maple)  
**C) VTG** (silver textured)  
**D) VTB** (red)  
**E) 30WH42** (white laminate)  
**F) VTH** (liquid steel blue)  
**G) VTA** (Madison/gray acajou)

36" Round 42"H  
**H) VTW** (white laminate)  
**I) VTN** (graphite nebula)  
**J) VTP** (maple)

## Bar Tables

Hydraulic Chrome Base  
30" Round 45"H  
**K) 30GRHB** (graphite nebula)  
**L) 30MTHB** (maple)  
**M) 30STHB** (silver textured)  
**N) 30BRHB** (red)

36" Round 45"H  
**O) 36WTHB** (white laminate)  
**P) 36GRHB** (graphite nebula)  
**Q) 36MTHB** (maple)



# Style & Design

**Create the right look.** Choose from a wide variety of Bar Table heights and colors for the perfect look.

- R) 30MAHB 30" Round Bar Table w/Hydraulic Chrome Base**  
(Madison/gray acajou) 30" RND 45"H
- S) ZENBAR Zenith Barstool** (white, chrome) 19"L 20"D 44"H





# Barstools



A.

C.

B.

D.

## LIFT BARSTOOLS

15" Round 23–33.5"H

**A) ROLLWH** (white vinyl)

**B) ROLLRD** (red vinyl)

**C) ROLLBL** (black vinyl)

**D) ROLLGY** (gray vinyl)



# Styles & Shapes



A.



B.



C.



D.



E.



F.



G.



H.



I.



J.



K.



L.



M.



N.

## Apex Barstools

21"L 21"D 33"H

A) APS08 (black vinyl)

B) APS59 (red vinyl)

C) APS75 (white vinyl)

D) APS12 (blue ultra suede)

## Zoey Barstools

15"L 16"D 30-34.75"H

E) BS002 (white, chrome)

F) BS003 (black, chrome)

## Banana Barstools

21"L 22"D 41.75

G) BSS (black, chrome)

H) BST (white, chrome)

## Oslo Barstools

17"L 20"D 45"H

I) BSD (blue)

J) BSC (white)

## K) XBAR Christopher Barstool

(white vinyl, chrome)

19"L 15"D 41"H

## L) BS001 Shark Barstool

(white, chrome)

22"L 19"D 34-44"H

## M) BSR Syntax Barstool

(black, chrome)

23"L 19"D 43.25"H

## N) RSTSTL Rustique Barstool

(gunmetal)

13"L 13"D 30"H

# Mix & Match

Create the ultimate look. Choose from a wide variety of select Bar Seating for the perfect style.

O) ZENBAR Zenith Barstool (white, chrome) 19"L 20"D 44"H

P) LMBAR Laguna Barstool (maple, chrome) 18"L 20"D 47"H



# Office Essentials

## MADISON

**A) JD8 Madison Executive Desk**

(gray acajou) 60"L 30"D 29"H

**B) CR8 Madison Credenza**

(gray acajou) 60"L 20"D 29"H

**C) PROMDB Pro Executive Mid Back Chair**

(black vinyl)

24"L 22"D 40"H Adjustable


**D) PROEXE Pro Executive High Back Chair**

(white classic vinyl)

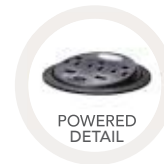
25"L 24"D 48"H Adjustable



## TECH COLLECTION

 Denotes AC and USB charging outlets

A. 



**A) TECH3B Tech Desk, Powered, w/3 Drawer File Cabinet**

(black metal, laminate)  
60"L 30"D 30"H

**B) TECH Tech Desk, Powered**

(black metal, laminate)  
60"L 30"D 30"H

**C) TECH3 3 Drawer File Cabinet on Castors**

(black metal, laminate)  
16"L 20"D 28"H

B. 



C.

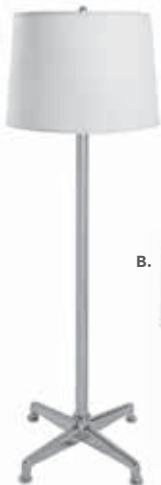


**Charging Adapters**  
**D) ADAPT B** (black)

Charging adapters are available to rent for all powered products.

## LIGHTING & PRODUCT DISPLAY

A.



B.



C.



D.



### ACCENT LAMPS

**MASON LAMPS**  
(brushed silver)

**A) LA15 Floor Lamp**

18" Round 55"H

**B) LA14 Table Lamp**

16" Round 26"H

### SHELVING


**C) PSHCCS**

**Posh Shelving**  
(Chrome, Acrylic)  
36"L 18"D 72"H

**D) BC8**

**Madison Bookcase**  
(gray acajou)  
36"L 12"D 72"H

# Powered Pedestals

 Denotes AC and USB charging outlets

**Please Note:** Client is responsible for providing labor and an electrical power source to the furniture. One 110V power source is required for each charging panel. Two charging units can be daisy chained together. 10A max per charging panel.



(The flip top electrical units rotate 180 degrees, allowing devices to be charged from inside the locked cabinet or on the surface)



## Powered Locking Pedestal


- A) PDL36W** (white)  
24"L 24"D 36"H
- B) PDL42W** (white)  
24"L 24"D 42"H
- C) PDL36B** (black)  
24"L 24"D 36"H
- D) PDL42B** (black)  
24"L 24"D 42"H

## Charging Adapters

- E) ADAPTW** (white)
- F) ADAPTB** (black)

Charging adapters are available to rent for all powered products.

# Powered Tech Desk

 Denotes AC and USB charging outlets

## A) TECH3B Tech Desk, Powered w/3 Drawer File Cabinet

(black metal, laminate)  
60"L 30"D 30"H

## B) TECH Tech Desk, Powered

(black metal, laminate)  
60"L 30"D 30"H

## C) TECH3 3 Drawer File Cabinet on Castors

(black metal, laminate)  
16"L 20"D 28"H

## Charging Adapter

**D) ADAPTB** (black)  
Charging adapters are available to rent for all powered products.



# Show Essentials

## REFRIGERATORS



**C) R1R Large**  
(White, 14.0 cubic feet)  
28"L 28"D 64"H

**D) R1Q Small**  
(White, 4.0 cubic feet)  
20"L 22"D 33"H



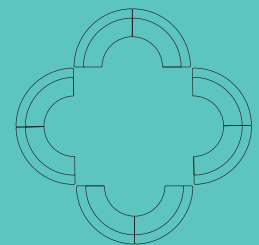
## MARTINI BAR

**A) BRC Martini Bar Circle**  
Comprised of three BR1 Martini Bars  
100"L 100"D 45"H

**B) BR1 Martini Bar**  
(gray metal, frosted glass top)  
67"L 22"D 45"H



### Suggested Uses of Martini Bar





## LIGHTED PRODUCTS

LED light available in white, red, green, blue and rolling color.



A.



B.


### A) CUBL20 Edge LED Cube Ottoman

(white plastic)  
20"L 20"D 20"H  
A/C power only

### B) CUBTBL Edge LED Cube Table

(plexi top, white plastic)  
20"L 20"D 20"H  
A/C power only

## MOBILE TABLET STANDS & ACCESSORIES

 Denotes AC and USB charging outlets



Mobile Tablet Stands  
Include 3 AC and 2 USB  
Charging Outlets



### TABLET STANDS

A) **TBSTND** (black)  
14"L 13"D 44.5"H

B) **TBSTDW** (white)  
14"L 13"D 44.5"H

### ACCESSORIES

C) **TBBCHR**  
**Brochure Holder**  
(black)  
8.625"L 1.1"D 11.325"H

D) **TBSHLF**  
**Charging Shelf**  
(black)  
14.85"L 7.17"D 1"H

E) **TBPNTR**  
**Wireless Printer Holder**  
(black)  
3.3"L 1.9"D 5.28"H



**Shepard Exposition Services**

2315 E Locust Court, Ontario, CA 91761

Customer Service Phone: (909) 212-7240

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Customer Service Email: [losangeles@shepardes.com](mailto:losangeles@shepardes.com)

# EXECUTIVE FURNITURE

Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

**Discount Deadline: December 14, 2017**

## BAR TABLES, BARS, & BAR STOOLS

Qty.	Item	Discount	Regular	Amount
<b>Bar Tables - All Black Base</b>				
	VTK-30" Maple Top/Black Base	325.00	422.50	
	VTP-36" Maple Top/Black Base	347.50	451.75	
	VTJ-30" Graphite Top/Black Base	325.00	422.50	
	VTN-36" Graphite Top/Black Base	347.50	451.75	
	VTG-30" Silver Textured Top	325.00	422.50	
	VTA-30" Grey Top/Black Base	325.00	422.50	
	VTW-36" White Laminate Top	347.50	451.75	
	VTB-30" Red Top/Black Base	325.00	422.50	
	VTH-30" Steel Blue/Black Base	335.00	435.50	
	30WH42-30"White Top/Black Base	342.50	445.25	
	RSTSQT-Metal Rustique Square	360.00	468.00	
<b>Barstools</b>				
	BST-Banana, White/Chrome	327.50	425.75	
	BSS-Banana, Black/Chrome	327.50	425.75	
	BS001-Shark, Swivel White	417.50	542.75	
	BS002-Zoey, Swivel White	382.50	497.25	
	BS003-Zoey, Swivel Black	382.50	497.25	
	RSTSTL-Rustique Barstool, Gunmetal	190.00	247.00	
	APS08-Apex Black Vinyl	295.00	383.50	
	APS59-Apex Red Vinyl	295.00	383.50	
	APS75-Apex White Vinyl	295.00	383.50	
	APS12-Apex Blue Ultra Suede	295.00	383.50	
	XBAR-Christopher White Vinyl	237.50	308.75	

Qty.	Item	Discount	Regular	Amount
<b>Bar Tables - Chrome Base 30", Hydraulic</b>				
	30GRHB-Graphite Nebula, Chrome	395.00	513.50	
	30MTHB-Maple Top, Chrome	395.00	513.50	
	30STHB-Silver Texture, Chrome	395.00	513.50	
	30BRHB-Brushed Red, Chrome	395.00	513.50	
	30SBHB-Steel Blue Top, Chrome	395.00	513.50	
	30WHHB-White Top, Chrome	427.50	555.75	
	30MAHB-Grey Top, Chrome	395.00	513.50	
<b>Bars</b>				
	BRC-Circle Martini Bar	5095.00	6623.50	
	BR1-Martini Bar	1770.00	2301.00	
<b>Bar Tables - Chrome Base 36", Hydraulic</b>				
	36GRHB-Graphite Nebula, Chrome	430.00	559.00	
	36MTHB, Maple Top, Chrome	430.00	559.00	
	36WTHB-White Top, Chrome	430.00	559.00	
<b>Barstools</b>				
	BSD-Oslo, Blue	345.00	448.50	
	BSC-Oslo, White	345.00	448.50	
	BSR-Syntax, Black/Chrome	297.50	386.75	
	ZENBAR-Zenith, White/Chrome	220.00	286.00	
	ROLLBL-Lift Barstool, Black Vinyl	277.50	360.75	
	ROLLGY-Lift Barstool, Grey Vinyl	277.50	360.75	
	ROLLRD-Lift Barstool, Red Vinyl	277.50	360.75	
	ROLLWH-Lift Barstool, White Vinyl	277.50	360.75	
	LMBAR-Laguna, Maple/Chrome	245.00	318.50	

## MISCELLANEOUS ITEMS

Qty.	Item	Discount	Regular	Amount
<b>Desks, Credenzas, Files, Bookcases</b>				
	CR8-Madison Credenza, Grey	675.00	877.50	
	JD8-Madison Executive Desk, Grey	797.50	1036.75	
	BC8-Madison Bookcase, Grey	577.50	750.75	
	TECH3B-Tech Desk w/drawers, Pwr	732.50	952.25	
	TECH-Tech Desk, Powered	592.50	770.25	
	TECH3-3-drawer File Cabinet w/Casters	195.00	253.50	
<b>Product Display- Pedestals &amp; Shelving</b>				
	PDL36B-Ped, Locking, Powered	662.50	861.25	
	PDL42B-Ped, Locking, Powered	785.00	1020.50	
	PDL36W-Ped, Locking, Powered	662.50	861.25	
	PDL42W-Ped, Locking, Powered	785.00	1020.50	
	PSHCCS-Posh Shelving	677.50	880.75	
<b>Charging Items</b>				
	ADAPT- Charging Adapter, black	32.50	42.25	
	ADAPT- Charging Adapter, white	32.50	42.25	
<b>Lighted Products</b>				
	CUBL20-Edge Lighted Cube	260.00	338.00	
	CUBTBL-Edge LED Cube	260.00	338.00	

Qty.	Item	Discount	Regular	Amount
<b>Lamps</b>				
	LA15-Mason Silver Floor Lamp	290.00	377.00	
	LA14-Mason Silver Table Lamp	190.00	247.00	
<b>Refrigerators</b>				
	R1R-White 14 Cubic Feet	1140.00	1482.00	
	R1Q-White 4 Cubic Feet	400.00	520.00	
<b>Work &amp; Multi-Use Tables</b>				
	MERLIN-Multi Use Table	452.50	588.25	
	WD3-Work Table	435.00	565.50	
<b>Mobile Tablet Stands</b>				
	TBSTDW-Mobile Tablet Stand, White	185.00	240.50	
	TBSTND-Mobile Tablet Stand, Black	185.00	240.50	
<b>Mobile Tablet Accessories*</b>				
	TBCHR-Tablet, brochure holder	85.00	110.50	
	TBSHLF-Tablet, charging shelf	85.00	110.50	
	TBPNT-Tablet, print stand	85.00	110.50	

\* Please note that all tablet stands must be ordered separately

Please complete the following:

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

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

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

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

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

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

7.750% Tax: \$ \_\_\_\_\_

Amount Due: \$ \_\_\_\_\_

Signature also indicates you read and accept the Payment Policy and Terms and Conditions.

There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing within 14 days prior to first exhibitor move in day.

\* All tax rates are subject to change.



Shepard Exposition Services

1531 Carroll Drive, NW Atlanta, GA 30318  
 Exhibit Solutions Sales Phone: 404-720-8652  
 Exhibit Solutions Sales Fax: 404-720-8757  
 Exhibit Solutions Email: [ESSRentals@shepardes.com](mailto:ESSRentals@shepardes.com)

# FABEX BOOTH RENTALS

Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

**Discount Deadline: December 5, 2017**

## 10' x 10' FABRIC BOOTH RENTALS



Code	Qty.	Description	Discount	Regular
66557		FX21 10' x 10'	2387.00	3580.50
66558		FX2M1 10' w/Monitor	4318.25	6477.40

Carpet not included

Side panel colors are either white or black  
 Backwall graphic size 3042mm x 2432mm  
 Counter graphic size 1070mm x 1020mm

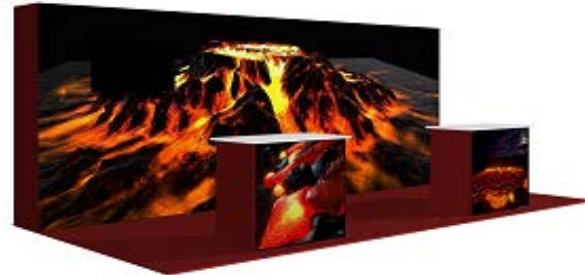


Code	Qty.	Description	Discount	Regular
66561		FX2H1 10' x 10'	2920.80	4381.20
66562		FX2M1H 10' w/Monitor	4852.05	7278.10

Carpet not included

Side panel colors are either white or black  
 Backwall graphic size 3042mm x 2432mm  
 Counter graphic size 1070mm x 1020mm  
 Header graphic size 2440mm x 380mm

## 10' x 20' Fabric Booth RENTALS



Side panel colors are white or black  
 Backwall graphic size 6012mm x 2432mm  
 Counter graphic size 1070mm x 1020mm  
 Header graphic size 2440mm x 380mm

Code	Qty.	Description	Discount	Regular
66559		FX22 10' x 20'	4137.50	6206.25
66560		FX2M2 10' x 20' w/Monitor	6068.75	9103.15
66567		FX2H2 20' x 20'	4614.95	6922.45
66563		FX2M2H 20' w/Monitor	6546.20	9819.30

Carpet not included.

**All FABEX exhibits must be ordered 30 days before move in for confirmed availability.**

**\*\*Please Note\*\*** Carpet is not included, to order please refer to the Carpet & Cleaning form.

All Exhibit Booth Rentals include installation/dismantling and graphic panels as shown for print-ready graphics. If graphics submitted are not print-ready, additional fees may apply. Monitor and lighting options available. Please contact the Exhibit Solutions Department with any questions at 404-720-8652.

Please fax completed form to Exhibit Solutions Department at 404-720-8757.

Please complete the following:

<b>Company Name:</b> _____	<b>Booth #:</b> _____	Subtotal \$	_____
<b>Contact Name:</b> _____	<b>Phone #:</b> _____	7.750% Tax*:	\$ _____
<b>Authorized Signature:</b> _____		Amount Due:	\$ _____

Signature also indicates you read and accept the Payment Policy and Terms and Conditions.

All orders cancelled by the exhibitor within 30 days of first day of exhibitor move in day may be subject to cancellation fees up to 100% of





**Shepard Exposition Services**

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Exhibit Solutions Email: [ESSRentals@shepardes.com](mailto:ESSRentals@shepardes.com)

# FABEX BACKLIT BOOTHS

**Western Fairs Association Convention & Trade Show**

**January 4 - 5, 2018**

**Marriott Anaheim - Anaheim, California**

Event Code: C162200118

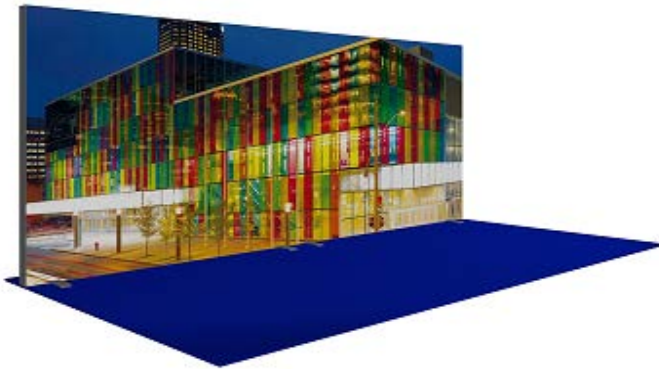
**Discount Deadline: December 5, 2017**

## FABEX Fabric Backlit Booth RENTALS



Code	Qty.	Description	Discount	Regular
66564		FX11 10' x 10' Backlit	2406.95	3610.45

Freestanding 8'h x 10' Backlit Backwall with full color graphics  
 Carpet not included  
 Graphic Size: 3042mm x 2436mm  
 Electricity not included



Code	Qty.	Description	Discount	Regular
66565		FX12 10' x 20' Backlit	3719.75	5579.65

Freestanding 8'h x 20' Backlit Backwall with full color graphics  
 Carpet not included  
 Graphic Size: 6088mm x 2436mm  
 Electricity not included



Code	Qty.	Description	Discount	Regular
66566		FX13 10' x 30' Backlit	5032.65	7549.00

Freestanding 8' h x 30' Backlit Backwall with full color graphics  
 Carpet not included  
 Graphic Size: 8992mm x 2436mm  
 Electricity not included

**All FABEX exhibits must be ordered 30 days before move in for confirmed availability.**

**\*\*Please Note\*\*** Carpet is not included, to order please refer to the Carpet & Cleaning form.

All Exhibit Booth Rentals include installation/dismantling and graphic panels as shown for print-ready graphics. If graphics submitted are not print-ready, additional fees may apply. Monitor and lighting options available. Please contact the Exhibit Solutions Department with any questions at 404-720-8652.

**Please fax completed form to Exhibit Solutions Department at 404-720-8757.**

Please complete the following:

<b>Company Name:</b> _____	<b>Booth #:</b> _____	Subtotal \$	_____
<b>Contact Name:</b> _____	<b>Phone #:</b> _____	7.750% Tax*:	\$ _____
<b>Authorized Signature:</b> _____		Amount Due:	\$ _____

Signature also indicates you read and accept the Payment Policy and Terms and Conditions.

All orders cancelled by the exhibitor within 30 days of first day of exhibitor move in day may be subject to cancellation fees up to 100% of the total order, based upon the status of move-in, work performed and/or Shepard set-up costs or expenses. \* All tax rates are subject to change.



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# INLINE BOOTH RENTALS

Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

Discount Deadline: December 5, 2017

## EXHIBIT SOLUTIONS INLINE BOOTH RENTALS

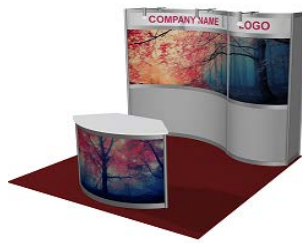
*Let our Exhibit Solutions team make Exhibiting EZ with a Turnkey Rental Booth!!*

- \*Custom Design for Rentals
- \*Onsite Logistics Management
- \*Freight Management
- \*Graphic Development/Printing
- \*Installation/Dismantle
- \*Custom Furniture Rental

**10' x 20' Options are available for each 10' x 10' pictured below**

Please visit us online for additional options and information: <http://www.shepardes.com/shep-gallery.html>

**The Eddie**



**The Jonathon**



**The Pierce**



**The Madison**



Code	Qty.	Description	Discount	Regular
66470		The Eddie- 10' x 10'	3619.95	4705.95
66471		The Eddie- 10' x 20'	5894.80	7663.25
66474		The Jonathon - 10' x 10'	2525.40	3283.00
66475		The Jonathon - 10' x 20'	4420.45	5746.60
66477		The Pierce - 10' x 10'	3132.45	4072.20
66478		The Pierce - 10' x 20'	5947.70	7732.00
66484		The Madison - 10' x 10'	3798.65	4938.25
66485		The Madison - 10' x 20'	4502.05	5852.65

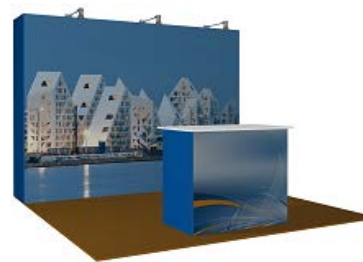
**The Grant**



**The Harrison**



**The Hamilton**



**The Lucy**



Code	Qty.	Description	Discount	Regular
66486		The Grant- 10' x 10'	4009.65	5212.55
66487		The Grant- 10' x 20'	5557.20	7224.35
66492		The Harrison - 10' x 10'	3686.05	4791.85
66493		The Harrison - 10' x 20'	5416.50	7041.45
66467		The Hamilton- 10' x 10'	2568.55	3339.10
66468		The Hamilton- 10' x 20'	4499.80	5849.75
66473		The Lucy - 10' x 10'	2321.40	3017.80

**\*\*Please Note\*\*** Carpet is not included, to order please refer to the Carpet & Cleaning form.

All Exhibit Booth Rentals include installation/dismantling and graphic panels as shown for print-ready graphics. If graphics submitted are not print-ready, additional fees may apply. Monitor and lighting options available. Please contact the Exhibit Solutions Department with any questions at 404-720-8652.

Please fax completed form to Exhibit Solutions Department at 404-720-8757.

Please complete the following:

<b>Company Name:</b> _____	<b>Booth #:</b> _____	Subtotal	\$
<b>Contact Name:</b> _____	<b>Phone #:</b> _____	7.750% Tax*:	\$
<b>Authorized Signature:</b> _____		Amount Due:	\$

Signature also indicates you read and accept the Payment Policy and Terms and Conditions.

All orders cancelled by the exhibitor within 30 days of first day of exhibitor move in day may be subject to cancellation fees up to 100% of the total order, based upon the status of move-in, work performed and/or Shepard set-up costs or expenses. \* All tax rates are subject to change.





# ARTISAN BOOTH RENTALS

Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

**Discount Deadline: December 5, 2017**

Shepard Exposition Services

1531 Carroll Drive, NW Atlanta, GA 30318

Exhibit Solutions Sales Phone: 404-720-8652

Exhibit Solutions Sales Fax: 404-720-8757

Exhibit Solutions Email: [ESSRentals@shepardes.com](mailto:ESSRentals@shepardes.com)

## 10' x 10' Artisan RENTALS



Code	Qty.	Description	Discount	Regular
66601		Van Gogh 10' x 10' Rental	2568.55	3852.85
66602		Kahlo 10' x 10' Rental	3115.15	4672.75
66604		Warhol 10' x 10' Rental	3991.25	5986.90
66605		O'keefe 10' x 10' Rental	3379.70	5069.55

## 10' x 20' Artisan RENTALS



Code	Qty.	Description	Discount	Regular
66607		DaVinci 10' x 20' Rental	6245.70	9368.55
66608		Pollock 10' x 20' Rental	5986.90	8980.35
66609		Banksy 10' x 20' Rental	6598.45	9897.70

**Monitors are not included in the rental price. Rates available upon request.**

**\*\*Please Note\*\*** Carpet is not included, to order please refer to the Carpet & Cleaning form.

All Exhibit Booth Rentals include installation/dismantling and graphic panels as shown for print-ready graphics. If graphics submitted are not print-ready, additional fees may apply. Monitor and lighting options available. Please contact the Exhibit Solutions Department with any questions at 404-720-8652.

**Please fax completed form to Exhibit Solutions Department at 404-720-8757.**

Please complete the following:

**Company Name:** \_\_\_\_\_ **Booth #:** \_\_\_\_\_  
**Contact Name:** \_\_\_\_\_ **Phone #:** \_\_\_\_\_  
**Authorized Signature:** \_\_\_\_\_

Subtotal	\$
7.750% Tax*	\$
Amount Due:	\$

Signature also indicates you read and accept the Payment Policy and Terms and Conditions.

All orders cancelled by the exhibitor within 30 days of first day of exhibitor move in day may be subject to cancellation fees up to 100% of the total order, based upon the status of move-in, work performed and/or Shepard set-up costs or expenses. \* All tax rates are subject to change.



Shepard Exposition Services

1531 Carroll Drive, NW Atlanta, GA 30318  
 Exhibit Solutions Sales Phone: 404-720-8652  
 Exhibit Solutions Sales Fax: 404-720-8757  
 Exhibit Solutions Email: [ESSRentals@shepardes.com](mailto:ESSRentals@shepardes.com)

# ARTISAN BOOTH RENTALS

Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

**Discount Deadline: December 5, 2017**

## 20' x 20' Artisan Booth Rentals

### The Picasso



Code	Qty.	Description	Discount	Regular
66610		20' x 20' Rental	13583.15	20374.75

### The Rembrandt



Code	Qty.	Description	Discount	Regular
66611		20' x 20' Rental	18990.65	28486.00

## Artisan Kiosks



Code	Qty.	Description	Discount	Regular
66606		Monet Kiosk	1545.00	2317.50
66603		Dali Kiosk	2568.55	3852.85

**Monitors are not included in the rental price. Rates available upon request.**

**\*\*Please Note\*\*** Carpet is not included, to order please refer to the Carpet & Cleaning form.

All Exhibit Booth Rentals include installation/dismantling and graphic panels as shown for print-ready graphics. If graphics submitted are not print ready, additional fees may apply. Monitor and lighting options available. Please contact the Exhibit Solutions Department with any questions at 404-720-8652.

**Please fax completed form to Exhibit Solutions Department at 404-720-8757.**

Please complete the following:

<b>Company Name:</b> _____	<b>Booth #:</b> _____	Subtotal \$	_____
<b>Contact Name:</b> _____	<b>Phone #:</b> _____	7.750% Tax*	\$ _____
<b>Authorized Signature:</b> _____		Amount Due:	\$ _____

Signature also indicates you read and accept the Payment Policy and Terms and Conditions.

All orders cancelled by the exhibitor within 30 days of first day of exhibitor move in day may be subject to cancellation fees up to 100% of the total order, based upon the status of move-in, work performed and/or Shepard set-up costs or expenses. \* All tax rates are subject to change.



# EXHIBIT RENTAL ACCESSORIES

Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

**Discount Deadline: December 5, 2017**

**Shepard Exposition Services**  
 1531 Carroll Drive, NW Atlanta, GA 30318  
 Exhibit Solutions Sales Phone: 404-720-8652  
 Exhibit Solutions Sales Fax: 404-720-8757  
 Exhibit Solutions Email: [ESSRentals@shepardes.com](mailto:ESSRentals@shepardes.com)

## SHOWCASES AND LOCKING CABINETS



**Quarterview Showcase**  
4' 6" W X 1' 9" D x 3' 3" H

**Square Showcase**  
1' 9" W x 1' 9" D x 7' H

**LC3**  
3' 9" W x 2' 3" D x 3' 6" H

Showcases					
Code	Qty.	Description	Discount	Regular	Amount
66270		Quarterview	1200.75	1561.00	
Please choose metal color: <input type="checkbox"/> Black (06) <input type="checkbox"/> White (03) <input type="checkbox"/> Silver (15)					
66272		Square	1295.95	1684.75	
Please choose metal color: <input type="checkbox"/> Black (06) <input type="checkbox"/> White (03) <input type="checkbox"/> Silver (15)					



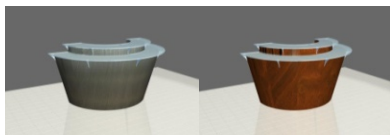
**LC1 - 1 meter wide**  
3' 6" W x 1' 9" D x 3' 6" H

Locking Cabinets					
Code	Qty.	Description	Discount	Regular	Amount
66282		LC1	890.00	1157.00	
Please choose metal color: <input type="checkbox"/> Black (06) <input type="checkbox"/> White (03) <input type="checkbox"/> Silver (15)					
66283		LC2	1080.00	1404.00	
Please choose metal color: <input type="checkbox"/> Black (06) <input type="checkbox"/> White (03) <input type="checkbox"/> Silver (15)					
66284		LC3	656.50	853.45	
Please choose panel color: <input type="checkbox"/> Black (06) <input type="checkbox"/> White (03)					



**LC2 - 1.5 meters wide**  
5' W x 1' 9" D x 3' 6" H

## RECEPTION COUNTERS AND COMPUTER STANDS



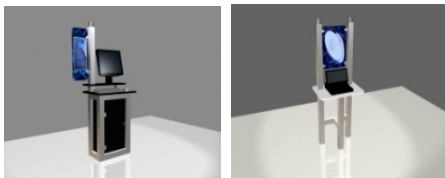
**RC1**  
7' 9" W x 3' 5" D x 3' 9" H



**RC2**  
4' 9" W x 2' 3" D x 3' 3" H



**RC3\***  
5' 3" W x 3' 3" D x 3' 6" H



**CS1\***      **CS2\***  
 CS1 - 3' W x 1' 9" D x 6' 3" H  
 CS2 - 2' 3" W x 1' 6" D x 6' 3" H

Reception Counters and Computer Stands					
Code	Qty	Description	Discount	Regular	Amount
66274		RC1	2476.65	3219.65	
Please choose metal color: <input type="checkbox"/> Chrome (CH) <input type="checkbox"/> Wood (W)					
66275		RC2	915.25	1189.85	
Please choose metal color: <input type="checkbox"/> Black (06) <input type="checkbox"/> White (03) <input type="checkbox"/> Silver (15)					
66276		RC3*	1985.30	2580.90	
66285		CS1*	1154.55	1500.90	
66286		CS2*	672.95	874.85	

\*Item includes graphics. A Shepard Representative will contact you with art requirements.

## PRODUCT DISPLAY AND TRAFFIC BUILDERS

Product Display					
Code	Qty	Description	Discount	Regular	Amount
66277		Gondola	623.65	810.75	
Please choose metal color: <input type="checkbox"/> Black (06) <input type="checkbox"/> White (03) <input type="checkbox"/> Silver (15)					
66278		GL1*	616.50	801.45	
66279		GL2*	1062.70	1381.50	

\*Item includes graphics. A Shepard Representative will contact you with art requirements.

Phone Charging Station					
Code	Qty	Description	Discount	Regular	Amount
66430		Phone Station*	2040.00	2652.00	



**Gondola**  
3' 6" W x 1' 9" D x 5' H



**GL1\***      **GL2\***  
 GL1 - 5' 4" W x 1' 3" D x 8' H  
 GL2 - 4' 3" W x 1' 3" D x 7' H



Please note that electrical services must be ordered separately. You may find the forms in the Utilities section of the service manual.

Please fax completed form to the Exhibit Solutions Department at 404-720-8757.

Please complete the following:

<b>Company Name:</b> _____	<b>Booth #:</b> _____	Subtotal	\$
<b>Contact Name:</b> _____	<b>Phone #:</b> _____	7.750% Tax*	\$
<b>Authorized Signature:</b> _____		Amount Due:	\$

Signature also indicates you read and accept the Payment Policy and Terms and Conditions.

Must order by discount deadline date to receive discounted pricing. Payment Authorization must be completed and returned with order.

All orders cancelled by the exhibitor within 30 days of first day of exhibitor move in day may be subject to cancellation fees up to 100% of the total order, based upon the status of move-in, work performed and/or Shepard set-up costs or expenses. \* All tax rates are subject to change.





### **UNION LABOR**

California is NOT a "right-to-work" state. The installation and dismantling of prefabricated displays comes under the jurisdiction of the Painters decorators union. Union Labor is available to assist in the installation and dismantling of exhibit booths. Exhibit labor, freight and rigging labor, electricians and plumbers can be arranged for at established rates, using the enclosed order forms.

### **EXHIBIT LABOR JURISDICTION**

Painters decorator union exhibit labor claims jurisdiction for the installation, dismantling, and first cleaning of prefabricated exhibits and displays. However, one (1) full-time exhibiting company employee may work without tools for thirty (30) minutes on the installation (move in) and (30) thirty minutes on the dismantle (move out), without union labor on booths that are smaller than 10x10. All booths over 10x10 or exceeding 10 linear feet require union labor. Exhibitors are not permitted to use tools of any type (screwdrivers, hammers, electric drills, power saws, etc) on booths of any size. Exhibitors may handle and set out the products they manufacture; however all background materials-display boards, back drops, stands-anything products are displayed upon, attached to, or made part of and laying of floor tile and carpets must be installed by union labor. If union labor is needed, exhibitor personnel may work alongside of the union on a one to one basis.

### **MATERIAL/FREIGHT HANDLING JURISDICTION**

The Teamsters have jurisdiction over all unloading and reloading of materials. The union also has jurisdiction over the operation of all material handling equipment – this includes all dollies and hand trucks. Exhibitors may carry only what 1 person can manage in one trip, using no equipment. No hand carried items may come through the loading dock. Current union jurisdiction precludes hotel personnel from delivering material to exhibit booths.

### **GRATUITIES /BREAKS**

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

### **IN GENERAL**

Exhibitors do not have to respond to grievances or complaints from union and trade personnel with respect to work jurisdictions. Please refer all such disputes and/or questions to Shepard management personnel immediately.

### **SAFETY**

Safety of everyone working in the hall is of our utmost concern at all times. Standing on chairs, tables and other rental furniture is prohibited. This furniture is not engineered to support your standing weight. Shepard Exposition Services cannot be held responsible for injuries or falls caused by the improper use of this furniture. If assistance is required in assembling your booth, please order labor on the Labor Order Form included in this manual and the necessary ladders and tools will be provided.



**Shepard Exposition Services**

2315 E Locust Court, Ontario, CA 91761

Customer Service Phone: (909) 212-7240

Customer Service Fax: (909) 218-8986

Customer Service Email: [losangeles@shepardes.com](mailto:losangeles@shepardes.com)

# SIGN ORDER FORM

## Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

**Discount Deadline: December 14, 2017**

### SIGNS, BANNERS AND ACCESSORIES

Code	Qty.	Description	Discount	Regular	Amount
<b>Standard Foamcore Signs, Single-sided</b>					
70009		Vertical, 22" x 28"	190.30	247.40	
70010		Horz., 22" x 28"	190.30	247.40	
70011		Vertical, 28" x 44"	289.95	376.95	
70012		Horz., 28" x 44"	289.95	376.95	
70025		Meterboard, 39" x 84"	586.80	762.85	
<b>Accessories</b>					
70017		Blank Foamcore, 4' x 8'	51.70	67.20	
70021		Velcro, per ft, min. 5 ft.	3.40	4.40	

Code	Qty.	Description	Discount	Regular	Amount
<b>Vinyl Banners with Digital Printing</b>					
70065		Grommets, per sq. ft. - Vertical	24.15	31.40	
70071		Grommets, per sq. ft. - Horizontal	24.15	31.40	
70066		Pockets, per sq. ft. - Vertical	25.95	33.75	
70072		Pockets, per sq. ft. - Horizontal	25.95	33.75	

<b>Replacement ID Sign - Cardstock</b>					
70004		7" x 44" Horz.	56.95	74.05	

**Sign prices are based on customer supplying print-ready graphics in the requested format (see below).**

Please complete the following:

**Company Name:** \_\_\_\_\_ **Booth #:** \_\_\_\_\_  
**Contact Name:** \_\_\_\_\_ **Phone #:** \_\_\_\_\_  
**Authorized Signature:** \_\_\_\_\_

Subtotal	\$
7.750% Tax*	\$
Amount Due:	\$

Signature also indicates you read and accept the Payment Policy and Terms and Conditions.

Must order by discount deadline date to receive discounted pricing. Payment Authorization must be completed and returned with order.

Graphic files/requests must be received by discount deadline date to qualify for discounted prices.

There are no exchanges or refunds once sign has been ordered and processed.

\* All tax rates are subject to change.

### SIGN SUBMISSION INFORMATION

**Please follow these requests, so Shepard can provide the highest of quality signs for your show.**

#### File Submission Media

- ~ CD-ROM
- ~ Email attachment (4 mgs or smaller only)
- ~ FTP (.zip compression), call for FTP information

When sending disks, please label them with the following:

Exhibitor Co. Name, Booth #, Show Name, Show Date

#### Acceptable Software & Formats

- ~ Adobe Illustrator (AI/EPS), InDesign, Photoshop & Acrobat
- ~ Files should be formatted in high-resolution quality, 100-300 dpi
- ~ Vector-based artwork preferred with fonts converted to outline

#### Artwork Dimensions & Color Specifications

- ~ All artwork submitted should be created at 100% actual size or in 10% reduction increments (please indicate scale used)
- ~ Specify target colors as PMS C or U, and send us 100% accurate proofs with your disk. (Color variations may occur due to output devices)

#### Other Graphic Services Available

- ~ Artwork/graphic design services (70067)
- ~ Logo reproduction (70052)
- ~ Special artwork mounting (70069)

**Please note: If customer-provided graphic files are not to exact specifications/requirements, a design-time surcharge will apply.**





# LABOR ORDER FORM

## Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Shepard Exposition Services  
2315 E Locust Court, Ontario, CA 91761  
Customer Service Phone: (909) 212-7240  
Customer Service Fax: (909) 218-8986  
Customer Service Email: [losangeles@shepardes.com](mailto:losangeles@shepardes.com)

Event Code: C162200118

**Discount Deadline: December 14, 2017**

### INSTALLATION & DISMANTLING LABOR ESTIMATE AND QUESTIONNAIRE

**Please complete the following:**

How many laborers will you require? \_\_\_\_\_ Installation \_\_\_\_\_ Dismantling  
Date of installation: \_\_\_\_\_ Requested start time: \_\_\_\_\_ Est. Hours \_\_\_\_\_  
Date of dismantling: \_\_\_\_\_ Requested start time: \_\_\_\_\_ Est. Hours \_\_\_\_\_

**I will need Shepard Supervised Labor for (please check one):**

Installation  Dismantling  Both Install/Dismantle

**I will need Exhibitor Supervised Labor for (please check one):**

Installation  Dismantling  Both Install/Dismantle

Code	Qty.	Item	Discount	Regular	Sup. Fee	Amount
<b>Shepard Supervised Labor (Exhibitor not present)</b>						
68066		ST	118.00	153.40	30% **	
68067		OT	185.00	240.50	30% **	
68068		DT	240.00	312.00	30% **	

Dismantle: 68070/68071/68072 Sup install: 68069 Sup dismantle: 68073

Code	Qty.	Item	Discount	Regular	Amount
<b>Exhibitor Supervised Labor</b>					
68060		ST	118.00	153.40	
68061		OT	185.00	240.50	
68062		DT	240.00	312.00	

Dismantle: 68063/68064/68065

**\*\*Supervisory fee is 30% of total cost or \$60, whichever is greater.**

**Please note:**

- Hours are based on estimates, you will be invoiced for actual time incurred.
- Requested times are not guaranteed and are based on availability.
- Minimum one hour will be charged. Additional time will be billed in in half-hour increments.
- **When ordering dismantle labor, due to show break down and returning empties to your booth, labor ordered through Shepard at the close of the event may not be available until one hour after show close.**

Subtotal	\$
N/A Tax*	\$
Amount Due:	\$

### Labor Hours

ST - Straight time: Monday-Friday, 8:00 AM - 4:30 PM  
OT - Overtime: Monday-Friday, 4:30 PM - Midnight; Saturday/Sunday, 8:00 AM - 5:00 PM  
DT - Double time: All other hours and holidays

**If you are shipping carpet to the show and require Shepard to install it for you, please complete the following:**

<b>Exhibitor-Owned Carpet Installation/Dismantling</b>					
Code	SQ FT	Description	Discount	Regular	Amount
68080		Flooring Only	1.00	1.30	
68083		Padding + Flooring	1.50	1.95	
68079		MINIMUM	236.00	306.80	

Requested install date/time: \_\_\_\_\_

**Flooring type(s):**

Carpet  Padding  Other \_\_\_\_\_

**What is your booth size (ft.)?**

X  =  SQ FT

Subtotal	\$
N/A Tax*	\$
Amount Due:	\$

### SHEPARD SUPERVISION INFORMATION

**Please complete this section if you have chosen Shepard to supervise your installation and/or dismantling.**

#### Inbound Freight Information

Carrier Company Name: \_\_\_\_\_  
# of pieces: \_\_\_\_\_ Weight of Shipment: \_\_\_\_\_  
Is shipment?  Crated  Uncrated  
Tracking/Pro #: \_\_\_\_\_  
Estimated arrival date: \_\_\_\_\_  
Shipment to arrive at:  Warehouse  Show site

#### Outbound Freight Information

Carrier Company Name: \_\_\_\_\_  
Deliver Shipment To: \_\_\_\_\_  
Address: \_\_\_\_\_  
City, ST, Zip: \_\_\_\_\_  
Type of Service (air, van line, ground, etc.): \_\_\_\_\_  
*If for any reason your shipment is not picked up by your carrier, please choose one of the following options:*  
Force freight through preferred carrier:   
Send shipment back to Shepard warehouse:  (\$400 min. fee)

#### Set-up Information for Installation

Please check all that apply and provide information where requested.

Booth Size:  x   
Forklift required?  Yes  No  
Carpet is?  owned  rented from Shepard  
Carpet padding?  Yes  No  
Drawings are?  Faxed to Shepard  Shipped w/exhibit crates

#### Services You Have Ordered

(please check all that apply)

Electrical  Furniture  A/V Equipment  
 Booth Cleaning  Telephone/Internet  
*Electrical Information:*  
 Electrical should go under the carpet (diagram is attached)  
 Electrical drawings are attached  
 Electrical drawings are with exhibit in crate number  
 Electrical drawings were sent to the official contractor

#### On-site Exhibitor Contact Information

Name: \_\_\_\_\_ Phone #: \_\_\_\_\_  
Hotel: \_\_\_\_\_  
Arrival date/time: \_\_\_\_\_ Departure date/time: \_\_\_\_\_

Please complete the following: **Company Name:** \_\_\_\_\_ **Booth #:** \_\_\_\_\_  
**Contact Name:** \_\_\_\_\_ **Phone #:** \_\_\_\_\_  
**Authorized Signature:** \_\_\_\_\_

Signature also indicates you read and accept the Payment Policy and Terms and Conditions. All tax rates are subject to change.

Must order by discount deadline date to receive discounted pricing. Payment Authorization must be completed and returned with order.

Orders cancelled without written 48-hour notice will be charged a one (1) hour cancellation fee.



# GROUND RIGGING/FORKLIFT RENTAL

## Western Fairs Association Convention & Trade Show

### January 4 - 5, 2018

### Marriott Anaheim - Anaheim, California

Shepard Exposition Services

2315 E Locust Court, Ontario, CA 91761

Customer Service Phone: (909) 212-7240

Customer Service Fax: (909) 218-8986

Customer Service Email: [losangeles@shepardes.com](mailto:losangeles@shepardes.com)

Event Code: C162200118

**Discount Deadline: December 14, 2017**

### GROUND RIGGING FORKLIFT RENTAL

**DO NOT USE THIS FORM FOR MATERIAL HANDLING SERVICES.**

Please complete the following: # of pieces to be spotted \_\_\_\_\_ Heaviest piece to be spotted \_\_\_\_\_

Install Date/Time: \_\_\_\_\_ Dismantle Date/Time: \_\_\_\_\_ (times are not guaranteed)

Description of work to be performed: \_\_\_\_\_

Code	Qty.	Item Description	Discount	Regular	Amount
<b>FORKLIFT RENTAL - UP TO 5,000 LB CAPACITY</b>					
35028		Straight-time Hourly Rental	351.75	457.25	
35039		Overtime Hourly Rental	456.45	593.50	
35067		Double-time Hourly Rental	542.40	705.00	

Code	Qty.	Item Description	Discount	Regular	Amount
<b>FORKLIFT RENTAL - UP TO 10,000 LB CAPACITY</b>					
35029		Straight-time Hourly Rental	703.50	914.50	
35049		Overtime Hourly Rental	912.90	1186.75	
35069		Double-time Hourly Rental	1084.75	1410.25	

Code	Qty.	Item Description	Discount	Regular	Amount
<b>FORKLIFT RENTAL - UP TO 20,000 LB CAPACITY</b>					
35035		Straight-time Hourly Rental	1055.25	1371.75	
35066		Overtime Hourly Rental	1369.30	1780.00	
35070		Double-time Hourly Rental	1627.15	2115.25	

### CRANES, SCISSOR LIFTS, AND 4-STAGE FORKLIFTS AVAILABLE UPON REQUEST

ST - Straight time: Monday-Friday, 8:00 AM - 4:30 PM

OT - Overtime: Monday-Friday, 4:30 PM - Midnight; Saturday/Sunday, 8:00 AM - 5:00 PM

DT - Double time: All other hours and holidays

### RIGGING LABOR RATES

Code	Qty.	Item Description	Discount	Regular	Amount
<b>RIGGING FOREMAN LABOR PER MAN HOUR</b>					
35085		Straight-time Hourly Rate	147.50	191.75	
35086		Overtime Hourly Rate	231.25	300.65	
35099		Double-time Hourly Rate	300.00	390.00	

Code	Qty.	Item Description	Discount	Regular	Amount
<b>RIGGERS AND MATERIAL HANDLERS PER MAN HOUR</b>					
35087		Straight-time Hourly Rate	118.00	153.40	
35100		Overtime Hourly Rate	185.00	240.50	
35101		Double-time Hourly Rate	240.00	312.00	

### PLEASE NOTE:

Rate structure includes forklift and (1) operator only.

Minimum crews are based on scope of work and area jurisdiction.

Additional labor and groundmen will be billed at the hourly rate.

The minimum charge for labor and equipment is one (1) hour. Labor and equipment thereafter is charged in half (1/2) hour increments.

Orders cancelled without 24-hour notices will be charged a one (1) hour cancellation fee.

### PLEASE NOTE:

The minimum charge for labor and equipment is one (1) hour. Labor and equipment thereafter is charged in half (1/2) hour increments.

Orders cancelled without 24-hour written notice will be charged a one (1) hour cancellation fee.

Please complete the following:

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

**Contact Name:** \_\_\_\_\_ **Phone #:** \_\_\_\_\_

**Authorized Signature:** \_\_\_\_\_

Subtotal	\$
N/A Tax*	\$
Amount Due:	\$

Signature also indicates you read and accept the Payment Policy and Terms and Conditions.

Must order by discount deadline date to receive discounted pricing. Payment Authorization must be completed and returned with order.

There are no exchanges or refunds once item has been delivered to your booth. Cancellation must be received in writing 48 hours prior to first exhibitor move-in day.

\* All tax rates are subject to change.



# SHEPARD LOGISTICS SERVICES

## Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

### Shepard Exposition Services

1531 Carroll Drive, NW Atlanta, GA 30318

Shepard Logistics Phone: 888-568-8858

Shepard Logistics Fax: 404-596-5620

Shepard Logistics Email: [logistics@shepardes.com](mailto:logistics@shepardes.com)

**FAX OR EMAIL THIS FORM ONLY IF YOU ARE SHIPPING YOUR EXHIBIT MATERIALS BY SHEPARD LOGISTICS SERVICES**

### INBOUND PICK UP LOCATION INFORMATION

• Payment Authorization form must be on file to pick up as charges will be included on your show services invoice.

Requested Pick Up Date: \_\_\_\_\_

Hours of Operation: \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

(City) (State) (Zip)

### SHIPPING INFORMATION

#### Items to be shipped

Number of Pieces	Est. Dims	Est. Weight
Crates		
Cartons (cardboard)		
Cases/Trunks (fiber) (color)		
Skids/Pallets		
Carpet (color)		
TV/Monitor		
Other		
<b>Total Pieces</b>	<b>Total Dims.</b>	<b>Total Wt.</b>

Size of largest piece: L \_\_\_\_\_ W \_\_\_\_\_ H \_\_\_\_\_

Loading Dock  Yes  No Lift Gate \_\_\_\_\_

Residential \_\_\_\_\_ Inside Pick up \_\_\_\_\_ Inside Delivery \_\_\_\_\_

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

• Please note: All Shepard Logistics quotes include transportation cost only. Additional material handling fees may apply on show site

### SHIP TO

I will be shipping to the **WAREHOUSE**  
**(Company Name, Booth #)**  
 Western Fairs Association Convention & Trade Show  
 c/o Shepard Exposition Services  
 2315 E Locust Court  
 Ontario, CA 91761

Warehouse Deadline December 27, 2017  
Date

I will be shipping to **SHOW SITE**  
**c/o Shepard Exposition Services**  
**(Company Name, Booth#)**  
 Western Fairs Association Convention & Trade Show  
 Marriott-Anaheim  
 700 West Convention Way  
 Anaheim, CA 92802

Delivery date: January 3, 2018

### OUTBOUND SHIPPING INFORMATION

I would like to schedule Outbound Transportation. Please provide me with a Material Handling Agreement at show site for my shipping instructions and signature. So we may deliver your Outbound Material Handling Agreement and labels, please complete the following information.

#### Ship to Address:

\_\_\_\_\_

\_\_\_\_\_

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

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

Deliver By Date: \_\_\_\_\_

Number of labels: \_\_\_\_\_

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

### TYPE OF SERVICE - Choose One

Next Day Air  2nd Day Air

Service via Air Transportation is charged based on Dimensional weight or Actual weight whichever is greater.

Standard Ground  Other (Truck Load, Specialized)

### TRANSPORTATION CHARGES

Charges for transportation and material handling services provided by Shepard shall be billed to the Credit Card on file.

Type Card

Logistics/Material Handling ONLY  Authorize ALL charges

Credit Card #: \_\_\_\_\_

Expiration Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

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

City, ST, Zip: \_\_\_\_\_

Name on Card: \_\_\_\_\_

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

A REPRESENTATIVE FROM SHEPARD LOGISTICS WILL CONFIRM RECEIPT OF YOUR EXHIBIT TRANSPORTATION REQUEST.

Please complete the following:

Exhibiting Co. Name: \_\_\_\_\_ Booth #: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Phone #: \_\_\_\_\_

Email: \_\_\_\_\_ Fax #: \_\_\_\_\_

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

Signature indicates you have read and accept the Payment Policy and Terms and Conditions.

*Orders must be received within 24 hours of requested pickup date. Service level may be changed in order to meet delivery date.*



# Shepard Logistics

Complete Transportation Services

## Advantages of Shepard Logistics

- 10% material handling discount for round trip SLS customer shipments
- Volume discounting for larger shipments
- Guaranteed price quotes online with online booking and scheduled pick-up
- Preferred and confirmed target times inbound
- Pre-printed bills and shipping labels correctly formatted inbound or outbound
- Free 30-day pre-event storage charges
- Ship direct to show site and avoid warehouse charges when facility permits
- Automated tracking and delivery status reports via email
- No driver waiting time charges inbound or outbound
- No additional trade show fees
- Priority Empty Return Labels to all inbound Logistics Customers
- Guaranteed pick-up outbound from show, with immediate loading following empty return
- Guaranteed on-time delivery to destination city, facility, or warehouse or it is free



## Benefits of Shepard Logistics

- Security; immediate outbound loading reduces risk of pilferage or misloading
- Convenience; less paperwork and less tracking
- Efficiency; scheduling travel, labor reliably, and possibly avoiding weekend overtime charges inbound
- Cost Saving; discounting of material handling charge

**To take full advantage of the Shepard Advantage, contact**

**888.568.8858**

**[logistics@shepardes.com](mailto:logistics@shepardes.com)**



# SHIPPING VERSUS MATERIAL HANDLING

## WHAT IS SHIPPING?

Shipping is the process of a carrier picking up your items from your office or place of origin and transporting it to the dock of either the advance warehouse or facility dock of your event. It is separate from Material Handling. Exhibitors may use any carrier they want, including Shepard Logistics.



## WHAT IS MATERIAL HANDLING?

Material Handling is the process of receiving your shipment from your carrier and managing it through the event cycle. It is a standard tradeshow process and it is a chargeable fee typically based on the weight of your shipment. Don't forget to add Material Handling to your budget!



### ONE EASY WAY TO KEEP YOUR CHARGES LOWER?

**Consolidate, Consolidate,  
Consolidate!**

*Skid items as much as possible so that they are sure to arrive together. Each shipment that arrives at a separate time is assessed the minimum charge. Whether you ship to the advance warehouse or show site it is in your best interest to consolidate as much as possible.*

### Material Handling Process:

- Unloading the trade show freight from your carrier once it arrives at the receiving dock.
- Transporting your shipment to your booth space.
- Removing empty shipping containers (boxes, crates, and pallets) from your booth.
- Temporarily storing your empty shipping containers during the show.
- Returning empty shipping containers to your booth once the event is over.
- Transferring the freight back to the loading dock.
- Loading the items into your carrier's delivery vehicle for return shipping.





# SHIPPING LABELS

Western Fairs Association Convention & Trade Show

## ADVANCE SHIPPING ADDRESS LABELS

<b>R U S H</b>	
	<b>ADVANCE WAREHOUSE</b>
	TO: _____ (EXHIBITING CO. NAME)
	Booth #: _____
	<b>c/o Shepard Exposition Services</b>
	<b>2315 E Locust Court Ontario, CA 91761</b>
	<b>Delivery Hours: M-F, 8-4:30 PM</b>
	For: <b>Western Fairs Association Convention &amp; Trade Show</b>
	First day freight can arrive w/o a surcharge: December 7, 2017
	Last day freight can arrive w/o a surcharge: December 27, 2017

<b>R U S H</b>	
	<b>ADVANCE WAREHOUSE</b>
	TO: _____ (EXHIBITING CO. NAME)
	Booth #: _____
	<b>c/o Shepard Exposition Services</b>
	<b>2315 E Locust Court Ontario, CA 91761</b>
	<b>Delivery Hours: M-F, 8-4:30 PM</b>
	For: <b>Western Fairs Association Convention &amp; Trade Show</b>
	First day freight can arrive w/o a surcharge: December 7, 2017
	Last day freight can arrive w/o a surcharge: December 27, 2017

## DIRECT TO SHOW SITE SHIPPING ADDRESS LABELS

<b>R U S H</b>	
	<b>DIRECT TO SHOW</b>
	TO: _____ (EXHIBITING CO. NAME)
	Booth #: _____
	C/O: <b>SHEPARD EXPOSITION SERVICES</b>
	<b>Marriott-Anaheim 700 West Convention Way Anaheim, CA 92802</b>
	For: <b>Western Fairs Association Convention &amp; Trade Show</b>
	<b>MUST NOT BE DELIVERED PRIOR TO:</b>
	<b>January 3, 2018 @ 8:00 AM</b>

<b>R U S H</b>	
	<b>DIRECT TO SHOW</b>
	TO: _____ (EXHIBITING CO. NAME)
	Booth #: _____
	C/O: <b>SHEPARD EXPOSITION SERVICES</b>
	<b>Marriott-Anaheim 700 West Convention Way Anaheim, CA 92802</b>
	For: <b>Western Fairs Association Convention &amp; Trade Show</b>
	<b>MUST NOT BE DELIVERED PRIOR TO:</b>
	<b>January 3, 2018 @ 8:00 AM</b>



# HANGING SIGN SHIPPING LABELS

Western Fairs Association Convention & Trade Show

## HANGING SIGN SHIPPING ADDRESS LABELS

**HANGING SIGN:** If you have a sign or anything (truss, etc.) that has been approved to hang from the ceiling, send it to the advance shipping warehouse address. Hanging items must be identified and readily available since they are installed first, before the show floor becomes encumbered by freight.

R U S H	 <b>ADVANCE WAREHOUSE</b>
	<b>HANGING SIGN</b>
	TO: _____ (EXHIBITING CO. NAME)
	Booth #: _____
	<b>c/o Shepard Exposition Services</b> <b>2315 E Locust Court</b> <b>Ontario, CA 91761</b>  <b>Delivery Hours: M-F, 8-4:30 PM</b>
For: <b>Western Fairs Association Convention &amp; Trade Show</b>	
	First day freight can arrive w/o a surcharge: <b>December 7, 2017</b> Last day freight can arrive w/o a surcharge: <b>December 27, 2017</b>

R U S H	 <b>ADVANCE WAREHOUSE</b>
	<b>HANGING SIGN</b>
	TO: _____ (EXHIBITING CO. NAME)
	Booth #: _____
	<b>c/o Shepard Exposition Services</b> <b>2315 E Locust Court</b> <b>Ontario, CA 91761</b>  <b>Delivery Hours: M-F, 8-4:30 PM</b>
For: <b>Western Fairs Association Convention &amp; Trade Show</b>	
	First day freight can arrive w/o a surcharge: <b>December 7, 2017</b> Last day freight can arrive w/o a surcharge: <b>December 27, 2017</b>



# MATERIAL HANDLING AUTHORIZATION

Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

Shepard Exposition Services

2315 E Locust Court, Ontario, CA 91761

Customer Service Phone: (909) 212-7240

Customer Service Fax: (909) 218-8986

Customer Service Email: [losangeles@shepardes.com](mailto:losangeles@shepardes.com)

## MATERIAL HANDLING RATES AND ESTIMATE WORKSHEET

**SHIP WITH SHEPARD LOGISTICS AND RECEIVE A 10% DISCOUNT\* ON MATERIAL HANDLING**

To set up your shipment please call 888-568-8858, or complete the Shepard Logistics Order Form included in this manual.

\*Discount does not apply to shipments considered small package, local deliveries. or shipments over 10,000 lbs. Roundtrip SLS shipping is required to qualify for discount. (35572)

### CALCULATION OF MATERIAL HANDLING SERVICES

The following services, whether used completely, or in part, are offered as a package. When recording weight, round up to the next 100 lbs. For example: 285 lbs. = 300 lbs./100 lbs. = 3 X RATE = \$ Amount or minimum charge, whichever is greater.

Standard Material Handling										
Weight	Description		Price	Total	Weight	Description		Price	Total	
<b>Advance Shipments to Warehouse</b>					<b>Direct Shipments to Showsite</b>					
	\$175.50	\$228.25				\$156.00	\$234.00	\$202.75		
	Crated	Special Handling				Crated	Uncrated	Special Handling		
	35010	35036				35030	35043	35038		
<b>Pieces</b>	<b>Small Packages (FedEx/UPS/DHL under 30 lbs.)</b>				<b>Overtime</b>					
	\$87.75	\$114.00	\$175.50		Overtime: 30% fee for each overtime application based on ST rate					
	Each carton	Special handling	Min. per shipment		<b>Double Time</b>					
	35048	35268	35045		Double Time: 50% fee for each double time application based on ST rate					

**RATES ARE PER 100 LBS. WITH A 200 LB. MINIMUM**

For credit card payments, please complete the payment authorization form. Any additional overtime charges will be invoiced at show site and are subject to change pending move-in/move-out schedule.

Subtotal	\$
N/A Tax*	\$
Amount Due:	\$

We understand that your calculation is only an estimate. Invoicing will be calculated from actual certified weight ticket or reweigh ticket on inbound material handling receiving report. Adjustments will be made accordingly. Any adjustments to charges must be made at show site.

\* All tax rates are subject to change.

**Single pieces weighing more than 5000 pounds CANNOT be accepted at the warehouse.** Loose, easily damaged, uncrated, or blanket-wrapped shipments should be shipped directly to the show site.

### Early/Late Shipments to Warehouse

A surcharge will apply to shipments not arriving within the published dates (refer to Show Information page for dates) for advance warehouse or arriving on show site

### Reweigh of Shipments

An additional charge per forklift load will be applied to shipments that have to be reweighed at the dock due to the lack of a certified weight ticket, or an incorrect or an understated weight on delivery document.

### Disposal Fee

A disposal fee & minimum 1 hour labor will be charged for all booth materials (booth displays, flooring, etc.) left unclaimed after show move-out.

If you have any questions about material handling, please contact Shepard Customer Service department.

Please complete the following:

**Company Name:** \_\_\_\_\_ **Booth #:** \_\_\_\_\_  
**Contact Name:** \_\_\_\_\_ **Phone #:** \_\_\_\_\_  
**Authorized Signature:** \_\_\_\_\_

Shepard Exposition Services is authorized to perform material handling services on behalf of the exhibiting company named above. Signature also indicates you have read and accept the Payment Policy and Terms and Conditions. Sign and return to Shepard.

Payment Authorization must be completed and returned with Material Handling Worksheet. Other charges may apply, please review Material Handling Information form included in this manual.



Shepard Exposition Services

2315 E Locust Court, Ontario, CA 91761

Customer Service Phone: (909) 212-7240

Customer Service Fax: (909) 218-8986

Customer Service Email: [losangeles@shepardes.com](mailto:losangeles@shepardes.com)

# STORAGE AUTHORIZATION FORM

Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

**Please Note: This form is for Accessible/Secured Storage only.**

## STORAGE AUTHORIZATION

Please fill out the information below:

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

Contact Name: \_\_\_\_\_ Phone #: \_\_\_\_\_

- For liability reasons, only shipments for which material handling drayage charges have been paid to Shepard will be eligible for Shepard storage services.
- All packages must be properly packed & labeled. Shepard Exposition Services' limit of liability will be **\$5.00 per pound or \$500.00 per package or container**, whichever is less. No uncrated material will be accepted at the warehouse.

## SHOWSITE STORAGE

**Secured Storage:** Materials will be placed into secured storage and will be returned to your booth after the close of the show. The materials will be accessible during the show by Shepard personnel only. A minimum one-hour material handling labor charge at show rates will apply each time material is handled to or from storage. There is no charge to return materials to your booth at the close of the show. **Secured storage rates are eighty (80) cents per square foot per day (\$100.00 Minimum).**  
(35400)

**Accessible Storage:** Materials in accessible storage will be accessible during the show but not necessarily by exhibitors. The charge for Accessible Storage is a daily storage fee plus labor each time materials are moved. There will be a \$35.00 per day charge for pallet/skid, \$80.00 per day for 1/2 trailer usage and \$120.00 per day for full trailer usage. When Shepard personnel are required to move materials into or out of storage, will be billed at the material handling labor rates each time material is moved. This fee is in addition to the labor charge each time stored items are accessed. **(\$100.00 Minimum)**

There will be no charge to return material to the booth at the close of the show during the standard empty return process. Accessible storage is not considered secure and is stored at the sole risk of the Exhibitor.

(35166)

## POST SHOW TRANSPORTATION AND HANDLING

**Shepard Exposition Services will store your shipments in our warehouse both before and after your event. Please take note of the important information below.**

All shipments selected to be returned to warehouse are subject to applicable transportation and handling fees. Please note that Onsite Material Handling Fees do not include transportation or handling to and from the warehouse.

**Return to Warehouse Service Fee:** At the customer's request, each shipment returned to the Shepard warehouse will incur the following charge: **\$20.00 per cwt. (\$400.00 min.)** (35005)

**Storage per Month Service Fee:** Monthly storage is **\$10.00 per cwt per month (\$100.00 min)**. Storage fee will automatically be charged for shipments that are returned to Warehouse and stored in excess of three (3) business days.  
(Monthly storage is charged the current year.) (35006)

**Special instructions or remarks:**

Where will your shipments be going AFTER they have been stored?

Shipped to another destination as arranged via Shepard Logistics Services

Transport to another SES show: \_\_\_\_\_ Delivery Date: \_\_\_\_\_

Pick-up arranged with another carrier

Please complete the following:

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

**Contact Name:** \_\_\_\_\_ **Phone #:** \_\_\_\_\_

**Authorized Signature:** \_\_\_\_\_

Signature also indicates you read and accept the Payment Policy and Terms and Conditions.

Must order by discount deadline date to receive discounted pricing. Payment Authorization must be completed and returned with order.

There are no exchanges or refunds once item has been delivered to your booth. Cancellation must be received in writing 48 hours prior to first exhibitor move-in day. Rental items not ordered and found in use in your booth are subject to "Regular" rate billing.

\* All tax rates are subject to change.



Shepard Exposition Services

2315 E Locust Court, Ontario, CA 91761

Customer Service Phone: (909) 212-7240

Customer Service Email: [losangeles@shepardes.com](mailto:losangeles@shepardes.com)

# MATERIAL HANDLING INFORMATION

## Western Fairs Association Convention & Trade Show

### MATERIAL HANDLING INFORMATION & ADDITIONAL CHARGES

#### **SPECIAL HANDLING DEFINITIONS**

#### **Rate as shown on Material Handling Authorization Form**

Shipments received that are packed in a manner as to require additional handling/labor are deemed special handling. Examples of shipments falling into this category would be constricted space unloading, ground unloading, stacked shipments, designated piece unloading, shipment integrity, mixed shipments, no bill of lading or documentation, carpet/pad only shipments.

- Constricted Space** - Freight packed in trailer to full capacity. Shipments are not easily accessible because trailer is loaded by cubic space, or top to bottom and side to side.
- Stacked Shipments** - Shipments with multiple pieces stacked on top of one another throughout the majority of the truck or trailer requiring unstacking during the unloading process.
- Mixed Shipments** - Mixed shipments are shipments that contain a mixture of uncrated and crated materials, and the uncrated portion is minimal deeming the shipment special handling but not uncrated. But in cases where greater than 50% of the load by volume is uncrated the load will be categorized as uncrated.
- Shipment Integrity** - Shipments loaded on a carrier in a manner requiring separating or sorting to reestablish the integrity of each shipment.
- Carpet/Pad Only** - Carpet and/or pad only shipments are time and labor intensive, and require additional manpower and tools (e.g. carpet poles, flatbed carts or scooters, dollies).
- No Documentation** - Shipments received from small package carriers (including, among others, Fed Ex, UPS, & DHL) that are delivered without documentation or bills of lading that require additional sorting, processing, and tools for delivery.
- Designated Piece Unloading** - Shipments loaded in such a manner that require the unloading/loading crew to be directed by driver remove items in a particular order, or unloading and reloading items to reach certain pieces behind others remaining on the trailer.

#### **DISPOSAL FEE**

**Fee:** .75 Per Lb

**Labor Rate:**

**118.00**

**Per Hour ( OT/DT rates may apply)**

A disposal fee & minimum 1 hr labor will be charged for all booth materials (booth displays, flooring, etc.) that are left unclaimed after show move-out.

#### **OVERTIME/DOUBLE TIME**

**Surcharge:**

**Overtime: 30%**

**Double Time: 50%**

Shipments that are moved and/or handled on overtime and/or double time hours will incur a surcharge based on the handling times noted on the receiving/shipping documents. Drivers picking up outbound shipments will be sequenced for loading ONLY after a bill of lading is submitted to the Shepard Service Desk AND the driver has checked in.

#### **WAREHOUSE OVERTIME/DOUBLE TIME**

**Surcharge:**

**Overtime: 30%**

**Double Time: 50%**

Advanced shipments may be received during straight time hours at the warehouse location, however an overtime/double time surcharge may be applied to an advanced warehouse shipment due to required delivery schedule based on show move-in and move out hours beyond our control. This would also be true if freight was received after hours at the warehouse trapping facility.

#### **EARLY/LATE SHIPMENTS TO WAREHOUSE**

**Surcharge:** 25%

**Minimum:** \$50.00

**35003**

A surcharge will apply to shipments not arriving within the published dates (refer to Show Information page for dates) for advance warehouse or arriving on show site after show opening. Any shipment arriving to showsite after show open will be charged a surcharge.

#### **UNCRATED SHIPMENTS**

#### **Rate as shown on Material Handling Authorization Form**

An additional charge of 50% (or as stated on Material Handling Authorization page) of the applicable material handling charge at the time of delivery shall be charged for all loose, uncrated, or unprotected shipments received at the show site docks. The charge is a one-time charge that includes both move-in and move-out of the show, and is based on the weight of the shipment handled.

#### **OFF-TARGET DELIVERIES**

**Surcharge:** 15%

**Minimum:** \$50.00

**35004**

For targeted shows (exhibitors who received/requested a Targeted Date/Time), a surcharge will apply if shipment is not delivered (or carrier has not checked in) during assigned target date/time.

#### **MARSHALING YARD**

**Surcharge:** \$30 per Shipment

**35250**

Where Shepard Exposition Services as the show contractor must lease space for marshaling yard operations because no space is provided by the facility, Shepard may charge a one time fee per shipment processed inbound and/or outbound through the marshaling yard.

#### **REWEIGH OF SHIPMENTS**

**Surcharge:** \$25.00 per forklift load

**35282**

An additional charge per forklift load will be applied to shipments that have to be reweighed at the dock due to the lack of a certified weight ticket, or an incorrect or understated weight on a delivery document.

#### **EMPTY CRATE STORAGE**

**Surcharge:** \$25.00 per piece, Minimum \$50.00

**35105**

A charge per crate, carton or skid applies when Shepard handles the storage and return of empties from a shipment not received by Shepard and therefore not subject to material handling charges.

#### **SMALL PACKAGE CONSOLIDATION**

Cartons weighing 30lbs or less will qualify for the small package rate. Should one delivery contain 15 or more small packages, it can be consolidated and charged as standard material handling for a lower rate. Packages exceeding 30lbs will be billed standard Material Handling fees at the prevailing show rates.

#### **ENVELOPE DELIVERIES**

**Surcharge:** \$10.50 per envelope

**35007**

During show hours at the show facility, a charge will apply to receiving and delivering envelope packages to your booth.

If you have any questions about material handling, please contact Shepard Customer Service department.





# MATERIAL HANDLING 101

## Western Fairs Association Convention & Trade Show

### MATERIAL HANDLING Q&A

#### What is material handling (also referred to as drayage)?

Material handling is the process of unloading your freight from your shipping carrier, either at the warehouse or show site, delivering it to your booth, storing your empty containers (empties) if required, returning of your empties at the close of show, and then reloading your freight back onto your shipping carrier.

#### What is the definition of "freight"?

Any exhibit materials that are shipped or delivered to the advance warehouse or show facility via shipping carrier, POV, or delivery truck.

#### What is a "certified weight ticket"?

A printed weight ticket from a scale certified or inspected by a government authority such as the Dept. of Agriculture, indicating the date weighed, the weight of the shipment and the vehicle ID of the unit being weighed.

### IMPORTANT FACTS ABOUT ADVANCE SHIPMENTS

#### What are advance shipments?

All shipments that are addressed to the advance warehouse address (please refer to "Advance Warehouse" shipping labels included in this manual).

Shepard will begin accepting your shipments 30 days prior to first show open day (date may vary depending on show schedule).

The warehouse will receive shipments Monday-Friday, 8:00am - 4:00pm, excluding holidays.

Shipments must arrive by advance warehouse deadline date to avoid a late surcharge. (Please refer to the "Show Information" page included with this manual for deadline date.)

Crates, cartons, skids, fibercases, and carpets can be accepted at the warehouse, but DO NOT ship crates weighing over 5,000 lbs., loose/uncrated shipments and/or machinery to warehouse. You must ship those items direct to show site.

All shipments must have a bill of lading or delivery slip indicating number of pieces and weight. **Certified weight tickets required.**

All shipments must be prepaid, no collect on delivery shipments will be accepted.

### MATERIAL HANDLING CHARGES

#### What determines how much I'm charged?

Charges are based off the weight from your inbound weight ticket included with your shipment.

#### How do I calculate material handling charges?

Material handling services, whether used completely, or in part, are offered as a package. When recording weight, round up to the next 100 lbs.

EXAMPLE: 285 lbs. = 300 lbs./100 lbs. = 3 X RATE = \$ Amount or minimum charge, whichever is greater.

#### Will there be any additional charges?

Additional charges may apply. Please review the Material Handling Authorization and Material Handling Additional Services forms included in the manual for all applicable fees.

### SMALL PACKAGES

#### What are small package carrier shipments?

Shipments that arrive via small package carrier such as FedEx Express Service, UPS small package service, DHL small package service, and other carriers in this category and do not have a **certified weight ticket** included with shipment. This applies to packages weighing under 30 lbs.

#### How do I calculate my small package carrier shipment?

Charges for small package carrier shipments are based on per carton, per delivery. Example: I'm shipping 3 packages via FedEx, how much will I be charged?

3 x per carton rate = \$ amount charged (plus any additional fees that may apply)

Please be advised that your whole shipment may not arrive to its destination at one time. Therefore you may be charged per each delivery, and minimum charges may apply.

### CRATED~UNCRATED~SPECIAL HANDLING

#### What are CRATED materials?

Materials delivered that are skidded or in a container that can easily be unloaded/reloaded with no special handling required.

#### What are UNCRATED materials?

Materials delivered that are loose, pad-wrapped or unskidded without proper lifting bars and/or hooks.

#### What is SPECIAL HANDLING?

Shipments delivered that require extra labor for stacking or unstacking containers on a truck, tarping or untarping freight or containers, or rigging pieces for loading or unloading on a truck or from the ground, or other circumstances requiring the rehandling of materials. Cannot be completed solely with one forklift and operator.

#### What is the difference between material handling and shipping?

**Shipping** is the process of carrying your shipment from your location, pick-up area to its destination and also the process of returning your shipment back to your location after the close of the show. **Material handling** begins at the time your shipment arrives to the docks (please refer to "What is material handling?" for the full definition.)

#### Do I need to order a fork lift to unload or reload my freight?

No, please do not order a forklift for unloading/reloading of your materials.

#### What does CWT mean?

CWT is an acronym for Century Weight, therefore it means per 100 lbs.

### IMPORTANT FACTS ABOUT DIRECT SHIPMENTS

#### What are direct shipments?

All shipments that are addressed directly to the exhibit facility (please refer to "Direct to Show" shipping labels included in this manual).

Shipments must arrive during published exhibitor move-in times only. Do not ship direct to show site in advance. If delivery cannot be guaranteed to arrive during exhibitor move-in, shipment must go to advance warehouse.

All shipments must have a bill of lading or delivery slip indicating number of pieces and weight. **Certified weight tickets required.**

Crates weighing over 5,000 lbs. or loose/uncrated shipments must be shipped direct to show site to arrive during exhibitor move-in times.

All shipments must be prepaid, no collect on delivery shipments will be accepted.

### LIABILITY INSURANCE

#### What is and why would I need liability insurance?

Accidents happen, therefore, most show organizers and facilities require liability insurance. Please refer to your booth contract for exact minimums required.

Please make sure your materials are covered from the moment they leave your company location to the time they return after the close of the show.

If applicable, included in your manual is information and an application for liability insurance and booth coverage can also be purchased to protect your valuable exhibit materials.

### OUTBOUND SHIPMENTS

You must complete a Shepard Material Handling Agreement (MHA) for all outbound shipments. A MHA will be distributed at show site if all services have been paid in full, or you can request one at the customer service desk.

Upon completion of packing and labeling of your materials, complete the bill of lading with all required information, and return to customer service. If you have questions on how to complete your bill of lading, please ask a Shepard customer service representative located at the customer service desk.

If you are NOT using the designated shipping carrier, you must call your carrier with pick-up information. If your carrier fails to pick up your shipment, Shepard will either reroute your freight through the carrier of our choice or return to the local warehouse (whichever is indicated on your MHA).

### SIGNATURE SERIES SHIPPING

#### How can I make shipping my show materials easier?

Signature Series Shipping will make it easier with the following benefits:

- ~ Receive a 10% discount off of material handling rates (restrictions apply).
- ~ Worry-free shipping to and from your show.
- ~ Priority Empty Service - priority of empty return at the close of show
- ~ volume discounted shipping rates
- ~ Charges will be billed to your show invoice-one less invoice/bill to keep track of.
- ~ No driver wait fees.



Shepard Exposition Services

2315 E Locust Court, Ontario, CA 91761

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# MOBILE SPOTTING FEE

## Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

**Discount Deadline: December 14, 2017**

### MOTORIZED UNIT/VEHICLE SPOTTING FEE

As the Official General Service Contractor, Shepard Exposition Services is responsible for all motorized units/vehicles entering and exiting hall. Vehicles operated by exhibitors may be allowed on the exhibit hall floor for loading or unloading, if Shepard determines such activity to be operationally feasible and safe. All vehicles on the exhibit hall floor must be escorted by Shepard personnel. The Fire Marshal requires SES to verify that the following safety regulations are adhered to:

\*Additional fees may apply if mobile spot cannot be driven into place and must be assisted or if scheduled mobile spot time is missed.

**Less than 1/4 tank of gas**

**Battery disconnected**

**Gas tank taped shut**

Qty:	Description	Surcharge per Roundtrip	Total Amount
	Motorized Unit/Vehicle Spotting (35106)	\$125.00	

Subtotal	
N/A Tax	
Amount Due	

Please complete the following:

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

Contact Name: \_\_\_\_\_ Phone #: \_\_\_\_\_

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

Shepard Exposition Services is authorized to perform material handling services on behalf of the exhibiting company named above. Signature also indicates you have read and accept the Payment Policy and Terms and Conditions, sign and return to Shepard.



Shepard Exposition Services

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# CARTLOAD MATERIAL HANDLING SERVICE

## Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

### CARTLOAD SERVICE

**Cartload service includes one laborer, one cart, one trip per rate listed below.**



Code	# of trips	Item Description	Rate	Amount
<b>ROUND TRIP RATES</b>				
35158		Round Trip Cardload	150.00	

Subtotal	\$	
N/A Tax	\$	
Amount Due	\$	

ST - Straight time: Monday-Friday, 8:00 AM - 4:30 PM

OT - Overtime: Monday-Friday, 4:30 PM - Midnight; Saturday/Sunday, 8:00 AM - 5:00 PM

DT - Doubletime: All other hours and holidays

### CARTLOAD SERVICE RESTRICTIONS

Cartload services are provided to those exhibitors arriving in privately-owned vehicles and have small hand-carried items that need to be delivered to and from the dock/booth location.

If you arrive in a truck (such as a U-Haul, Penske, etc.) you will not qualify for this service.

All items must fit on flat bed cart (approximately 3'x4' in size). If items are designated by Shepard personnel to be too large or too heavy, materials will be billed at regular material handling rates.

Please complete the following:

**Company Name:** \_\_\_\_\_ **Booth #:** \_\_\_\_\_  
**Contact Name:** \_\_\_\_\_ **Phone #:** \_\_\_\_\_  
**Authorized Signature:** \_\_\_\_\_

Shepard Exposition Services is authorized to perform material handling services on behalf of the exhibiting company named above.

Signature also indicates you have read and accept the Payment Policy and Terms and Conditions, sign and return to Shepard.



Shepard Exposition Services

2315 E Locust Court, Ontario, CA 91761
Customer Service Phone: (909) 212-7240
Customer Service Fax: (909) 218-8986
Customer Service Email: losangeles@shepardes.com

OUTBOUND BILL OF LADING/SHIPPING LABEL REQUEST

Western Fairs Association Convention & Trade Show

January 4 - 5, 2018

Marriott Anaheim - Anaheim, California

Event Code: C162200118

PRE-PRINTED OUTBOUND BILL OF LADING AND SHIPPING LABELS

All outbound shipments require a Bill of Lading and shipping labels. Shepard offers complimentary pre-printing of these items. To take advantage of this service, please complete this request and submit to Shepard. Your pre-printed BOL and labels will be delivered to your booth prior to the close of the show. \*Note: All third parties must pick up BOL/labels at the Shepard Service Desk.

SHIP TO ADDRESS:

COMPANY NAME

DELIVERY ADDRESS

CITY STATE ZIP

ONSITE CONTACT NAME BOOTH#

CELL PHONE #

Number of Pieces: Number of Labels Requested:

# of Crate # of Skids # of Cases # of Cartons Total Weight

CARRIER SELECTION

OFFICIAL SHOW CARRIER: SHEPARD LOGISTICS OTHER:

If selecting a carrier other than Shepard Logistics, you must schedule the pickup. This includes Fed Ex, UPS, etc. If using FedEx or UPS you must have and apply their shipping labels.

Type of Service:

In the event your designated carrier fails to pickup:

Ground Overnight 2nd Day Reroute via show carrier Return to Warehouse \$400.00 minimum charge

Shipping Options:

Inside Delivery Residential Lift Gate No Loading Docks

OUTBOUND SHIPMENT REQUIREMENTS:

- 1. Shepard will print and deliver your BOL with Shipping Labels to your booth prior to the close of the show.
2. Exhibitors must properly package and label all materials.
3. Completed BOL must be turned in to the Shepard Service Desk including piece count and estimated weight.
4. Please see the SES service desk if you do not receive a BOL

\*\*Please note: If utilizing FedEx/UPS as your carrier you must supply your own outbound labels

TRANSPORTATION CHARGES BILLING ADDRESS: SAME AS SHIP TO ADDRESS

Company Name

Address

City State Zip

Please complete the following:

Company Name:

Booth #:

Contact Name:

Phone #:

Authorized Signature:

Signature also indicates you read and accept the Payment Policy and Terms and Conditions. Shepard Exposition Services does not accept responsibility for any exhibitor property left on the show floor unattended at any time for any reason.

## INTERNATIONAL SHIPPING

**ML International Expo Logistics** is the appointed preferred international customs and freight forwarder for Shepard Exposition Services events.

**ML International Expo Logistics** has a network of agents around the world that can coordinate your shipment from your home country to the show.

**ML International** and our partners offer you seamless services from your door to your booth on the show floor.

**SHIPMENT ARRIVAL DATES:** All shipments will be delivered to the advance warehouse whenever possible.

**AIRFREIGHT** 5 DAYS BEFORE LAST DELIVERY DATE TO ADVANCE WAREHOUSE

**OCEAN FREIGHT** 10 DAYS BEFORE LAST DELIVERY DATE TO ADVANCE WAREHOUSE

**Documentation needs to arrive 5 days before the actual arrival of the freight**

We provide the following services:

- Customs Clearance
- Temporary import
- Permanent import
- ATA Carnet clearance
- Delivery to show
- Collection from the show
- Return freight either ocean or airfreight

**Please contact us for assistance with your international shipment!**

**Contact Information:**

Mark Lopata

Main Office: +1-630-355-5911

[mlopata@mlintl.net](mailto:mlopata@mlintl.net)

[www.mlintl.net](http://www.mlintl.net)

280 Shuman Blvd. Suite 105 | Naperville, Illinois 60563

**Tel:** +1 630.355.5911 | [www.mlintl.net](http://www.mlintl.net)



**Register at [www.insurance4exhibitors.com](http://www.insurance4exhibitors.com)! It's easy and you get an immediate certificate!**

**General Liability Insurance for \$1,000,000 per Occurrence / \$2,000,000 Aggregate**

**GENERAL LIABILITY INSURANCE PREMIUM RATES / EVENT INFORMATION**

\_\_\_\_\_ **1 Event Day:**     **\$89.00**     \_\_\_\_\_ **4-10 Event Days:**   **\$119.00**     \_\_\_\_\_ **6 Month Policy:**   **\$475.00**  
 \_\_\_\_\_ **2-3 Event Days:**   **\$109.00**    \_\_\_\_\_ **11-30 Event Days:**   **\$199.00**     \_\_\_\_\_ **Annual Policy:**    **\$650.00**

NAME OF EVENT: \_\_\_\_\_ EVENT START DATE: \_\_\_\_\_ End Date: \_\_\_\_\_  
 EVENT WEBSITE: \_\_\_\_\_ EVENT CONTACT: \_\_\_\_\_ PHONE # \_\_\_\_\_  
 VENUE ADDRESS with City, State & Zip: \_\_\_\_\_

**EXHIBITOR INFORMATION – REGISTER AT [www.insurance4exhibitors.com](http://www.insurance4exhibitors.com)**

Exhibiting Company/Insured: \_\_\_\_\_ Contact Name: \_\_\_\_\_  
 Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip code: \_\_\_\_\_  
 Email: \_\_\_\_\_ Country: \_\_\_\_\_ Telephone: \_\_\_\_\_  
 Description of Business/Exhibit: \_\_\_\_\_

**Does your exhibit or business involve any of the excluded activities below? \_\_\_\_\_ YES \_\_\_\_\_ NO**

- |                              |                        |                               |                              |         |
|------------------------------|------------------------|-------------------------------|------------------------------|---------|
| Alcohol Serving              | Amusement Devices      | Animals                       | Athletic Participation       | Mazes   |
| Disc-Jockeys                 | Bands                  | Entertainment & Film Industry | Equipment Rental             | Tobacco |
| Fireworks, Firearms, Weapons | Health Supplements     | Hot Wax Impressions           | Inflatables                  |         |
| Installation/Service/Repair  | Massage                | Mechanical/Amusement Devices  | Water Activities             |         |
| Medical Testing              | Motor Sport Activities | Oxygen / Aromatherapy         | Storefront Operations        |         |
| Tattooing or Piercing        | Vehicles in Motion     | Weight-Loss Products          | Watercraft Exhibits on Water |         |

If yes, describe (we can still get you insurance) \_\_\_\_\_

**Additional Insured:** Most event planners or venues require you to name them as an additional insured. We need the name and address for each Additional Insured to issue a certificate. Don't list your employees. Just leave blank if you do not know.

Additional Insured #1: \_\_\_\_\_ Additional Insured #2: \_\_\_\_\_  
 Address, City, ST, Zip: \_\_\_\_\_ Address, City, ST, Zip: \_\_\_\_\_  
 Any special wording or coverage needed: \_\_\_\_\_  
 Any Additional Information or notes: \_\_\_\_\_

**METHOD OF PAYMENT - BY SIGNING BELOW YOU AUTHORIZE US TO CHARGE YOUR CREDIT CARD**

**Payment Form:** \_\_\_ American Express \_\_\_ MasterCard \_\_\_ Visa \_\_\_ Discover \_\_\_ Check (Payable to "Insurance for Exhibitors")  
 Card Number \_\_\_\_\_ Expiration Date: \_\_\_\_\_ Security Code: \_\_\_\_\_  
 Cardholder Name: \_\_\_\_\_ Cardholder Address: \_\_\_\_\_  
 Has any prior coverage been cancelled or non-renewed? \_\_\_\_\_ Yes \_\_\_\_\_ No

**TERMS and CONDITIONS**

Coverage is only provided for law suits brought in the U.S. and events held in the United States. I understand that the insurance company, in determining whether to provide insurance coverage, will rely on the information contained in this form and all other information being submitted. I hereby warrant, represent, and confirm that to the best of my knowledge all information provided is complete, true and correct. Signing this application does not bind the Applicant or the Company to complete the insurance, but it is understood and agreed that the information contained herein shall be the basis of the contract should a policy be issued. If any of the above questions have been answered fraudulently or in such a way as to conceal or misrepresent any material fact or circumstance concerning this insurance or the subject thereof, the entire policy shall be void. I understand that this policy includes an Agency fee which is not charge by the insurance company. The exact amount of the fee has been disclosed. I also understand all agency fees are not refundable once they are incurred. I also understand that this general liability policy does not provide any property coverage. By typing my name below, I am signing and agreeing.

**I accept and understand the terms and conditions,** Cardholder Name (Print) \_\_\_\_\_

**I understand that no property is covered on this policy:** \_\_\_\_\_ **I want a quote for property coverage:** \_\_\_\_\_

**Insurance for Exhibitors**  
 30285 Bruce Industrial Parkway, Suite B  
 Solon, OH 44139

**Online:** <http://www.insurance4exhibitors.com>  
**Email:** [info@insurance4exhibitors.com](mailto:info@insurance4exhibitors.com)  
**Phone:** 440-349-6650     **Fax:** 440-815-2154

## Shepard Glossary

**Advanced Freight** – Refers to freight that has been sent to Shepard’s warehouse prior to the Event move in.

**Advance Order** – An order for services sent to service contractor prior to installation date.

**Aisle Carpet** – The carpet that is placed on the Event floor in the aisles to separate the booths.

**Back Wall** – Refers to the drape used at the rear of a standard booth.

**Bill of Lading** – A legal document that establishes the terms between the shipper (exhibitor) and transportation company (carrier) for the transport of goods between specified points for a specified charge. A bill of lading is required to be filled out and turned in at the Shepard Service Desk at the close of the show, after the exhibitor is all packed up, in order to Shepard to release the freight to the transportation company (carrier)

**Booth Package** – This term describes the equipment supplied to exhibitors from show management.

**Certified Weight Ticket** – Certified weight ticket is a required documented measurement used for shipping exhibit properties. All carriers checking into a Shepard marshaling yard are required to present a certified weight ticket at check in.

**Common Carrier** – A transportation company moving exhibitor freight, which usually only accepts crated materials that it can consolidate with the properties of other customers into one shipment bound for the same destination. Only Shepard can accept freight from a common carrier.

**Corner Booth** – An exhibit space with exposure on at least two aisles, usually found at the end of a row of inline booths.

**CWT** – “Century Weight” or “hundredweight”. The total weight of a crate is divided by 100 to obtain billable weight. 51,000 lbs / 100 = 510 cwt

**Drayage** – The service that includes delivery of materials to an exhibit space, removal of empty crates, storage of crates during the Event, return of crates at the end of the Event, and delivery of materials to the carrier loading area.

**DT Labor** – Double-time labor, or work performed on double time and charged at twice the published rate.

**Empty Sticker** – A colored sticker used to mark empty crates and boxes for storage provided in the material handling service. See Service Desk for Empty Stickers.

**Exclusive Contractor** – One who holds an exclusive contract with a facility or event manager to provide specified services to that facility or Event.

**Exhibitor-Approved Contractor (EAC)** – Also called an independent contractor, a supplier hired by an exhibitor to perform trade Event services independently of Event management-appointed contractors.

**Exhibitor Kit** – Also known as a Service Manual, this is package of information that contains all rules, regulations and ordering forms relating to an exhibition, provided to exhibitors by Event management.

**Facility Carpeted** – Indicates the exhibit hall and/or ballroom in which the Event is taking place is already carpeted.

**Floor Order** – An order for product or service placed after Advance Deadline therefore not eligible for discounted rates.

**Floor Port** – A utility box recessed in the floor containing electrical, telephone or plumbing connections.

**Freight** – Exhibit properties and other materials shipped for an exhibit.

**Freight Desk** – The area where inbound and outbound exhibit materials are handled at a trade event.

**Forklift /Ground Rigging** – Handling and assembly of machinery that requires the use of a forklift. This includes positioning and/or re-skidding of exhibitor material, machinery and equipment.

**Hard wall** – A type of exhibit construction in which walls are made of a solid material, rather than fabric.

**I&D** – Installation and dismantling of an exhibit by a labor source. Exhibitors may orders this service from the general contractor.

**ID Signs** – Typically a 7” x 44” cardstock sign that contains exhibitor name and booth number.

**In-line** – An exhibit that is constructed in a continuous line with other exhibits.

**Island Exhibit** – An exhibit with aisles on four sides. There is no pipe and drape construction provided to Island booths.

**Labor** – Contracted workers who perform services. When labor is ordered, hours are based on estimates and will be billed actual time incurred.

Requested times are not guaranteed and are based on availability. Minimum of one hour will be charged. Additional time will be billed in increments. Rates are based on when labor was performed: ST, OT, DT.

**Logistics** – Point to point transportation services for freight by an appointed carrier.

**Marshaling Yard** – A lot where trucks gather for orderly dispatch to Event site. When Shepard provides a marshaling yard, all carriers must check in, present a weight ticket, and will be guided to the docks to unload when a space is available. The same is true for the out of the show. Applicable fee applies.

**Move In** – Refers to the date and time that exhibitors gain access to a facility and are able to begin the construction and/or set up of their booth.

**Mobile Spotting Fee** – The charge for Shepard personnel to safely guide vehicles operated by exhibitors on the exhibit hall floor when approved by show management and if Shepard determines such activity to be operationally feasible and safe. All vehicles operated on the exhibit hall floor must be escorted by Shepard personnel. All local fire marshal rules and regulations apply. Please call customer service for details.

**Move-out** – The date/time specified by Event management for dismantling exhibits and clearing the exhibition floor. Also referred to as Tear Down.

**Padded Van Shipment** – Uncrated goods covered with blankets or other protective padding and shipped via van line.

**Perimeter Booth** – A booth space on an outside wall.

**Pipe and Drape** – Tubing covered with draped fabric to make up rails and back wall of a trade show.

**Porter Service** – A service that includes the emptying of wastebaskets within the booth at specific intervals during the show.

**Quad Box** – Four electrical outlets in one box provided by the electrical contractor.

**Registration** – This refers to an area that Event management uses to register and check in Event exhibitors, buyers and attendees. This is the place in which show badges can be obtained.

**Rigger** – A skilled worker responsible for handling and assembly of machinery.

**Right-to-Work state** – A state where no person can be denied the right to work because of membership or non-membership in a labor union. See the Union Rules and Regulations within your manual for specific guidelines.

**Service Desk** – The location at which exhibitors order services.

**Side Rails** – The wall between two booths used to divide exhibits, typically 3’ high.

**Skirting** – Decorative covering around tables and risers. Tables are skirted on 3 sides unless additional skirting is ordered.

**Special Handling:** An additional charge that applies to exhibits shipments requiring extra labor, equipment, or time for delivery to exhibit space.

**ST labor** – Straight time labor, or work performed during normal hours at the standard rate.

**Targets** – Exhibitor move in date/time prior to general move-in available by appointment only.

**Visqueen** – A clear heavy plastic sheeting that is placed over exhibiting carpeting after it is laid in order to protect it until show opens.