



# Shepard

## EXHIBITOR SERVICE MANUAL

**ICNA Annual Convention**

Baltimore Convention Center | Baltimore, MD  
May 27 - 29, 2023

**M120090523**

# SHOW INFORMATION

## ICNA Annual Convention

Baltimore Convention Center | Baltimore, MD  
May 27 - 29, 2023

M120090523

## Booth Package

Items provided in your booth, per exhibitor:

- 8' High Backwall Drape with 3' High Sidewall Drape
- 7" x 44" Cardstock Identification Sign
- 6' x 30" Skirted Table - Blue
- 2 Side Chairs
- 1 Wastebasket

Please note, Monday, May 29, Memorial Day, is considered a union holiday. Other than personally owned vehicle (POV) move-out labor assistance, any labor performed on this day will be charged double time rates.

## Show Colors

Show Drape Color(s): Blue, Gold  
Aisle Carpet Color: Eclipse

## Exhibit Show Schedule

### GENERAL EXHIBITOR MOVE-IN

Thursday, May 25, 2023 • 8:00AM to 3:00PM  
Friday, May 26, 2023 • 8:00AM to 5:00PM

**NO MOVE IN ALLOWED ON Saturday, May 27, 2023**

### EXHIBIT HOURS

Saturday, May 27, 2023 • 9:00AM to 11:00PM  
Sunday, May 28, 2023 • 9:00AM to 12:00PM  
Monday, May 29, 2023 • 8:00AM to 4:00PM

### EXHIBITOR MOVE OUT

Monday, May 29, 2023 • 4:00PM to 8:00PM

**NO MOVE OUT ALLOWED BEFORE MONDAY, MAY 31 AT 4:00PM**

### FREIGHT REROUTE BEGINS\*

\*All outbound carriers must be checked in by this time

Monday, May 29, 2023 | 8:30PM

## IMPORTANT DEADLINES

**Discount Price Deadline  
for Custom Shepard Rentals**  
Thursday, April 27, 2023

**Exhibitor Appointed Contractor  
Notification Deadline**  
Thursday, April 27, 2023

**First Day for Warehouse Deliveries  
Without a Surcharge**  
Thursday, April 27, 2023

**Discount Price Deadline for Standard  
Shepard Orders**  
Friday, May 5, 2023

**Last Day for Warehouse Deliveries  
Without a Surcharge**  
Thursday, May 18, 2023

**Last Day for Warehouse Deliveries\***  
Tuesday, May 23, 2023

\* 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 Site**  
Thursday, May 25, 2023 | 8:00AM

## Shipping Addresses

### ADVANCE WAREHOUSE SHIPMENT ADDRESS

Exhibiting Co. Name & Booth Number  
ICNA Annual Convention  
c/o Shepard Exposition Services  
7079 Oakland Mills Rd  
Columbia, MD 21046

Warehouse hours: Monday - Friday 8:00AM - 4:00PM

### DIRECT TO SHOW SITE SHIPMENT ADDRESS

c/o Shepard Exposition Services  
Exhibiting Co. Name & Booth Number  
ICNA Annual Convention  
Baltimore Convention Center  
1 West Pratt Street  
Baltimore, MD 21201



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**ONLINE & DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023**

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Due to liability concerns and/or labor jurisdictions, exhibitors or their Exhibitor Appointed Contractors (EACs) may not operate any type of mechanical or powered equipment including forklifts, manual or electric pallet jacks, overhead lifts, etc.

### Shepard Mailing Address

1531 Carroll Drive, NW  
Atlanta, GA 30318  
Phone: 404-720-8600  
Email: [orders@shepardes.com](mailto:orders@shepardes.com)

### Service Desk Hours *(subject to change)*

Thursday, May 25, 2023 · 8:00AM to 3:00PM  
Friday, May 26, 2023 · 8:00AM to 5:00PM  
Saturday, May 27, 2023 · 9:00AM to 11:00PM  
Sunday, May 28, 2023 · 9:00AM to 12:00PM  
Monday, May 29, 2023 · 8:00AM to 8:00PM

### Exhibitor Move Out

Monday, May 29, 2023 · 4:00PM to 8:00PM

### Dismantle & Move Out Information

Shepard will begin returning empty containers and skids as soon as the aisle carpet is removed and/or plastic protection is installed on top of the floor. All exhibitor materials must be removed from the facility by **Monday, May 29, 2023 | 8:30PM**.

Any materials remaining in the hall will be rerouted or returned to Shepard's warehouse to await disposition at the exhibitor's expense.

To ensure all exhibitor materials are removed from the facility during the exhibitor move out, please have all carriers checked in with Shepard no later than **Monday, May 29, 2023 | 8:30PM**.

### Post Show Paperwork & Labels

Our Customer Service Representatives will gladly assist you in preparing your outbound shipping labels, outbound Material Handling Authorization paperwork, and outbound shipping in advance. You may find these forms included in this exhibitor services catalog. An email with links to an online portal will also be sent to the exhibitor contact on record for the booth. Labels and paperwork will also be available on-site. Make sure your carrier knows your company name, booth number, and the carrier check in deadline.

### Outbound Shipping

It is the responsibility of each exhibitor to arrange for transportation of booth materials after the event. Our Customer Service Representatives are available pre show, during the show, and during move out to assist you in arranging shipping through our official carrier Shepard Logistics. For peace of mind and easy set up, contact Shepard Logistics before the event for transportation services to and from the event. Shepard does not provide UPS, FED-EX, or other carrier specific labels. Exhibitors must schedule pick ups directly with all carriers as well as provide carrier specific shipping labels.

### Pick Up Address

Baltimore Convention Center  
1 West Pratt Street  
Baltimore, MD 21201

# ONLINE ORDERING

## IT'S EASY.


### ICNA Annual Convention


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Order online through the Shepard Exhibitor Portal at

<https://apps.shepardes.com/olk/intro.asp>. Login or Create an Account and follow the simple instructions for ordering. If you need assistance during your shopping experience, contact us using our  chat feature on the right side of the screen. Representatives are available Monday - Friday, 8AM - 5PM EST.

1. Go to: <https://apps.shepardes.com/olk/intro.asp>
2. Select the Event.
3. Login from the Show Information page by clicking the  button.
4. Select your event, enter your email address and password then click Login.  
User Name = **Your Email Address**  
(provided by Event Management)  
Password = **ICNA23**
5. Don't have an account, click "Create an Account."
6. Once logged in, please confirm your profile information. If you need to update your information, please contact us at [clientservices@shepardes.com](mailto:clientservices@shepardes.com).
7. To order, utilize the grey category drop-down menus above the Welcome message.
8. After making your selections, click the add to cart button on the bottom right of the page.
9. To view your order click the Shopping Cart Icon at the top right of the page.
10. Confirm your order, click and complete the payment process.

#### Login

If you are already registered for online ordering, please login below.

You'll need to select an event first. After you login you will have access to your other events as well.

##### Select an Event

Select a Show ▼

##### Email Address

youremail@yourcompany.com ▼

##### Password

\*\*\*\*\*

Login

[Forgot your password?](#)

#### Create an Account

Registration is easy. To create an account we need your email address, name, and company information.

##### Select an Event

Select a Show ▼

##### Creating an account will allow you to order online.

First, we will need your email address.

youremail@yourcompany.com 

# METHOD OF PAYMENT

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Please review the information and complete your payment information online.

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. **For your convenience, we will use your online credit card information to charge your credit card account for any additional amounts incurred as a result of show site orders placed by your representative including material handling and logistics 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.

Shepard no longer accepts cash payments for any Shepard Services. Once a payment is processed by credit card, any changes to the payment method will be charged a fee of 5% of the total invoice. 10010-Change Of Payment Method Transaction Fee

**Shepard Exposition Services only accepts payment information electronically. Place your order online with Shepard or follow the steps below to provide your payment information electronically and submit your order forms.**

### Complete your payment information online.

Login to your account at <https://www.shepardes.com/payment-methods> and choose the event you are submitting payment for.

### Discount Pricing Deadlines

Orders received without payment or after the discount price deadline will be charged at the standard price.

**Online: Friday, May 5, 2023** All paid orders placed online prior to the deadline date.

**Discount Deadline: Friday, May 5, 2023** All paid orders placed via pdf prior to the deadline date.

### ACH/Wire Transfers

You may choose to pay by Check or ACH/Wire Transfer, however a credit card is required on file to process all orders.

In order to accurately process the transfer of funds from your account, please complete the following information and email it along with a copy of the wire receipt to the email 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 BEING ATTENDED: **ICNA Annual Convention**

EVENT CODE: **M120090523**

EXHIBITING COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

|   |                                 |                                |   |
|---|---------------------------------|--------------------------------|---|
| Account Name:<br>Shepard Exposition Services, Inc.    | Routing Number:<br>041000124    | SWIFT CODE (US):<br>PNCCUS33   | Please include the show name, event code and your booth number if you are sending a physical check. |
| Bank Name:<br>PNC Bank N.A., Pittsburgh, PA 15219 USA | Account Number:<br>42-6061-9772 | SWIFT CODE (INTL):<br>PNCCUS33 |   |

**TAX EXEMPT?** Please submit tax exemption certificate to: [orders@shepardes.com](mailto:orders@shepardes.com). If you are tax exempt, you must provide a tax exemption certificate for the state in which the event is being held.

# TERMS & CONDITIONS

## ICNA Annual Convention

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You are entering a contract which limits your possible recovery in case of loss or damage. The terms and conditions set forth below become a part of the contract between Shepard Exposition Services, and you, the Exhibitor.

**Exhibitor is deemed to accept these terms and conditions when any of the following conditions are met:**

Exhibitor materials are delivered to the Shepard warehouse or to a show or exposition site for which Shepard is the Official Show Contractor, or an order for labor and/or rental equipment is placed by the exhibitor with Shepard.

**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. Exhibitors may not utilize powered mechanical equipment.

**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.

Payments are due prior to delivery of services or equipment to EXHIBITOR unless other credit arrangements have been made. All payments shall be in U.S. currency, MasterCard, VISA, or American Express, debit cards, or check, provided there is sufficient customer credit in Exhibitor's form of payment to completely satisfy the amount owed by EXHIBITOR to Shepard. Undersigned authorizer acknowledges and agrees that all applicable charges for services rendered to the EXHIBITOR will be applied to the credit card on file in the event other form of payment is not tendered prior to the close of the trade show. In no instance shall any Exhibitor be extended credit beyond 30 days after the close of the Show. If there are any outstanding balances owed by EXHIBITOR to Shepard which have not been paid after 30 days following the close of the Show, then these unpaid balances shall bear interest at the rate of 1-1/2% per month (18% per annum). Exhibitor will be responsible for all charges incurred by Shepard while endeavoring to collect this account. If EXHIBITOR provides a credit card for payment and the credit card transaction is declined, EXHIBITOR hereby authorizes Shepard to process the outstanding balance in multiple smaller increments that total the amount of the outstanding payment obligation. In the event that a THIRD PARTY (AGENT) orders on behalf of the EXHIBITOR and the named THIRD PARTY does not discharge payment of the invoice prior to the last day of the show, charges will revert back to the EXHIBITOR. All invoices are due and payable upon receipt, by either party.

**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. If your elected Third Party Provider fails to pay for Shepard Services, the exhibitor is still responsible for paying all invoices to Shepard.

**Equipment Audits:** EXHIBITOR should be advised that routine audits of Exhibitor booths for service usage are conducted during the Convention. Should the result of such an audit indicate that equipment or services is in fact being used that has not been paid for, the Exhibitor will be charged for the equipment or service at the applicable rate.

**Exchanges and Cancellations:** On-site exchanges and cancellations in orders will be assessed a 100% pick-up fee. Custom products: 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. Equipment and Furnishings: There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing 14 days prior to first exhibitor move in day. Labor: Cancellations must be received in writing before 48 hours of 1st day of exhibitor move in, otherwise a 1 hour per man ordered will apply.

**Invoices:** Prior to close of show, an invoice will be prepared and emailed to the booth contact on file 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.

**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.

**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. Prices quoted are for the duration of the show and include installation, rental, and removal except where indicated. If skirting and carpet colors are not selected, show colors will prevail.

*continued on the next page*



# TERMS & CONDITIONS (continued)

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**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 Method of Payment 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.

**Tax Rates:** State tax regulations and tax rates can change after the date of publication. Prevailing state tax rates will supersede any published rate.

**Exhibitor Information:** Exhibitor permits all contact information provided to Shepard to be used by Shepard and shared with other entities assisting in the production of the event in question. Facsimiles and email communications may include show information, promotional materials, advertising statements and other commercial notices. Permission may be revoked by the EXHIBITOR in writing.

**Cancellation or Event Postponement:** 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.

**Insurance:** It is understood that Shepard is not an insurer. Insurance should be obtained by the EXHIBITOR. It is highly recommended that exhibitors arrange All Risk coverage which usually can be done by endorsements to existing policies. Exhibitor's materials should be insured from the time they leave their firm until they are returned after the close of the show. Insurance and liability against theft or property damage to equipment or exhibit material owned or rented by EXHIBITOR, or bodily injury occurring within the confines of Exhibitor's booth, remain the sole and complete responsibility of EXHIBITOR. Except where prohibited by law, the EXHIBITOR and its insurers waive all rights of recovery or subrogation against Shepard and their respective directors, officers, employees, and agents.

**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.

**Limits of Liability:** If found liable for any loss, Shepard's sole and exclusive maximum liability for loss or damage to Exhibitors materials and Exhibitor's sole and exclusive remedy is limited to \$.50 (USD) per pound per article with a maximum liability of \$100.00 (USD) per item, or \$1,500.00 (USD) per shipment whichever is less. All shipment weights are subject to correction and final charges determined by the actual or re-weighed weight of the shipment. 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.

**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 their representative. All previous labels should be removed. Shepard assumes no responsibility for removal or mis delivery 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

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**DEADLINE: THURSDAY, APRIL 27, 2023**

Return this form when a third party (any party other than exhibiting company) should be billed for services. 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.

### Step 1. Provide the exhibiting company contact information and signature.

EXHIBITING COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP CODE: \_\_\_\_\_

CONTACT EMAIL ADDRESS: \_\_\_\_\_ PHONE NUMBER: \_\_\_\_\_

EXHIBITING COMPANY AUTHORIZED NAME (please print): \_\_\_\_\_

SIGNATURE FROM EXHIBITING COMPANY: \_\_\_\_\_

### Step 2. Check services below to bill to the third party.

- ☐ **ALL SERVICES**    ☐ Booth Cleaning    ☐ Material Handling    ☐ Carpet    ☐ Furniture  
☐ Exhibit Rentals    ☐ Overhead Rigging/Labor    ☐ Installation/Dismantling Labor    ☐ Logistics/Transportation  
Other (please specify): \_\_\_\_\_

### Step 3. Provide third party contact information.

3RD PARTY COMPANY NAME: \_\_\_\_\_

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

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

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP CODE: \_\_\_\_\_

CONTACT EMAIL ADDRESS: \_\_\_\_\_ PHONE NUMBER: \_\_\_\_\_

### Step 4. Complete your payment information online.

Login to your account at <https://www.shepardes.com/payment-methods> and choose the event you are submitting payment for.

# EXHIBITOR APPOINTED CONTRACTOR (EAC)

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**DEADLINE: THURSDAY, APRIL 27, 2023**

This form is to be completed by the Exhibitor and returned to Shepard by the deadline date noted above.

EXHIBITING COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

CONTACT EMAIL ADDRESS: \_\_\_\_\_ PHONE NUMBER: \_\_\_\_\_

An Exhibitor Appointed Contractor (EAC) is a company other than the "general or official" service provider on the show that requires access to your booth during installation and dismantling. The EAC may only provide services in the facility that are not designated by the facility as "exclusive" to a designated provider, or by the event organizer in a contract as an exclusive service for the "general or official" service provided or other third party.

No EAC will be allowed to work in an exhibitor's booth if this EAC form, a valid form of insurance, a third party Method of Payment form and an exhibitor Method of Payment is not completed by an authorized representative and received by Shepard by the due date indicated above. The Form must be completed for every third party (as well as any other ordering third party ordering or requesting services from Shepard on behalf of exhibitor) at the above event. Multiple booths are not to be listed on one form. If form is not submitted by deadline date, the EAC will not be allowed to perform work in the hall except to supervise the official contractor provided labor.

EXHIBITOR APPOINTED CONTRACTOR: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_ PHONE NUMBER: \_\_\_\_\_

STREET ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP CODE: \_\_\_\_\_

DESCRIPTION OF PROPOSED SERVICE FOR EXHIBITOR: \_\_\_\_\_

The EAC 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 EAC must abide by the rules and regulations of the show and all pertinent union regulations.

EAC 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.

The EAC 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.

Solicitation of business by EAC is strictly prohibited. EAC companies discovered soliciting will be removed from the show floor and the exhibitor will not be able to use that EAC for the remainder of the event.

The EAC 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 EAC must be able to provide evidence that it has current and applicable labor contracts and must comply with all labor agreements and jurisdictions. The EAC must not jeopardize the production of the event by any act or practice that would lead to work stoppages, strikes or labor disputes.

**EACs agrees to keep all No Freight Aisles clear at all times. If SES is required to rearrange any material situated in a clearly No Freight Aisle, the exhibitor or the EAC depending on billing arrangements will be a charged a 1 hour minimum forklift rental and labor.**

EXHIBITOR SIGNATURE: \_\_\_\_\_



Email completed form to: [clientservices@shepardes.com](mailto:clientservices@shepardes.com)

[shepardes.com](http://shepardes.com) | 10

## With Shepard, You Can.



# TARGET INFORMATION

## FIND YOUR TARGET DATE.

### ICNA Annual Convention

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Review the target move in floor plan for your designated date and time. Confirm your Target date and time by submitting the Target Confirmation Form. If you need to request an alternate target date or time, submit the Target Change Request.

### What is Targeting?

Targeting is the process of systematic freight delivery based on location of booths on a floorplan and exhibitor needs.

- A scheduled target time means that your freight will begin to be unloaded at some point during your allotted time frame.
- DO NOT schedule installation labor until after your scheduled target time.
- The best way to ensure your freight will be delivered to your booth during your scheduled time is to ship your freight to the Advance Warehouse.
- Machinery, uncrated items, oversized crates, and single pieces over the weight of 5,000 lbs. cannot be accepted at the advance warehouse and should be shipped directly to show site.

### Shipping Labels

Shipping labels are included in this manual, please use them to help expedite handling.

### Certified Weight Tickets

Certified weight tickets are required for all shipments.

### Crated Shipments to the Advance Warehouse

Exhibitors who wish to have their crated material arrive at show site prior to or at their target date/time may do so by shipping in advance to the Shepard Advance Warehouse.

Shipments that arrive at the Advance Warehouse on or before **Tuesday, May 23, 2023** will be delivered to your booth prior to or during your assigned target date/time.

Shepard can not guarantee delivery of late warehouse freight received after **Tuesday, May 23, 2023** for delivery to your booth prior to or at your assigned target date/time.

### Direct Shipments to Show Site

Targeted move-in dates/times have been assigned to all booths. Please refer to the target move-in floorplan included in this manual for your assigned target move-in date/time. All trucks delivering shipments to show site must check-in at the marshaling yard two hours prior to the assigned target date/time. The schedule is either 2 hours prior to the start of the target interval or 2 hours prior to the end of the target time; your presence is not required for unloading.

### Off-Target Shipments

It is imperative that you adhere to the Target move-in schedule shown on the Target Floor Plan. All trucks delivering shipments to show site must arrive at the marshaling yard either 2 hours prior to the start of the target time. Trucks missing their target time will be unloaded on a first come, first serve basis after the trucks unloaded during their target time.

ALL trucks delivering to show site must check in at the marshaling yard for assignment of dock space. See Material Handling Authorization, Material Handling Information, Target Confirmation, and Material Handling 101 included in this manual.

### Unloading

Priority unloading will be given to carriers who are targeted and checked in at the Marshaling Yard either 2 hours prior to the start of the target interval or 2 hours prior to the end of the target time. All others will be unloaded after "on-target" carriers are unloaded. Targeted shipments should be accessible on the truck and not blocked by non-targeted shipments or the non-targeted shipment may be considered off-target.

Shepard crews will make every possible effort to begin unloading carriers during their assigned target unload time.

# TARGET CONFIRMATION

## ICNA Annual Convention

Baltimore Convention Center | Baltimore, MD  
May 27 - 29, 2023

M120090523

**TARGET DEADLINE: FRIDAY, MAY 5, 2023**

### Confirm your target move in date and time in two easy steps, then email in the form!

Target move-in dates/times have been assigned to all exhibitors. Please refer to the Target Move-in Floor Plan for your assigned move-in date/time. All vehicles (trucks, van lines, privately-owned vehicles) delivering shipments to show site must check in at the marshaling yard 2 hours prior to your assigned target date and time.\*

\* Exhibitor shipments arriving at show site that have not completed this form will be unloaded AFTER confirmed exhibitors on a first come, first serve basis.

#### Step 1. Complete exhibiting company information.

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_ PHONE NUMBER: \_\_\_\_\_

CONTACT EMAIL ADDRESS: \_\_\_\_\_

#### Assigned Target Date and Time

Schedule your shipment to arrive at the marshaling yard two (2) hours prior to your assigned target date/time.

#### Need to request a new assigned target date or time?

Complete the Freight Target Change Request by:

**Friday, May 5, 2023**

#### Step 2. Provide shipment details.

##### Where are you shipping?

☐ Advanced Warehouse\*\* ☐ Direct to Facility/Show Site

\*\* Uncrated machinery, crated machinery over 5000 pounds, or machines requiring a flatbed truck will not be accepted at the advance warehouse. These items should be delivered directly to the facility on your designated target day and time.

What is the weight of your shipment? \_\_\_\_\_

How many pieces are in your shipment? \_\_\_\_\_

Dimensions of largest piece of freight? \_\_\_\_\_

How many truck loads do you have? \_\_\_\_\_

Weight of largest piece of freight? \_\_\_\_\_

Name of Carrier \_\_\_\_\_

Carrier Contact Phone Number \_\_\_\_\_

##### If Shipping Direct to Facility/Show Site

☐ Flatbed ☐ Close Trailer ☐ Container

##### Is Special Equipment Required to Unload

☐ Crane ☐ Extended Forklift Blades ☐ Rollers ☐ Sling

☐ Other \_\_\_\_\_

##### Will you require a forklift in your booth space to unskid, assemble, or spot display/machinery?

☐ Yes ☐ No

(if Yes, please place a forklift order with Customer Service)

##### Have you ordered carpet from Shepard?

☐ Yes ☐ No

##### Do you want your carpet installed prior to your target time?

☐ Yes ☐ No



Email completed form to: [targets@shepardes.com](mailto:targets@shepardes.com)

# TARGET CHANGE REQUEST

**ICNA Annual Convention**

**M120090523**

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

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**TARGET DEADLINE: FRIDAY, MAY 5, 2023**

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If you would like to request a change in your assigned target date/time, please complete and return this form. All requests will be reviewed and responded to within one week of received request.

Completion of this form does not automatically guarantee approval of request. We will attempt to honor all requests, but may not be able to grant all requests due to logistical considerations, booth locations, dock availability and labor demands.

All Target change requests must be received no later than:

**Friday, May 5, 2023**

## Step 1. Complete company information.

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_ PHONE NUMBER: \_\_\_\_\_

CONTACT EMAIL ADDRESS: \_\_\_\_\_ NUMBER OF TRUCKLOADS: \_\_\_\_\_

### Where are you shipping?

☐ Advanced Warehouse\* ☐ Direct to Facility/Show Site

\* Uncrated machinery, crated machinery over 5000 pounds, or machines requiring a flatbed truck will not be accepted at the advance warehouse. These items should be delivered directly to the facility on your designated target day and time.

## Step 2. Provide target information.

CURRENTLY ASSIGNED DATE: \_\_\_\_\_ CURRENTLY ASSIGNED TIME: \_\_\_\_\_

REQUESTED DATE AND TIME: \_\_\_\_\_

REASON FOR CHANGE: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

# MARSHALING YARD INFORMATION

## ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD  
May 27 - 29, 2023

### Show Site Address

Baltimore Convention Center  
1 West Pratt Street  
Baltimore, MD 21201

### Marshaling Yard Address

Street Address  
City, State Zip

### Map



### Marshaling Yard Hours of Operation

| GENERAL MOVE IN     | Yard Open | Receiving Cut Off | Yard Close |
|---------------------|-----------|-------------------|------------|
| Day, Month XX, 2021 | 0:00AM    | 0:00PM            | 0:00PM     |
| Day, Month XX, 2021 | 0:00AM    | 0:00PM            | 0:00PM     |
| Day, Month XX, 2021 | 0:00AM    | 0:00PM            | 0:00PM     |
| Day, Month XX, 2021 | 0:00AM    | 0:00PM            | 0:00PM     |
| Day, Month XX, 2021 | 0:00AM    | 0:00PM            | 0:00PM     |
| Day, Month XX, 2021 | 0:00AM    | 0:00PM            | 0:00PM     |
| Day, Month XX, 2021 | 0:00AM    | 0:00PM            | 0:00PM     |
| EXHIBITOR MOVE-OUT  | Yard Open | Receiving Cut Off | Yard Close |
| Day, Month XX, 2021 | 0:00AM    | 0:00PM            | 0:00PM     |
| Day, Month XX, 2021 | 0:00AM    | 0:00PM            | 0:00PM     |
| Day, Month XX, 2021 | 0:00AM    | 0:00PM            | 0:00PM     |
| Day, Month XX, 2021 | 0:00AM    | 0:00PM            | 0:00PM     |

ALL DRIVERS MUST BE CHECKED IN BY: **Monday, May 29, 2023 | 8:30PM**

# SHIPPING VS. MATERIAL HANDLING

Make freight management easy.  
**With Shepard, You Can.**



## What is shipping?

Shipping is the process of a carrier picking up items from your office or any place of origin and transporting it to the dock of either the advance warehouse or event facility. Shipping 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 a shipment from your carrier and managing on-site handling of the shipment through the event cycle. It is a standard event procedure with associated costs typically based on shipment weight.

## Material Handling Process:

- Unloading freight from your carrier once it arrives at the receiving dock.
- Transporting freight from dock 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 at the close of event.
- Transferring your freight back to the loading dock.
- Loading your freight into your carrier's delivery vehicle for return shipping.

## One easy way to keep charges low?

**Consolidate.** Whether you ship to the advance warehouse or directly to show site, it is in your best interest to consolidate your shipment as much as possible. Each shipment that arrives separately is assessed the minimum charge.

So, keep your charges low by skidding items so that they are sure to arrive together.

# SHEPARD LOGISTICS

## EFFICIENT. ON-TIME. GUARANTEED.

Enjoy convenience and confidence.  
**With Shepard Logistics, You Can.**

Shepard Logistics is the official event carrier. Our dedicated team of logistics specialists will provide you with personalized and efficient shipping solutions to make sure your freight arrives on time.



### Inbound & Outbound Services

- Standard ground
- 2-Day, and 3-Day service levels
- Air-ride
- Flatbed
- Dedicated truckload
- Volume discounts
- Caravan services



### Material Handling

- Handle-with-care approach
- On-time delivery
- Fast resolution in case of damage
- Signature series material handling 10% discount to all round-trip customers



### Value-Added Services

- Personalized service
- Priority empty return for all inbound with Shepard Logistics
- Transparent quotes with no hidden fees
- Available 7-days a week
- Late fees waived at Shepard events
- Outbound shrink wrap at no charge
- Shepard Logistics personnel on-site at your service for assistance

# SHEPARD LOGISTICS SERVICES (SLS)

## ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

### Ship Roundtrip with Shepard Logistics and receive a 10% discount on Material Handling\*

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

Shipping Services do not include Material Handling fees at Show Site. Material Handling fees will be charged to the credit card on file.

#### Step 1. Complete exhibiting company information.

EXHIBITING COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_ PHONE NUMBER: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP CODE: \_\_\_\_\_

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

#### Step 2. Where are we picking up the shipment?

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

STREET ADDRESS: \_\_\_\_\_ PHONE NUMBER: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP CODE: \_\_\_\_\_

Is there a loading dock? ☐ Yes ☐ NoIs the building in a residential area? ☐ Yes ☐ No

Contact Name at residence: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Do we need a lift gate on our truck? ☐ Yes ☐ NoDo we need to go inside your office to pick up your items? ☐ Yes ☐ No

Any thing else we should know about your building?

#### Step 3. When are we picking up the shipment?

DATE: \_\_\_\_\_ HOURS OF OPERATION: \_\_\_\_\_

#### Step 4. Where is the shipment going?

☐ Advanced Warehouse ☐ Direct to Facility/Show Site

We recommend shipping to the Advance Warehouse to avoid wait times on show site.

#### Step 5. What are we shipping?

| QTY | ITEM                | LENGTH | WIDTH | HEIGHT | WEIGHT |
|-----|---------------------|--------|-------|--------|--------|
|     | Crates              |        |       |        |        |
|     | Cartons (cardboard) |        |       |        |        |
|     | Cases/Trunks        |        |       |        |        |
|     | Skids/Pallets       |        |       |        |        |

| QTY   | ITEM           | LENGTH | WIDTH | HEIGHT | WEIGHT |
|-------|----------------|--------|-------|--------|--------|
|       | Carpet (color) |        |       |        |        |
|       | Monitors       |        |       |        |        |
|       | Other          |        |       |        |        |
| TOTAL |                |        |       |        |        |

#### Step 6. What type of service is need (how fast do you need it)?

☐ Standard Ground ☐ 2nd Day Air ☐ Expedited Ground 3-5 days ☐ Other (Truckload, Specialized) \_\_\_\_\_

Service level may be changed to meet delivery date. Order must be received within 24 hours of requested pick up date. Expedited Ground (305) and air shipping available for pre-booked and confirmed orders only.

#### Step 7. After the event is over, are we shipping it back to you?

☐ YES! ☐ No, I will arrange another carrier.

A credit card must be on file to order Shipping Services. Please complete the Method of Payment form. Shipping services do not include material handling charges at show site. Material handling fees will be charged to the credit card on file. For shipments coming out of or going to Canada, we must have a Commercial Invoice and your Custom Broker's contact information before we can finalize your shipment.

DSV Fairs & Exhibitions is the Preferred International Freight Forwarder and Customs Broker for Shepard events.

## IMPORT ARRIVAL DEADLINE ESTIMATES:

LCL SEA FREIGHT – 5 weeks before the show opens

FCL SEA FREIGHT – 4 weeks before the show opens

AIR FREIGHT – 3 weeks before the show opens



## OUR INTERNATIONAL SHIPPING SERVICES INCLUDE:

- Shipment planning - packaging, documentation, scheduling
- Pick-up and international shipping to the US air/port
- Customs clearance & delivery to the Shepard advance whse or show dock
- Pick-up at the show site dock or Shepard warehouse
- Export documents, international shipping and Customs clearance overseas
- Final delivery to the overseas return destination



Fairs & Exhibitions, Solutions USA  
Contact: Kelly O'Neill-Exley  
Product Specialist  
Email: [kelly.oneill@dsv.com](mailto:kelly.oneill@dsv.com)  
Mobile: +1 404 432 8835

Please contact us today  
for a free quotation.



DSV Fairs & Exhibitions has an agent office in most countries worldwide. If you do not see your country listed below, then please contact DSV Fairs & Exhibitions USA, so that we can provide local contact details.

## Canada

EAS Exhibition Services  
1400 Bayly Street  
Office Mail 2, Ste 4  
Pickering, Ontario  
L1W 3R2  
Canada  
Contact: Paula Collaco  
Tel: + 1 647 203 8520  
Email: paulacollaco@rogers.com

## China

DSV Fairs & Events, Solutions  
Rm 2307-2308, 23F  
One Indigo  
20 Jiuxianqiao Road  
Chaoyang District  
Beijing 10016, P.R. China  
Contact: Roaddy Lu  
Tel: + 86 10 8540 7288 / 7299  
Mobile: + 86 13 91029 8808  
Email: roaddy.lu@dsv.com

## Denmark

DSV Solutions A/S  
Fairs & Events  
Center Boulevard 5  
2300 Copenhagen S  
Denmark  
Contact: Lars Skovhoej  
Tel: +45 43203859  
Email: expo@dk.dsv.com

## Germany

DSV Fairs & Events, Solutions  
Reisholzer Bahnstrasse 41  
40599 Duesseldorf  
Germany  
Contact: Christian Rasche  
Tel: + 49 211 9952 0  
Mobile: + 49 171 9793 078  
Email: christian.rasche@dsv.com

## Hong Kong

DSV Fairs & Exhibitions  
13001-11W, 103-04S&106-7S, 13/F  
ATL Logistics Centre B, Berth 3  
Kwai Chung Container Terminal NT  
Hong Kong  
Contact: Sunny Ling  
Tel: + 852-2211 8205 / 8852 8205  
Mobile: + 852 9622 3280  
Email: sunny.ling@dsv.com

## Italy

DSV Fairs & Events  
Strada Vecchia Pautlese 5/A  
Pantigliate, Milan 20090  
Italy  
Contact: Marco Simone  
Tel: + 39 02 269 05324  
Fax: + 39 02 269 05208  
Email: marco.simone@dsv.com

## Japan

DSV Solutions Co., Ltd.  
Toranomon Hills Business Tower  
15F, 1-17-1 Toranomon  
Minato-ku, Tokyo, 105-6415  
Japan  
Contact: Tokiko Inaba  
Tel +81 3 6807 3986  
Fax +81 3 6807 5893  
Email: JP.FE@dsv.com

## Korea

DSV Fairs & Events, Solutions  
Magok Central Tower 1 Cha, 227  
Gonghang-daero  
Gangseo-gu, Seoul,  
07802  
Korea  
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Mobile: +82 10 2800 1834  
Email: chris.lim@dsv.com

## Portugal

DSV Transitários, Lda  
Rua Abade Correia da Serra, 112  
Senhora da Hora,  
4460-208  
Portugal  
Contact: Silvia Eloi  
Tel: + 351 266 088 642  
Mobile: + 351 916 141 569  
E-mail: silvia.eloi@dsv.com

## Singapore

DSV Solutions Pte Ltd  
No.5 Changi North Way  
5<sup>th</sup> Floor, 498771  
Singapore  
Contacts: Neo Kim Wah, Andy  
Tel: + 65 6500 5604  
Mobile: + 65 9688 9156  
E-mail: kim.wah.neo@dsv.com

## Spain

DSV Fairs & Events, Solutions  
Pol. Ind. Riera del Molí  
Les Licorelles, Calle A num. 1  
08750 Molins de Rei  
Barcelona, Spain  
Contact: Belina Flores  
Tel: + 930 260 838  
Mobile: + 34 34 686 902 300  
Email: belina.flores.sierra@dsv.com

## Taiwan

DSV – Translink  
Room 5-2, 5<sup>th</sup> Floor  
No. 99, Chung Shan N. Rd  
Sec 2., Taipei 104-48  
Taiwan R.O.C.  
Contact: Frances Lin  
Tel: + 886 2 2581 1133  
Fax: + 886 2 2523 9449  
Email: frances@trans-link.com.tw

## Turkey

DSV – Agility Fairs & Events  
Rüzgarlıbahçe mah.  
Cumhuriyet Cad. Acarlar Is  
Merkezi F Blok K:2 D:8 Beykoz  
Istanbul, Turkey  
Contact: Tandogan Ozman  
Tel: + 90 216 680 16 00  
Fax: + 90 216 680 00 45  
Email: tandogan.ozman@dsv.com

## United Arab Emirates

DSV Fairs & Events, Solutions  
Level 15, Office No. 07-08  
Sheikh Rashid Tower  
Dubai World Trade Centre  
P.O.Box 36683, Dubai, UAE  
Contact: Nilofer Sayeed  
Tel: + 971 4 813 1487 / 813 1210  
Mobile: + 971 56 6833914  
Email: nilofer.sayeed@dsv.com

## United Kingdom

DSV Fairs & Events, Solutions  
One Western Gateway  
Royal Victoria Dock  
London E16 1XL, United Kingdom  
Contact: Garcia Newell  
Tel: + 44 207 069 5321  
Mobile: + 44 7760 165828  
Email: garcia.newell@dsv.com

DSV Fairs & Exhibitions, Solutions USA  
Contact: Kelly O'Neill-Exley  
Product Specialist  
Email: kelly.oneill@dsv.com  
Mobile: +1 404 432 8835

# OUTBOUND MATERIAL HANDLING AUTHORIZATION & LABEL REQUEST

ICNA Annual Convention

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

M120090523

All outbound shipments require a Shepard Outbound Material Handling Authorization (MHA) form 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 MHA and labels will be delivered to your booth prior to the close of the show.

Note: All third parties must pick up MHA/labels at the Shepard Service Desk.

\$\$\$\$\$  
**SAVING TIP!**

Use Shepard Logistics for inbound and outbound and receive a discount on your Material Handling fees!

## Step 1. Complete exhibiting company information.

EXHIBITING COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_ PHONE NUMBER: \_\_\_\_\_

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

## Step 2. Where is the shipment going?

COMPANY NAME: \_\_\_\_\_ BUSINESS HOURS: \_\_\_\_\_

STREET ADDRESS: \_\_\_\_\_

CITY: \_\_\_\_\_ STATE: \_\_\_\_\_ ZIP CODE: \_\_\_\_\_

## Step 3. How many pieces are in your shipment?

# OF CRATES: \_\_\_\_\_ # OF SKIDS: \_\_\_\_\_ # OF CASES: \_\_\_\_\_ # OF CARTONS: \_\_\_\_\_ APPROX. TOTAL WEIGHT: \_\_\_\_\_

## Step 4. What are we shipping?

| QTY | ITEM                | LENGTH | WIDTH | HEIGHT | WEIGHT |
|-----|---------------------|--------|-------|--------|--------|
|     | Crates              |        |       |        |        |
|     | Cartons (cardboard) |        |       |        |        |
|     | Cases/Trunks        |        |       |        |        |
|     | Skids/Pallets       |        |       |        |        |

| QTY          | ITEM           | LENGTH | WIDTH | HEIGHT | WEIGHT |
|--------------|----------------|--------|-------|--------|--------|
|              | Carpet (color) |        |       |        |        |
|              | Monitors       |        |       |        |        |
|              | Other          |        |       |        |        |
| <b>TOTAL</b> |                |        |       |        |        |

Is there a loading dock? ☐ Yes ☐ No

Is the building in a residential area? ☐ Yes ☐ No

Residential contact name \_\_\_\_\_ Phone Number \_\_\_\_\_

Do we need a lift gate on our truck? ☐ Yes ☐ No

Do we need to go inside your office to deliver your items? ☐ Yes ☐ No

Any thing else we should know about your building?

## Step 5. How many labels do you need? \_\_\_\_\_

## Step 6. Who is picking up your shipment?

☐ Official Show Carrier: SHEPARD LOGISTICS ☐ Other (Truckload, Specialized) \_\_\_\_\_

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.

## Step 7. What type of service is need (how fast do you need it)?

☐ Ground ☐ 2nd Day ☐ Expedited Ground (3-5 Days) ☐ Overnight For Shepard Logistics customers, Expedited and Air shipments are available for pre-booked orders only.

## Step 8. What do we do with your items if your carrier doesn't show up?

☐ Send out via Shepard Logistics or available carrier ☐ Return to warehouse for pickup, \$400 minimum charge

In order to process your order, we require payment on file. Please complete the Method of Payment and return to Shepard Exposition Services.

If you have already placed an order with Shepard, we will automatically use the credit card on file for your company. For shipments going into or out of Canada, we must have the Commercial Invoice and the

# ADVANCED SHIPPING LABEL

**ICNA Annual Convention**

**M120090523**

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

Print at least one shipping label for each box. Include the exhibiting company name and booth number. If you are creating your own labels, make sure the same information below is on your labels.

|                               |  |
|-------------------------------|--|
| <b>ADVANCED<br/>WAREHOUSE</b> |  <b>Shepard</b> |
|                               | <b>ADVANCED WAREHOUSE</b>  |
|                               | <b>TO:</b>   |
|                               | _____<br>(Exhibiting Company Name)   |
|                               | _____<br>(Exhibiting Company Booth Number)   |
| <b>RUSH</b>                   | <b>c/o Shepard Exposition Services<br/>7079 Oakland Mills Rd<br/>Columbia, MD 21046</b>          |
|                               | <b>FOR:<br/>ICNA Annual Convention</b>   |
|                               | <b>Delivery Hours: Monday - Friday 8:00AM - 4:00PM</b>   |
|                               | <b>First day freight can arrive without a surcharge:</b><br>Thursday, April 27, 2023             |
|                               | <b>Last day freight can arrive without a surcharge:</b><br>Thursday, May 18, 2023                |

## DIRECT SHIPPING LABEL

### ICNA Annual Convention

Baltimore Convention Center | Baltimore, MD  
May 27 - 29, 2023

M120090523

Print at least one shipping label for each box. Include the exhibiting company name and booth number. If you are creating your own labels, make sure the same information below is on your labels.

|                                |  |
|--------------------------------|--|
| <b>DIRECT TO<br/>SHOW SITE</b> |  <b>Shepard</b>                       |
|                                | <b>DIRECT TO SHOW SITE</b>   |
|                                | <b>TO:</b>   |
|                                | _____<br>(Exhibiting Company Name)   |
|                                | _____<br>(Exhibiting Company Booth Number)   |
| <b>RUSH</b>                    | <b>c/o Shepard Exposition Services<br/>Baltimore Convention Center<br/>1 West Pratt Street<br/>Baltimore, MD 21201</b> |
|                                | <b>FOR:<br/>ICNA Annual Convention</b>   |
|                                | <b>MUST NOT BE DELIVERED PRIOR TO:</b><br>Thursday, May 25, 2023   8:00AM  |

# MATERIAL HANDLING RATES

## ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

### Ship Roundtrip with Shepard Logistics and receive a 10% discount\* on Material Handling

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

**What is Material Handling?** Material Handling is the unloading and delivery of exhibit freight to the exhibitor's booth on the show floor, the storage of empty containers, the return to booth for packing, and the loading back onto the exhibitor's outbound carrier. This is an automatic service and is billed based on weight. This service, whether used completely or in are part, are billed as a package.

**How to Calculate Material Handling Services** The following services whether used completely or in part are offered as a package. When estimating 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 Rates** All rates are per 100 pounds with a 200 pound minimum charge. Certified weight tickets are required on all shipments.

**Blended Rates** The rates stated are blended to include overtime based on the schedule at publication. Changes in schedule or if your carrier delivers your freight outside of published hours may result in additional fees. Please see Material Handling page for a complete listing of all possible charges.

### Advanced Warehouse Shipments\*\*

\*\* Single pieces over 5000 pounds, machines or uncrated items cannot be accepted at warehouse.

FIRST DAY FREIGHT CAN ARRIVE: Thursday, April 27, 2023

LAST DAY FREIGHT CAN ARRIVE: Tuesday, May 23, 2023

| CODE  | ITEM             | WEIGHT |   | PRICE/CWT | TOTAL |
|-------|------------------|--------|---|-----------|-------|
| 35010 | Crated           |        | X | \$224.25  |       |
| 35036 | Special Handling |        | X | \$291.50  |       |

### Direct to Facility/Show Site Shipments\*\*\*

\*\*\* Large pieces of machinery and uncrated shipments can be accepted at show site.

FIRST DAY FREIGHT CAN ARRIVE: Thursday, May 25, 2023

| CODE  | ITEM             | WEIGHT |   | PRICE/CWT | TOTAL |
|-------|------------------|--------|---|-----------|-------|
| 35030 | Crated           |        | X | \$213.40  |       |
| 35043 | Uncrated         |        | X | \$320.00  |       |
| 35038 | Special Handling |        | X | \$277.50  |       |

### Light Weight Shipments\*\*\*\*

\*\*\*\* Shipments 40 pounds or less.

| CODE  | ITEM         | WEIGHT |   | PRICE    | TOTAL |
|-------|--------------|--------|---|----------|-------|
| 35400 | Light Weight |        | X | \$112.25 |       |

### Other Material Handling Services

| CODE  | ITEM                                    | QTY |   | PRICE   | TOTAL |
|-------|---|-----|---|---------|-------|
| 35490 | Banding Service Per 4x4 Skid/Pallet     |     | X | \$75.00 |       |
| 35491 | Shrink-wrap Service Per 4x4 Skid/Pallet |     | X | \$75.00 |       |

|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

Only Shepard personnel are allowed to operate mechanical equipment. 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. Acceptance of said terms and conditions will be construed when any of the following conditions are met: This Material Handling Agreement (MHA) is signed; Exhibitor's materials are delivered to Shepard's warehouse or to an event site for which Shepard is the Official Show Contractor or an order for labor and/or rental equipment is placed by Exhibitor with Shepard. Please be aware that disposal of exhibit properties is not included as part of your material handling charges. Please contact Shepard for your quoted rates and rules applicable to disposal of your exhibit properties. All Material Handling charges are billable and will be charged to the credit card on file.

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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



Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)

# MATERIAL HANDLING INFORMATION

## ICNA Annual Convention

Baltimore Convention Center | Baltimore, MD

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### Special Handling Definitions

Rate as shown on Material Handling Rate Form, approx. 30%.

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.

#### Padded Van Deliveries

This applies to van line carriers that transport freight at cubic displacement rates, operate a non-standard dock height equipment, require freight on the truck to be unloaded in a specific order or orientation, or require that freight on the truck be moved to unload the actual delivery.

#### Disposal Fee

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 the Warehouse

**SURCHARGE: 25% • 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 show site after show open will be charged a surcharge.

#### Uncrated Shipments

**Rate as shown on Material Handling Rate 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% • 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

**FEE: \$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

**FEE: \$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

**FEE: \$25.00 per piece • 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.

#### Light Weight Shipments

Shipments weighing 40 lbs. or less will qualify for the light weight shipment rate. Shipments exceeding 40 lbs. will be billed standard Material Handling fees at the prevailing show rates. All shipments must have certified weight tickets.

#### Envelope Deliveries

**FEE: \$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.

#### Priority Empty Labels

**FEE: \$75.00 per label • 35064**  
Limited quantities available on a per event basis.

#### Mobile Spotting

**FEE: \$200 per round trip**  
All vehicles must be escorted in and out of building by Shepard personnel.

# MATERIAL HANDLING 101

Shepard Exposition Services is the sole provider of Material Handling Services. Exhibitors or their hired EAC/Carriers may not deliver freight to exhibit spaces or operate any type of mechanical or powered equipment. Material handling is a billable service.

**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 shipped or delivered to the advance warehouse or show facility via shipping carrier, POV, or delivery truck.

**What is the difference between material handling and shipping?** Shipping is the process of transporting your shipment from its origin to its final destination. Material handling begins at the time your shipment arrives to the docks (please refer to "What is material handling?" for the full definition.) These are 2 different items and are billed differently.

**Do I need to order a forklift 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.

**What determines how much I'm charged?** Charges are based on certified inbound weight ticket included with your shipment as well as the type of service required.

**How do I calculate material handling charges?** Material handling, whether used completely or in part are offered as a round trip service. 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.

What are Light Weight shipments? All shipments regardless of carrier that weigh 40 pounds or less. Shipments need to have certified weight tickets or other verifiable weight noted upon delivery. Shipments without certified weight tickets may be subject to special handling or reweigh fees. Packages that arrive separately at different times or days will be billed separately.

All shipments, regardless of carrier, weighing 41 lbs. and up will be billed using the standard material handling rates listed in the kit and billed at a 200 lb. minimum.

## **How do I calculate my Light Weight shipment?**

Charges for Light Weight shipments are total shipment weight, per delivery. Any shipment above 40 lbs. will not qualify for this rate. Please be advised that your whole shipment may not arrive to its destination at one time. Therefore you may be charged per each delivery.

**What are Crated Materials?** Materials delivered that are skidded or in a container that can easily be unloaded/reloaded with no additional 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 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.

**What are Advanced 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, 8:00 AM - 4:00 PM, excluding holidays. Shipments must arrive by advanced warehouse deadline date to avoid late surcharge. (Please refer to the "Show Information" page included with this manual for deadline date.)

Crates, cartons, skids, fiber cases, 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.

**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.

## **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 Shipping** 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 (MHA) with all required information, and return to the customer service desk. If you have questions on how to complete your bill of lading (MHA), please ask a Shepard customer service representative located at the customer service desk.

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

**Equipment.** Exhibitors or their EACs may not utilize or operate any type of material handling mechanical or powered equipment. If you need assistance, please contact us to order labor and equipment.



# MACHINE RATES

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**This is for MACHINERY only.** For all other shipments, please refer to the Material Handling Rates page. Uncrated machinery and machines over 5,000 pounds cannot be accepted at the warehouse. All uncrated machinery and 5,000 pound machine shipments should be delivered directly to the facility during move-in or on your designated target day and time. Machines do not qualify for per pound pricing.

### Important Things to Know!

- Use of these specially discounted rates are for your **machinery shipments only**.\*
- Certified weight tickets** are required for all shipments.
- Mixed load shipments** without separate weight tickets do not qualify for the machinery rates and will be invoiced at the regular material handling rate. Adjustments will not be made.
- When shipping a mixed load, **separate weight tickets** are required to distinguish between machinery and exhibit materials.
- All shipments must have proper inbound Bill of Lading or carrier bill with **weight breakdowns**.

\* All other freight will be billed at standard Material Handling Rates.

### Labor Hours

**Straight Time (ST):** Monday - Friday | 8:00AM - 5:00PM

**Overtime (OT):** Monday - Friday | 5:00PM - 8:00AM. All hours Saturday and Sunday

**Double Time (DT):** Holidays

**Holidays:** NY Day, ML King Day, Presidents Day, Memorial Day, Independence Day, Labor Day, Veterans Day, Thanksgiving Day, Christmas Eve Day, Christmas Day.

**Overtime:** 30% fee for each overtime application based on ST rate

**Double Time:** 50% fee for each double time application based on ST rate

| CODE  | ITEM DESCRIPTION     | WEIGHT | PER CWT RATE |
|-------|----------------------|--------|--------------|
| 35992 | 2,501 - 5,000 lbs.   |        | \$55.40      |
| 35993 | 5,001 - 10,000 lbs.  |        | \$50.40      |
| 35994 | 10,001 - 20,000 lbs. |        | \$47.85      |
| 35995 | 20,001 - 30,000 lbs. |        | \$45.35      |
| 35996 | 30,001 + lbs.        |        | \$43.70      |

|       |   |  |         |
|-------|---|--|---------|
| 35586 | Special Handling** 2,501 - 5,000 lbs.   |  | \$72.00 |
| 35587 | Special Handling** 5,001 - 10,000 lbs.  |  | \$65.50 |
| 35588 | Special Handling** 10,001 - 20,000 lbs. |  | \$62.20 |
| 35589 | Special Handling** 20,001 - 30,000 lbs. |  | \$58.95 |
| 35590 | Special Handling** 30,001 + lbs.        |  | \$56.80 |

\*\*A special handling rate is charged for extra labor or equipment required to unload or load machinery when it cannot be unloaded or loaded with a forklift in a normal manner. Examples of material handling requirements warranting special handling charges are: Rigging equipment on or off of a truck using jacks, chains, rollers, skates, straps, or cables; the use of multiple forklifts due to the length of the machinery or the lack of lifting points on the machinery, or due to the type of vehicle transporting the machinery.

### For all machine shipments, Shepard will do the following:

- Receive shipments consigned directly to the facility on installation days.
- Deliver your machine to your booth.
- Remove and store your empty containers.
- Return your empty containers to your booth.
- Load your outbound shipment on your carrier of choice.

|  |          |
|--|----------|
| <b>TOTAL ESTIMATE</b>                            | \$ _____ |
| <b>TAX</b> (All tax rates are subject to change) | 6.00%    |
| <b>AMOUNT DUE</b>                                | \$ _____ |

Only Shepard personnel are allowed to operate mechanical equipment. 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. Acceptance of said terms and conditions will be construed when any of the following conditions are met: This Material Handling Agreement (MHA) is signed; Exhibitor's materials are delivered to Shepard's warehouse or to an event site for which Shepard is the Official Show Contractor or an order for labor and/or rental equipment is placed by Exhibitor with Shepard. Please be aware that disposal of exhibit properties is not included as part of your material handling charges. Please contact Shepard for your quoted rates and rules applicable to disposal of your exhibit properties. **All Material Handling charges are billable and will be charged to the credit card on file.**

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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



Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)



# MACHINE SHIPPING INFORMATION REQUEST

ICNA Annual Convention

M120090523

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**FORM & MACHINE DIAGRAMS DEADLINE: THURSDAY, APRIL 27, 2023**

In order to ensure your machinery is properly handled and to avoid delays during set up, please provide the following information on your machines.

## Step 1. How many machines are you shipping?

QUANTITY OF MACHINES: \_\_\_\_\_

## Step 8. Where are the pick points located on your machine?

☐ Top ☐ Bottom

## Step 2. What is the weight of each machine?

1: \_\_\_\_\_ 2: \_\_\_\_\_ 3: \_\_\_\_\_ 4: \_\_\_\_\_

5: \_\_\_\_\_ 6: \_\_\_\_\_ 7: \_\_\_\_\_ 8: \_\_\_\_\_

## Step 9. What is the weight per square foot\* of each machine?

1: \_\_\_\_\_ 2: \_\_\_\_\_ 3: \_\_\_\_\_ 4: \_\_\_\_\_

5: \_\_\_\_\_ 6: \_\_\_\_\_ 7: \_\_\_\_\_ 8: \_\_\_\_\_

\* 350 pounds per sq. ft. is the maximum allowed for this convention center. If you exceed this weight rating you must provide steel plating in order to disperse the weight.

## Step 3. What are the dimensions of each machine?

1: \_\_\_\_\_ 2: \_\_\_\_\_ 3: \_\_\_\_\_ 4: \_\_\_\_\_

5: \_\_\_\_\_ 6: \_\_\_\_\_ 7: \_\_\_\_\_ 8: \_\_\_\_\_

## Step 10. Please attach any photos or diagrams you have of your machines.

☐ Photos Attached ☐ No Photos

## Step 5. How is your machine being shipped?

☐ Flatbed ☐ Close Trailer ☐ Container

## Step 6. Do you need special equipment to unload?

☐ Extended Forklift Blades ☐ Rollers ☐ Slings

☐ Other \_\_\_\_\_

## Step 7. Do you require a forklift in your booth space to unskid, assemble, or spot machinery?

☐ Yes ☐ No

**Only Shepard personnel are allowed to operate mechanical equipment.** 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. Acceptance of said terms and conditions will be construed when any of the following conditions are met: This Material Handling Agreement (MHA) is signed; Exhibitor's materials are delivered to Shepard's warehouse or to an event site for which Shepard is the Official Show Contractor or an order for labor and/or rental equipment is placed by Exhibitor with Shepard. Please be aware that disposal of exhibit properties is not included as part of your material handling charges. Please contact Shepard for your quoted rates and rules applicable to disposal of your exhibit properties. **All Material Handling charges are billable and will be charged to the credit card on file.**

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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



Email completed form to: [targets@shepardes.com](mailto:targets@shepardes.com)

# CARTLOAD SERVICE

## ICNA Annual Convention

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Cartload Service provides service to exhibitors arriving in personally owned vehicles (POVs) and have small hand-carried items that need to be delivered to and from the dock/booth location. Exhibitors may not utilize mechanical or powered equipment to unload their items.

### Cartload Service includes:

Includes:

- One laborer
- One cart
- One trip (per rate listed below)

### Please remember:

- If you arrive with a truck, van, trailer, or truck with trailer filled with exhibit material you will not qualify for this service and will be redirected.
- No personal trucks (one (1) ton & over), no rental trucks, trailers, or bobtails will be unloaded through cartload service.
- All items must fit on flat bed cart (approximately 3' x 4' in size) and weigh less than 200 pounds. If items are designated by Shepard personnel to be too large or too heavy, materials will be billed at regular material handling rates.
- Your vehicle must unload on the receiving dock of the exhibit hall. Shepard personnel will direct vehicles. The cart is not authorized to enter or go to any parking structure. There must be two (2) people with the vehicle; one person to go with your product to the booth space and one person to remove your vehicle from the unloading area to the parking area.

### Labor Hours

**Straight Time (ST):** Monday - Friday | 8:00AM - 5:00PM

**Overtime (OT):** Monday - Friday | 5:00PM - 8:00AM. All hours Saturday and Sunday

**Double Time (DT):** Holidays

**Holidays:** NY Day, ML King Day, Presidents Day, Memorial Day, Independence Day, Labor Day, Veterans Day, Thanksgiving Day, Christmas Eve Day, Christmas Day.

| CODE  | ITEM             | # OF TRIPS | RATE     | TOTAL |
|-------|------------------|------------|----------|-------|
| 35151 | Dock to Booth ST |            | \$235.00 |       |
| 35152 | Booth to Dock ST |            | \$235.00 |       |
| 35153 | Dock to Booth OT |            | \$332.50 |       |
| 35154 | Booth to Dock OT |            | \$332.50 |       |

**TOTAL ESTIMATE** \$ \_\_\_\_\_

**TAX** (All tax rates are subject to change) 6.00%

**AMOUNT DUE** \$ \_\_\_\_\_

Only Shepard personnel are allowed to operate mechanical equipment. No refunds or exchanges once service has been rendered. Cancellations must be received in writing within 48 hours of first day of exhibitor move in.

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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



Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)

# PERSONALLY OPERATED VEHICLE (POV) UNLOADING INFORMATION

Shepard Exposition Services has the responsibility of receiving and handling all the exhibit materials and empty crates that come in via over the road carriers. It is Shepard's responsibility to manage the docks and schedule vehicles for the smooth and efficient move-in and move out of the exhibition. Shepard will not be responsible for any materials they do not handle.



The types of vehicles shown to the left are considered POVs and will be allowed to unload/load in the designated POV ramp area after checking in at the marshaling yard.



✓ **ALLOWED POVs INCLUDE:**

- Passenger Automobile
- Mini Van
- SUV
- Pick-up Truck



Please refer to the Labor Rules and Regulations page for additional information and guidelines.



The types of vehicles shown to the left are considered rental trucks and trailers and will not be allowed access to the dock spaces to self unload/load. Vehicles like shown at the left will be unloaded by dock personnel and not by exhibitors. **NOT ALLOWED IN THE DOCK AREA:**



- ✗ Trailers of any kind
- ✗ No Step Van/Box Truck
- ✗ Full Size Vans



Exhibitors may not operate or utilize any type of powered and mechanical equipment. See examples to the left of equipment that can and cannot be used.



✓ **ALLOWED:**

- Hand Carried Boxes



**NOT ALLOWED:**

- ✗ 2-wheel or 4-wheel Hand Carts
- ✗ Pallet Jacks



# FORKLIFTS & GROUND RIGGING

**ICNA Annual Convention**
**M120090523**

Baltimore Convention Center | Baltimore, MD

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**DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023**

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing.

## Labor Hours

**Straight Time (ST):**

Monday - Friday | 8:00AM - 5:00PM

**Overtime (OT):**

Monday - Friday | 5:00PM - 8:00AM. All hours Saturday and Sunday

**Double Time (DT):**

Holidays

**Holidays:**

NY Day, ML King Day, Presidents Day, Memorial Day, Independence Day, Labor Day, Veterans Day, Thanksgiving Day, Christmas Eve Day, Christmas Day.

## Step 1: Describe the work.

☐ Uncrating Materials ☐ Spotting Equipment ☐ Booth Work/Ground Rigging

 Will you need: ☐ Straps ☐ Extended Blades Weight of Heaviest Piece: \_\_\_\_\_

## Step 2. When are we moving it?

*(times are not guaranteed)*

Install Date/Time: \_\_\_\_\_

Dismantle Date/Time: \_\_\_\_\_

## Step 3. Choose your lift size.

| FORKLIFT RENTAL - UP TO 5,000 LB. CAPACITY |                  |                 |          |          |            |       |
|--|------------------|-----------------|----------|----------|------------|-------|
| CODE                                       | ITEM             | EST. # OF HOURS | ONLINE   | DISCOUNT | REGULAR    | TOTAL |
| 35028                                      | ST Hourly Rental |                 | \$485.90 | \$558.80 | \$625.85   |       |
| 35039                                      | OT Hourly Rental |                 | \$644.30 | \$740.95 | \$829.85   |       |
| 35067                                      | DT Hourly Rental |                 | \$802.75 | \$923.15 | \$1,033.95 |       |

| FORKLIFT RENTAL - UP TO 10,000 LB. CAPACITY |                  |                 |            |            |            |       |
|---|------------------|-----------------|------------|------------|------------|-------|
| CODE  | ITEM             | EST. # OF HOURS | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
| 35029                                       | ST Hourly Rental |                 | \$971.75   | \$1,117.50 | \$1,251.60 |       |
| 35049                                       | OT Hourly Rental |                 | \$1,288.65 | \$1,481.95 | \$1,659.80 |       |
| 35069                                       | DT Hourly Rental |                 | \$1,605.50 | \$1,846.30 | \$2,067.85 |       |

| FORKLIFT RENTAL - UP TO 15,000 LB. CAPACITY |                  |                 |            |            |            |       |
|---|------------------|-----------------|------------|------------|------------|-------|
| CODE  | ITEM             | EST. # OF HOURS | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
| 35455                                       | ST Hourly Rental |                 | \$1,214.70 | \$1,396.90 | \$1,564.55 |       |
| 35456                                       | OT Hourly Rental |                 | \$1,610.80 | \$1,852.40 | \$2,074.70 |       |
| 35457                                       | DT Hourly Rental |                 | \$2,006.90 | \$2,307.95 | \$2,584.90 |       |

| FORKLIFT RENTAL - UP TO 20,000 LB. CAPACITY |                  |                 |            |            |            |       |
|---|------------------|-----------------|------------|------------|------------|-------|
| CODE  | ITEM             | EST. # OF HOURS | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
| 35035                                       | ST Hourly Rental |                 | \$1,457.65 | \$1,676.30 | \$1,877.45 |       |
| 35066                                       | OT Hourly Rental |                 | \$1,932.95 | \$2,222.90 | \$2,489.65 |       |
| 35070                                       | DT Hourly Rental |                 | \$2,408.25 | \$2,769.50 | \$3,101.85 |       |

| FORKLIFT RENTAL - UP TO 30,000 LB. CAPACITY |                  |                 |            |            |            |       |
|---|------------------|-----------------|------------|------------|------------|-------|
| CODE  | ITEM             | EST. # OF HOURS | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
| 35255                                       | ST Hourly Rental |                 | \$1,943.50 | \$2,235.00 | \$2,503.20 |       |
| 35256                                       | OT Hourly Rental |                 | \$2,577.25 | \$2,963.85 | \$3,319.50 |       |
| 35257                                       | DT Hourly Rental |                 | \$3,211.00 | \$3,692.65 | \$4,135.75 |       |

| FORKLIFT RENTAL - 4 STAGE |                  |                 |            |            |            |       |
|---------------------------|------------------|-----------------|------------|------------|------------|-------|
| CODE                      | ITEM             | EST. # OF HOURS | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
| 35593                     | ST Hourly Rental |                 | \$728.80   | \$838.10   | \$938.65   |       |
| 35594                     | OT Hourly Rental |                 | \$966.45   | \$1,111.40 | \$1,244.75 |       |
| 35595                     | DT Hourly Rental |                 | \$1,204.15 | \$1,384.75 | \$1,550.90 |       |

| IN BOOTH SCISSOR LIFTS |                      |                 |          |          |          |       |
|------------------------|----------------------|-----------------|----------|----------|----------|-------|
| CODE                   | ITEM                 | EST. # OF HOURS | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
| 68120                  | Scissor Lift Install |                 | \$647.48 | \$744.60 | \$833.95 |       |
| 68121                  | Scissor Lift Removal |                 | \$647.48 | \$744.60 | \$833.95 |       |

Rate structure includes forklift and one (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. **PLEASE NOTE:** Per riggers jurisdiction, a rigging crew (up to 3 riggers) may require a 4-hour minimum to install any hanging sign, truss and/or motors, or structures requiring hoisting. Rates are per lift and crew per hour.

| GROUND RIGGING SUPERVISOR RATES (PER MAN HOUR) |                  |                 |          |          |          |       |
|--|------------------|-----------------|----------|----------|----------|-------|
| CODE   | ITEM             | EST. # OF HOURS | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
| 35085  | ST Hourly Rental |                 | \$243.75 | \$280.30 | \$313.95 |       |
| 35086  | OT Hourly Rental |                 | \$365.63 | \$420.45 | \$470.90 |       |
| 35099  | DT Hourly Rental |                 | \$487.50 | \$560.65 | \$627.95 |       |

| GROUND RIGGERS & MATERIAL HANDLERS (PER MAN HOUR) |                  |                 |          |          |          |       |
|---|------------------|-----------------|----------|----------|----------|-------|
| CODE  | ITEM             | EST. # OF HOURS | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
| 35087   | ST Hourly Rental |                 | \$195.00 | \$224.25 | \$251.15 |       |
| 35100   | OT Hourly Rental |                 | \$292.50 | \$336.40 | \$376.75 |       |
| 35101   | DT Hourly Rental |                 | \$390.00 | \$448.50 | \$502.30 |       |

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

|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

Only Shepard personnel are allowed to operate mechanical equipment. Orders cancelled without 48-hour written notice will be charged a one (1) hour cancellation fee. Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions.

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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


 Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)

# WAREHOUSE STORAGE

## ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

Warehouse Storage is used when you need a place to store your exhibit or product for days, weeks, or even until your next event.

### Pricing

- Warehouse storage rates are billed \$10.00 per cwt per month (\$100.00 a month minimum charge) (35006).
- Each shipment returned to the warehouse for storage will be billed \$20.00 per cwt (\$400.00 minimum) (35005).
- 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.

### Step 1. Complete exhibiting company information.

EXHIBITING COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

ON-SITE CONTACT NAME: \_\_\_\_\_ ON-SITE CELL PHONE: \_\_\_\_\_

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

### Step 2. What needs to be stored?

TOTAL NUMBER OF PIECES TO BE STORED: \_\_\_\_\_

| PIECE | LENGTH | WIDTH | HEIGHT | WEIGHT | CRATE/SKID |
|-------|--------|-------|--------|--------|------------|
| 1     |        |       |        |        |            |
| 2     |        |       |        |        |            |
| 3     |        |       |        |        |            |
| 4     |        |       |        |        |            |
| 5     |        |       |        |        |            |
| 6     |        |       |        |        |            |

| PIECE | LENGTH | WIDTH | HEIGHT | WEIGHT | CRATE/SKID |
|-------|--------|-------|--------|--------|------------|
| 7     |        |       |        |        |            |
| 8     |        |       |        |        |            |
| 9     |        |       |        |        |            |
| 10    |        |       |        |        |            |
| 11    |        |       |        |        |            |
| 12    |        |       |        |        |            |

TOTAL ESTIMATE \$ \_\_\_\_\_

TAX (All tax rates are subject to change) 6.00%

AMOUNT DUE \$ \_\_\_\_\_

### Step 3. How long are we storing your items?

FROM DATE: \_\_\_\_\_ TO DATE: \_\_\_\_\_

Fees will continue until storage is picked up.

### Step 4. What do we do with your items at the end of the storage period?

It is the exhibitor's responsibility to make all arrangements for shipping, including utilizing Shepard Logistics. Items **WILL NOT** automatically be taken to the next event. Exhibitor should contact Shepard approximately 2 weeks prior to any storage movement.

☐ Ship to another destination via Shepard Logistics\* ☐ Transport to another Shepard event\*

\*Additional fees will apply

☐ Pick-up is arranged with another carrier: \_\_\_\_\_

Submission of this form indicates you read and accept the Payment Policy and Terms &amp; Conditions. Storage Items will not be stored or released without a valid credit card on file.

PRINTED NAME: \_\_\_\_\_

Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)

# BOOTH & CARPET CLEANING

## ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

### ONLINE & DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing.

As the General Service Contractor, Shepard has the exclusive cleaning contract for this show. Other service contractors will not be permitted to provide this service on the show floor. Minimum 100 square foot order for all cleaning services.

If you have any issues at all regarding cleaning during the show, please contact the Service Desk immediately so we can make it right. Please do not wait until the end of the event.

Booth carpet is the first product installed on an exhibit floor. While carpet is installed clean, it will get dirty during the move in process due to debris in the air, aisles and other exhibitors. It is always recommended to order a one time vacuuming prior to the show opening.

### Booth Vacuuming

| VACUUM ONCE |                 |         |        |          |         |       |
|-------------|-----------------|---------|--------|----------|---------|-------|
| CODE        | SERVICE         | SQ. FT. | ONLINE | DISCOUNT | REGULAR | TOTAL |
| 47050       | 0-399 sq. ft.   |         | \$0.57 | \$0.65   | \$0.75  |       |
| 47051       | 400-900 sq. ft. |         | \$0.50 | \$0.60   | \$0.65  |       |
| 47052       | 900+ sq. ft.    |         | \$0.50 | \$0.60   | \$0.65  |       |

| VACUUM DAILY |                 |         |        |          |         |       |
|--------------|-----------------|---------|--------|----------|---------|-------|
| CODE         | SERVICE         | SQ. FT. | ONLINE | DISCOUNT | REGULAR | TOTAL |
| 47055        | 0-399 sq. ft.   |         | \$1.71 | \$1.95   | \$2.20  |       |
| 47056        | 400-900 sq. ft. |         | \$1.55 | \$1.80   | \$2.00  |       |
| 47057        | 900+ sq. ft.    |         | \$1.45 | \$1.65   | \$1.85  |       |

### Porter Service

Includes emptying wastebaskets within the booth every two hours during the show.

| PORTER SERVICE |                 |         |        |          |         |       |
|----------------|-----------------|---------|--------|----------|---------|-------|
| CODE           | SERVICE         | SQ. FT. | ONLINE | DISCOUNT | REGULAR | TOTAL |
| 47030          | One Time Porter |         | \$0.75 | \$0.85   | \$0.95  |       |
| 47031          | Daily Porter    |         | \$2.20 | \$2.55   | \$2.85  |       |

### Specialty Services

| MOPPING & CARPET SHAMPOOING |                  |         |        |          |         |       |
|-----------------------------|------------------|---------|--------|----------|---------|-------|
| CODE                        | SERVICE          | SQ. FT. | ONLINE | DISCOUNT | REGULAR | TOTAL |
| 47042                       | Mop One Time     |         | \$0.70 | \$0.80   | \$0.90  |       |
| 47022                       | Mop Daily        |         | \$1.85 | \$2.15   | \$2.40  |       |
| 47013                       | Shampoo One Time |         | \$0.70 | \$0.80   | \$0.90  |       |

| DISPLAY WIPE DOWN (CHARGED PER HOUR) |          |          |          |          |          |       |
|--------------------------------------|----------|----------|----------|----------|----------|-------|
| CODE                                 | SERVICE  | QTY IS 1 | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
| 47043                                | One Time |          | \$180.75 | \$207.85 | \$232.80 |       |
| 47044                                | Daily    |          | \$492.95 | \$566.90 | \$634.95 |       |

|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

Vacuuming, Porter Service, Mopping, and Shampooing are based on total booth sq. ft. regardless of area being cleaned. Minimum order of 100 sq. ft. Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. No refunds once the service has been performed in your booth. Cancellations must be received in writing prior to 48 hours of 1st day of exhibitor move in.

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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



Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)

# EXHIBIT DISINFECTING SERVICES

## ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

### ONLINE & DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing.

## Clean + Disinfecting Services—specialized protocols to combat biological threats.

In response to the COVID-19 crisis, we elevated our cleaning services to ensure we effectively neutralize environments and safeguard participants from unwanted germs. Following GBAC Star accreditation guidelines and utilizing cleaning products approved by government regulatory agencies, we are committed to the highest standard of cleaning and disinfecting solutions.

As the General Services Contractor, Shepard has the exclusive cleaning contract for this show. Other service contractors will not be permitted to provide sanitizing or electrostatic fogging services on the show floor. Minimum 100 square foot order for all cleaning services. If you have any issues at all regarding cleaning services during the event, please contact the Shepard Service Desk immediately so that we can make it right. Please do not wait until the end of the event.

### Display Wipe Down with Sanitizing Disinfectant

| CODE  | ITEM                            | PER HOUR | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|-------|---------------------------------|----------|----------|----------|----------|-------|
| 47070 | One Time Wipe Down Disinfectant |          | \$187.72 | \$215.90 | \$241.80 |       |

Disinfectant and sanitizing of furniture and product delivered to booths. Service provided one time prior to show open.

| CODE  | ITEM                         | SERVICE | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|-------|------------------------------|---------|----------|----------|----------|-------|
| 47071 | Daily Wipe Down Disinfectant |         | \$511.96 | \$588.75 | \$659.40 |       |

Disinfecting and sanitizing of furniture and product delivered to booths. Service provided each day of the event, prior to show open.

Cost covers service for each day of the event.

| CODE  | ITEM                               | PER HOUR | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|-------|------------------------------------|----------|----------|----------|----------|-------|
| 47072 | Multi Visit Wipe Down Disinfectant |          | \$170.65 | \$196.25 | \$219.80 |       |

Disinfecting and sanitizing of furniture and product delivered to the booths. Service times to be pre scheduled by exhibitor throughout event open days. Minimum order of two (2) visits per day. Each visit billed by hour. **Please provide cleaning schedule to [orders@shepardes.com](mailto:orders@shepardes.com). Include show name, company name, booth number, onsite contact name and cleaning schedule broken down by days and times.**

### Electrostatic Fogging

| CODE  | ITEM                              | SQ. FT. | ONLINE | DISCOUNT | REGULAR | TOTAL |
|-------|-----------------------------------|---------|--------|----------|---------|-------|
| 47073 | Electrostatic Fogging per Sq. Ft. |         | \$1.14 | \$1.30   | \$1.45  |       |

Nightly fogging of exhibit area and equipment for all event open days. Electrostatic Fogging services may only be performed when booth and surrounding area is clear of people. Fogging is a mist and the exhibitor is responsible for protecting electrical equipment and other fragile/sensitive items.

|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

Shepard is not responsible for any damage, discoloration etc. of exhibit items resulting from disinfecting or fogging chemicals. Disinfecting wipe down is a minimum of one hour. Electrostatic fogging services are based on total booth sq. ft. regardless of area being cleaned. Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. There are no refunds once service has been performed. Cancellations must be received in writing 24 hours prior to first exhibitor move in day.

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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



Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)

## BULK WASTE REMOVAL

## ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

**ONLINE & DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023**

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing.

## Abandoned Carpet/Floor Coverings and Display Materials

Exhibitors are required to remove all floor coverings and display materials from their exhibit space prior to leaving the facility during move out. Exhibitors who would like to schedule their items to be disposed of after the event can request the service below.

**This rate includes up to 1 hour of forklift labor and up to 1/4 of dumpster space.**

Abandoned floor coverings and/or displays, large or heavy amounts of trash, or otherwise left behind materials will also be charged a fee.

If your service goes over the allotted hour or requires more labor or space in the dumpster, you will be billed for those additional services on top of this fee. All related disposal fees will be added to the payment method on file.

## Waste Removal Package

| CODE  | ITEM                  | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|-------|-----------------------|-----|----------|----------|----------|-------|
| 47074 | Waste Removal Package |     | \$648.40 | \$745.65 | \$835.15 |       |

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing 14 days prior to first exhibitor move in day. Rental items found and in use in your booth are subject to "Standard" pricing.

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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



# SHEPARD FURNISHINGS & DECOR CATALOG



Dress up your space.  
**With Shepard, You Can.**

# TABLES

*The product photos shown are representative of the products. Actual products and colors may vary from the images shown. Not every item or every color will be available on every event.*

## UNSKIRTED



**Display Table**  
#50040  
4' x 24" x 30"  
Unskirted



**Display Table**  
#50041  
4' x 24" x 42"  
Unskirted



**Display Table**  
#50044  
6' x 24" x 30"  
Unskirted



**Display Table**  
#50045  
6' x 24" x 42"  
Unskirted



**Display Table**  
#50048  
8' x 24" x 30"  
Unskirted



**Display Table**  
#50049  
8' x 24" x 42"  
Unskirted

## SKIRTED

6' and 8' Long Tables are Skirted on 3 Sides. For Skirting on 4 Sides, please order 4th Side Skirt.



**Display Table**  
#50042  
4' x 24" x 30"  
Skirted



**Display Table**  
#50043  
4' x 24" x 42"  
Skirted



**Display Table**  
#50046  
6' x 24" x 30"  
Skirted



**Display Table**  
#50047  
6' x 24" x 42"  
Skirted



**Display Table**  
#50050  
8' x 24" x 30"  
Skirted



**Display Table**  
#50051  
8' x 24" x 42"  
Skirted

## PEDESTAL & SIDE



**30" Natural Pedestal Table**  
#50706  
30" x 36"  
Natural Feel Pedestal Table, Maple Top, Black Base



**42" Natural Pedestal Table**  
#50707  
42" x 36"  
Natural Feel Pedestal Table, Maple Top, Black Base



**30" Pedestal Table**  
#50032  
30" x 36"  
Pedestal Table, Grey Fleck Top, Chrome Base



**42" Pedestal Table**  
#51089  
42" x 36"  
Round High Pedestal Table, Grey Fleck Top, Chrome Base



**Round Side Table**  
#50030  
18" x 24"



**Square Side Table**  
#50031  
18" x 18" x 24"

# CHAIRS

*The product photos shown are representative of the products. Actual products and colors may vary from the images shown. Not every item or every color will be available on every event.*

## STOOLS & CHAIRS WITH ARMS

---



**Director's Stool**  
#51090  
Black Fabric,  
Maple Wood



**Natural Feel Stool**  
#50705  
Light Maple Back,  
Black Fabric Seat



**Padded Stool**  
#50024  
Padded Stool with  
Back, Grey Fabric



**Director's Chair**  
#51086  
Black Fabric,  
Maple Wood



**Upholstered Arm Chair**  
#50021  
Upholstered Arm Chair,  
Grey Fabric

## CHAIRS WITHOUT ARMS

---



**Natural Feel Chair**  
#50704  
Light Maple Back,  
Black Fabric Seat



**Upholstered Side Chair**  
#50020  
Upholstered Side Chair,  
Grey Fabric

# DISPLAYS

*The product photos shown are representative of the products. Actual products and colors may vary from the images shown. Not every item or every color will be available on every event.*

## FOR HANGING



**Bag Rack**  
#50175  
9" x 12" x 71"  
Adjustable Heights



**Coat Rack**  
#50092  
2" x 22" x 69"  
Silver



**Spiral Garment Rack**  
#50093  
30" x 70"  
Silver



**2' x 8' Grid with Legs**  
#50236  
2' x 8'  
Chrome  
Also Available Without  
Legs (#50237)



**3.5' x 8' Slatwall**  
#66147  
3.5' x 8'  
Grey



**8' x 4' & 4' x 8' Peg Board**  
# 66148 (horz)  
8' x 4'  
  
#66149 (vert)  
4' x 8'  
White



**6" Hooks for Peg Board**  
#50104  
Silver



**7-Ball Waterfall Grid Attachment**  
#50242  
Silver  
Also Available for Slat  
Wall #50243

## UPRIGHT, CROSSBARS & DRAPERY



**8' High Upright with Base**  
#50088  
Crossbar rented  
separately



**6' - 10' Crossbar**  
#50349  
1 3/4" D



**7' - 12' Crossbar**  
#50348  
1 3/4" D



**3' High Drape**  
#50074



**8' High Drape**  
#50073

## SHELVING



**4' x 12" Display Shelf**  
#50296  
4' x 12"  
White Shelf with Black  
Bases



**6' x 12" Display Shelf**  
#50297  
6' x 12"  
White Shelf with Black  
Bases



**Tensa Barrier Stanchion**  
#50427  
Barrier with Black Belt  
Barrier 13" x 41"  
Black Belt 117"  
Rented individually,  
not a set

## BARRIER

# DISPLAYS & SHOWCASES

*The product photos shown are representative of the products. Actual products and colors may vary from the images shown. Not every item or every color will be available on every event.*

## FOR SIGNS & LITERATURE



**Horizontal Tackboard**  
#50060  
4' x 8'  
Black Legs, Grey Fabric



**Vertical Tackboard**  
#50061  
8' x 4'  
Black Legs, Grey Fabric



**Literature Rack**  
#50245  
16" x 10" x 59"



**Chrome Sign Holder**  
#50095  
Holds 22" x 28" Sign



**Floor Easel**  
#50094  
31" x 31" x 64"

## OTHER



**Wastebasket**  
#50091



**Mini Refrigerator**  
#50098



**Drawing Bowl**  
#50185



**Sand Bag**  
#51087

## SHOW CASES



**4' Full View Showcase**  
#50067

**6' Full View Showcase**  
#50068



**4' Quarterview Showcase**  
#50069

**6' Quarterview Showcase**  
#50070

# FLOORING

*The product photos shown are representative of the products. Actual products and colors may vary from the images shown. Not every item or every color will be available on every event.*

## EXPO - 13 OZ



Black

Tuxedo

Grey

Blue

Eclipse

Peacock

Red

Cayenne

Burgundy

## PREMIUM - 28 OZ



Black

Deep Navy

Silver Cloud

Charcoal

Red

Beige

## PLUSH - 50 OZ



Black

Dark Grey

Silver Dollar

Sand

White

Electric Blue

Navy

Crimson

## VINYL - CUSTOM ORDER ONLY



Rosemary  
Stone

Snow

Maple

Silverwood

Walnut

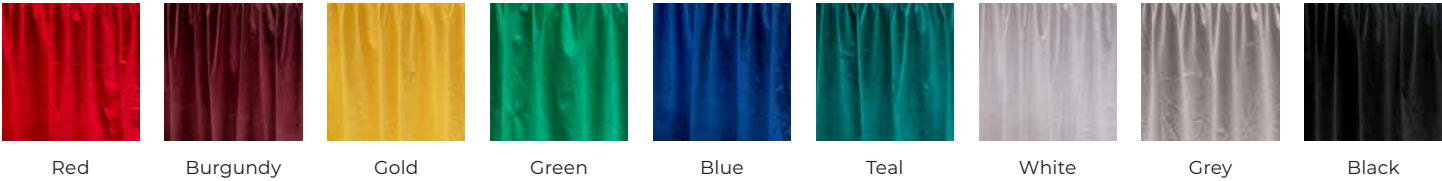
Barnwood



# SKIRT & DRAPE

*The product photos shown are representative of the products. Actual products and colors may vary from the images shown. Not every item or every color will be available on every event.*

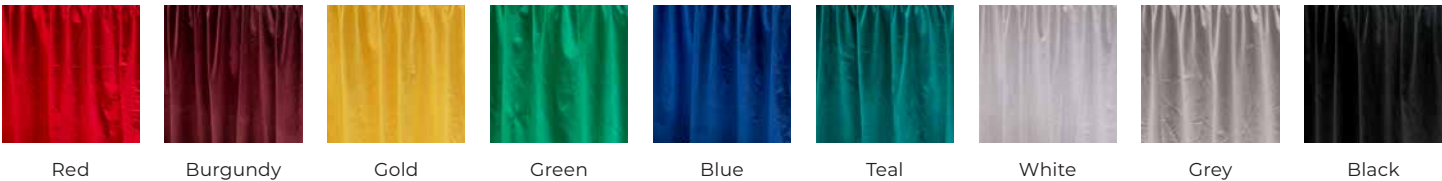
## SKIRT



## SKIRT - SPANDEX



## DRAPE





## STANDARD FURNISHINGS

ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

ONLINE &amp; DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing.

## Tables

6' and 8' Skirted Tables have skirts on 3 sides, to have drape on all 4 sides you must order 4th side drape.

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

| CODE  | ITEM  | QTY | COLOR | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|-------|---|-----|-------|----------|----------|----------|-------|
| 50042 | 4' (l) x 24" (w) x 30" (h) Skirted Table                |     |       | \$203.90 | \$234.50 | \$262.65 |       |
| 50046 | 6' (l) x 24" (w) x 30" (h) Skirted Table                |     |       | \$250.60 | \$288.20 | \$322.80 |       |
| 50050 | 8' (l) x 24" (w) x 30" (h) Skirted Table                |     |       | \$317.70 | \$365.35 | \$409.20 |       |
| 50043 | 4' (l) x 24" (w) x 42" (h) Skirted Table                |     |       | \$247.85 | \$285.05 | \$319.25 |       |
| 50047 | 6' (l) x 24" (w) x 42" (h) Skirted Table                |     |       | \$317.40 | \$365.00 | \$408.80 |       |
| 50051 | 8' (l) x 24" (w) x 42" (h) Skirted Table                |     |       | \$373.45 | \$429.45 | \$481.00 |       |
| 50052 | 4th Side Skirt for 30" High Table                       |     |       | \$123.95 | \$142.55 | \$159.65 |       |
| 50171 | 4th Side Skirt for 42" High Table                       |     |       | \$123.95 | \$142.55 | \$159.65 |       |
| 50040 | 4' (l) x 24" (w) x 30" (h) UnSkirted Table              |     | n/a   | \$138.45 | \$159.20 | \$178.30 |       |
| 50044 | 6' (l) x 24" (w) x 30" (h) UnSkirted Table              |     | n/a   | \$165.10 | \$189.85 | \$212.65 |       |
| 50048 | 8' (l) x 24" (w) x 30" (h) UnSkirted Table              |     | n/a   | \$194.70 | \$223.90 | \$250.75 |       |
| 50041 | 4' (l) x 24" (w) x 42" (h) UnSkirted Table              |     | n/a   | \$155.80 | \$179.15 | \$200.65 |       |
| 50045 | 6' (l) 24" x (w) x 42" (h) UnSkirted Table              |     | n/a   | \$194.70 | \$223.90 | \$250.75 |       |
| 50049 | 8' (l) x 24" (w) x 42" (h) UnSkirted Table              |     | n/a   | \$217.25 | \$249.85 | \$279.85 |       |
| 51089 | 42" (h) Pedestal Table, 36" Diameter, Grey Fleck Top    |     | n/a   | \$348.75 | \$401.05 | \$449.20 |       |
| 50032 | 30" (h) Pedestal Table, 36" Diameter, Grey Fleck Top    |     | n/a   | \$326.05 | \$374.95 | \$419.95 |       |
| 50030 | Round Side Table - 24" (w) x 18" (h)                    |     | n/a   | \$164.15 | \$188.75 | \$211.40 |       |
| 50031 | Square Side Table - 24" (w) x 18" (h)                   |     | n/a   | \$164.15 | \$188.75 | \$211.40 |       |
| 50706 | 30" (h) Natural Pedestal Table, 36" Diameter, Maple Top |     | n/a   | \$426.60 | \$490.60 | \$549.45 |       |
| 50707 | 42" (h) Natural Pedestal Table, 36" Diameter, Maple Top |     | n/a   | \$444.75 | \$511.45 | \$572.80 |       |
| 50700 | White Fabric Table Cover w/ 6'x30" Table                |     | 03    | \$354.05 | \$407.15 | \$456.00 |       |
| 50700 | Red Fabric Table Cover w/ 6'x30" Table                  |     | 01    | \$354.05 | \$407.15 | \$456.00 |       |
| 50700 | Blue Fabric Table Cover w/ 6'x30" Table                 |     | 05    | \$354.05 | \$407.15 | \$456.00 |       |
| 50700 | Black Fabric Table Cover w/ 6'x30" Table                |     | 06    | \$354.05 | \$407.15 | \$456.00 |       |

## Seating

| CODE  | ITEM  | QTY | COLOR | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|-------|---|-----|-------|----------|----------|----------|-------|
| 50020 | Side Chair Grey Fabric                            |     | n/a   | \$126.15 | \$145.05 | \$162.45 |       |
| 50021 | Arm Chair Grey Fabric                             |     | n/a   | \$172.10 | \$197.90 | \$221.65 |       |
| 50024 | Stool with Back Grey Fabric                       |     | n/a   | \$209.65 | \$241.10 | \$270.05 |       |
| 51086 | Director's Chair Black Fabric                     |     | n/a   | \$130.20 | \$149.75 | \$167.70 |       |
| 51090 | Director's Stool Black Fabric                     |     | n/a   | \$233.05 | \$268.00 | \$300.15 |       |
| 50705 | Natural Feel Stool Maple Back, Black Fabric Seat  |     | n/a   | \$254.15 | \$292.25 | \$327.30 |       |
| 50704 | Natural Feel Chair, Maple Back, Black Fabric Seat |     | n/a   | \$208.70 | \$240.00 | \$268.80 |       |

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TOTAL ESTIMATE \$ \_\_\_\_\_

TAX (All tax rates are subject to change) 6.00%

AMOUNT DUE \$ \_\_\_\_\_

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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

Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)

# SPECIALTY, DISPLAYS & DRAPERY

**ICNA Annual Convention**
**M120090523**

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

**ONLINE & DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023**

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing.

| CODE  | ITEM                                       | QTY | COLOR | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|-------|--|-----|-------|------------|------------|------------|-------|
| 50091 | Wastebasket                                |     | n/a   | \$19.00    | \$19.00    | \$19.00    |       |
| 50094 | Floor Easel, Chrome                        |     | n/a   | \$69.90    | \$80.40    | \$90.05    |       |
| 50245 | Literature Rack Silver, Glass              |     | n/a   | \$257.80   | \$296.45   | \$332.00   |       |
| 50175 | Bag Rack, Chrome                           |     | n/a   | \$341.40   | \$392.60   | \$439.70   |       |
| 50092 | Coat Rack, Chrome                          |     | n/a   | \$121.25   | \$139.45   | \$156.20   |       |
| 50093 | Garment Rack, Chrome                       |     | n/a   | \$341.40   | \$392.60   | \$439.70   |       |
| 50427 | Tensabarrier, Per Stem, Black              |     | n/a   | \$143.95   | \$165.55   | \$185.40   |       |
| 50095 | Sign Holder, 22" x 28" Chrome              |     | n/a   | \$159.00   | \$182.85   | \$204.80   |       |
| 50185 | Drawing Bowl, Clear                        |     | n/a   | \$64.10    | \$73.70    | \$82.55    |       |
| 50296 | 4' x 12" Display Riser White and Black     |     | n/a   | \$144.15   | \$165.75   | \$185.65   |       |
| 50297 | 6' x 12" Display Riser White and Black     |     | n/a   | \$179.40   | \$206.30   | \$231.05   |       |
| 50098 | Mini Refrigerator, Approx. 3 cubic feet    |     | n/a   | \$544.45   | \$626.10   | \$701.25   |       |
| 50067 | 4' Full View Showcase, White               |     | n/a   | \$1,286.40 | \$1,479.35 | \$1,656.85 |       |
| 50068 | 6' Full View Showcase, White               |     | n/a   | \$1,418.75 | \$1,631.55 | \$1,827.35 |       |
| 50069 | 4' Quarter View Showcase, White            |     | n/a   | \$1,286.40 | \$1,479.35 | \$1,656.85 |       |
| 50070 | 6' Quarter View Showcase, White            |     | n/a   | \$1,418.75 | \$1,631.55 | \$1,827.35 |       |
| 50060 | 4' x 8' Horizontal Posterboard Grey Fabric |     | n/a   | \$416.60   | \$479.10   | \$536.60   |       |
| 50061 | 4' x 8' Vertical Posterboard Grey Fabric   |     | n/a   | \$416.60   | \$479.10   | \$536.60   |       |
| 50236 | Grids 2' x 8' with Legs, Each              |     | n/a   | \$307.70   | \$353.85   | \$396.30   |       |
| 50237 | Grid 2' x 8' without Legs, Each            |     | n/a   | \$230.45   | \$265.00   | \$296.80   |       |
| 50242 | 7-Ball Waterfall for Grids                 |     | n/a   | \$21.20    | \$24.40    | \$27.35    |       |
| 50104 | 6" Hooks (12) for Peg Boards               |     | n/a   | \$62.60    | \$72.00    | \$80.65    |       |

|       |   |  |     |         |         |         |  |
|-------|---|--|-----|---------|---------|---------|--|
| 50073 | 8' High Drape on a Cross Bar, per linear foot (minimum 5' linear feet rental) |  |     | \$32.70 | \$37.60 | \$42.10 |  |
| 50074 | 3' High Drape on a Cross Bar, per linear foot (minimum 5' linear feet rental) |  |     | \$24.25 | \$27.90 | \$31.25 |  |
| 50088 | 8' Upright with Base  |  | n/a | \$45.10 | \$51.85 | \$58.05 |  |
| 52065 | 3' Upright with Base  |  | n/a | \$45.10 | \$51.85 | \$58.05 |  |
| 50349 | 6'-10' Crossbar   |  | n/a | \$29.95 | \$34.45 | \$38.60 |  |
| 50348 | 7'-12' Crossbar   |  | n/a | \$29.95 | \$34.45 | \$38.60 |  |
| 50058 | Sateen, per linear foot (minimum 5' linear feet rental)                       |  |     | \$27.95 | \$32.15 | \$36.00 |  |

**DRAPERY COLORS:** Red (01), White (03), Gold (04), Blue (05), Black (06), Burgundy (07), Grey (10)

|  |          |
|--|----------|
| <b>TOTAL ESTIMATE</b>                            | \$ _____ |
| <b>TAX</b> (All tax rates are subject to change) | 6.00%    |
| <b>AMOUNT DUE</b>                                | \$ _____ |

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COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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


 Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)

## ICNA Annual Convention

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

**ONLINE & DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023**  
**PREMIUM PLUSH & PREMIUM VINYL DEADLINE:\*\* THURSDAY, APRIL 27, 2023**

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing.

| CODE  | ITEM  | SQ. FT. | COLOR | ONLINE  | DISCOUNT | REGULAR | TOTAL |
|-------|---|---------|-------|---------|----------|---------|-------|
| 46004 | <b>Premium Plush Carpet** - 50 oz. (per sq. ft.)***</b><br>Rental includes installation and removal of carpet and visqueen. |         |       | \$13.80 | \$15.85  | \$17.75 |       |

AVAILABLE COLORS: Black (06), Dark Grey (35), Silver Dollar (34), Sand (33), White (03), Electric Blue (91), Navy (22), Crimson (74) \*\*\* Minimum 100 sq. ft. order required.

| CODE  | ITEM  | SQ. FT. | COLOR | ONLINE  | DISCOUNT | REGULAR | TOTAL |
|-------|---|---------|-------|---------|----------|---------|-------|
| 46005 | <b>Premium Vinyl** (per sq. ft.)***</b><br>Rental includes installation and removal of carpet and visqueen. |         |       | \$17.80 | \$20.45  | \$22.90 |       |
| 46007 | <b>1/2" Padding for Vinyl (per sq. ft.)***</b>  |         | n/a   | \$6.50  | \$7.45   | \$8.35  |       |

AVAILABLE COLORS: Rosemary Stone (64), Snow (89), Maple (66), Silverwood (25), Walnut (39), Barnwood (85) \*\*\* Minimum 100 sq. ft. order required.

| CODE  | ITEM   | SQ. FT. | COLOR | ONLINE  | DISCOUNT | REGULAR | TOTAL |
|-------|--|---------|-------|---------|----------|---------|-------|
| 46001 | <b>Premium Carpet - 28 oz. Rental/Sq. Ft.***</b><br>Rental includes installation and removal of carpet and visqueen.       |         |       | \$9.90  | \$11.40  | \$12.75 |       |
| 46003 | <b>Premium Carpet - 28 oz. Rental 1000+ Sq. Ft.***</b><br>Rental includes installation and removal of carpet and visqueen. |         |       | \$8.65  | \$9.95   | \$11.15 |       |
| 46002 | <b>Premium Carpet - 28 oz. Purchase Sq. Ft.***</b><br>Rental includes installation and removal of carpet and visqueen.     |         |       | \$24.45 | \$28.10  | \$31.45 |       |

100% ULTRA CUT PILE WITH ACTION BACK OR JUTE BACKING AVAILABLE COLORS: Black (06), Deep Navy (22), Silver Cloud (18), Charcoal (17), Red (01), Beige (14) \*\*\* Minimum 100 sq. ft. order required.

| CODE  | ITEM  | SQ. FT. | COLOR       | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|-------|---|---------|-------------|------------|------------|------------|-------|
| 50255 | <b>Expo Carpet - 13 oz. (Regular &amp; Special Cut) 10' x 10'</b> |         |             | \$348.35   | \$400.60   | \$448.65   |       |
| 50256 | <b>Expo Carpet - 13 oz. (Regular &amp; Special Cut) 10' x 20'</b> |         |             | \$650.00   | \$747.50   | \$837.20   |       |
| 50257 | <b>Expo Carpet - 13 oz. (Regular &amp; Special Cut) 10' x 30'</b> |         |             | \$969.50   | \$1,114.90 | \$1,248.70 |       |
| 50258 | <b>Expo Carpet - 13 oz. (Regular &amp; Special Cut) 10' x 40'</b> |         |             | \$1,289.00 | \$1,482.35 | \$1,660.25 |       |
| 50400 | <b>Expo Carpet - 13 oz. (Regular &amp; Special Cut) 10' x 15'</b> |         | Tuxedo ONLY | \$609.55   | \$701.00   | \$785.10   |       |

RECOMMENDED FOR: Standard Size and Inline Booths AVAILABLE COLORS: Black (06), Tuxedo (50), Grey (10), Blue (05), Eclipse (43), Peacock (13), Red (01), Cayenne (92) Burgundy (07) - Variation in dye lot may occur when ordering more than one cut of carpet unless ordered as Special Cut.

| CODE  | ITEM   | SQ. FT. | COLOR | ONLINE | DISCOUNT | REGULAR | TOTAL |
|-------|--|---------|-------|--------|----------|---------|-------|
| 50580 | <b>Special Cut 0-399 Sq. Ft.</b><br>Rental includes installation and removal of carpet and visqueen.   |         |       | \$6.70 | \$7.70   | \$8.60  |       |
| 50581 | <b>Special Cut 400-900 Sq. Ft.</b><br>Rental includes installation and removal of carpet and visqueen. |         |       | \$6.15 | \$7.05   | \$7.90  |       |
| 50582 | <b>Special Cut 900+ Sq. Ft.</b><br>Rental includes installation and removal of carpet and visqueen.    |         |       | \$5.60 | \$6.45   | \$7.20  |       |

RECOMMENDED FOR: Island and Large Area Exhibits AVAILABLE COLORS: Black (06), Tuxedo (50), Grey (10), Blue (05), Eclipse (43), Peacock (13), Red (01), Cayenne (92) Burgundy (07) - Order Special Cut when it is important that dye lots match.

| CODE  | ITEM                | SQ. FT. | COLOR | ONLINE | DISCOUNT | REGULAR | TOTAL |
|-------|---------------------|---------|-------|--------|----------|---------|-------|
| 50009 | <b>1/2" Padding</b> |         | n/a   | \$1.80 | \$2.05   | \$2.30  |       |
| 50008 | <b>1" Padding</b>   |         | n/a   | \$3.45 | \$3.95   | \$4.40  |       |
| 50010 | <b>Visqueen</b>     |         | n/a   | \$0.45 | \$0.50   | \$0.55  |       |

ENTICE ATTENDEES TO LINGER IN YOUR SPACE WITH SOFT, COMFORTABLE PADDING.

Interested in Elevated Hardwood? Contact us for a quote at: [exhibits@shepardes.com](mailto:exhibits@shepardes.com).

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TOTAL ESTIMATE \$ \_\_\_\_\_

TAX (All tax rates are subject to change) 6.00%

AMOUNT DUE \$ \_\_\_\_\_

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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

Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)



CORT®

EVENTS

# TRADESHOW

FURNISHINGS | 2022

# Powered Seating



## Naples Collection



A.



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

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

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



B.



## Charge It!

Providing powered capabilities within your booth encourages guests to stay longer as they recharge and engage with your brand.

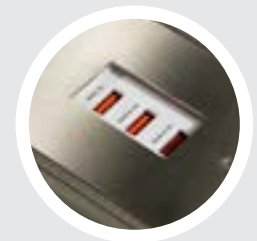
## Tech Tablet Chair

### TCHGRY Tech Tablet Chair

(gray vinyl, white metal tablet, chrome base)

30.5"L 29"D 33.5"H

Also available without tablet (TCHP).



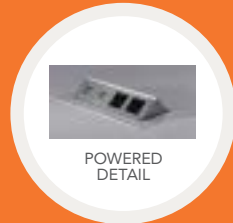
POWERED  
DETAIL



C.

**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.

# Powered Communal Tables



## Ventura Bar Tables, Powered

A) VNTWHT (white top)  
B) VNTBLK (black top)  
(silver frame) 72.25"L 26.25"D 42"H



### Styling Tip:

One chair or barstool at each end of a communal table is exactly 6' apart, perfect for safe networking in any sized space.

## Ventura Cafe Tables, Powered

C) VNTCWH (white top)  
D) VNTCBK (black top)  
(silver frame) 72.25"L 26.25"D 30"H



## Use Ventura 6' Bar or Cafe Tables

in your design to facilitate conversations while physical distancing.



**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.



# Powered Tables



## Sydney

Powered  
Cocktail Tables



**Sydney Powered  
Cocktail Tables**  
C1WP (white top)  
C1YP (black top)  
(brushed steel)  
48"L 26"D 18"H

**30" Round Cafe/Bar  
Tables, Powered**  
P30CWH Cafe (30" RND 29"H)  
P30BWH Bar (30" RND 42"H)  
(white top, black)



## Wireless Charging Table

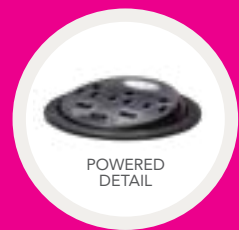
**CUBPOW Wireless  
Charging Table, Powered**  
(white, AC plug-in) 20"L 20"D 18"H  
Mobile devices must have Qi  
wireless charging capability.



**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.



# Powered ⚡ Desks & Conference Tables



**Tech Powered Desk & File Cabinet**  
(black metal, laminate)

**A) TECH Tech Desk, Powered**  
60" L 30" D 30" H

**B) TECH3B Tech Desk, Powered w/ 3 Drawer File Cabinet**  
60" L 30" D 30" H

**C) TECH3 3 Drawer File Cabinet on Castors**  
16" L 20" D 28" H



C.

D.



**Powered Conference**  
**Tables 5', 8', 10'** (black top, silver)  
**D) BKCT5P 5' 60" L 48" D 29" H**  
**E) BKCT8P 8' 96" L 48" D 29" H**  
**F) BKC10P 10' 120" L 48" D 29" H**

*Also available without power.*

**Non-Powered Conference**

**Tables 5', 8', 10'**

(black top, silver)

**BKCT5N 5' 60" L 48" D 29" H**

**BKCT8N 8' 96" L 48" D 29" H**

**BKC10N 10' 120" L 48" D 29" H**

E.



F.



**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.

# Powered Products



## Village Charging Hub



**VILHUB**  
**Village Charging Hub**  
(cream)  
12"L 12"D 28.25"H



POWERED  
DETAIL



**Styling Tip:**  
Standalone hubs let guests plug in with a minimal footprint, while powered pedestals serve a dual purpose: keeping items secure while charging devices.

# Powered Pedestals

The flip-top electrical units rotate 180° to let devices charge on or inside the cabinet.



POWERED  
DETAIL

## Powered Locking Pedestals

White  
**PDL36W** 24"L 24"D 36"H  
**PDL42W** 24"L 24"D 42"H

Black  
**PDL36B** 24"L 24"D 36"H  
**PDL42B** 24"L 24"D 42"H



POWERED  
DETAIL

**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.

# Soft Seating Collections

## Valencia

**VALCHA Chair**  
(spice orange velvet)  
28"L 30.5"D 31"H

**VALSOF Sofa**  
(coffee brown velvet)  
63"L 30.5"D 31"H



### Level The Field!:

Low and casual seating makes clients more comfortable and open to learn about your product.

## Sterling

**STESOF Sofa**  
(gray fabric)  
82"L 33.5"D 32"H

**STECHA Chair**  
(gray fabric)  
33"L 33.5"D 32"H





# Soft Seating Collections

## Cordoba

**COCHTP Chair**  
(taupe fabric, black)  
37"L 32"D 33"H

**COLVTP Loveseat**  
(taupe fabric, black)  
60.5"L 32"D 33"H



## Fairfax

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

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



# Soft Seating Collections

## Allegro

**CHR002 Chair**  
(blue fabric)  
36"L 34.5"D 30"H

**SFA002 Sofa**  
(blue fabric)  
73"L 34.5"D 30"H



## Palm Beach

**PALSOF Sofa**  
(white vinyl)  
69"L 29"D 33"H



## Key Largo

**KEYSOF Sofa**  
(black fabric)  
79"L 35"D 34"H

**KEYCHR Chair**  
(black fabric)  
35"L 35"D 34"H

**KEYLOV Loveseat**  
(black fabric)  
57"L 35"D 34"H



# Soft Seating Collections


## Baja

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

**BSFWHT Sofa**  
(white vinyl)  
86"L 30"D 28"H

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



Powered Products 



## Naples

**NPLCHR Chair, Standard arms**  
(black vinyl)  
36"L 30"D 33.25"H  
Powered option available (NPLCHP).

**NPLSOF Sofa, Standard arms**  
(black vinyl)  
87"L 30"D 33.25"H  
Powered option available (NPLSOP).

**NPLLLOV Loveseat, Standard arms**  
(black vinyl)  
62"L 30"D 33.25"H  
Powered option available (NPLLLOP).

**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.



# Accent Chairs



Bowery  
**BOWCHA Swivel Chair**  
(ochre fabric, chrome)  
29.75" L 31" D 27.25" H



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



Brooklyn Meeting  
**BNMCSW Swivel Chair**  
(white vinyl, black)  
24.5" L 25.5" D 31.75" H

Make it •  
**SWivel**



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



Wentworth  
**WENCHA Swivel Chair**  
(brown vinyl, black)  
31" L 24" D 31.5" H



10'x20' - Meeting Booth



# Accent Chairs

Montreal  
**MONCHA Chair**  
(blue, black metal)  
30"L 23.25"D 30"H



Lena  
**LENCHA Chair**  
(moss green leather, bronze)  
27"L 25"D 31"H



Madrid  
**BCW Chair**  
(white, chrome)  
30"L 30"D 31"H

## Create Space

Design with a wide selection of standout accent chairs to facilitate sales and demos while properly distancing. Pair each seat with an end table for individually-owned spaces.

**A) TCHP Tech Chair, No Tablet**  
(gray vinyl, chrome base)  
30.5"L 29"D 33.5"H

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

**C) CNTCHR Century Chair**  
(gray velvet) 30"L 30"D 31"H

**D) ATHCHA Atherton Chair**  
(distressed brown leather, blackened steel) 27"L 31"D 30"H

**E) PROGB Pro Executive Guest Chair**  
(black vinyl) 24"L 26"D 36"H

**F) PASCHR Pasadena Chair**  
(white molded plastic w/ chrome tower base) 27"L 25"D 26"H

Brooklyn  
**BNMCOW Chair**  
(white vinyl, oak-look)  
24.5"L 25.5"D 31.75"H



A.



B.



C.



D.



E.



F.



BROOKLYN

# CHAIRS

24.5"L 25.5"D 31.75"H



A.

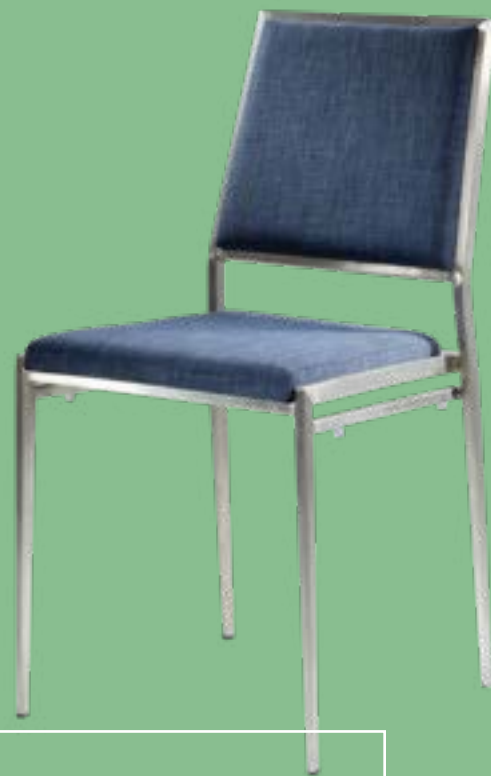
B.

- A) BNMCOB Brooklyn Meeting Chair** (white vinyl, oak-look)  
**B) BNMCOW Brooklyn Meeting Chair, Swivel** (white vinyl, black)

Frame finish black metal or oak-look.



M A R I N A



# CHAIRS

17.5"L 19.5"D 35"H



**A) MARCBR** (brown fabric) **B) MARCBE** (ocean blue fabric)  
**C) MARCRD** (red fabric) **D) MARCWH** (white vinyl) **E) MARCBK** (black vinyl)

All frames brushed metal.



# Individual Seating

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



Lucent  
**LUCHCL Chair**  
(frosted acrylic, chrome)  
19.5"L 19.75"D 32.5"H



A.



B.



C.



D.



E.



F.



G.



H.



I.



J.



K.



L.

**A) CS4 Syntax Chair**  
(black, chrome)  
23"L 19"D 32.25"H

**B) XCHR Christopher Chair**  
(white vinyl, chrome)  
17"L 19"D 35"H

**C) SC3 Brewer Chair**  
(onyx, black) 20"L 20"D 32"H

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

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

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

**G) SC10 Razor Armless Chair**  
(white) 15.5"L 23.5"D 30.5"H

**H) OCMWHT Meeting Chair**  
(white vinyl, wenge)  
25.5"L 23.5"D 34"H

**Malba Chair**  
**I) MALGRN** (green, chrome)  
**J) MALGRY** (gray, chrome)  
20"L 20"D 32"H

**Blade Chair**  
**K) BLDCSB** (sky blue)  
**L) BLDCRD** (red)  
20.5"L 19"D 30.5"H



V I B E

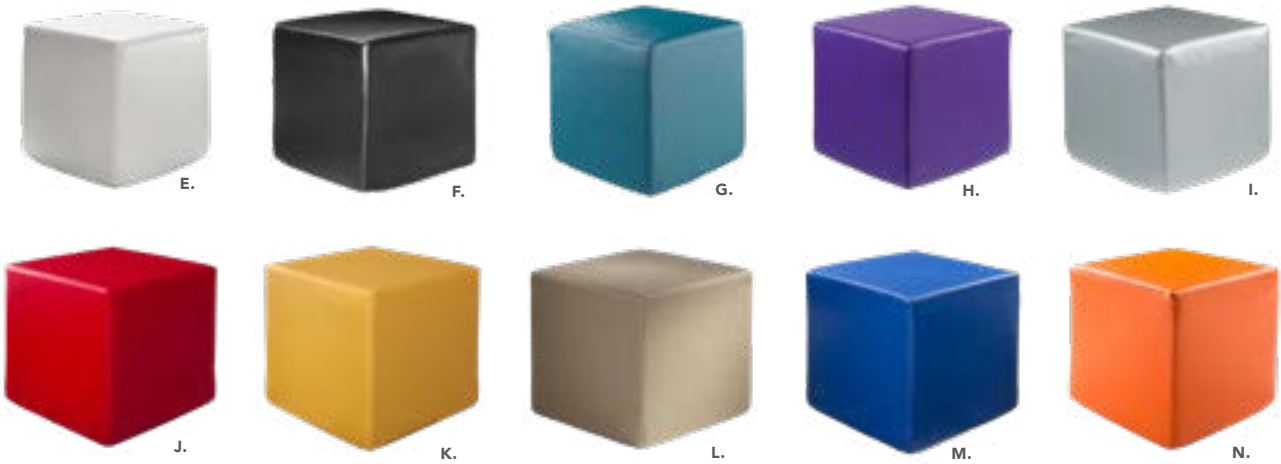
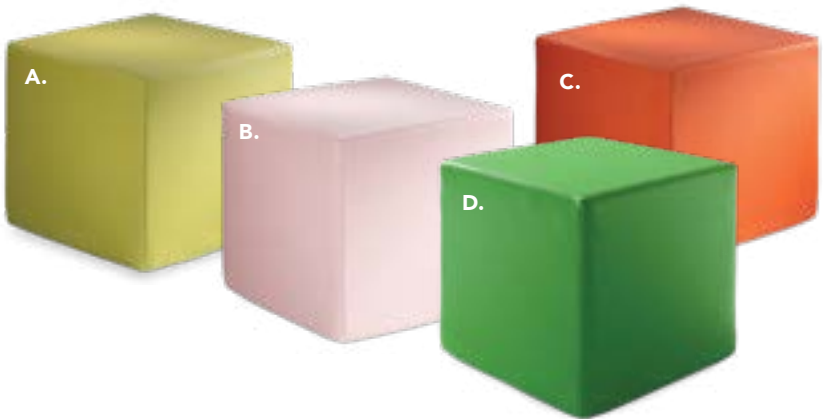
**Provide a Pop!**

Colorful furnishings attract more attention while reinforcing brand themes. Amplify your organization's color palette, or simply go bold to catch passing eyes.

# CUBE

OTTOMANS

18"L18"D18"H



**A) VIB14** (citrus green vinyl) **B) VIB17** (desert rose vinyl) **C) VIB16** (spice orange vinyl)  
**D) VIB01** (green vinyl) **E) VIB09** (white vinyl) **F) VIB10** (black vinyl) **G) VIB11** (steel blue vinyl)  
**H) VIB13** (purple vinyl) **I) VIB12** (silver vinyl) **J) VIB04** (red vinyl) **K) VIB05** (bright yellow vinyl)  
**L) VIB15** (taupe vinyl) **M) VIB02** (blue vinyl) **N) VIB08** (orange vinyl)



BEVERLY

# SMALL BENCH

OTTOMANS  
30"L20"D18"H



- A) BVSMOR** (orange fabric) **B) BVSMGN** (olive green fabric) **C) BVSMWH** (white vinyl)  
**D) BV SMBK** (black vinyl) **E) BV SMBL** (ocean blue fabric) **F) BV SMBN** (brown fabric)  
**G) BV SMGY** (gray fabric) **H) BV SMLN** (linen fabric) **I) BV SMLV** (lavender fabric)  
**J) BV SMRD** (red fabric) **K) BV SMYL** (yellow fabric)





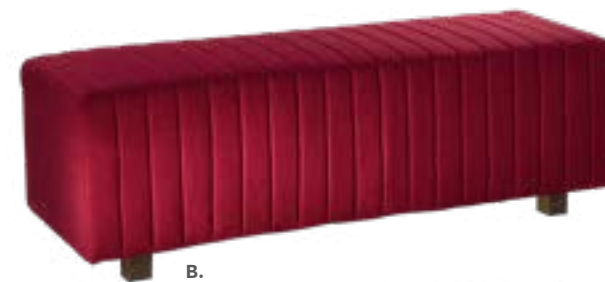
# BENCH

OTTOMANS

60"L20"D18"H



A.



B.



C.



D.



E.



F.



G.

**A) BVLYWH** (white vinyl) **B) BVLYRD** (red fabric) **C) BVLYGR** (gray fabric) **D) BVLYOB** (ocean blue fabric)  
**E) BVLYBK** (black vinyl) **F) BVLYLN** (linen fabric) **G) BVLYBN** (brown fabric)

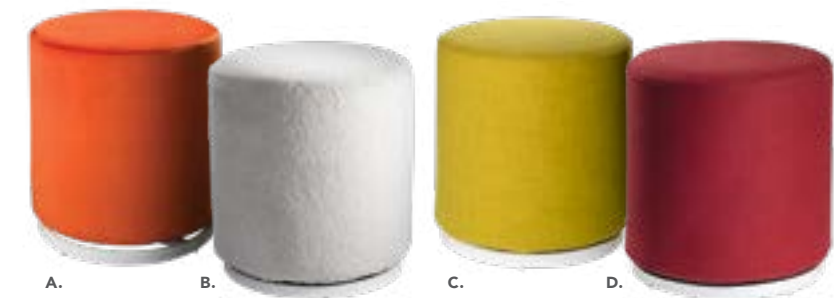




# SWIVEL

OTTOMANS

17" RND 18"H



- A) MAR011** (orange fabric) **B) MAR016** (ivory faux sheep fur) **C) MAR009** (pear yellow fabric)  
**D) MAR005** (red fabric) **E) MAR001** (white vinyl) **F) MAR006** (rose quartz fabric) **G) MAR007** (plum fabric)  
**H) MAR010** (blue fabric) **I) MAR002** (gray fabric) **J) MAR003** (linen fabric) **K) MAR004** (raspberry fabric)  
**L) MAR008** (meadow green fabric) **M) MAR015** (black vinyl) **N) MAR012** (forest green vinyl)  
**O) MAR013** (teal velvet) **P) MAR014** (distressed brown vinyl)

# Ottomans



Squares  
**Endless**  
**END02B** (black vinyl, chrome)  
**END02W** (white vinyl, chrome)  
34"L 34"D 15"H



Curved  
**Endless**  
**END01W** (white vinyl, chrome)  
**END01B** (black vinyl, chrome)  
60.5"L 37.5"D 15"H



## Demo Down

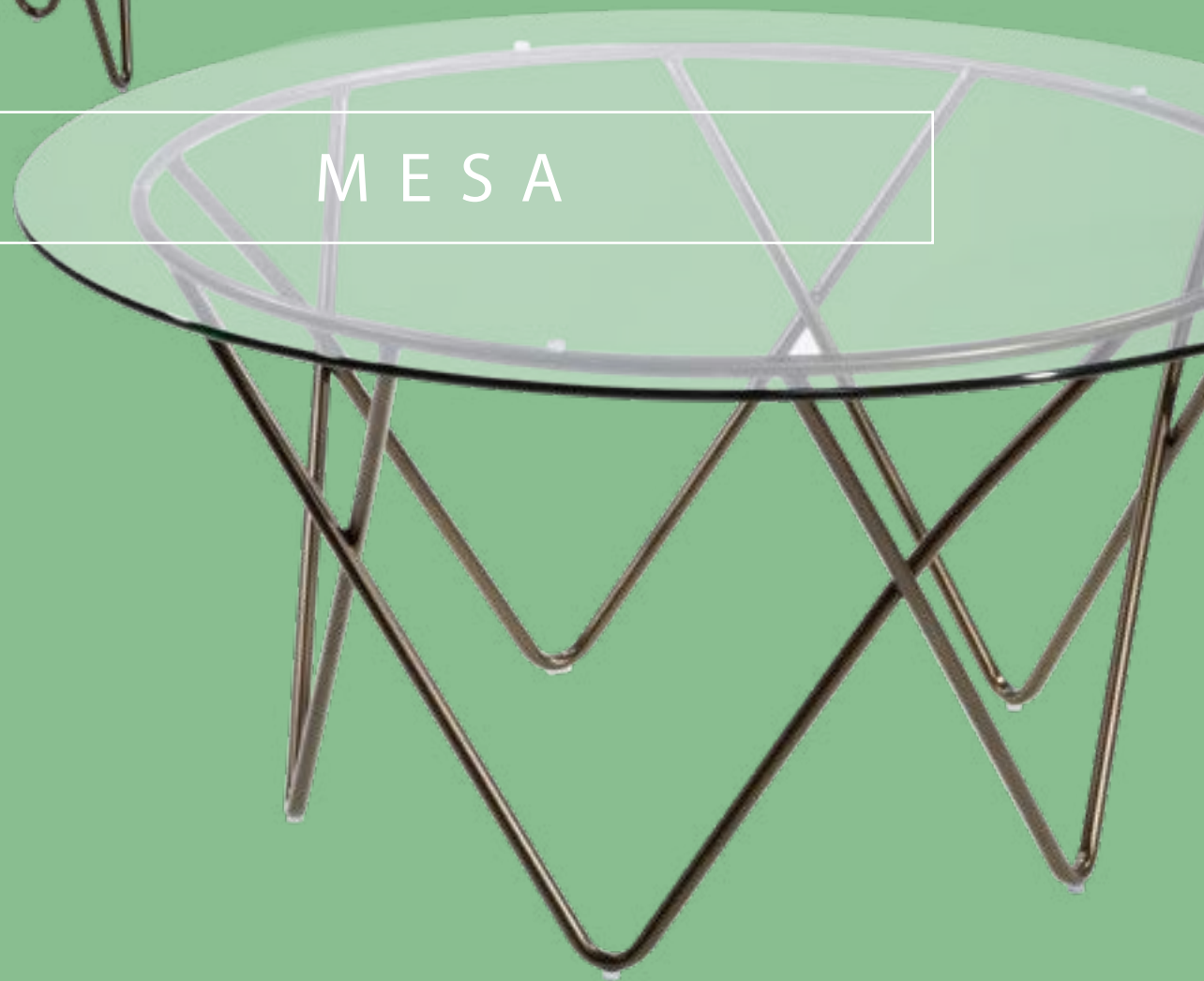
Square, circular, or curved - ottomans are a great way to design theater-style seating for demonstrations.

Bench  
**REGBEN Regis**  
(brushed metal)  
47"L 15.5"D 16"H





M E S A



# ACCENT

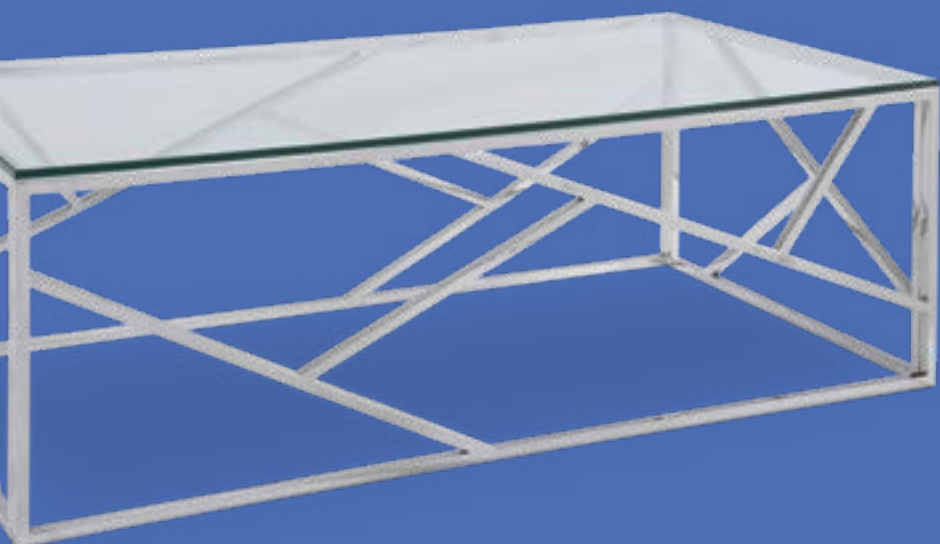
COCKTAIL & END TABLES  
32.25" RND 17.25" H | 20.5" RND 21.25" H



**A) MESCTW Cocktail Table / B) MESETW End Table** (barnwood top)  
**C) MESCTB Cocktail Table / D) MESETB End Table** (black top)  
**E) MESCTG Cocktail Table 36" RND / F) MESETG End Table 24" RND** (glass top)

All frames bronze finish.





A L O N D R A



# ACCENT

COCKTAIL & END TABLES

47"L 24"D 16"H | 20"L 20"D 20"H



A) ALC100 Cocktail Table / B) ALE100 End Table (glass top)  
C) ALC200 Cocktail Table / D) ALE200 End Table (wood top)

All frames chrome finish.



G E O



# ACCENT

COCKTAIL & END TABLES



A.



B.



C.



D.

A) C1C Cocktail Table / B) E1C End Table (glass top, chrome) 50"L 22"D 16"H | 26"L 26"D 20"H  
C) C1FWB Cocktail Table / D) E1FWB End Table (wood top, black) 47"L 24"D 17"H | 20"L 20"D 21"H



SYDNEY



# ACCENT

COCKTAIL & END TABLES

48"L 26"D 18"H | 27"L 23"D 22"H



A/B Powered options available.

**Cocktail Tables** A) C1W (white) B) C1Y (black) C) SYDBEC (blue) D) SYDWDC (barnwood)  
**End Tables** E) E1W (white) F) E1Y (black) G) SYDBEE (blue) H) SYDWDE (barnwood)

All frames brushed steel.

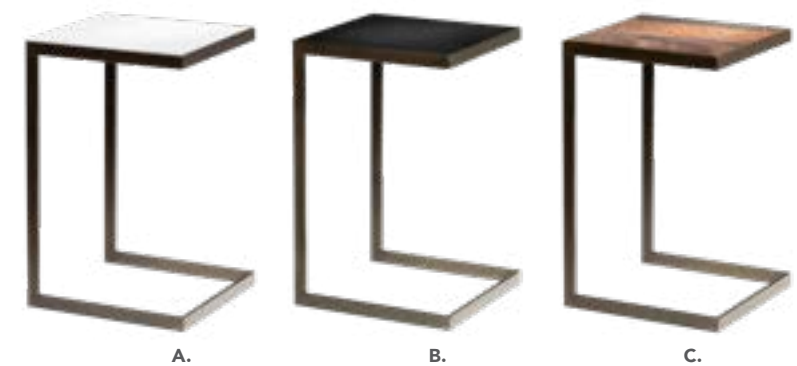


TAOS | SEDONA

# SIDE

## TABLES

15.75 "L 15.75 "D 24 "H

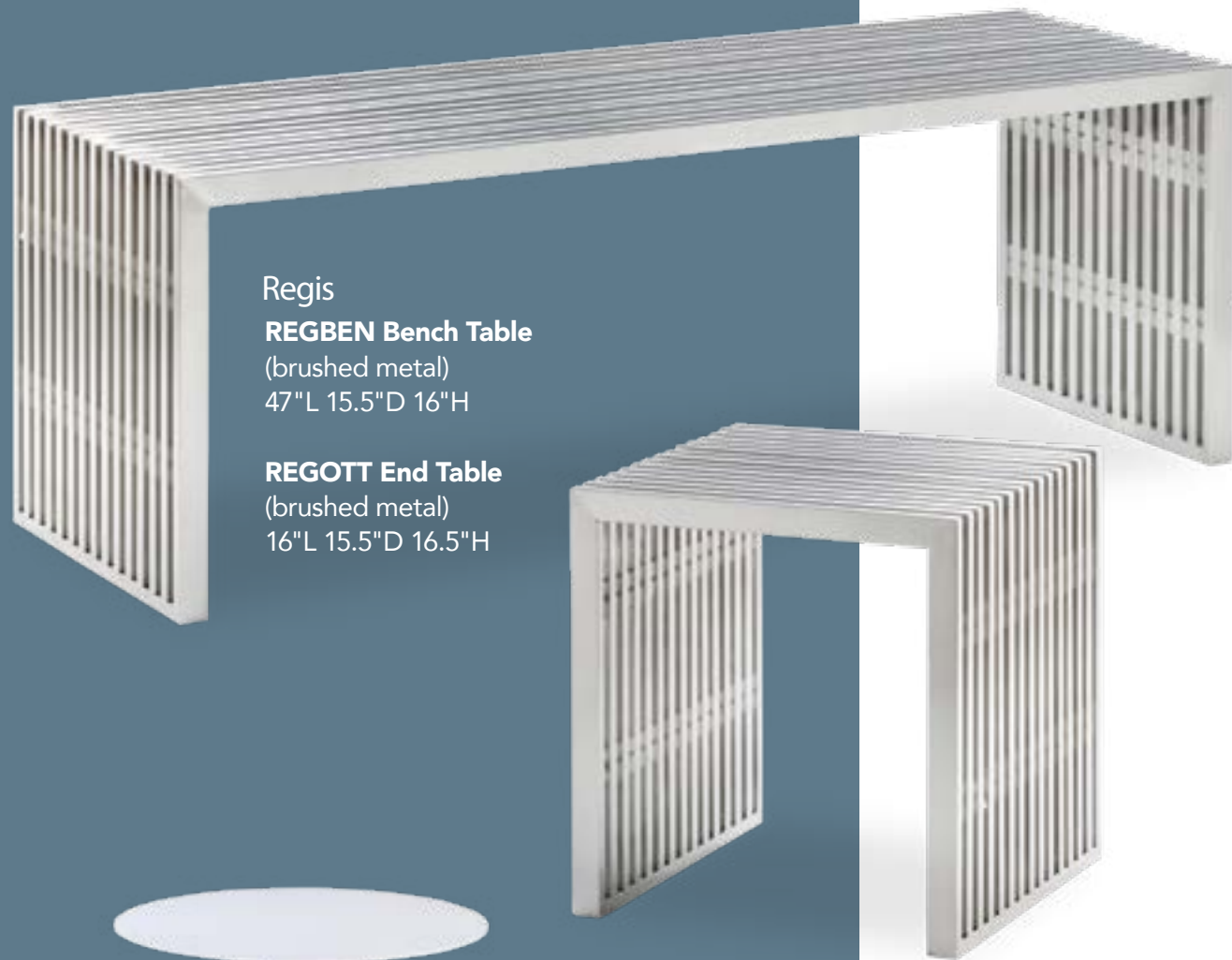


**Taos Tables A) TAOBWH** (white top) **B) TAOBBK** (black top) **C) TAOBWD** (barnwood top)  
**Sedona Tables D) SEDBWH** (white top) **E) SEDBBK** (black top) **F) SEDBWD** (barnwood top)

All frames bronze finish.



# Accent Tables



Regis  
**REGBEN Bench Table**  
(brushed metal)  
47"L 15.5"D 16"H

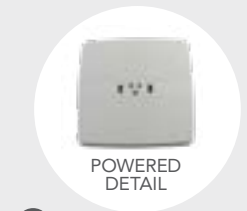
**REGOTT End Table**  
(brushed metal)  
16"L 15.5"D 16.5"H



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



Timber  
**TMBTBL End Table**  
(wood)  
16"RND 17"H



**Wireless  
CUBPOW Charging Table,  
Powered**  
(white, AC plug-in)  
20"L 20"D 18"H

## Gather Round

Seat guests around accent tables to create an informal campfire setting for small group discussions, or pair with individual seats for a safely "owned" space.



Silverado  
**C1E Cocktail Table**  
(glass top, chrome)  
36"RND 17"H  
**E1E End Table**  
(glass top, chrome)  
24"RND 22"H

**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.

# Bar & Cafe Tables



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

## Bar Tables

Standard Black Base

30" RND 42"H

**VTJ** (graphite nebula top)

**VTK** (maple top)

**VTB** (red top)

**30WH42** (white top)

**30WDBB** (barnwood top)

**30BKSB** (black top)

**30AGBB**

(brushed gunmetal top)

**30OSBB** (orange top)

**VTA**

(Madison/gray acajou top)

**30BEBB** (blue top)

**30YBBB** (brushed yellow top)

**30GSBB** (green top)

36" RND 42"H

**VTN** (graphite nebula top)

**VTP** (maple top)

**VTW** (white top)

**36BKSB** (black top)

## Bar Tables

Hydraulic Chrome Base

30" RND 45"H

**30GRHB**

(graphite nebula top)

**30MTHB** (maple top)

**30BRHB** (red top)

**30WHHB** (white top)

**30WDHB** (barnwood top)

**30BKHB** (black top)

**30AGHB**

(brushed gunmetal top)

**30OSHB** (orange top)

**30MAHB**

(Madison/gray acajou top)

**30BEHB** (blue top)

**30YSHB** (brushed yellow top)

**30GSHB** (green top)

36" RND 45"H

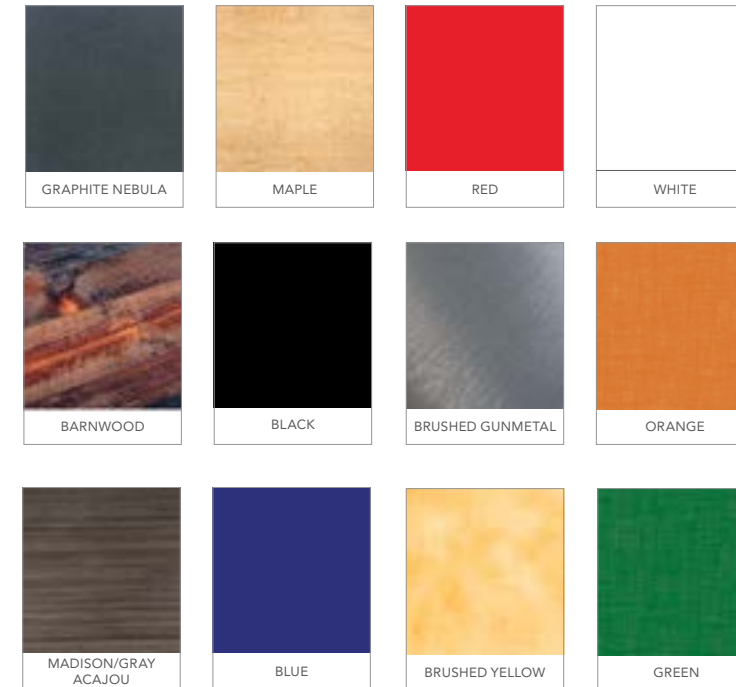
**36GRHB** (graphite nebula)

**36MTHB** (maple top)

**36WTHB** (white)

**36BKHB** (black top)

1. Choose your base: black or chrome...
2. Then pick a color that suits your design.



## Create Space

Mix and match table tops with base options to create the perfect combination for your needs.

**30" Round Cafe/Bar Tables, Powered** ⚡  
**P30BWH Bar**  
(30" RND 42"H)  
**P30CWH Cafe**  
(30" RND 29"H)  
(white top, black)



## Cafe Tables

Hydraulic Chrome Base

30" RND 29"H

**30GRHC** (graphite nebula top)

**30MTHC** (maple top)

**30BRHC** (red top)

**30WHHC** (white top)

**30WDHC** (barnwood top)

**30BKHC** (black top)

**30AGHC** (brushed gunmetal top)

**30OSHC** (orange top)

**30MAHC** (Madison/gray acajou top)

**30BEHC** (blue top)

**30YSHC** (brushed yellow top)

**30GSHC** (green top)

36" RND 29"H

**36GRHC** (graphite nebula top)

**36MTHC** (maple top)

**36WTHC** (white top)

**36BKHC** (black top)

## Cafe Tables

Standard Black Base

30" RND 29"H

**ZTJ** (graphite nebula top)

**ZTK** (maple top)

**ZTB** (red top)

**30WH29** (white top)

**30WDBC** (barnwood top)

**30BKSC** (black top)

**30AGBC** (brushed gunmetal top)

**30OSBC** (orange top)

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

**30BEBC** (blue top)

**30YSBC** (brushed yellow top)

**30GSBC** (green top)

36" RND 29"H

**ZTN** (graphite nebula top)

**ZTP** (maple top)

**ZTQ** (white top)

**36BKSC** (black top)



M A R I N A



# BARSTOOL

COLLECTION

21" L 17.5" D 41.5" H



A.



B.



C.



D.



E.

**A) MARBBE** (ocean blue fabric) **B) MARBBR** (brown fabric)  
**C) MARBRD** (red fabric) **D) MARBWH** (white vinyl) **E) MARBBK** (black vinyl)

All frames brushed metal.





LIFT

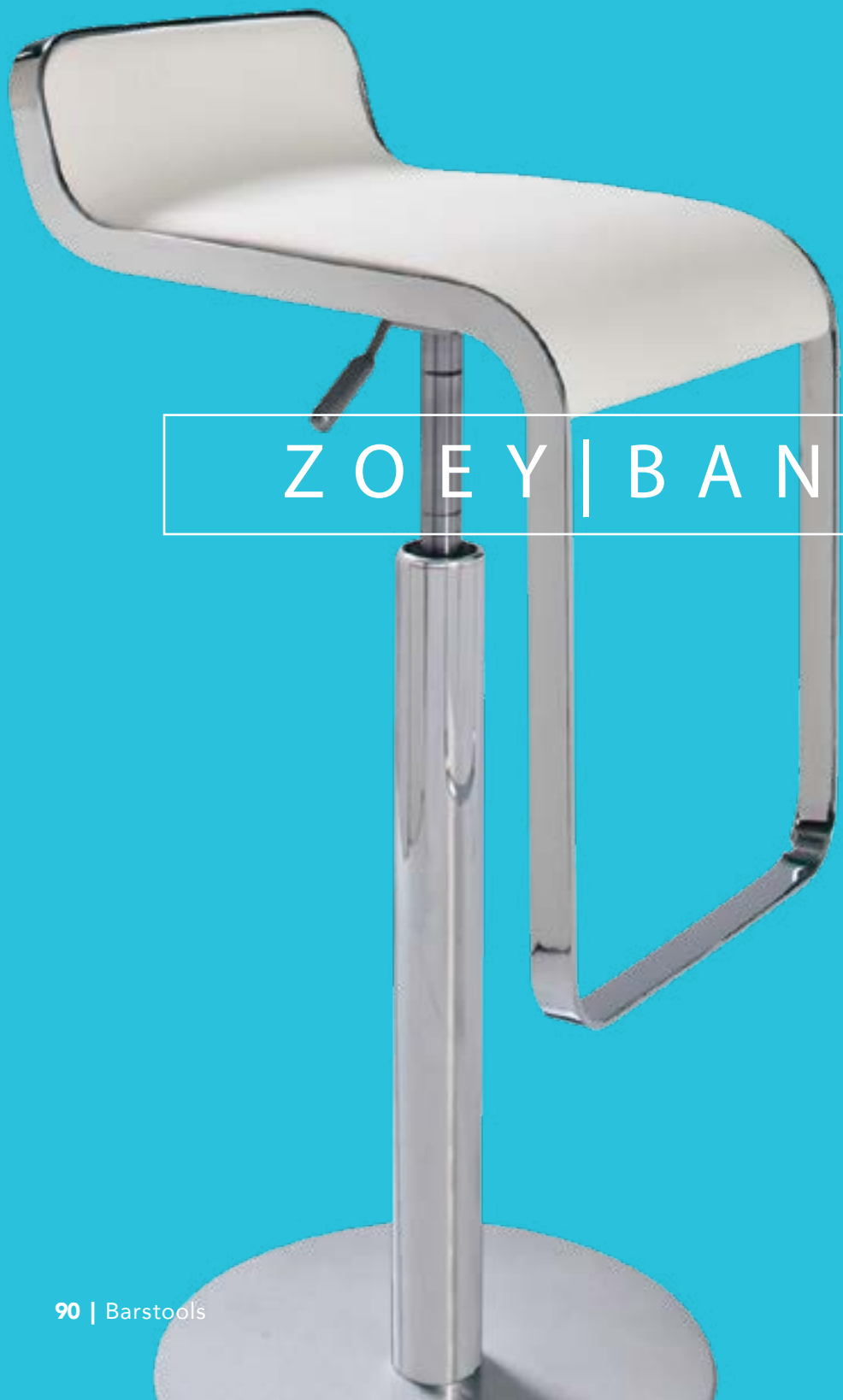
# BARSTOOL

COLLECTION  
15 "RND23 - 33.5 "H



**A) ROLLWH** (white vinyl) **B) ROLLRD** (red vinyl)  
**C) ROLLBL** (black vinyl) **D) ROLLGY** (gray vinyl)

All bases chrome finish. Adjustable height.



ZOEY | BANANA

# BARSTOOL

COLLECTIONS



A.



B.



C.



**Zoey Barstool** 15"L 16"D 30-34.75"H **A) BS002** (white, adjustable height)  
**Banana Barstool** 21"L 22"D 41"H **B) BSS** (black) **C) BST** (white)

All bases chrome finish.

# Barstools Styles



Blade  
**BLDBRD** (red)  
**BLDBSB** (sky blue)  
20.5"L 20"D 40.5"H



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



A.



B.



C.



D.



E.



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

**A) XBAR Christopher Barstool**  
(white vinyl, chrome)  
19"L 19"D 41"H

**B) BS001 Shark Barstool**  
(white, chrome, adjustable height)  
22"L 19"D 34-44"H

**C) BSR Syntax Barstool**  
(black, chrome)  
23"L 19"D 43.25"H

**D) LUBSCL Lucent Barstool**  
(frosted acrylic, chrome)  
22"L 22.5"D 45.5"H

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

## Styling Tip:

Create proper distance between individuals by pairing one barstool with each 30" or 36" round, or placing one barstool at each end of a communal table.



# Executive Seating

Pro High Back  
Executive Chairs  
A) PROEXE  
(white vinyl, chrome)

B) PROEXB  
(black vinyl, chrome)

25"L 24"D 45-48"H  
Adjustable height



Pro Mid Back  
Executive Chairs  
C) PROMID  
(white vinyl, chrome)

D) PROMDB  
(black vinyl, chrome)

24"L 22"D 36.75-39.75"H  
Adjustable height



Pro Guest  
PROGB Executive Chair  
(black vinyl, chrome)  
24"L 26"D 36"H



Cupertino  
CUPCHA Mid Back Chair  
(black vinyl, chrome)  
27"L 30.5"D 40-43"H  
Adjustable height



Genesis  
GENCHA Chair  
(black fabric, black)  
27.5"L 27.5"D 40-43.5"H  
Adjustable height



Task  
TASKST Stool  
(black fabric, black)  
27.5"L 27.5"D 32.75"- 40.25"H  
Adjustable height





42" ROUND



# CONFERENCE

TABLES  
42" RND 29" H



**A) CONF42** (white top) **B) CB8** (Madison/gray acajou top)  
**C) 42BKCT** (black top)

All bases black finish.



G E O



# CONFERENCE

## TABLES



**Rounded Square Tables** 42"L 42"D 29"H **A) CF1** (glass top, black) **B) CE1** (glass top, chrome)  
**Rectangular Tables** 60"L 36"D 29"H **C) CF2** (glass top, black) **D) CE2** (glass top, chrome)

# Conference Tables

## Styling Tip:

Create safe separation with clear dividers, and limit the number of seats at each table. Looking to spruce up plain conference tables? Use them as product displays, or bring in tabletop greenery for an organic touch.

Dividers | pg 122



A.



B.



C.



## Madison Conference Tables

(gray acajou top)

A) MADC05 5' 60"L 48"D 29"H

B) MADC08 8' 96"L 60"D 29"H

C) MADC10 10' 120"L 48"D 29"H

## Atomic Round Table

(glass, chrome)

42ATO 42" RND 30"H

36ATO 36" RND 30"H



## Work Table

WD3

(white top, white)

48"L 24"D 30"H



A.



B.



C.



## Black Conference Tables 5', 8', 10'

(black top, silver)

A) BKCT5N 5' 60"L 48"D 29"H

B) BKCT8N 8' 96"L 48"D 29"H

C) BKCT10N 10' 120"L 48"D 29"H

Also available with power.





# MADISON



10'x20' - Madison Presentation Booth

## EXECUTIVE DESK & STORAGE



DESK FRONT



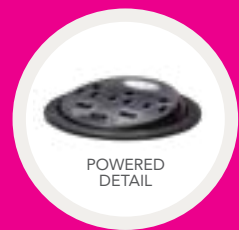
DESK BACK



- A) JD8 Executive Desk** (gray acajou) 60"L 30"D 29"H  
**B) BC8 Bookcase** (gray acajou) 36"L 12"D 72"H



# Powered ⚡ Desks & Conference Tables



## Tech Powered Desk & File Cabinet

(black metal, laminate)

### A) TECH Tech Desk, Powered

60" L 30" D 30" H

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

60" L 30" D 30" H

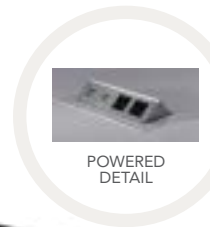
### C) TECH3 3 Drawer File Cabinet on Castors

16" L 20" D 28" H



C.

D.



## Powered Conference

### Tables 5', 8', 10'

(black top, silver)

D) BKCT5P 5' 60" L 48" D 29" H

E) BKCT8P 8' 96" L 60" D 29" H

F) BKCT10P 10' 120" L 48" D 29" H

Also available without power.

## Non-Powered Conference

### Tables 5', 8', 10'

(black top, silver)

BKCT5N 5' 60" L 48" D 29" H

BKCT8N 8' 96" L 60" D 29" H

BKCT10N 10' 120" L 48" D 29" H

E.



F.



**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.



# Ventura

## Powered & Communal Tables



**Powered Bar Table**  
(silver frame)  
72.25"L 26.25"D 42"  
**A) VNTBLK** (black top)  
**B) VNTWHT** (white top)

**Communal Bar Table**  
(silver frame)  
72.25"L 26.25"D 42"H  
Maple Top  
**C) VNTMNP** (solid)  
**VNTBMW** (grommets)  
White Top  
**D) VNTBWW** (grommets)  
**VNTWNP** (solid)  
Black Top  
**E) VNTBNP** (solid)



### TABLE TOP OPTIONS

Colors not available in all table options.  
Please check options listed.



**Powered Cafe Table**  
(silver frame)  
72.25"L 26.25"D 30"H  
**F) VNTCBK** (black top)  
**G) VNTCWH** (white top)

**Communal Cafe Table**  
(silver frame)  
72.25"L 26.25"D 30"H  
Maple Top  
**H) VNTCMN** (solid)  
**VNTCMW** (grommets)  
White Top  
**I) VNTCWW** (grommets)  
**VNTCWN** (solid)  
Black Top  
**J) VNTCBN** (solid)



**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.

# Office Accessories & Decor

## Embrace The Organic

It's easy to divide space and maintain distance by adding greenery to your booth environment for a warm organic feel.



Boxwood Hedge  
**A) HDG7FT**  
Boxwood Hedge, 7'  
36.5"L 12"D 84"H  
**B) HDG4FT**  
Boxwood Hedge, 4'  
46"L 9"D 47"H



20'x20' -  
Executive Meeting Booth  
**Accent Chairs** | p 36  
**Executive Seating** | p 98  
**Conference Tables** | p 104  
**Boxwood Hedges** | p 116  
**Dividers** | p 122



Mason Lamps  
(brushed silver)  
**A) LA15 Floor Lamp**  
18" RND 55"H  
**B) LA14 Table Lamp**  
16" RND 26"H



Posh Shelving  
**PSHCCS** 36"L 18"D 72"H  
(chrome, acrylic)

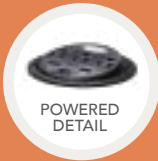


Divider, Freestanding  
Whiteboard  
**DIVFWB** (silver, white)  
39"L 9"D 72"H





# Midtown Counter & Bar



Powered Counter ⚡  
60”L 18”D 42”H (taupe glass top, pewter)  
**MTCPUL** (unlighted)  
**MTCLPI** (lighted with plug-in)



**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.



20'x20' - Midtown  
Greenery Booth  
**Accent Chairs** | p 36  
**Accent Tables** | p 64  
**Bar & Cafe Tables** | p 80  
**Barstool Collections** | p 84  
**Boxwood Hedges** | p 116

Bar  
60”L 18”D 42”H (taupe glass top, pewter)  
**A) MTBUUL** (unlighted)  
**B) MTBLPI** (lighted with plug-in)





# Boxwood Hedges

**A) HDG7FT Boxwood Hedge, 7'**  
36.5"L 12"D 84"H

**B) HDG4FT Boxwood Hedge, 4'**  
46"L 9"D 47"H



Accent Chairs | p 36  
Accent Tables | p 64

## Keep it Green

Lifelike greenery is an easy yet sophisticated way to bridge the distance between seats for a warmer, organic environment.



Bar & Cafe Tables | p 80  
Barstool Collections | p 84



# Dividers

Clear Dividers

**A) DIVFRE Freestanding**

(Silver, Clear) 39"L 1.5"D 72"H

**B) DIVFWL Freestanding Wall Unit**

(Silver, Clear) 40"L 1.5"D 72"H

**C) DIVFCR Freestanding Corner**

(Silver, Clear) 39"L 39"D 72"H



Bar & Cafe Tables | p 80  
Barstool Collections | p 84



Bars | p 114



Clear Dividers

**D) DIVBAR Bar/Counter**

(Silver, Clear)

48-70"L 12"D 31.5"H

**E) DIVFST Sofa/Table**

(Silver, Clear)

34"L 11"D 47-74"H

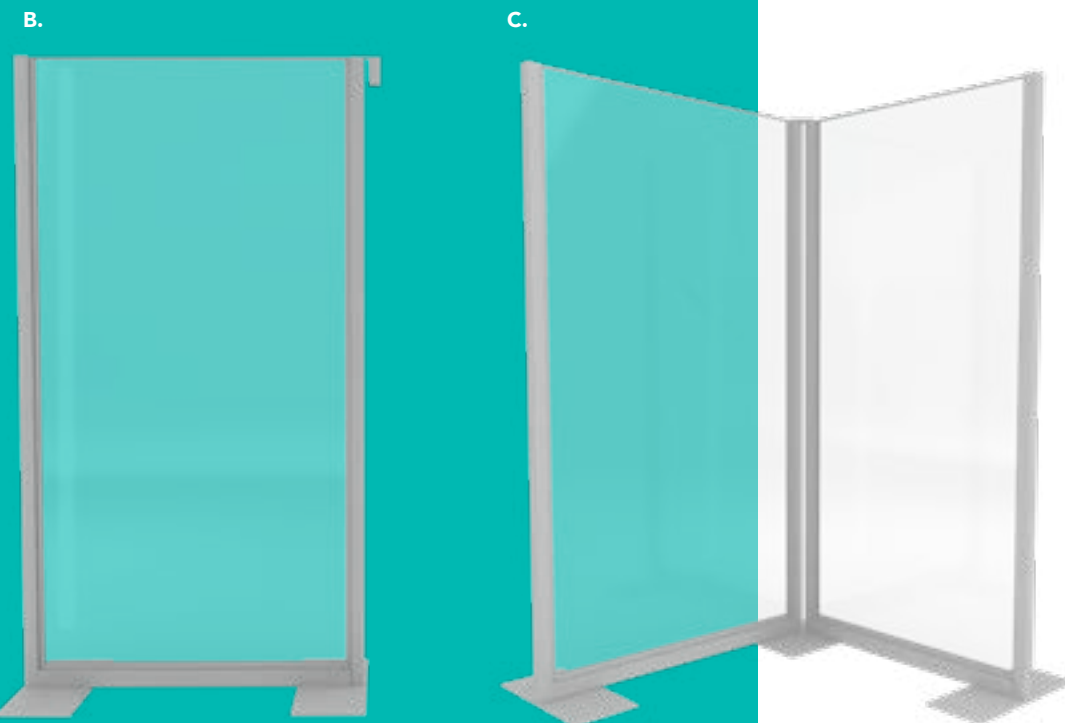
Adjustable height.



## Attract, Connect and Inspire.

CORT Events offers a complete collection of trendy furnishings, helping you design unique and safely spaced selling environments that are clean, comfortable, and give your clients peace of mind.

Connector Detail



Sofas | p 26



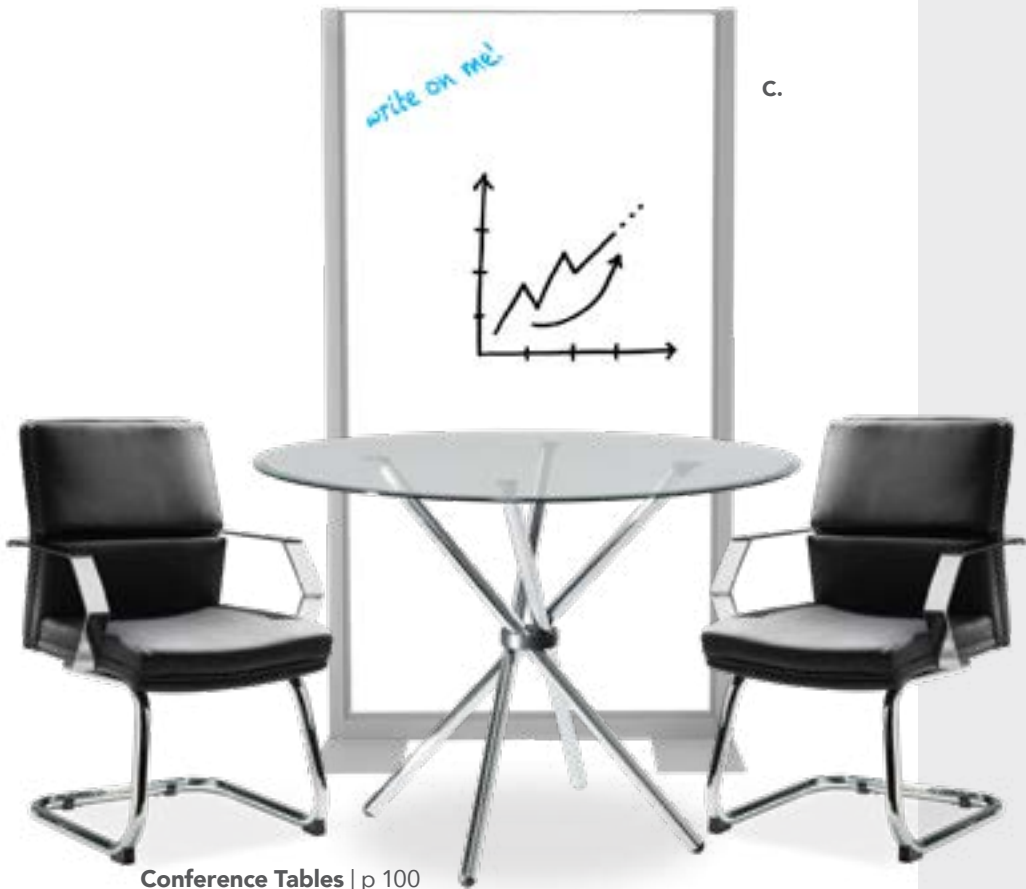
# Dividers



Accent Chairs | p 36  
Accent Tables | p 64  
Boxwood Hedges | p 116



A.  
Stanchion w/ Retractable Belt  
**A) STNCH1**  
(black, chrome) 96"L 37"H  
Rented individually; two needed to complete a section.  
  
B) STNSGN Stanchion Sign Holder  
(black, chrome) 10"L 13"H



Conference Tables | p 100  
Executive Seating | p 98

C) DIVFWB Divider,  
Freestanding Whiteboard  
(silver, white) 39"L 1.5"D 72"H



D) MIRWHT Miramar  
Divider, White  
(molded plastic)  
**Vertical:** 63"L 23"D 83"H  
**Horizontal:** 83"L 23"D 63"H



Accent Chairs | p 36  
Accent Tables | p 64

# Making You Look Good, By Design.™

**Our team of seasoned event and exhibition experts are here to help you accomplish your goals, while standing out from the competition.** We're more than just a furniture supplier - we're your partner in creating an environment that fosters engagement, develops relationships and amplifies your message.

Have a question? Scan the QR code to get in touch with a CORT Events team member today!



Accent Chairs | p 36  
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## SOFT SEATING COLLECTIONS

ICNA Annual Convention

M120090523


Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023


**ONLINE & DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023**

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing.

## Loveseats

| CODE   | ITEM   | QTY | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|--------|--|-----|------------|------------|------------|-------|
| BLVWHT | Baja Loveseat - White Vinyl, Metal Base  |     | \$1,476.85 | \$1,698.40 | \$1,902.20 |       |
| KEYLOV | Key Largo Loveseat - Black Fabric, Metal Base  |     | \$680.30   | \$782.35   | \$876.25   |       |
| NPLLOV | Naples Loveseat - Black Vinyl, Metal Base  |     | \$1,304.05 | \$1,499.65 | \$1,679.60 |       |
| NPLLOP | Naples Loveseat - Black Vinyl, Metal Base  <b>POWERED</b> |     | \$1,625.00 | \$1,868.75 | \$2,093.00 |       |
| COLVTP | Cordoba Loveseat - Taupe, Black Metal Base   |     | \$1,043.90 | \$1,200.50 | \$1,344.55 |       |
| MONLOV | Montreal Loveseat - Blue, Black Metal Base   |     | \$1,253.20 | \$1,441.20 | \$1,614.15 |       |

## Sofas

| CODE   | ITEM   | QTY | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|--------|--|-----|------------|------------|------------|-------|
| SFA002 | Allegro Sofa - Blue Fabric, Brushed Metal  |     | \$1,297.15 | \$1,491.70 | \$1,670.70 |       |
| BSFWHT | Baja Sofa - White Vinyl  |     | \$1,570.10 | \$1,805.60 | \$2,022.25 |       |
| FAIRSW | Fairfax Sofa - White Vinyl, Brushed Metal  |     | \$884.70   | \$1,017.40 | \$1,139.50 |       |
| KEYSOF | Key Largo Sofa - Black Fabric, Wood  |     | \$877.65   | \$1,009.30 | \$1,130.40 |       |
| NPLSOF | Naples Sofa - Black Vinyl  |     | \$1,550.90 | \$1,783.55 | \$1,997.60 |       |
| NPLLOP | Naples Sofa - Black Vinyl  <b>POWERED</b> |     | \$1,889.30 | \$2,172.70 | \$2,433.40 |       |
| PALSOF | Palm Beach Sofa - White Vinyl  |     | \$1,231.95 | \$1,416.75 | \$1,586.75 |       |
| STESOF | Sterling Sofa - Grey Fabric  |     | \$1,462.55 | \$1,681.95 | \$1,883.80 |       |
| VALSOF | Valencia Sofa - Coffee Brown Velvet  |     | \$825.35   | \$949.15   | \$1,063.05 |       |

 = **Electrical Power** (Client is responsible for providing labor and an electrical power source to the furniture.)

NOTE: Items may be discontinued without notice at any time.

|  |          |
|--|----------|
| <b>TOTAL ESTIMATE</b>                            | \$ _____ |
| <b>TAX</b> (All tax rates are subject to change) | 6.00%    |
| <b>AMOUNT DUE</b>                                | \$ _____ |

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## ACCENT CHAIRS

## ICNA Annual Convention

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| CODE   | ITEM  | QTY | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|--------|---|-----|------------|------------|------------|-------|
| CHR002 | Allegro Chair - Blue Fabric, Brushed Metal  |     | \$910.00   | \$1,046.50 | \$1,172.10 |       |
| ATHCHA | Atherton Chair - Brown Leather, Black Metal   |     | \$754.20   | \$867.35   | \$971.45   |       |
| BCHWHT | Baja Chair - White Vinyl  |     | \$1,008.15 | \$1,159.35 | \$1,298.45 |       |
| BOWCHA | Bowery Chair - Ochre Fabric   |     | \$708.35   | \$814.60   | \$912.35   |       |
| CNTCHR | Century Chair - Gray Velvet   |     | \$721.90   | \$830.20   | \$929.80   |       |
| FAIRCW | Fairfax Chair - White Vinyl, Brushed Metal  |     | \$638.00   | \$733.70   | \$821.75   |       |
| KEYCHR | Key Largo Chair - Black Fabric, Wood  |     | \$581.60   | \$668.85   | \$749.10   |       |
| LABREA | La Brea Swivel Chair - Charcoal Gray Fabric, Chrome   |     | \$761.30   | \$875.50   | \$980.55   |       |
| LENCHA | Lena Chair - Moss Green Leather, Bronze   |     | \$635.70   | \$731.05   | \$818.80   |       |
| BCW    | Madrid Chair - White Vinyl, Chrome  |     | \$1,385.30 | \$1,593.10 | \$1,784.25 |       |
| MONCHA | Montreal Chair - Blue, Black Metal  |     | \$778.45   | \$895.20   | \$1,002.60 |       |
| MNCHCH | Munich Armless Chair - Gray Fabric, Black   |     | \$1,046.85 | \$1,203.90 | \$1,348.35 |       |
| NPLCHP | Naples Chair - Black Vinyl  POWERED  |     | \$1,173.75 | \$1,349.80 | \$1,511.80 |       |
| NPLCHR | Naples Chair - Black Vinyl  |     | \$1,082.10 | \$1,244.40 | \$1,393.75 |       |
| STECOA | Sterling Chair - Gray Fabric  |     | \$1,004.65 | \$1,155.35 | \$1,294.00 |       |
| SWAN   | Swanson Swivel Chair - White Vinyl, Chrome  |     | \$662.60   | \$762.00   | \$853.45   |       |
| TCHP   | Tech Chair, No Tablet - Gray Vinyl, Chrome Base   |     | \$554.85   | \$638.10   | \$714.65   |       |
| TCHGRY | Tech Tablet Chair - Gray Vinyl, White Metal Tablet, Chrome Base  POWERED |     | \$541.40   | \$622.60   | \$697.30   |       |
| VALCHA | Valencia Chair - Spice Orange Velvet  |     | \$555.30   | \$638.60   | \$715.25   |       |
| WENCHA | Wentworth Swivel Chair - Brown Vinyl  |     | \$608.85   | \$700.20   | \$784.20   |       |
| BNMCOW | Brooklyn Meeting Chair - White  |     | \$487.35   | \$560.45   | \$627.70   |       |
| BNMCSW | Brooklyn Meeting Chair, Swivel - White  |     | \$487.35   | \$560.45   | \$627.70   |       |
| BNMCSB | Brooklyn Meeting Chair - Black  |     | \$457.60   | \$526.25   | \$589.40   |       |
| BNMCOB | Brooklyn Meeting Chair, Swivel - Black  |     | \$457.60   | \$526.25   | \$589.40   |       |
| COCHTP | Cordoba Chair   |     | \$731.00   | \$840.65   | \$941.55   |       |

 = Electrical Power (Client is responsible for providing labor and an electrical power source to the furniture.)

NOTE: Items may be discontinued without notice at any time.

|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

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

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## INDIVIDUAL SEATING

ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

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| CODE   | ITEM  | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|--------|---|-----|----------|----------|----------|-------|
| BLDCRD | Blade Chair - Red   |     | \$124.95 | \$143.70 | \$160.95 |       |
| BLDCSB | Blade Chair - Sky Blue                                    |     | \$124.95 | \$143.70 | \$160.95 |       |
| BLDCBK | Blade Chair - Black                                       |     | \$106.60 | \$122.60 | \$137.30 |       |
| CCSCAZ | Chelsea Chair - Azure Blue, Black Swivel Base             |     | \$241.80 | \$278.05 | \$311.40 |       |
| CCBTAZ | Chelsea Chair - Azure Blue, Black Tower Base              |     | \$241.80 | \$278.05 | \$311.40 |       |
| CCSCBK | Chelsea Chair - Black, Black Swivel Base                  |     | \$241.80 | \$278.05 | \$311.40 |       |
| CCBTBK | Chelsea Chair - Black, Black Tower Base                   |     | \$241.80 | \$278.05 | \$311.40 |       |
| CCSCYL | Chelsea Chair - Goldenrod Yellow, Black Swivel Base       |     | \$241.80 | \$278.05 | \$311.40 |       |
| CCBTYL | Chelsea Chair - Goldenrod Yellow, Black Tower Base        |     | \$241.80 | \$278.05 | \$311.40 |       |
| CCSCGY | Chelsea Chair - Gray, Black Swivel Base                   |     | \$241.80 | \$278.05 | \$311.40 |       |
| CCBTGY | Chelsea Chair - Gray, Black Tower Base                    |     | \$241.80 | \$278.05 | \$311.40 |       |
| CCSCOR | Chelsea Chair - Orange, Black Swivel Base                 |     | \$241.80 | \$278.05 | \$311.40 |       |
| CCBTOR | Chelsea Chair - Orange, Black Tower Base                  |     | \$241.80 | \$278.05 | \$311.40 |       |
| CCSCWL | Chelsea Chair - Walnut, Black Swivel Base                 |     | \$241.80 | \$278.05 | \$311.40 |       |
| CCBTWL | Chelsea Chair - Walnut, Black Tower Base                  |     | \$241.80 | \$278.05 | \$311.40 |       |
| SC3    | Brewer Chair - Onyx, Chrome                               |     | \$324.15 | \$372.75 | \$417.50 |       |
| XCHR   | Christopher Chair - White Vinyl, Chrome                   |     | \$193.90 | \$223.00 | \$249.75 |       |
| DUET   | Duet Stack Chair - Black, Chrome                          |     | \$119.85 | \$137.85 | \$154.40 |       |
| LMCHR  | Laguna Chair - Maple, Chrome                              |     | \$274.95 | \$316.20 | \$354.15 |       |
| LUCHCL | Lucent Chair - Frosted Acrylic, Chrome                    |     | \$336.45 | \$386.90 | \$433.35 |       |
| MALGRN | Malba Chair - Green, Chrome                               |     | \$211.50 | \$243.25 | \$272.45 |       |
| MALGRY | Malba Chair - Gray, Chrome                                |     | \$211.50 | \$243.25 | \$272.45 |       |
| MARCBE | Marina Chair - Ocean Blue Fabric, Brushed Metal           |     | \$272.35 | \$313.20 | \$350.80 |       |
| MARCBK | Marina Chair - Black Vinyl, Brushed Metal                 |     | \$272.35 | \$313.20 | \$350.80 |       |
| MARCBR | Marina Chair - Brown Fabric, Brushed Metal                |     | \$272.35 | \$313.20 | \$350.80 |       |
| MARCRD | Marina Chair - Red Fabric, Brushed Metal                  |     | \$272.35 | \$313.20 | \$350.80 |       |
| MARCVH | Marina Chair - White Vinyl, Brushed Metal                 |     | \$272.35 | \$313.20 | \$350.80 |       |
| PASCHR | Pasadena Chair - White Molded Plastic w/Chrome Tower Base |     | \$439.00 | \$504.85 | \$565.45 |       |
| SC10   | Razor Armless Chair - White                               |     | \$144.55 | \$166.25 | \$186.20 |       |
| RSTDIN | Rustique Chair w/ Arms - Gunmetal                         |     | \$243.15 | \$279.60 | \$313.15 |       |
| CS4    | Syntax Chair - Black, Chrome                              |     | \$384.20 | \$441.85 | \$494.85 |       |
| ZENCHR | Zenith Chair - White, Chrome                              |     | \$310.10 | \$356.60 | \$399.40 |       |

NOTE: Items may be discontinued without notice at any time.

|  |          |
|--|----------|
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# BENCHES & OTTOMANS

**ICNA Annual Convention**
**M120090523**

Baltimore Convention Center | Baltimore, MD

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## Beverly Benches

| CODE    | ITEM   | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|---------|--|-----|----------|----------|----------|-------|
| BVSMBK  | Beverly Small Bench Ottoman - Black Vinyl        |     | \$390.60 | \$449.20 | \$503.10 |       |
| BVSMBL  | Beverly Small Bench Ottoman - Ocean Blue Fabric  |     | \$390.60 | \$449.20 | \$503.10 |       |
| BVSMBN  | Beverly Small Bench Ottoman - Brown Fabric       |     | \$390.60 | \$449.20 | \$503.10 |       |
| BVSMCN  | Beverly Small Bench Ottoman - Olive Green Fabric |     | \$390.60 | \$449.20 | \$503.10 |       |
| BVSMGY  | Beverly Small Bench Ottoman - Grey Fabric        |     | \$390.60 | \$449.20 | \$503.10 |       |
| BVSM LN | Beverly Small Bench Ottoman - Linen Fabric       |     | \$390.60 | \$449.20 | \$503.10 |       |
| BVSM LV | Beverly Small Bench Ottoman - Lavender Fabric    |     | \$390.60 | \$449.20 | \$503.10 |       |
| BVSMOR  | Beverly Small Bench Ottoman - Orange Fabric      |     | \$390.60 | \$449.20 | \$503.10 |       |
| BVSMRD  | Beverly Small Bench Ottoman - Red Fabric         |     | \$390.60 | \$449.20 | \$503.10 |       |
| BVSMWH  | Beverly Small Bench Ottoman - White Vinyl        |     | \$390.60 | \$449.20 | \$503.10 |       |
| BVSMYL  | Beverly Small Bench Ottoman - Yellow Fabric      |     | \$390.60 | \$449.20 | \$503.10 |       |
| BVLYBK  | Beverly Bench - Black Vinyl                      |     | \$747.25 | \$859.35 | \$962.45 |       |
| BVLYBN  | Beverly Bench - Brown Fabric                     |     | \$747.25 | \$859.35 | \$962.45 |       |
| BVLYGR  | Beverly Bench - Grey Fabric                      |     | \$747.25 | \$859.35 | \$962.45 |       |
| BVLYLN  | Beverly Bench - Linen Fabric                     |     | \$747.25 | \$859.35 | \$962.45 |       |
| BVLYOB  | Beverly Bench - Ocean Fabric                     |     | \$747.25 | \$859.35 | \$962.45 |       |
| BVLYRD  | Beverly Bench - Red Fabric                       |     | \$747.25 | \$859.35 | \$962.45 |       |
| BVLYWH  | Beverly Bench - White Vinyl                      |     | \$747.25 | \$859.35 | \$962.45 |       |

## Metal Bench

| CODE   | ITEM                              | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|--------|-----------------------------------|-----|----------|----------|----------|-------|
| REGBEN | Regis Bench/Table - Brushed Metal |     | \$532.20 | \$612.05 | \$685.50 |       |

## Ottomans

| CODE   | ITEM   | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|--------|--|-----|----------|----------|----------|-------|
| END01B | Endless Curved Ottoman - Black Vinyl, Chrome |     | \$775.45 | \$891.75 | \$998.75 |       |
| END01W | Endless Curved Ottoman - White Vinyl, Chrome |     | \$775.45 | \$891.75 | \$998.75 |       |
| END02B | Endless Square Ottoman - Black Vinyl, Chrome |     | \$486.45 | \$559.40 | \$626.55 |       |
| END02W | Endless Square Ottoman - White Vinyl, Chrome |     | \$486.45 | \$559.40 | \$626.55 |       |

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|  |          |
|--|----------|
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# CUBE & SWIVEL OTTOMANS

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## Vibe Cubes

| CODE  | ITEM                         | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|-------|------------------------------|-----|----------|----------|----------|-------|
| VIB01 | Vibe Cube - Green            |     | \$260.90 | \$300.05 | \$336.05 |       |
| VIB02 | Vibe Cube - Blue             |     | \$260.90 | \$300.05 | \$336.05 |       |
| VIB04 | Vibe Cube - Red              |     | \$260.90 | \$300.05 | \$336.05 |       |
| VIB05 | Vibe Cube - Yellow           |     | \$260.90 | \$300.05 | \$336.05 |       |
| VIB08 | Vibe Cube - Orange           |     | \$260.90 | \$300.05 | \$336.05 |       |
| VIB09 | Vibe Cube - White Waterproof |     | \$260.90 | \$300.05 | \$336.05 |       |
| VIB10 | Vibe Cube - Black Waterproof |     | \$260.90 | \$300.05 | \$336.05 |       |
| VIB11 | Vibe Cube - Steel Blue Vinyl |     | \$260.90 | \$300.05 | \$336.05 |       |
| VIB12 | Vibe Cube - Silver Vinyl     |     | \$260.90 | \$300.05 | \$336.05 |       |
| VIB13 | Vibe Cube - Purple Vinyl     |     | \$260.90 | \$300.05 | \$336.05 |       |
| VIB14 | Vibe Cube - Cirtus Green     |     | \$260.90 | \$300.05 | \$336.05 |       |
| VIB15 | Vibe Cube - Taupe Vinyl      |     | \$260.90 | \$300.05 | \$336.05 |       |
| VIB16 | Vibe Cube - Spice Orange     |     | \$260.90 | \$300.05 | \$336.05 |       |
| VIB17 | Vibe Cube - Desert Rose      |     | \$260.90 | \$300.05 | \$336.05 |       |

## Marche Swivel

| CODE   | ITEM                                 | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|--------|--------------------------------------|-----|----------|----------|----------|-------|
| MAR001 | Marche Swivel - White                |     | \$345.35 | \$397.15 | \$444.80 |       |
| MAR002 | Marche Swivel - Grey                 |     | \$345.35 | \$397.15 | \$444.80 |       |
| MAR003 | Marche Swivel - Linen                |     | \$345.35 | \$397.15 | \$444.80 |       |
| MAR004 | Marche Swivel - Raspberry            |     | \$345.35 | \$397.15 | \$444.80 |       |
| MAR005 | Marche Swivel - Red                  |     | \$345.35 | \$397.15 | \$444.80 |       |
| MAR006 | Marche Swivel - Rose Qtz             |     | \$345.35 | \$397.15 | \$444.80 |       |
| MAR007 | Marche Swivel - Plum                 |     | \$345.35 | \$397.15 | \$444.80 |       |
| MAR008 | Marche Swivel - Meadow Green         |     | \$345.35 | \$397.15 | \$444.80 |       |
| MAR009 | Marche Swivel - Pear                 |     | \$345.35 | \$397.15 | \$444.80 |       |
| MAR010 | Marche Swivel - Blue                 |     | \$345.35 | \$397.15 | \$444.80 |       |
| MAR011 | Marche Swivel - Orange               |     | \$345.35 | \$397.15 | \$444.80 |       |
| MAR012 | Marche Swivel - Forest Green         |     | \$345.35 | \$397.15 | \$444.80 |       |
| MAR013 | Marche Swivel - Teal Velvet          |     | \$345.35 | \$397.15 | \$444.80 |       |
| MAR014 | Marche Swivel - Distressed Brown     |     | \$345.35 | \$397.15 | \$444.80 |       |
| MAR015 | Marche Swivel - Black Vinyl          |     | \$345.35 | \$397.15 | \$444.80 |       |
| MAR016 | Marche Swivel - Ivory Faux Sheep Fur |     | \$345.35 | \$397.15 | \$444.80 |       |

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**TOTAL ESTIMATE** \$ \_\_\_\_\_

**TAX** (All tax rates are subject to change) 6.00%

**AMOUNT DUE** \$ \_\_\_\_\_

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

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# ACCENT TABLES: COCKTAIL & END

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### Cocktail Tables

| CODE   | ITEM  | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|--------|---|-----|----------|----------|----------|-------|
| ADCTBK | Adelaide Cocktail Table - Black Top, Silver   |     | \$405.60 | \$466.45 | \$522.40 |       |
| ADCTGL | Adelaide Cocktail Table - Glass Top, Silver   |     | \$405.60 | \$466.45 | \$522.40 |       |
| ADCTWH | Adelaide Cocktail Table - White Top, Silver   |     | \$405.60 | \$466.45 | \$522.40 |       |
| ADCTBP | Adelaide Cocktail Table - Black Top, Silver  <b>POWERED</b>        |     | \$561.60 | \$645.85 | \$723.35 |       |
| ADCTWP | Adelaide Cocktail Table - White Top, Silver  <b>POWERED</b>        |     | \$561.60 | \$645.85 | \$723.35 |       |
| ALC100 | Alondra Cocktail Table - Glass Top, Chrome  |     | \$620.30 | \$713.35 | \$798.95 |       |
| ALC200 | Alondra Cocktail Table - Brandy Maple Top, Chrome   |     | \$620.30 | \$713.35 | \$798.95 |       |
| CIC    | Geo Cocktail Table - Glass Top, Chrome  |     | \$465.25 | \$535.05 | \$599.25 |       |
| CIFWB  | Geo Cocktail Table - Brandy Maple Top, Black  |     | \$542.80 | \$624.20 | \$699.10 |       |
| MESCTB | Mesa Cocktail Table - Black Top, Bronze   |     | \$359.30 | \$413.20 | \$462.80 |       |
| MESCTG | Mesa Cocktail Table - Glass Top, Bronze   |     | \$359.30 | \$413.20 | \$462.80 |       |
| MESCTW | Mesa Cocktail Table - Barnwood Top, Bronze  |     | \$359.30 | \$413.20 | \$462.80 |       |
| CIE    | Silverado Cocktail Table - Glass Top, Chrome  |     | \$514.60 | \$591.80 | \$662.80 |       |
| CIW    | Sydney Cocktail Table - White Top, Brushed Steel  |     | \$521.65 | \$599.90 | \$671.90 |       |
| CIY    | Sydney Cocktail Table - Black Top, Brushed Steel  |     | \$521.65 | \$599.90 | \$671.90 |       |
| CIWP   | Sydney Cocktail Table - White Top, Brushed Steel  <b>POWERED</b> |     | \$662.60 | \$762.00 | \$853.45 |       |
| CYP    | Sydney Cocktail Table - Black Top, Brushed Steel  <b>POWERED</b> |     | \$662.60 | \$762.00 | \$853.45 |       |
| SYDBEC | Sydney Cocktail Table - Blue Top, Brushed Steel   |     | \$528.70 | \$608.00 | \$680.95 |       |
| SYDWDC | Sydney Cocktail Table - Barnwood Top, Brushed Steel   |     | \$480.60 | \$552.70 | \$619.00 |       |

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|  |          |
|--|----------|
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## ACCENT TABLES: SIDE

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Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

ONLINE &amp; DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing.

## End Tables

| CODE   | ITEM  | QTY | ONLINE   | DISCOUNT | REGULAR    | TOTAL |
|--------|---|-----|----------|----------|------------|-------|
| ADETBK | Adelaide End Table - Black Top, Silver  |     | \$392.60 | \$451.50 | \$505.70   |       |
| ADETG  | Adelaide End Table - Glass Top, Silver  |     | \$392.60 | \$451.50 | \$505.70   |       |
| ADETW  | Adelaide End Table - White Top, Silver  |     | \$392.60 | \$451.50 | \$505.70   |       |
| ALE100 | Alondra End Table - Glass Top, Chrome   |     | \$447.65 | \$514.80 | \$576.60   |       |
| ALE200 | Alondra End Table - Brandy Maple Top, Chrome  |     | \$447.65 | \$514.80 | \$576.60   |       |
| CUBPOW | Wireless Charging Table - White, AC Plug In  POWERED |     | \$797.90 | \$917.60 | \$1,027.70 |       |
| EIC    | Geo End Table - Glass Top, Chrome   |     | \$458.25 | \$527.00 | \$590.25   |       |
| EIFWB  | Geo End Table - Brandy Maple Top, Black   |     | \$472.30 | \$543.15 | \$608.35   |       |
| MESETB | Mesa End Table - Black Top, Bronze  |     | \$237.40 | \$273.00 | \$305.75   |       |
| MESETG | Mesa End Table - Glass Top, Bronze  |     | \$237.40 | \$273.00 | \$305.75   |       |
| MESETW | Mesa End Table - Barnwood Top, Bronze   |     | \$237.40 | \$273.00 | \$305.75   |       |
| REGOTT | Regis End Table - Brushed Metal   |     | \$391.30 | \$450.00 | \$504.00   |       |
| EIE    | Silverado End Table - Glass, Chrome   |     | \$489.90 | \$563.40 | \$631.00   |       |
| EIW    | Sydney End Table - White Top, Brushed Steel   |     | \$472.30 | \$543.15 | \$608.35   |       |
| EIY    | Sydney End Table - Black Top, Brushed Steel   |     | \$472.30 | \$543.15 | \$608.35   |       |
| SYDBEE | Sydney End Table - Blue Top, Brushed Steel  |     | \$464.60 | \$534.30 | \$598.40   |       |
| SYDWDE | Sydney End Table - Barnwood Top, Brushed Steel  |     | \$464.60 | \$534.30 | \$598.40   |       |

 = **Electrical Power** (Client is responsible for providing labor and an electrical power source to the furniture.)

NOTE: Items may be discontinued without notice at any time.

## Side Tables

| CODE   | ITEM                                  | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|--------|---------------------------------------|-----|----------|----------|----------|-------|
| AURA   | Aura Round Table - White Metal        |     | \$267.80 | \$307.95 | \$344.90 |       |
| SEDBBK | Sedona Side Table - Black Top, Bronze |     | \$239.55 | \$275.50 | \$308.55 |       |
| SEDBWD | Sedona Side Table - Wood Top, Bronze  |     | \$239.55 | \$275.50 | \$308.55 |       |
| SEDBWH | Sedona Side Table - White Top, Bronze |     | \$239.55 | \$275.50 | \$308.55 |       |
| TAOBBK | Taos Side Table - Black Top, Bronze   |     | \$239.55 | \$275.50 | \$308.55 |       |
| TAOBWD | Taos Side Table - Wood Top, Bronze    |     | \$239.55 | \$275.50 | \$308.55 |       |
| TAOBWH | Taos Side Table - White Top, Bronze   |     | \$239.55 | \$275.50 | \$308.55 |       |
| TMBTBL | Timber Table - Wood                   |     | \$317.25 | \$364.85 | \$408.65 |       |

NOTE: Items may be discontinued without notice at any time.

|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing 14 days prior to first exhibitor move in day. Rental items found and in use in your booth are subject to "Regular" pricing.

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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

Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)



# BAR TABLES, BARS & COUNTERS

ICNA Annual Convention

M120090523


Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

**ONLINE & DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023**

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## 30" Round Bar Table with Black Base

| CODE   | ITEM  | QTY | ONLINE   | DISCOUNT   | REGULAR    | TOTAL |
|--------|---|-----|----------|------------|------------|-------|
| 30AGBB | 30" Round Bar Table w/ Standard Black Base - Brushed Gunmetal Top   |     | \$464.60 | \$534.30   | \$598.40   |       |
| 30BEBB | 30" Round Bar Table w/ Standard Black Base - Blue Top   |     | \$464.60 | \$534.30   | \$598.40   |       |
| 30BKSB | 30" Round Bar Table w/ Standard Black Base - Black Top  |     | \$464.60 | \$534.30   | \$598.40   |       |
| 30GSBB | 30" Round Bar Table w/ Standard Black Base - Green Top  |     | \$464.60 | \$534.30   | \$598.40   |       |
| 30OSBB | 30" Round Bar Table w/ Standard Black Base - Orange Top   |     | \$464.60 | \$534.30   | \$598.40   |       |
| 30WDBB | 30" Round Bar Table w/ Standard Black Base - Barnwood Top   |     | \$464.60 | \$534.30   | \$598.40   |       |
| 30WH42 | 30" Round Bar Table w/ Standard Black Base - White Top  |     | \$482.80 | \$555.20   | \$621.80   |       |
| 30YBBB | 30" Round Bar Table w/ Standard Black Base - Brushed Yellow Top   |     | \$464.60 | \$534.30   | \$598.40   |       |
| VTB    | 30" Round Bar Table w/ Standard Black Base - Red Top  |     | \$458.25 | \$527.00   | \$590.25   |       |
| VTJ    | 30" Round Bar Table w/ Standard Black Base - Graphite Nebula Top  |     | \$458.25 | \$527.00   | \$590.25   |       |
| VTK    | 30" Round Bar Table w/ Standard Black Base - Maple Top  |     | \$458.25 | \$527.00   | \$590.25   |       |
| VTA    | 30" Round Madison Bar Table w/ Standard Black Base - Gray Acajou Top  |     | \$458.25 | \$527.00   | \$590.25   |       |
| P30BWH | 30" Round Cafe Table w/ Standard Black Base - White Top  |     | \$938.65 | \$1,079.45 | \$1,209.00 |       |

## 36" Round Bar Table with Black Base

| CODE   | ITEM   | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|--------|--|-----|----------|----------|----------|-------|
| 36BKSB | 36" Round Bar Table w/ Standard Black Base - Black Top           |     | \$458.25 | \$527.00 | \$590.25 |       |
| VTN    | 36" Round Bar Table w/ Standard Black Base - Graphite Nebula Top |     | \$489.90 | \$563.40 | \$631.00 |       |
| VTW    | 36" Round Bar Table w/ Standard Black Base - White Top           |     | \$489.90 | \$563.40 | \$631.00 |       |
| VTP    | 36" Round Bar Table w/ Standard Black Base - Maple Top           |     | \$489.90 | \$563.40 | \$631.00 |       |

## 30" Round Bar Table with Hydraulic Base

| CODE   | ITEM  | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|--------|---|-----|----------|----------|----------|-------|
| 30AGHB | 30" Round Bar Table w/ Hydraulic Base - Brushed Gunmetal Top    |     | \$560.80 | \$644.90 | \$722.30 |       |
| 30BEHB | 30" Round Bar Table w/ Hydraulic Base - Blue Top                |     | \$560.80 | \$644.90 | \$722.30 |       |
| 30BKHB | 30" Round Bar Table w/ Hydraulic Base - Black Top               |     | \$560.80 | \$644.90 | \$722.30 |       |
| 30BRHB | 30" Round Bar Table w/ Hydraulic Base - Red Top                 |     | \$556.90 | \$640.45 | \$717.30 |       |
| 30GRHB | 30" Round Bar Table w/ Hydraulic Base - Graphite Nebula Top     |     | \$556.90 | \$640.45 | \$717.30 |       |
| 30GSHB | 30" Round Bar Table w/ Hydraulic Base - Green Top               |     | \$560.80 | \$644.90 | \$722.30 |       |
| 30MTHB | 30" Round Bar Table w/ Hydraulic Base - Maple Top               |     | \$606.25 | \$697.20 | \$780.85 |       |
| 30OSHB | 30" Round Bar Table w/ Hydraulic Base - Orange Top              |     | \$560.80 | \$644.90 | \$722.30 |       |
| 30WDHB | 30" Round Bar Table w/ Hydraulic Base - Barnwood Top            |     | \$560.80 | \$644.90 | \$722.30 |       |
| 30WHHB | 30" Round Bar Table w/ Hydraulic Base - White Top               |     | \$602.80 | \$693.20 | \$776.40 |       |
| 30YSHB | 30" Round Bar Table w/ Hydraulic Base - Brushed Yellow Top      |     | \$560.80 | \$644.90 | \$722.30 |       |
| 30MAHB | 30" Round Madison Bar Table w/ Hydraulic Base - Gray Acajou Top |     | \$556.90 | \$640.45 | \$717.30 |       |

## 36" Round Bar Table with Hydraulic Base

| CODE   | ITEM  | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|--------|---|-----|----------|----------|----------|-------|
| 36BKHB | 36" Round Bar Table w/ Hydraulic Base - Black Top           |     | \$560.80 | \$644.90 | \$722.30 |       |
| 36GRHB | 36" Round Bar Table w/ Hydraulic Base - Graphite Nebula Top |     | \$606.25 | \$697.20 | \$780.85 |       |
| 36MTHB | 36" Round Bar Table w/ Hydraulic Base - Maple Top           |     | \$606.25 | \$697.20 | \$780.85 |       |
| 36WTHB | 36" Round Bar Table w/ Hydraulic Base - White Top           |     | \$606.25 | \$697.20 | \$780.85 |       |

# BAR TABLES, BARS & COUNTERS CONTINUED

**ICNA Annual Convention**
**M120090523**


Baltimore Convention Center | Baltimore, MD

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**ONLINE & DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023**

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## 30" Round Bar Table with Black Base

| CODE   | ITEM  | QTY | ONLINE   | DISCOUNT   | REGULAR    | TOTAL |
|--------|---|-----|----------|------------|------------|-------|
| 30AGBB | 30" Round Bar Table w/ Standard Black Base - Brushed Gunmetal Top   |     | \$464.60 | \$534.30   | \$598.40   |       |
| 30BEBB | 30" Round Bar Table w/ Standard Black Base - Blue Top   |     | \$464.60 | \$534.30   | \$598.40   |       |
| 30BKSB | 30" Round Bar Table w/ Standard Black Base - Black Top  |     | \$464.60 | \$534.30   | \$598.40   |       |
| 30GSBB | 30" Round Bar Table w/ Standard Black Base - Green Top  |     | \$464.60 | \$534.30   | \$598.40   |       |
| 30OSBB | 30" Round Bar Table w/ Standard Black Base - Orange Top   |     | \$464.60 | \$534.30   | \$598.40   |       |
| 30WDBB | 30" Round Bar Table w/ Standard Black Base - Barnwood Top   |     | \$464.60 | \$534.30   | \$598.40   |       |
| 30WH42 | 30" Round Bar Table w/ Standard Black Base - White Top  |     | \$482.80 | \$555.20   | \$621.80   |       |
| 30YBBB | 30" Round Bar Table w/ Standard Black Base - Brushed Yellow Top   |     | \$464.60 | \$534.30   | \$598.40   |       |
| VTB    | 30" Round Bar Table w/ Standard Black Base - Red Top  |     | \$458.25 | \$527.00   | \$590.25   |       |
| VTJ    | 30" Round Bar Table w/ Standard Black Base - Graphite Nebula Top  |     | \$458.25 | \$527.00   | \$590.25   |       |
| VTK    | 30" Round Bar Table w/ Standard Black Base - Maple Top  |     | \$458.25 | \$527.00   | \$590.25   |       |
| VTA    | 30" Round Madison Bar Table w/ Standard Black Base - Gray Acajou Top  |     | \$458.25 | \$527.00   | \$590.25   |       |
| P30BWH | 30" Round Cafe Table w/ Standard Black Base - White Top  |     | \$938.65 | \$1,079.45 | \$1,209.00 |       |

## 36" Round Bar Table with Black Base

| CODE   | ITEM   | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|--------|--|-----|----------|----------|----------|-------|
| 36BKSB | 36" Round Bar Table w/ Standard Black Base - Black Top           |     | \$458.25 | \$527.00 | \$590.25 |       |
| VTN    | 36" Round Bar Table w/ Standard Black Base - Graphite Nebula Top |     | \$489.90 | \$563.40 | \$631.00 |       |
| VTW    | 36" Round Bar Table w/ Standard Black Base - White Top           |     | \$489.90 | \$563.40 | \$631.00 |       |
| VTP    | 36" Round Bar Table w/ Standard Black Base - Maple Top           |     | \$489.90 | \$563.40 | \$631.00 |       |

## 30" Round Bar Table with Hydraulic Base

| CODE   | ITEM  | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|--------|---|-----|----------|----------|----------|-------|
| 30AGHB | 30" Round Bar Table w/ Hydraulic Base - Brushed Gunmetal Top    |     | \$560.80 | \$644.90 | \$722.30 |       |
| 30BEHB | 30" Round Bar Table w/ Hydraulic Base - Blue Top                |     | \$560.80 | \$644.90 | \$722.30 |       |
| 30BKHB | 30" Round Bar Table w/ Hydraulic Base - Black Top               |     | \$560.80 | \$644.90 | \$722.30 |       |
| 30BRHB | 30" Round Bar Table w/ Hydraulic Base - Red Top                 |     | \$556.90 | \$640.45 | \$717.30 |       |
| 30GRHB | 30" Round Bar Table w/ Hydraulic Base - Graphite Nebula Top     |     | \$556.90 | \$640.45 | \$717.30 |       |
| 30GSHB | 30" Round Bar Table w/ Hydraulic Base - Green Top               |     | \$560.80 | \$644.90 | \$722.30 |       |
| 30MTHB | 30" Round Bar Table w/ Hydraulic Base - Maple Top               |     | \$606.25 | \$697.20 | \$780.85 |       |
| 30OSHB | 30" Round Bar Table w/ Hydraulic Base - Orange Top              |     | \$560.80 | \$644.90 | \$722.30 |       |
| 30WDHB | 30" Round Bar Table w/ Hydraulic Base - Barnwood Top            |     | \$560.80 | \$644.90 | \$722.30 |       |
| 30WHHB | 30" Round Bar Table w/ Hydraulic Base - White Top               |     | \$602.80 | \$693.20 | \$776.40 |       |
| 30YSHB | 30" Round Bar Table w/ Hydraulic Base - Brushed Yellow Top      |     | \$560.80 | \$644.90 | \$722.30 |       |
| 30MAHB | 30" Round Madison Bar Table w/ Hydraulic Base - Gray Acajou Top |     | \$556.90 | \$640.45 | \$717.30 |       |

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COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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


 Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)

## CAFÉ TABLES

M120090523

## ICNA Annual Convention

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## 30" Round Café Table with Black Base

| CODE   | ITEM  | QTY | ONLINE   | DISCOUNT   | REGULAR    | TOTAL |
|--------|---|-----|----------|------------|------------|-------|
| 30AGBC | 30" Round Cafe Table w/ Standard Black Base - Brushed Gunmetal Top  |     | \$416.60 | \$479.10   | \$536.60   |       |
| 30BEBC | 30" Round Cafe Table w/ Standard Black Base - Blue Top  |     | \$416.60 | \$479.10   | \$536.60   |       |
| 30BKSC | 30" Round Cafe Table w/ Standard Black Base - Black Top   |     | \$416.60 | \$479.10   | \$536.60   |       |
| 30GSBC | 30" Round Cafe Table w/ Standard Black Base - Green Top   |     | \$416.60 | \$479.10   | \$536.60   |       |
| 30OSBC | 30" Round Cafe Table w/ Standard Black Base - Orange Top  |     | \$416.60 | \$479.10   | \$536.60   |       |
| 30WDBC | 30" Round Cafe Table w/ Standard Black Base - Barnwood Top  |     | \$416.60 | \$479.10   | \$536.60   |       |
| 30WH29 | 30" Round Cafe Table w/ Standard Black Base - White Top   |     | \$440.55 | \$506.65   | \$567.45   |       |
| 30YSBC | 30" Round Cafe Table w/ Standard Black Base - Brushed Yellow Top  |     | \$416.60 | \$479.10   | \$536.60   |       |
| ZTA    | 30" Round Madison Cafe Table w/ Standard Black Base - Gray Acajou Top   |     | \$430.00 | \$494.50   | \$553.85   |       |
| ZTB    | 30" Round Cafe Table w/ Standard Black Base - Red Top   |     | \$415.95 | \$478.35   | \$535.75   |       |
| ZTJ    | 30" Round Cafe Table w/ Standard Black Base - Graphite Nebula Top   |     | \$415.95 | \$478.35   | \$535.75   |       |
| ZTK    | 30" Round Cafe Table w/ Standard Black Base - Maple Top   |     | \$415.95 | \$478.35   | \$535.75   |       |
| P30CWH | 30" Round Cafe Table w/ Standard Black Base - White Top  POWERED |     | \$938.65 | \$1,079.45 | \$1,209.00 |       |

## 36" Round Café Table with Black Base

| CODE   | ITEM  | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|--------|---|-----|----------|----------|----------|-------|
| 36BKSC | 36" Round Cafe Table w/ Standard Black Base - Black Top           |     | \$454.70 | \$522.90 | \$585.65 |       |
| ZTN    | 36" Round Cafe Table w/ Standard Black Base - Graphite Nebula Top |     | \$454.70 | \$522.90 | \$585.65 |       |
| ZTP    | 36" Round Cafe Table w/ Standard Black Base - Maple Top           |     | \$454.70 | \$522.90 | \$585.65 |       |
| ZTQ    | 36" Round Cafe Table w/ Standard Black Base - White Top           |     | \$454.70 | \$522.90 | \$585.65 |       |

## 30" Round Café Table with Chrome Hydraulic Base

| CODE   | ITEM   | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|--------|--|-----|----------|----------|----------|-------|
| 30AGHC | 30" Round Cafe Table w/ Hydraulic Base - Brushed Gunmetal Top    |     | \$560.00 | \$644.00 | \$721.30 |       |
| 30BEHC | 30" Round Cafe Table w/ Hydraulic Base - Blue Top                |     | \$560.80 | \$644.90 | \$722.30 |       |
| 30BKHC | 30" Round Cafe Table w/ Hydraulic Base - Black Top               |     | \$560.00 | \$644.00 | \$721.30 |       |
| 30BRHC | 30" Round Cafe Table w/ Hydraulic Base - Red Top                 |     | \$556.90 | \$640.45 | \$717.30 |       |
| 30GRHC | 30" Round Cafe Table w/ Hydraulic Base - Graphite Nebula Top     |     | \$606.25 | \$697.20 | \$780.85 |       |
| 30GSHC | 30" Round Cafe Table w/ Hydraulic Base - Green Top               |     | \$560.00 | \$644.00 | \$721.30 |       |
| 30MTHC | 30" Round Cafe Table w/ Hydraulic Base - Maple Top               |     | \$556.90 | \$640.45 | \$717.30 |       |
| 30OSHC | 30" Round Cafe Table w/ Hydraulic Base - Orange Top              |     | \$560.00 | \$644.00 | \$721.30 |       |
| 30WDHC | 30" Round Cafe Table w/ Hydraulic Base - Barnwood Top            |     | \$560.80 | \$644.90 | \$722.30 |       |
| 30WHHC | 30" Round Cafe Table w/ Hydraulic Base - White Top               |     | \$602.80 | \$693.20 | \$776.40 |       |
| 30YSHC | 30" Round Cafe Table w/ Hydraulic Base - Brushed Yellow Top      |     | \$560.00 | \$644.00 | \$721.30 |       |
| 30MAHC | 30" Round Madison Cafe Table w/ Hydraulic Base - Gray Acajou Top |     | \$556.90 | \$640.45 | \$717.30 |       |

CAFÉ TABLES  
CONTINUED

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## 36" Round Café Table with Chrome Hydraulic Base

| CODE   | ITEM   | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|--------|--|-----|----------|----------|----------|-------|
| 36BKHC | 36" Round Cafe Table w/ Hydraulic Base - Black Top           |     | \$606.25 | \$697.20 | \$780.85 |       |
| 36GRHC | 36" Round Cafe Table w/ Hydraulic Base - Graphite Nebula Top |     | \$606.25 | \$697.20 | \$780.85 |       |
| 36MTHC | 36" Round Cafe Table w/ Hydraulic Base - Maple Top           |     | \$606.25 | \$697.20 | \$780.85 |       |
| 36WTHC | 36" Round Cafe Table w/ Hydraulic Base - White Top           |     | \$606.25 | \$697.20 | \$780.85 |       |

## Ventura Communal Café Tables

| CODE   | ITEM  | QTY | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|--------|---|-----|------------|------------|------------|-------|
| VNTCBN | Ventura Communal Cafe Table - Black Top, Silver   |     | \$945.30   | \$1,087.10 | \$1,217.55 |       |
| VNTCMN | Ventura Communal Cafe Table - Maple Top, Silver   |     | \$945.30   | \$1,087.10 | \$1,217.55 |       |
| VNTCWN | Ventura Communal Cafe Table - White Top, Silver   |     | \$945.30   | \$1,087.10 | \$1,217.55 |       |
| VNTCMW | Ventura Communal Cafe Table w/ Grommet Holes - Maple Top, Silver  |     | \$945.30   | \$1,087.10 | \$1,217.55 |       |
| VNTCWW | Ventura Communal Cafe Table w/ Grommet Holes - White Top, Silver  |     | \$945.30   | \$1,087.10 | \$1,217.55 |       |
| VNTCBK | Communal Ventura Cafe Table - Black Top, Silver  <b>POWERED</b>  |     | \$1,073.40 | \$1,234.40 | \$1,382.55 |       |
| VNTCWH | Communal Ventura Cafe Table - White Top, Silver  <b>POWERED</b> |     | \$1,073.40 | \$1,234.40 | \$1,382.55 |       |

 = **Electrical Power** (Client is responsible for providing labor and an electrical power source to the furniture.)

NOTE: Items may be discontinued without notice at any time.

|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

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COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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



## BAR STOOLS

M120090523

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## Bar Stools

| CODE   | ITEM   | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|--------|--|-----|----------|----------|----------|-------|
| BSS    | Banana Barstool - Black, Chrome                      |     | \$461.75 | \$531.00 | \$594.70 |       |
| BST    | Banana Barstool - White, Chrome                      |     | \$461.75 | \$531.00 | \$594.70 |       |
| BLDBRD | Blade Barstool - Red                                 |     | \$240.30 | \$276.35 | \$309.50 |       |
| BLDBSB | Blade Barstool - Sky Blue                            |     | \$240.30 | \$276.35 | \$309.50 |       |
| BLDBBK | Blade Barstool - Black                               |     | \$205.40 | \$236.20 | \$264.55 |       |
| CBSBAZ | Chelsea Barstool- Azure Blue, Black Tower Base       |     | \$241.80 | \$278.05 | \$311.40 |       |
| CBSBBK | Chelsea Barstool- Black, Black Tower Base            |     | \$241.80 | \$278.05 | \$311.40 |       |
| CBSBYL | Chelsea Barstool- Goldenrod Yellow, Black Tower Base |     | \$241.80 | \$278.05 | \$311.40 |       |
| CBSBCY | Chelsea Barstool- Gray, Black Tower Base             |     | \$241.80 | \$278.05 | \$311.40 |       |
| CBSBOR | Chelsea Barstool- Orange, Black Tower Base           |     | \$241.80 | \$278.05 | \$311.40 |       |
| CBSBWL | Chelsea Barstool- Walnut-look, Black Tower Base      |     | \$241.80 | \$278.05 | \$311.40 |       |
| XBAR   | Christopher Barstool - White Vinyl, Chrome           |     | \$334.75 | \$384.95 | \$431.15 |       |
| LMBAR  | Laguna Barstool - Maple, Chrome                      |     | \$345.35 | \$397.15 | \$444.80 |       |
| ROLLBL | Lift Barstool - Black Vinyl, Chrome                  |     | \$391.30 | \$450.00 | \$504.00 |       |
| ROLLGY | Lift Barstool - Gray Vinyl, Chrome                   |     | \$391.30 | \$450.00 | \$504.00 |       |
| ROLLRD | Lift Barstool - Red Vinyl, Chrome                    |     | \$391.30 | \$450.00 | \$504.00 |       |
| ROLLWH | Lift Barstool - White Vinyl, Chrome                  |     | \$391.30 | \$450.00 | \$504.00 |       |
| LUBSCL | Lucent Barstool - Frosted Acrylic, Chrome            |     | \$480.60 | \$552.70 | \$619.00 |       |
| MARBBE | Marina Barstool - Ocean Blue Fabric, Brushed Metal   |     | \$390.60 | \$449.20 | \$503.10 |       |
| MARBBK | Marina Barstool - Black Vinyl, Brushed Metal         |     | \$390.60 | \$449.20 | \$503.10 |       |
| MARBBR | Marina Barstool - Brown Fabric, Brushed Metal        |     | \$390.60 | \$449.20 | \$503.10 |       |
| MARBRD | Marina Barstool - Red Fabric, Brushed Metal          |     | \$390.60 | \$449.20 | \$503.10 |       |
| MARBWH | Marina Barstool - White Vinyl, Brushed Metal         |     | \$390.60 | \$449.20 | \$503.10 |       |
| RSTL   | Rustique Barstool - Gunmetal                         |     | \$267.80 | \$307.95 | \$344.90 |       |
| BS001  | Shark Barstool - White, Chrome                       |     | \$588.60 | \$676.90 | \$758.15 |       |
| BSR    | Syntax Barstool - Black, Chrome                      |     | \$419.45 | \$482.35 | \$540.25 |       |
| ZENBAR | Zenith Barstool - White, Chrome                      |     | \$310.10 | \$356.60 | \$399.40 |       |
| BS002  | Zoe Barstool - White, Chrome                         |     | \$539.30 | \$620.20 | \$694.60 |       |

NOTE: Items may be discontinued without notice at any time.

|  |          |
|--|----------|
| <b>TOTAL ESTIMATE</b>                            | \$ _____ |
| <b>TAX</b> (All tax rates are subject to change) | 6.00%    |
| <b>AMOUNT DUE</b>                                | \$ _____ |

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COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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

Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)

# CONFERENCE & WORK TABLES

**ICNA Annual Convention**
**M120090523**







Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

**ONLINE & DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023**


\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing.

## Conference Tables

| CODE    | ITEM  | QTY | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|---------|---|-----|------------|------------|------------|-------|
| BKCTSN  | 5' Table - Black Top, Silver  |     | \$603.40   | \$693.90   | \$777.15   |       |
| BKCTSP  | 5' Table - Black Top, Silver  POWERED  |     | \$781.10   | \$898.25   | \$1,006.05 |       |
| CONF5   | 5' Table - White Top, Silver  |     | \$707.20   | \$813.30   | \$910.90   |       |
| C5PWR   | 5' Table - White Top, Silver  POWERED  |     | \$834.60   | \$959.80   | \$1,075.00 |       |
| BKCT8N  | 8' Table - Black Top, Silver  |     | \$1,201.25 | \$1,381.45 | \$1,547.20 |       |
| BKCT8P  | 8' Table - Black Top, Silver  POWERED  |     | \$1,500.25 | \$1,725.30 | \$1,932.35 |       |
| CONF8   | 8' Table - White Top, Silver  |     | \$1,341.60 | \$1,542.85 | \$1,728.00 |       |
| C8PWR   | 8' Table - White Top, Silver  POWERED  |     | \$1,606.80 | \$1,847.80 | \$2,069.55 |       |
| BKCT10N | 10' Table - Black Top, Silver   |     | \$1,201.25 | \$1,381.45 | \$1,547.20 |       |
| BKCT10P | 10' Table - Black Top, Silver  POWERED |     | \$1,500.25 | \$1,725.30 | \$1,932.35 |       |
| CONF10  | 10' Table - White Top, Silver   |     | \$1,341.60 | \$1,542.85 | \$1,728.00 |       |
| C10PWR  | 10' Table - White Top, Silver  POWERED |     | \$1,606.80 | \$1,847.80 | \$2,069.55 |       |
| CB8     | 42" Round Madison Table - Gray Acajou, Black  |     | \$629.40   | \$723.80   | \$810.65   |       |
| 42BKCT  | 42" Round Table - Black Top, Black  |     | \$647.15   | \$744.20   | \$833.50   |       |
| CONF42  | 42" Round Table - White Top   |     | \$712.10   | \$818.90   | \$917.15   |       |
| 36ATO   | Atomic 36" Round Table - Glass Top, Chrome  |     | \$588.60   | \$676.90   | \$758.15   |       |
| 42ATO   | Atomic 42" Round Table - Glass Top, Chrome  |     | \$588.60   | \$676.90   | \$758.15   |       |
| CE2     | Geo Table, Rectangle - Glass Top, Chrome  |     | \$835.30   | \$960.60   | \$1,075.85 |       |
| CF2     | Geo Table, Rectangle - Glass Top, Black   |     | \$835.30   | \$960.60   | \$1,075.85 |       |
| CE1     | Geo Table, Rounded Square - Glass Top, Chrome   |     | \$588.60   | \$676.90   | \$758.15   |       |
| CF1     | Geo Table, Rounded Square - Glass Top, Black  |     | \$588.60   | \$676.90   | \$758.15   |       |
| MADC05  | Madison 5' Table - Gray Acajou, Chrome  |     | \$891.75   | \$1,025.50 | \$1,148.55 |       |
| MADC08  | Madison 8' Table - Gray Acajou, Chrome  |     | \$1,779.95 | \$2,046.95 | \$2,292.60 |       |
| MADC10  | Madison 10' Table - Gray Acajou, Chrome   |     | \$1,779.95 | \$2,046.95 | \$2,292.60 |       |

## Work Table

| CODE | ITEM                          | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|------|-------------------------------|-----|----------|----------|----------|-------|
| WD3  | Work Table - White Top, White |     | \$613.35 | \$705.35 | \$790.00 |       |

 = **Electrical Power** (Client is responsible for providing labor and an electrical power source to the furniture.) *NOTE: Items may be discontinued without notice at any time.*

|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

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COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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


 Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)

# EXECUTIVE SEATING, DESKS & STORAGE

## ICNA Annual Convention

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

M120090523



**ONLINE & DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023**

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing.

### Seating

| CODE   | ITEM  | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|--------|---|-----|----------|----------|----------|-------|
| CUPCHA | Cupertino Mid Back Chair - Black Vinyl              |     | \$513.30 | \$590.30 | \$661.15 |       |
| GENCHA | Genesis Chair - Black                               |     | \$448.00 | \$515.20 | \$577.00 |       |
| PROGB  | Pro Executive Guest Chair - Black Vinyl, Chrome     |     | \$482.80 | \$555.20 | \$621.80 |       |
| PROEXB | Pro Executive High Back Chair - Black Vinyl, Chrome |     | \$687.30 | \$790.40 | \$885.25 |       |
| PROEXE | Pro Executive High Back Chair - White Vinyl, Chrome |     | \$687.30 | \$790.40 | \$885.25 |       |
| PROMDB | Pro Executive Mid Back Chair - Black Vinyl, Chrome  |     | \$451.15 | \$518.80 | \$581.05 |       |
| PROMID | Pro Executive Mid Back Chair - White Vinyl, Chrome  |     | \$437.05 | \$502.60 | \$562.90 |       |
| TASKST | Task Stool - Black Fabric, Black                    |     | \$272.35 | \$313.20 | \$350.80 |       |

### Desks

| CODE   | ITEM  | QTY | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|--------|---|-----|------------|------------|------------|-------|
| TECH   | Tech Desk - Black Metal, Black Laminate w/ Electrical Unit  <b>POWERED</b>                           |     | \$835.30   | \$960.60   | \$1,075.85 |       |
| TECH3B | Tech Desk w/ 3 Drawer File Cabinet - Black Metal, Black Laminate w/ Electrical Unit  <b>POWERED</b> |     | \$1,032.80 | \$1,187.70 | \$1,330.20 |       |
| JD8    | Madison Executive Desk - Gray Acajou, Chrome  |     | \$1,124.45 | \$1,293.10 | \$1,448.25 |       |

### Storage

| CODE  | ITEM  | QTY | ONLINE   | DISCOUNT | REGULAR    | TOTAL |
|-------|---|-----|----------|----------|------------|-------|
| BC8   | Madison Bookcase - Gray Acajou, Chrome      |     | \$814.15 | \$936.25 | \$1,048.60 |       |
| TECH3 | Cabinet on Castors - Black Top, Black Metal |     | \$274.95 | \$316.20 | \$354.15   |       |

 = **Electrical Power** (Client is responsible for providing labor and an electrical power source to the furniture.)

NOTE: Items may be discontinued without notice at any time.

|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

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Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)

## DIVIDERS

M120090523

## ICNA Annual Convention

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

## ONLINE &amp; DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023

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## Boxwood Hedges

| CODE   | ITEM             | QTY | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|--------|------------------|-----|------------|------------|------------|-------|
| HDG4FT | 4' Boxwood Hedge |     | \$817.05   | \$939.60   | \$1,052.35 |       |
| HDG7FT | 7' Boxwood Hedge |     | \$1,329.85 | \$1,529.35 | \$1,712.85 |       |

## Stanchions

| CODE   | ITEM  | QTY | ONLINE  | DISCOUNT | REGULAR  | TOTAL |
|--------|---|-----|---------|----------|----------|-------|
| STNSCN | Stanchion Sign Holder - Chrome                |     | \$72.75 | \$83.65  | \$93.70  |       |
| STNCHI | Stanchion w/ Retractable Belt - Black, Chrome |     | \$83.45 | \$95.95  | \$107.45 |       |

## Dividers

| CODE   | ITEM  | QTY | ONLINE   | DISCOUNT   | REGULAR    | TOTAL |
|--------|---|-----|----------|------------|------------|-------|
| DIVBAR | Bar/Counter Divider - Clear, Black              |     | \$234.35 | \$269.50   | \$301.85   |       |
| DIVFRE | Freestanding Divider - Clear, Silver            |     | \$471.40 | \$542.10   | \$607.15   |       |
| DIVFCR | Freestanding Corner Divider - Clear, Silver     |     | \$942.70 | \$1,084.10 | \$1,214.20 |       |
| DIVFWL | Freestanding Wall Divider - Clear, Silver       |     | \$471.40 | \$542.10   | \$607.15   |       |
| DIVFST | Sofa/Table Divider - Clear, Silver              |     | \$422.90 | \$486.35   | \$544.70   |       |
| DIVFWB | Freestanding Whiteboard Divider - White, Silver |     | \$587.15 | \$675.20   | \$756.20   |       |
| MIRWHT | Miramar Divider - White Molded Plastic          |     | \$603.40 | \$693.90   | \$777.15   |       |

NOTE: Items may be discontinued without notice at any time.

|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

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

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



## ACCESSORIES

## ICNA Annual Convention

M120090523


Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

## ONLINE &amp; DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023

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## Charging Hub

| CODE   | ITEM  | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|--------|---|-----|----------|----------|----------|-------|
| VILHUB | Village Charging Hub - Cream  <b>POWERED</b> |     | \$352.80 | \$405.70 | \$454.40 |       |

## Lamps


| CODE | ITEM                                     | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|------|--|-----|----------|----------|----------|-------|
| LA14 | Mason Silver Table Lamp - Brushed Silver |     | \$267.80 | \$307.95 | \$344.90 |       |
| LA15 | Mason Silver Floor Lamp - Brushed Silver |     | \$408.85 | \$470.20 | \$526.60 |       |

## Pedestals

|        |   |  |            |            |            |  |
|--------|---|--|------------|------------|------------|--|
| PDL36B | 36" Locking Pedestal - Black  <b>POWERED</b> |  | \$934.05   | \$1,074.15 | \$1,203.05 |  |
| PDL36W | 36" Locking Pedestal - White  <b>POWERED</b> |  | \$934.05   | \$1,074.15 | \$1,203.05 |  |
| PDL42B | 42" Locking Pedestal - Black  <b>POWERED</b> |  | \$1,106.75 | \$1,272.75 | \$1,425.50 |  |
| PDL42W | 42" Locking Pedestal - White  <b>POWERED</b> |  | \$1,106.75 | \$1,272.75 | \$1,425.50 |  |

## Shelving

|        |                                 |  |          |            |            |  |
|--------|---------------------------------|--|----------|------------|------------|--|
| PSHCCS | Posh Shelving - Chrome, Acrylic |  | \$955.25 | \$1,098.55 | \$1,230.40 |  |
|--------|---------------------------------|--|----------|------------|------------|--|

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|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

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

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

# GRAPHICS & SIGNS

## ICNA Annual Convention

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

M120090523

**DISCOUNT DEADLINE:\* THURSDAY, APRIL 27, 2023**

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing.

Sign prices are based on customer supplying print-ready graphics in the requested format. Please see our Graphic Guidelines page for specific file/artwork information and the Graphic Upload page for a step by step guide on uploading your artwork.

### Foam Core Signs, Single Sided

| CODE  | ITEM  | QTY | ONLINE   | DISCOUNT | REGULAR    | TOTAL |
|-------|---|-----|----------|----------|------------|-------|
| 70009 | 22" x 28" Vertical                          |     | \$260.60 | \$299.70 | \$335.65   |       |
| 70010 | 22" x 28" Horizontal                        |     | \$260.60 | \$299.70 | \$335.65   |       |
| 70011 | 28" x 44" Vertical                          |     | \$396.90 | \$456.45 | \$511.20   |       |
| 70012 | 28" x 44" Horizontal                        |     | \$396.90 | \$456.45 | \$511.20   |       |
| 70027 | 38.25" x 90.75" Meter Board, Trovicel Panel |     | \$803.20 | \$923.70 | \$1,034.55 |       |
| 70138 | 39" x 84" Meter Board, Ultraboard           |     | \$466.65 | \$536.65 | \$601.05   |       |

### Printed Vinyl Banners (per sq. ft.)

| CODE  | ITEM                     | QTY | ONLINE  | DISCOUNT | REGULAR | TOTAL |
|-------|--------------------------|-----|---------|----------|---------|-------|
| 70065 | Vertical with Grommets   |     | \$33.00 | \$37.95  | \$42.50 |       |
| 70071 | Horizontal with Grommets |     | \$33.00 | \$37.95  | \$42.50 |       |
| 70066 | Vertical with Pockets    |     | \$35.55 | \$40.90  | \$45.80 |       |
| 70072 | Horizontal with Pockets  |     | \$35.55 | \$40.90  | \$45.80 |       |

### Table Clings

| CODE  | ITEM   | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|-------|--|-----|----------|----------|----------|-------|
| 70034 | 36" x 36" Round Table Cling<br><i>Table clings are made to fit our standard pedestal table tops.</i> |     | \$277.15 | \$318.70 | \$356.95 |       |

### Accessories

| CODE  | ITEM                              | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|-------|-----------------------------------|-----|----------|----------|----------|-------|
| 70017 | 4' x 8' Blank Foamcore            |     | \$70.70  | \$81.30  | \$91.05  |       |
| 70021 | Velcro/per ft. (Minimum of 5')    |     | \$4.55   | \$5.25   | \$5.90   |       |
| 70004 | 7" x 44" ID Sign                  |     | \$77.95  | \$89.65  | \$100.40 |       |
| 50094 | Floor Easel                       |     | \$69.90  | \$80.40  | \$90.05  |       |
| 50095 | 22" x 28" Chrome Sign Holder      |     | \$159.00 | \$182.85 | \$204.80 |       |
| 50508 | Cardboard Meter Board Base, Black |     | \$31.05  | \$35.70  | \$40.00  |       |

TOTAL ESTIMATE \$ \_\_\_\_\_

TAX (All tax rates are subject to change) 6.00%

AMOUNT DUE \$ \_\_\_\_\_

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. Due to the custom nature of this product, no refunds or cancellations are available once ordered.

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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



Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)

# UPLOADING GRAPHICS 101

## ADDING FILES TO THE FTP.

**ICNA Annual Convention**

Baltimore Convention Center | Baltimore, MD

**M120090523**

May 27 - 29, 2023

All graphic files for ordered products should be uploaded to our FTP site. Please see Graphic Guidelines page for detailed file specifications.

### Before Sending Files

1. Please name your files for easy identification using the following format:

**Company Name\_Booth#\_Panel Letter**

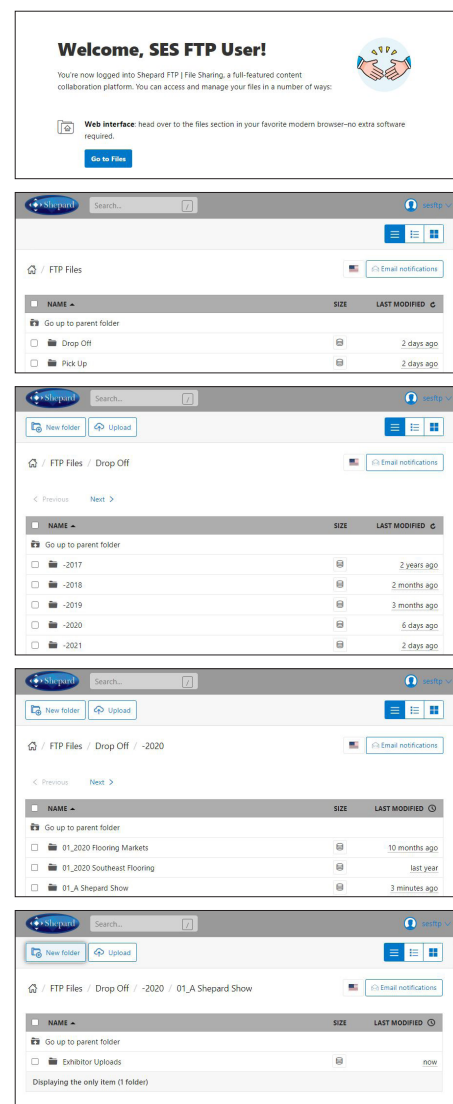
*example: Shepard\_Booth1905\_Panel A.pdf*

2. Packaged files should be compressed (.zip) and include document, fonts and images needed.

### Submitting Your Files

1. Go to: [files.shepardes.com](https://files.shepardes.com).
2. Login to the FTP site.  
**User Name = sesftp**  
**Password = ftpftp**
3. Click the [Go to Files](#) button.
4. Select the "Drop Off" folder.
5. Navigate to the show folder using the following path:  
**Year → Month → Show Name → Exhibitor Uploads**  
*example: 2020 → 01\_Shepard Show → Exhibitor Uploads*
6. Upload files by drag and drop OR by selecting the [Upload](#) button and browse to the files you want to upload.  
NOTE: You can create additional folders using the New Folder button to help with organizing uploads. Be careful when doing this, as you can not delete these.
7. When upload is complete, email the name of your files to:  
[orders@shepardes.com](mailto:orders@shepardes.com) with the subject line: "Show Name" FTP Upload.

Failure to follow these steps could result in delayed graphics.



# SHEPARD GRAPHIC GUIDELINES

## DIRECT TO SUBSTRATE PRINTING.

Ensure your brand is professionally showcased.  
**With Shepard, You Can.**





Our talented, in-house design team provides graphic layout services to ensure a seamless transfer of files for print and production. If files are being provided, please provide these guidelines to your designer to use as a roadmap for designing and submitting graphics.

### Document Size & Specs

- All artwork should be created at 100% size at 150 dpi or in a proportionally scaled down format.  
*examples: 50% at 300 dpi OR 25% at 600 dpi*
- Please mark artwork size if scaled down.  
*example: DESIGNED AT 50%*
- All content should be kept within the live area, leave approximately 2" all the way around artwork to ensure sign holder or structure metal does not cut off content.
- When working between Adobe programs, DO NOT copy & paste objects from Illustrator to InDesign files. This causes objects to not print correctly. Save elements from Illustrator and place them in InDesign.

### Acceptable File Formats

Shepard uses the most current version of Adobe Creative Cloud®. If providing native files from another version, please also provide an .idml file. **WE DO NOT ACCEPT:** Microsoft® Word®, Excel®, or PowerPoint® files.

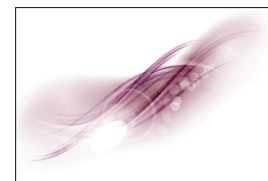
| PROGRAM   | FILE EXTENSION               | SPECIAL CONSIDERATIONS   |
|---|------------------------------|--|
|  Acrobat     | .pdf                         | Must be high resolution with fonts embedded.   |
|  InDesign    | .indd or .idml               | Images embedded and fonts changed to outlines or send a packaged file with fonts and images.                 |
|  Illustrator | .ai or .eps                  | Vector artwork. Images embedded and fonts changed to outlines or send a packaged file with fonts and images. |
|  Photoshop   | .psd   .tiff<br>.jpeg   .eps | Raster artwork. Must be built in CMYK color space.   |

### Color

- Artwork must be created in the **CMYK color space**.
- If **PMS color matching** is required during the printing process, please **use Pantone®+ Solid Coated swatches** in your artwork.
- Converting color from RGB to CMYK will change the vibrancy and the look of some effects, DO NOT design artwork in RGB. Colors may vary due to output devices.



RGB Color Space.



CMYK Color Space.

### Fonts & Links

If creating artwork in Adobe® InDesign® or Illustrator® there are two options when supplying fonts.

- **Change fonts to outlines.** This prevents fonts defaulting or being substituted throughout the layout and production process. *REMEMBER: if creating outlines, text is no longer editable.*
- **Package the fonts.** From InDesign or Illustrator select File → Package → Check “Copy Fonts” and submit PC format TTF fonts or OTF fonts with your artwork.
- **Package the links.** From InDesign or Illustrator select File → Package → Check “Copy Linked Graphics” and submit all images with your artwork.



# SHEPARD GRAPHIC GUIDELINES

## CONTINUED

Artwork can be created in several ways.  
Here are some things to consider.

### Vector

- Vector-based artwork is resolution independent and can be enlarged or reduced without loss of quality.
- This is the preferred file type and is most often created in Illustrator and used for creation of logos and icons.

### Raster

- Raster-based artwork is resolution dependent and will reproduce poorly if the appropriate file resolution is not supplied correctly.
- If supplying raster art, it is best to save your artwork in a 1 to 1 (full size) output ratio at 150 dpi or higher. Lower resolutions (1MB or smaller) will result in reduced image quality. File size should not exceed 200MB (if possible).
- Raster images are most often created in Photoshop and is most often used for photographic images.



Vector Logo at 100% scale.



Vector Logo at 200% scale.



Raster Logo at 100% scale.



Raster Logo at 200% scale.

### Resolution

- Artwork should scale to 150 dpi at 100% scale to ensure the artwork remains high resolution when printed at full size. See examples and samples below.

*examples: 1:1 or 100% - resolution no less than 150 dpi  
2:1 or 50% - resolution no less than 300 dpi  
4:1 or 25% - resolution no less than 600 dpi*

- Images pulled from the Internet are NOT suitable for high quality, large format printing. These images are low resolution and will not reproduce well.
- Verify resolution by viewing artwork on the screen at full size in high definition. Observe image from different distances away, artwork is typically view from a couple feet away.

### Before Sending Files

- Please name your files appropriately for easy identification.

*examples: Poster\_22x28.pdf  
Panel A\_1920x898\_Qty3.pdf  
Shepard\_Booth1905\_Panel A.pdf*

- Clients should compress information that they transfer electronically (.zip).

NOTE: Please provide a JPEG thumbnail or low resolution PDF of the graphic for the Account Executive to view, this helps when creating/entering orders in our system.

### Submitting Your Files

- **FTP.** Ask your Account Executive to create a folder in the "Dropoff Folder." Packaged files should be compressed (.zip).

**Website:** [files.shepardes.com](http://files.shepardes.com)

**Login:** [sesftp](#)

**Password:** [ftpftp](#)

- **Email Attachment.** MAXIMUM SIZE: 10MB
- **Large File Transfer Site.** DropBox, YouSendIt, WeTransfer, Hightail, etc.

# ELEVATE YOUR EXHIBIT

## With Shepard, You Can.

### What are *your* exhibit goals?

Whether you're new to the exhibits space or a seasoned pro, Shepard's here to help. We're your go-to exhibits partner.

- ☐ Bring your brand to life
- ☐ Attract attention
- ☐ Generate traffic
- ☐ Create an engaging experience
- ☐ Make exhibiting easy



### High-impact Exhibits

Whatever your needs (or budget), Shepard's got you covered.

- **Custom Fabrication** for a signature look & feel
- **Custom Rental** for ultimate flexibility
- **Fabric Panels** for maximum ease



### Offering innovative exhibit frameworks...and more!

- Graphic design & printing
- Equipment & furnishings
- Audio visual
- Logistics



### Why Shepard?

- **Complimentary consultation:**  
We listen, we strategize—and propose on-target ideas
- **Blue Diamond customer service:**  
Fast, courteous, thoughtful—Shepard's there for you
- **Smart, strategic solutions:**  
Shepard delivers exhibits that engage your audiences

## SHIELDS &amp; BARRIERS

ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

**ONLINE & DISCOUNT DEADLINE:\* THURSDAY, APRIL 27, 2023**

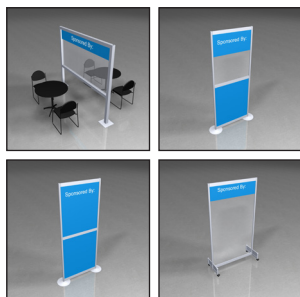
\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Counters and Furnishings not included.



Counters not included.

## Plexi Shields

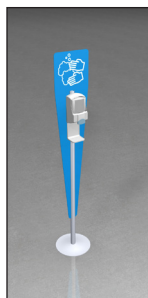
| CODE  | ITEM   | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|-------|--|-----|----------|----------|----------|-------|
| 66651 | <b>Standard Plexi Shield</b> (CVPS1)<br>40" (l) x 36" (h)                  |     | \$481.45 | \$553.65 | \$620.10 |       |
| 66652 | <b>Tall Plexi Shield</b> (CVPS2)<br>40" (l) x 44" (h)                      |     | \$592.55 | \$681.45 | \$763.20 |       |
| 66653 | <b>Curved Plexi Shield</b> (CVPS3)<br>4' 8.75" (l) x 4' (h) x 2' 2.25" (d) |     | \$740.70 | \$851.80 | \$954.00 |       |



## Walls &amp; Dividers

| CODE  | ITEM   | QTY | ONLINE   | DISCOUNT   | REGULAR    | TOTAL |
|-------|--|-----|----------|------------|------------|-------|
| 66654 | <b>Large Wall Divider</b> (CVDW1)<br>9' 1.25" (l) x 7' (h) x 11.85" (d) base<br>30" from floor |     | \$740.70 | \$851.80   | \$954.00   |       |
| 66655 | <b>Plexi/Trovice Panel Wall Divider</b> (CVDW2)<br>3' 4.5" (l) x 8' high x Approx. 6" (d) base |     | \$518.50 | \$596.25   | \$667.80   |       |
| 66656 | <b>Trovice/Trovice Wall Divider</b> (CVDW3)<br>3' 4.5" (l) x 8' (h) x 1' 9" (d) base           |     | \$444.40 | \$511.05   | \$572.40   |       |
| 66657 | <b>Plexi Rolling Baffle</b> (CVDW4)<br>4' 2.5" (l) x 7' (h) x 1' 9" (d) base                   |     | \$925.85 | \$1,064.75 | \$1,192.50 |       |

## Sanitizer Kiosk



| CODE  | ITEM  | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|-------|---|-----|----------|----------|----------|-------|
| 66650 | <b>Sanitizer Kiosk A</b> (CVSK1)<br>40" (l) x 36" (h) |     | \$555.55 | \$638.90 | \$715.55 |       |

|  |          |
|--|----------|
| <b>TOTAL ESTIMATE</b>                            | \$ _____ |
| <b>TAX</b> (All tax rates are subject to change) | 6.00%    |
| <b>AMOUNT DUE</b>                                | \$ _____ |

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing 30 days prior to first exhibitor move in day. Rental items found and in use in your booth are subject to "Regular" pricing.

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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

# EXHIBIT COUNTER RENTALS

ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

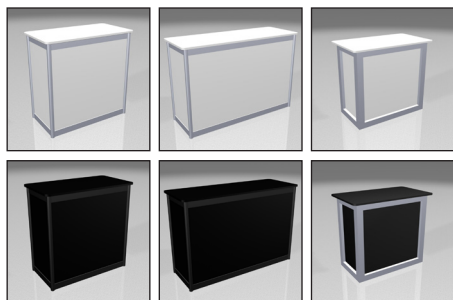
**ONLINE & DISCOUNT DEADLINE:\* THURSDAY, APRIL 27, 2023**

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Additional Rush charges may be applied to orders placed after deadline or on-site.

Choose Your Counter & Customize to Fit Your Exhibit!

## AVAILABLE COLORS FOR ALL PRODUCTS:

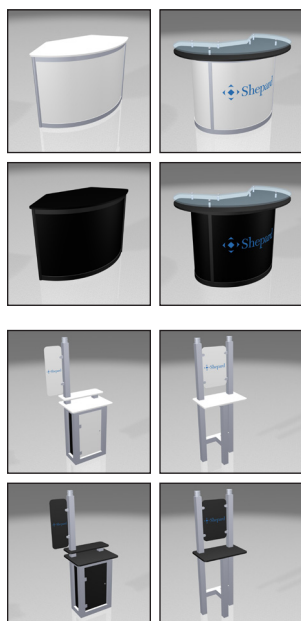
**Metal Colors:** Silver (15) and **Panel Colors:** White (03) or Black (06)



## Locking Cabinets

| CODE                       | ITEM   | QTY | ONLINE     | DISCOUNT   | REGULAR    | PANEL COLOR |
|----------------------------|--|-----|------------|------------|------------|-------------|
| 6628203 (w)<br>6628206 (b) | <b>1 Meter Locking Cabinet (LC1)</b><br>3' 6" (l) x 3' 6" (h) x 1' 9" (d)<br>Graphic Size: 968mm x 898mm |     | \$1,218.25 | \$1,401.00 | \$1,569.10 |             |
| 6628303 (w)<br>6628306 (b) | <b>1.5 Meter Locking Cabinet (LC2)</b><br>5' (l) x 3' 6" (h) x 1' 9" (d)<br>Graphic Size: 1463mm x 898mm |     | \$1,478.30 | \$1,700.05 | \$1,904.05 |             |
| 6628403 (w)<br>6628406 (b) | <b>Locking Cabinet (LC3)</b><br>3' 9" (l) x 3' 6" (h) x 2' 3" (d)<br>Graphic Size: 922mm x 872mm         |     | \$898.65   | \$1,033.45 | \$1,157.45 |             |

## Reception Counters



| CODE                       | ITEM   | QTY | ONLINE     | DISCOUNT   | REGULAR    | PANEL COLOR |
|----------------------------|--|-----|------------|------------|------------|-------------|
| 6627503 (w)<br>6627506 (b) | <b>Reception Counter (RC2)</b><br>4'10.75" (l) x 40" (h) x 2'4.75" (d)<br>Graphic Size: 1530mm x 898mm |     | \$1,252.75 | \$1,440.65 | \$1,613.55 |             |
| 6627603 (w)<br>6627606 (b) | <b>Reception Counter (RC3)</b><br>5' 2.75" (l) x 42" (h) x 3' 5.5" (d)<br>Graphic Size: 1080mm x 898mm |     | \$2,717.60 | \$3,125.25 | \$3,500.30 |             |

## Computer Stands - Silver Metal Only (graphic included!)

| CODE                       | ITEM  | QTY | ONLINE     | DISCOUNT   | REGULAR    | PANEL COLOR |
|----------------------------|---|-----|------------|------------|------------|-------------|
| 6628503 (w)<br>6628506 (b) | <b>Computer Stand 1 (CS1)</b><br>3' (l) x 6' 3" (h) x 1' 9" (d)<br>Graphic Size: 250mm x 700mm    |     | \$1,580.40 | \$1,817.45 | \$2,035.55 |             |
| 6628603 (w)<br>6628606 (b) | <b>Computer Stand 2 (CS2)</b><br>2' 3" (l) x 6' 3" (h) x 1' 6" (d)<br>Graphic Size: 380mm x 580mm |     | \$921.20   | \$1,059.40 | \$1,186.55 |             |

|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

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COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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



Email completed form to: [exhibits@shepardes.com](mailto:exhibits@shepardes.com)

# PRODUCT DISPLAYS & CHARGING STATION RENTALS

ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

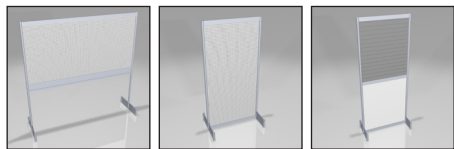
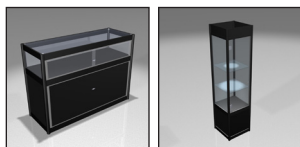
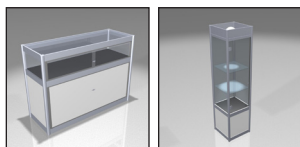
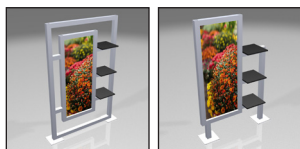
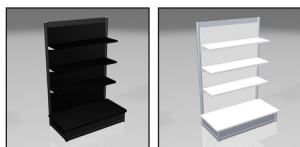
**ONLINE & DISCOUNT DEADLINE:\* THURSDAY, APRIL 27, 2023**

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Additional Rush charges may be applied to orders placed after deadline or on-site.

Choose Your Unit & Customize to Fit Your Products!

## AVAILABLE COLORS FOR ALL PRODUCTS:

**Metal Colors:** Black (06) or Silver (15) and **Panel Colors:** White (03) or Black (06)



## Product Displays

| CODE                       | ITEM   | QTY | ONLINE     | DISCOUNT   | REGULAR    | PANEL COLOR |
|----------------------------|--|-----|------------|------------|------------|-------------|
| 6627703 (w)<br>6627706 (b) | <b>Gondola</b><br>3' 6" (l) x 4' 6" (h) x 1' 3" (d)                        |     | \$853.70   | \$981.75   | \$1,099.55 |             |
| 6627803 (w)<br>6627806 (b) | <b>GL1</b> 5' 4" (l) x 8' (h) x 1' 3" (d)<br>Graphic Sizes: 674mm x 1682mm |     | \$843.90   | \$970.50   | \$1,086.95 |             |
| 6627903 (w)<br>6627906 (b) | <b>GL2</b> 4' 3" (l) x 7' (h) x 1' 3" (d)<br>Graphic Sizes: 674mm x 1682mm |     | \$1,454.65 | \$1,672.85 | \$1,873.60 |             |

## Showcases

| CODE                       | ITEM   | QTY | ONLINE     | DISCOUNT   | REGULAR    | PANEL COLOR |
|----------------------------|--|-----|------------|------------|------------|-------------|
| 6627003 (w)<br>6627006 (b) | <b>Quarterview Showcase</b> (Qtrview)<br>4' 6" (l) x 3' 3" (h) x 1' 9" (d) |     | \$1,643.60 | \$1,890.15 | \$2,116.95 |             |
| 6627203 (w)<br>6627206 (b) | <b>Square Showcase</b> (Square)<br>1' 9" (l) x 7' (h) x 1' 9" (d)          |     | \$1,773.90 | \$2,040.00 | \$2,284.80 |             |

## Charging Unit

| CODE  | ITEM   | QTY | ONLINE     | DISCOUNT   | REGULAR    | PANEL COLOR |
|-------|--|-----|------------|------------|------------|-------------|
| 66430 | <b>Phone Charging Station</b> (PCS)<br>3' (l) x 6' 3" (h) x 1' 9" (d)<br>Graphic Size: 380mm x 710mm |     | \$2,792.40 | \$3,211.25 | \$3,596.60 | Black ONLY  |

## Perforated/Peg Boards

| CODE  | ITEM  | QTY | ONLINE   | DISCOUNT | REGULAR  |
|-------|---|-----|----------|----------|----------|
| 66148 | <b>8' x 4' Pegboard Panel</b> (PerfH)       |     | \$415.05 | \$477.30 | \$534.60 |
| 66149 | <b>4' x 8' Pegboard Panel</b> (PerfV)       |     | \$415.05 | \$477.30 | \$534.60 |
| 50104 | <b>6" Pegs - 1 dozen</b> (6"Pegs)           |     | \$67.80  | \$77.95  | \$87.30  |
| 66147 | <b>3.5' x 8' Slat Wall, Grey</b> (Slatwall) |     | \$415.05 | \$477.30 | \$534.60 |

TOTAL ESTIMATE \$ \_\_\_\_\_

TAX (All tax rates are subject to change) 6.00%

AMOUNT DUE \$ \_\_\_\_\_

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COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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



# INLINE BOOTH RENTALS

## ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

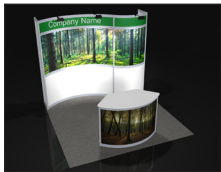
### ONLINE & DISCOUNT DEADLINE:\* THURSDAY, APRIL 27, 2023

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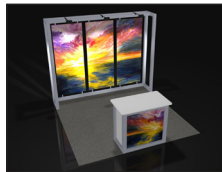
## Turnkey Rental Designs Make Exhibiting Easier!

**Carpet and Electricity not included.** Please order as needed. 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.

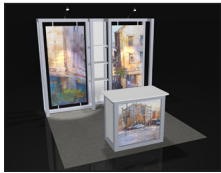
Don't see what you are looking for or need a tweak to a design? Let one of our incredible designers create a space just for you! Please contact an Exhibit Team member with any questions or customization requests.



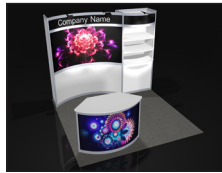
The Eddie



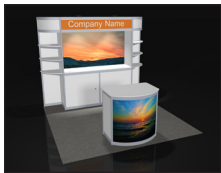
The Jonathon



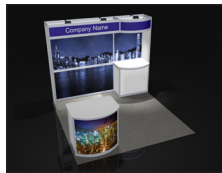
The Pierce



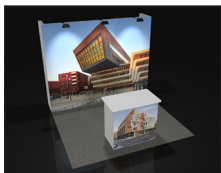
The Madison



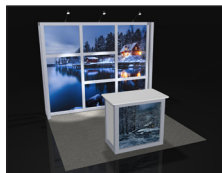
The Grant



The Harrison



The Hamilton



The Lucy

### Inline Booths

| CODE  | ITEM                  | QTY | ONLINE     | DISCOUNT   | REGULAR     | TOTAL |
|-------|-----------------------|-----|------------|------------|-------------|-------|
| 66470 | The Eddie - 10' x 10' |     | \$4,955.15 | \$5,698.40 | \$6,382.20  |       |
| 66471 | The Eddie - 10' x 20' |     | \$8,069.05 | \$9,279.40 | \$10,392.95 |       |

| CODE  | ITEM                     | QTY | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|-------|--------------------------|-----|------------|------------|------------|-------|
| 66474 | The Jonathon - 10' x 10' |     | \$3,456.85 | \$3,975.40 | \$4,452.45 |       |
| 66475 | The Jonathon - 10' x 20' |     | \$6,050.85 | \$6,958.50 | \$7,793.50 |       |

| CODE  | ITEM                   | QTY | ONLINE     | DISCOUNT   | REGULAR     | TOTAL |
|-------|------------------------|-----|------------|------------|-------------|-------|
| 66477 | The Pierce - 10' x 10' |     | \$4,287.80 | \$4,930.95 | \$5,522.65  |       |
| 66478 | The Pierce - 10' x 20' |     | \$8,141.30 | \$9,362.50 | \$10,486.00 |       |

| CODE  | ITEM                    | QTY | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|-------|-------------------------|-----|------------|------------|------------|-------|
| 66484 | The Madison - 10' x 10' |     | \$5,199.70 | \$5,979.65 | \$6,697.20 |       |
| 66485 | The Madison - 10' x 20' |     | \$6,162.50 | \$7,086.85 | \$7,937.25 |       |

| CODE  | ITEM                  | QTY | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|-------|-----------------------|-----|------------|------------|------------|-------|
| 66486 | The Grant - 10' x 10' |     | \$5,488.40 | \$6,311.65 | \$7,069.05 |       |
| 66487 | The Grant - 10' x 20' |     | \$7,606.90 | \$8,747.95 | \$9,797.70 |       |

| CODE  | ITEM                     | QTY | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|-------|--------------------------|-----|------------|------------|------------|-------|
| 66492 | The Harrison - 10' x 10' |     | \$5,045.65 | \$5,802.50 | \$6,498.80 |       |
| 66493 | The Harrison - 10' x 20' |     | \$7,414.25 | \$8,526.40 | \$9,549.55 |       |

| CODE  | ITEM                     | QTY | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|-------|--------------------------|-----|------------|------------|------------|-------|
| 66467 | The Hamilton - 10' x 10' |     | \$3,515.90 | \$4,043.30 | \$4,528.50 |       |
| 66468 | The Hamilton - 10' x 20' |     | \$6,159.55 | \$7,083.50 | \$7,933.50 |       |

| CODE  | ITEM                 | QTY | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|-------|----------------------|-----|------------|------------|------------|-------|
| 66473 | The Lucy - 10' x 10' |     | \$3,177.60 | \$3,654.25 | \$4,092.75 |       |

TOTAL ESTIMATE \$ \_\_\_\_\_

TAX (All tax rates are subject to change) 6.00%

AMOUNT DUE \$ \_\_\_\_\_

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COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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

# FABEX BOOTH RENTALS

**ICNA Annual Convention**
**M120090523**

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

## ONLINE & DISCOUNT DEADLINE:\* THURSDAY, APRIL 27, 2023

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**Carpet is not included.** Please use the Flooring Order Form to order carpet or other flooring options.

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 an Exhibit Team member with any questions.**



FX21



FX2H1



FX22



FX2H2

### 10' x 10' Fabric Booth

| CODE  | ITEM                                | QTY | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|-------|-------------------------------------|-----|------------|------------|------------|-------|
| 66557 | 10' x 10' Booth (FX21)              |     | \$3,267.40 | \$3,757.50 | \$4,208.40 |       |
| 66561 | 10' x 10' Booth with Header (FX2H1) |     | \$3,998.00 | \$4,597.70 | \$5,149.40 |       |

#### GRAPHIC SIZE SPECIFICATIONS

|                       |                 |                   |   |
|-----------------------|-----------------|-------------------|---|
| Backwall Graphic Size | 3042mm x 2432mm | Side Panel Colors | <input type="checkbox"/> White <input type="checkbox"/> Black |
| Counter Graphic Size  | 1079mm x 1020mm |                   |   |
| Header Graphic Size   | 2440mm x 380mm  |                   |   |

### 10' x 20' Fabric Booth

| CODE  | ITEM                                | QTY | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|-------|-------------------------------------|-----|------------|------------|------------|-------|
| 66559 | 10' x 20' Booth (FX22)              |     | \$5,663.50 | \$6,513.00 | \$7,294.55 |       |
| 66567 | 10' x 20' Booth with Header (FX2H2) |     | \$6,317.10 | \$7,264.65 | \$8,136.40 |       |

#### GRAPHIC SIZE SPECIFICATIONS

|                       |                 |                   |   |
|-----------------------|-----------------|-------------------|---|
| Backwall Graphic Size | 6012mm x 2432mm | Side Panel Colors | <input type="checkbox"/> White <input type="checkbox"/> Black |
| Counter Graphic Size  | 1079mm x 1020mm |                   |   |
| Header Graphic Size   | 2440mm x 380mm  |                   |   |

|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

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COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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

# FABEX BACKLIT BOOTH RENTALS

ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

**ONLINE & DISCOUNT DEADLINE:\* THURSDAY, APRIL 27, 2023**

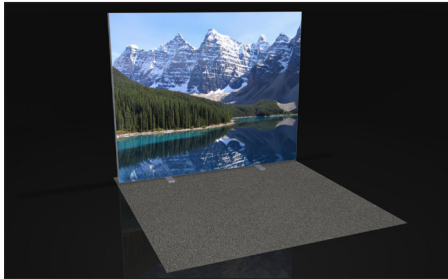
\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Additional Rush charges may be applied to orders placed after deadline or on-site.

## Freestanding 8' High Backlit Backwalls with Full Color Graphics

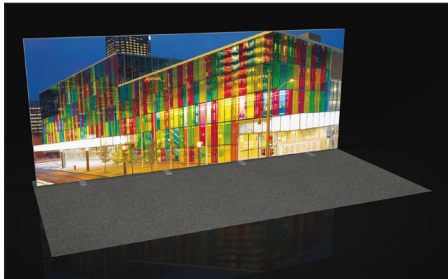
**Carpet/flooring, furnishings, electrical and accessories not included.** Please use the appropriate order forms to order these items.

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 an Exhibit Team member with any questions.**



FX11



FX12



FX13

## Freestanding 8' High Backlit Backwalls with Full Color Graphics

| CODE  | ITEM   | QTY | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|-------|--|-----|------------|------------|------------|-------|
| 66564 | 8' x 10' Backlit Backwall with Graphics (FX11)<br><i>Graphic Size: 2992mm x 2436mm</i> |     | \$3,294.70 | \$3,788.90 | \$4,243.55 |       |
| 66565 | 8' x 20' Backlit Backwall with Graphics (FX12)<br><i>Graphic Size: 5992mm x 2436mm</i> |     | \$5,091.70 | \$5,855.45 | \$6,558.10 |       |
| 66566 | 8' x 30' Backlit Backwall with Graphics (FX13)<br><i>Graphic Size: 8992mm x 2436mm</i> |     | \$6,888.75 | \$7,922.05 | \$8,872.70 |       |

TOTAL ESTIMATE \$ \_\_\_\_\_

TAX (All tax rates are subject to change) 6.00%

AMOUNT DUE \$ \_\_\_\_\_

Submission of this form indicates you read and accept the Payment Policy and Terms & 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.

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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

## ISLAND BOOTH RENTALS

## ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

## ONLINE &amp; DISCOUNT DEADLINE:\* THURSDAY, APRIL 27, 2023

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Additional Rush charges may be applied to orders placed after deadline or on-site.

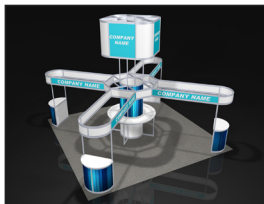
## Turnkey Rental Designs Make Exhibiting Easier!

**Carpet and electricity not included.** Please order as needed. 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.

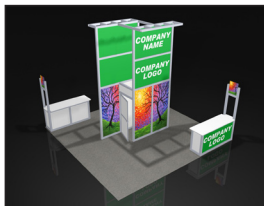
**Please contact an Exhibit Team member with any questions.**



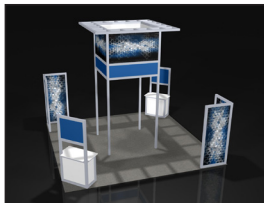
The Monroe



The Washington



The Tyler



The Garfield

## Island Booths

| CODE  | ITEM           | QTY | ONLINE      | DISCOUNT    | REGULAR     | TOTAL |
|-------|----------------|-----|-------------|-------------|-------------|-------|
| 66494 | The Monroe     |     | \$12,613.85 | \$14,505.95 | \$16,246.65 |       |
| 66368 | The Washington |     | \$18,102.45 | \$20,817.80 | \$23,315.95 |       |
| 66495 | The Tyler      |     | \$13,470.95 | \$15,491.60 | \$17,350.60 |       |
| 66496 | The Garfield   |     | \$13,191.55 | \$15,170.30 | \$16,990.75 |       |

TOTAL ESTIMATE \$ \_\_\_\_\_

TAX (All tax rates are subject to change) 6.00%

AMOUNT DUE \$ \_\_\_\_\_

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COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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

# FABRIC HANGING SIGNS

ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

**ONLINE & DISCOUNT DEADLINE:\* THURSDAY, APRIL 27, 2023**

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Additional Rush charges may be applied to orders placed after deadline or on-site.

## Full Color Fabric Signs - High Visibility, Cost Effective Rental!

All rentals include:\*\*

- Dye Sublimation Printed Fabric Pillow Case
- Basic Harness
- Weighs Under 75 Pounds
- Rental Frame
- Blockout Liner

\*\* Rigging not included

**DON'T FORGET!**

To place an order for building and hanging your sign!!



Circle



Square



Triangle



Wave

### Circle Hanging Signs

| CODE  | ITEM                                  | QTY | ONLINE      | DISCOUNT    | REGULAR     | TOTAL |
|-------|---------------------------------------|-----|-------------|-------------|-------------|-------|
| 69140 | 10' x 48" Circle Hanging Sign (HSC10) |     | \$7,943.90  | \$9,135.50  | \$10,231.75 |       |
| 69142 | 16' x 48" Circle Hanging Sign (HSC16) |     | \$12,625.55 | \$14,519.40 | \$16,261.75 |       |

### Square Hanging Sign

| CODE  | ITEM                                  | QTY | ONLINE     | DISCOUNT    | REGULAR     | TOTAL |
|-------|---------------------------------------|-----|------------|-------------|-------------|-------|
| 69143 | 10' x 48" Square Hanging Sign (HSS10) |     | \$9,659.80 | \$11,108.75 | \$12,441.80 |       |

### Triangle Hanging Sign

| CODE  | ITEM                                    | QTY | ONLINE     | DISCOUNT   | REGULAR     | TOTAL |
|-------|---|-----|------------|------------|-------------|-------|
| 69144 | 10' x 48" Triangle Hanging Sign (HST10) |     | \$7,816.70 | \$8,989.20 | \$10,067.90 |       |

### Wave Hanging Signs

| CODE  | ITEM  | QTY | ONLINE     | DISCOUNT   | REGULAR    | TOTAL |
|-------|---|-----|------------|------------|------------|-------|
| 69145 | 10' x 48" Single Sided Wave Hanging Sign (HSWS) |     | \$3,442.40 | \$3,958.75 | \$4,433.80 |       |
| 69146 | 10' x 48" Double Sided Wave Hanging Sign (HSWD) |     | \$4,580.75 | \$5,267.85 | \$5,900.00 |       |

|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

Submission of this form indicates you read and accept the Payment Policy and Terms & 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.

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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



Email completed form to: [exhibits@shepardes.com](mailto:exhibits@shepardes.com)



## ADVANCED SHIPPING HANGING SIGN LABEL

Baltimore Convention Center | Baltimore, MD  
May 27 - 29, 2023

**M120090523**

Print at least one advanced shipping label for each box. Include the exhibiting company name and booth number. If you are creating your own labels, make sure the same information below is on your labels.

**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.**

ADVANCED  
WAREHOUSE

RUSH



Shepard

ADVANCED WAREHOUSE  
HANGING SIGN

TO:

(Exhibiting Company Name)

(Exhibiting Company Booth Number)

c/o Shepard Exposition Services  
7079 Oakland Mills Rd  
Columbia, MD 21046

FOR:

ICNA Annual Convention

Delivery Hours: Monday - Friday, 8:00AM - 4:00PM

First day freight can arrive without a surcharge:  
Thursday, April 27, 2023

Last day freight can arrive without a surcharge:  
Thursday, May 18, 2023



# HANGING SIGNS 101

## THINGS TO KNOW.

All signs must be designed to comply with Show Organizer rules and regulations and facility limitations. Shepard is responsible for assembly, installation, and removal of all hanging signs, overhead truss, attachment and removal of light fixtures for truss and lights, as well as any additional installation required for chain motors, span sets or other packages.

Only Shepard personnel are allowed in aerial lifts or operate mechanical equipment.

Only Shepard certified riggers can install and remove any and all hanging materials that will be flown overhead.

All signs, with the exception of banners, must have structural rigging points and signs exceeding 200 pounds must include detailed construction plans with a current structural engineer's stamp. Send these plans to Customer Service in advance of the first day of move in.

Include engineer-stamped drawings with hanging instructions as well as a set of assembly instructions (placement/orientation/height from floor) with the order. Shepard accepts no liability for any work completed without such instructions, when required.

If your sign requires electricity, make sure it is in working order and in accordance with the National Electric Code.

Overhead Signs should be sent in a separate container directly to the advance warehouse using the Advance Hanging Sign Shipping Label.

Additional charges may be applied by Shepard due to regulations at the facility, weight limits, union jurisdictions, facility contracts, and in house providers. Including but not limited to: spanner truss for load points, additional labor for power and/or lighting specifics, additional materials, facility pick point ceiling fees, facility and/or in house exclusive labor charges, etc.

**ORDERS PLACED AND DIAGRAMS SUBMITTED WITHIN 30 DAYS OF MOVE IN ARE SUBJECT TO ADDITIONAL LATE FEES.**

### Hanging Sign Checklist

- ☐ Submit Method of Payment Online
- ☐ Order Assembly labor to have your sign built by Shepard Certified Riggers
- ☐ Order Rigging Install and Removal labor for all Hanging Signs, Truss and Motors
- ☐ Order necessary Chain Motors, Rotating Motors and Truss
- ☐ Place electrical orders (if necessary)
- ☐ Submit Diagrams with orientation, dimensions and placement for ALL materials that will be flown overhead
- ☐ Package Hanging Sign(s) in a separate container from exhibit materials
- ☐ Label Hanging Sign(s) using the Hanging Sign Shipping Label from this service manual
- ☐ Ship Hanging Sign(s) to the Advance Warehouse by: **Thursday, May 18, 2023**

# STRUCTURAL INTEGRITY STATEMENT

ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

**ONLINE & DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023**

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Additional Rush charges may be applied to orders placed after deadline or on-site.

**This form must be completed for all suspended structures.** Please include the completed form with your hanging sign order forms.

As the contracted exhibitor, the display house or builder for the below exhibitor, I do hereby certify and guarantee that the stress points for the hanging structure have been properly engineered and tested. We further certify that the structure can be hung safely and has been constructed to meet all applicable regulations and safety measures. We hereby release, indemnify and forever hold harmless the following:

**Baltimore Convention Center**

**1 West Pratt Street**

**Baltimore, MD 21201**

**SHEPARD EXPOSITION SERVICES**

along with their subsidiaries, their directors, officers, employees, representatives, agents and contractors from and against any and all liability, claims, damage, loss, fines, or penalties arising from the installation, use or dismantling of this structure. All hang points supporting in excess of 200 lbs. may be verified (metered) on-site at the exhibitor's expense.

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

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

AUTHORIZED NAME (printed): \_\_\_\_\_

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

DISPLAY HOUSE/BUILDER (if applicable): \_\_\_\_\_

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

AUTHORIZED NAME (printed): \_\_\_\_\_

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



Email completed form to: [overheadrigging@shepardes.com](mailto:overheadrigging@shepardes.com)

# HANG SIGN ASSEMBLY/DISASSEMBLY

**ICNA Annual Convention**
**M120090523**

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

## ONLINE & DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023

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Only Shepard Exposition Services may operate machinery. Exhibitors and their EACs may not utilize, operate, or be inside equipment.

Additional charges may be applied by Shepard due to regulations at the facility, ensuring structural integrity of sign, weight limits, union jurisdictions, facility contracts, and in house providers. Including but not limited to: spanner truss for load points, additional labor for power and/or lighting specifics, additional materials, facility pick point ceiling fees, facility and/or in house exclusive labor charges, etc. Please note: Per riggers jurisdiction, a rigging crew (up to 3 riggers) may require a 4-hour minimum to install any hanging sign, truss and/or motors, or structures requiring hoisting. Rates are per lift and crew per hour.

### Step 1. Tell us about your hanging sign.

**TYPE:** ☐ Cloth ☐ Wood ☐ Truss ☐ Metal

☐ Other: \_\_\_\_\_

**SHAPE:** ☐ Circle ☐ Square ☐ Triangle ☐ Rectangle

☐ Other: \_\_\_\_\_

**WEIGHT:** \_\_\_\_\_

### Step 2. Order assembly/disassembly labor.

Shepard Certified Riggers are required to assemble all hanging signs to ensure structural integrity.

#### Exhibitor Supervised

| SIGN ASSEMBLY LABOR - EXHIBITOR SUPERVISED |      |                  |          |          |          |       |
|--|------|------------------|----------|----------|----------|-------|
| CODE                                       | ITEM | EST. LABOR HOURS | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
| 69150                                      | ST   |                  | \$173.81 | \$199.90 | \$223.90 |       |
| 69151                                      | OT   |                  | \$225.96 | \$259.85 | \$291.05 |       |
| 69152                                      | DT   |                  | \$347.63 | \$399.75 | \$447.70 |       |

| SIGN DISASSEMBLY LABOR - EXHIBITOR SUPERVISED |      |                  |          |          |          |       |
|---|------|------------------|----------|----------|----------|-------|
| CODE  | ITEM | EST. LABOR HOURS | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
| 69153   | ST   |                  | \$173.81 | \$199.90 | \$223.90 |       |
| 69154   | OT   |                  | \$225.96 | \$259.85 | \$291.05 |       |
| 69155   | DT   |                  | \$347.63 | \$399.75 | \$447.70 |       |

REQUESTED DATE OF ASSEMBLY: \_\_\_\_\_

REQUESTED START TIME: \_\_\_\_\_

HOW MANY LABORERS WILL YOU REQUIRE?: \_\_\_\_\_

Should hanging sign or supervision not be present at time the crew arrives a 1 Hour Crew Minimum charge will be applied.

#### Labor Hours

**Straight Time (ST):** Monday - Friday | 8:00AM - 5:00PM

**Overtime (OT):** Monday - Friday | 5:00PM - 8:00AM. All hours Saturday and Sunday

**Double Time (DT):** Holidays

**Holidays:** NY Day, ML King Day, Presidents Day, Memorial Day, Independence Day, Labor Day, Veterans Day, Thanksgiving Day, Christmas Eve Day, Christmas Day.

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. Cancellations must be received in writing within 48 hours of 1st day of exhibitor move in. Equipment cancellations must be made in writing within 14 days of exhibitor move in.

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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



#### Important Information

This order form is for sign assembly/disassembly only. You will need to order rigging via the appropriate party. If Shepard is responsible for the rigging of signs, please complete the following form. If another party is handling the rigging, please order services via their forms or website.

**Requested labor times are subject to availability and are not confirmed.** Shepard reserves the right to change requested times in order to manage the overall installation and dismantle of the event.

Services will be charged to the exhibitor based on date and time performed. Straight time is not guaranteed. Please contact us at overheadrigging@shepardes.com with all questions.

Orders placed and diagrams submitted within 30 days of move in are subject to additional late fees.

#### Shepard Supervised

| SIGN ASSEMBLY LABOR - SHEPARD SUPERVISED |      |                  |          |          |          |       |
|--|------|------------------|----------|----------|----------|-------|
| CODE                                     | ITEM | EST. LABOR HOURS | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
| 69190                                    | ST   |                  | \$225.96 | \$259.85 | \$291.05 |       |
| 69191                                    | OT   |                  | \$293.75 | \$337.80 | \$378.35 |       |
| 69192                                    | DT   |                  | \$451.91 | \$519.70 | \$582.05 |       |

| SIGN DISASSEMBLY LABOR - SHEPARD SUPERVISED |      |                  |          |          |          |       |
|---|------|------------------|----------|----------|----------|-------|
| CODE  | ITEM | EST. LABOR HOURS | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
| 69193                                       | ST   |                  | \$225.96 | \$259.85 | \$291.05 |       |
| 69194                                       | OT   |                  | \$293.75 | \$337.80 | \$378.35 |       |
| 69195                                       | DT   |                  | \$451.91 | \$519.70 | \$582.05 |       |

REQUESTED DATE OF ASSEMBLY: \_\_\_\_\_

REQUESTED START TIME: \_\_\_\_\_

HOW MANY LABORERS WILL YOU REQUIRE?: \_\_\_\_\_

Should hanging sign or supervision not be present at time the crew arrives a 1 Hour Crew Minimum charge will be applied.

|  |          |
|--|----------|
| <b>TOTAL ESTIMATE</b>                            | \$ _____ |
| <b>TAX</b> (All tax rates are subject to change) | 6.00%    |
| <b>AMOUNT DUE</b>                                | \$ _____ |

 Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)

## OVERHEAD RIGGING LABOR

ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

## ONLINE &amp; DISCOUNT DEADLINE: \*FRIDAY, MAY 5, 2023

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing.

Only Shepard Exposition Services may operate machinery. Exhibitors and their EACs may not utilize, operate, or be inside equipment.

Additional charges may be applied by Shepard due to regulations at the facility, ensuring structural integrity of sign, weight limits, union jurisdictions, facility contracts, and in house providers. Including but not limited to: spanner truss for load points, additional labor for power and/or lighting specifics, additional materials, facility pick point ceiling fees, facility and/or in house exclusive labor charges, etc. Please note: Per riggers jurisdiction, a rigging crew (up to 3 riggers) may require a 4-hour minimum to install any hanging sign, truss and/or motors, or structures requiring hoisting. Rates are per lift and crew per hour.

## Labor Hours

## Straight Time (ST):

Monday - Friday | 8:00AM - 5:00PM

## Overtime (OT):

Monday - Friday | 5:00PM - 8:00AM. All hours Saturday and Sunday

## Double Time (DT):

Holidays

## Holidays:

NY Day, ML King Day, Presidents Day, Memorial Day, Independence Day, Labor Day, Veterans Day, Thanksgiving Day,

## Important Information

This order form is for overhead rigging only. You will need to order sign assembly/disassembly via the previous form.

Requested labor times are subject to availability and are not confirmed. Shepard reserves the right to change requested times in order to manage the overall installation and dismantle of the event.

Services will be charged to the exhibitor based on date and time performed. Straight time is not guaranteed. Please contact us at overheadrigging@shepardes.com with all questions.

Orders placed and diagrams submitted within 30 days of move in are subject to additional late fees.

## Step 1. Tell us about your hanging sign.

TYPE: ☐ Cloth ☐ Wood ☐ Truss ☐ Metal☐ Other: \_\_\_\_\_SHAPE: ☐ Circle ☐ Square ☐ Triangle ☐ Rectangle☐ Other: \_\_\_\_\_

WEIGHT: \_\_\_\_\_

## Step 2. Order overhead rigging crew.

Rates are per lift and crew (up to 3 riggers) per hour. One hour minimum per lift/crew - lift/crew thereafter is charged in 1/2 increments.

Should hanging sign or supervision not be present at time the crew arrives a 1 Hour Crew Minimum charge will be applied.

| OVERHEAD RIGGING INSTALLATION & REMOVAL |                 |                  |          |          |          |            |
|---|-----------------|------------------|----------|----------|----------|------------|
| CODE                                    | ITEM            | EST. LABOR HOURS | ONLINE   | DISCOUNT | REGULAR  | EST. TOTAL |
| 69156                                   | Rigging Install |                  | \$647.48 | \$744.60 | \$833.95 |            |
| 69157                                   | Rigging Removal |                  | \$647.48 | \$744.60 | \$833.95 |            |

REQUESTED DATE OF INSTALL: \_\_\_\_\_ REQUESTED START TIME: \_\_\_\_\_

REQUESTED DATE OF REMOVAL: \_\_\_\_\_ REQUESTED START TIME: \_\_\_\_\_

|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. Cancellations must be received in writing within 48 hours of 1st day of exhibitor move in. Equipment cancellations must be made in writing within 14 days of exhibitor move in.

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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

Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)



# OVERHEAD RIGGING EQUIPMENT

**ICNA Annual Convention**
**M120090523**

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

**ONLINE & DISCOUNT DEADLINE:\* THURSDAY, APRIL 27, 2023**

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing.

Charges will apply for additional supplies required to ensure structural integrity of overhead sign.

## Truss\*\*

| CODE    | ITEM                           | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|---------|--------------------------------|-----|----------|----------|----------|-------|
| 6909415 | 12" Silver Box Truss (Per Ft.) |     | \$25.60  | \$29.45  | \$33.00  |       |
| 6909406 | 12" Black Box Truss (Per Ft.)  |     | \$25.60  | \$29.45  | \$33.00  |       |
| 69038   | 12" Silver Corner Block        |     | \$96.00  | \$110.40 | \$123.65 |       |
| 6903806 | 12" Black Corner Block         |     | \$96.00  | \$110.40 | \$123.65 |       |
| 70067   | Design Fee (Hourly)            |     | \$208.00 | \$239.20 | \$267.90 |       |

\*\* If you are ordering truss, you also need to order motors!

## Truss Details

QTY: \_\_\_\_\_ SIZE: \_\_\_\_\_

## Motors

| CODE  | ITEM                        | QTY | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
|-------|-----------------------------|-----|----------|----------|----------|-------|
| 69017 | One Ton Hoist/Chain Motor   |     | \$544.10 | \$625.70 | \$700.80 |       |
| 69016 | Half Ton Hoist/Chain Motor  |     | \$480.10 | \$552.10 | \$618.35 |       |
| 69019 | Rotating Motor 500 LB Limit |     | \$512.05 | \$588.85 | \$659.50 |       |
| 69020 | Rotating Motor 200 LB Limit |     | \$288.05 | \$331.25 | \$371.00 |       |

☐ Rotate Clockwise (right)    ☐ Rotate Counterclockwise (left)

## Include the following items with your Truss and Motor Order:

- ☐ Hanging Sign Instructions  
☐ Sign/Hanging Diagram  
☐ Placement Grid  
☐ Overhead Rigging Labor Order

|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

ORDERS PLACED AND DIAGRAMS SUBMITTED WITHIN 30 DAYS OF MOVE IN ARE SUBJECT TO ADDITIONAL LATE FEES.

Submission of this form indicates you read and accept the Payment Policy and Terms &amp; Conditions. No refunds or exchanges once item has been delivered to your booth. Labor Cancellations must be received in writing within 48 hours of 1st day of exhibitor move in. Equipment cancellations must be made in writing within 14 days of exhibitor move in.

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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


 Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)

# LABOR RULES & REGULATIONS

## Maryland/DC Area

### LABOR

Maryland is NOT a “right-to-work” state. The installation and dismantling of prefabricated displays comes under the jurisdiction of the Carpenters 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

Carpenter union exhibit labor claims jurisdiction for the installation, dismantling, and first cleaning of prefabricated exhibits and displays. However, two (2) full-time exhibiting company employees may work without Carpenter Labor for one (1) hour on the installation (move in) and (1) one hour on the dismantle (move out), without union labor on booths that are larger than 10x10. Exhibitors may work in booths 10x10 or smaller without the use of union labor.

Exhibitors are not permitted to use Power Tools (electric drills, power saws, etc.) on booths of any size. Manual tools such as hammers, screwdrivers, ratchets, pry bars, etc. are allowable for exhibitor use within the size and time frame limitation. Exhibitors may not borrow tools, ladders or other equipment from the exhibit facility or from Shepard Exposition Services.

### MATERIAL/FREIGHT HANDLING JURISDICTION

Shepard Exposition Services has the responsibility of receiving and handling all exhibit materials and empty crates that comes in via over the road carriers. It is Shepard's responsibility to manage docks and schedule vehicles for the smooth and efficient move-in and move-out of the exhibition. Shepard will not be responsible, however, for any materials they do not handle. Unloading or reloading of any freight into the exhibit hall by any and all private vehicles and contracted carriers will be handled by Shepard Exposition Services. Rates for material handling services are enclosed in this exhibitor service manual.

One individual from each exhibiting company is permitted one trip to hand carry items into exhibit facility. The use of dollies, hotel baggage carts, flat trucks, and other mechanical equipment is not permitted.

Vehicles must not be left unattended at the loading areas. Any unattended vehicles will be towed at the owner's expense.

The Fire Marshal absolutely prohibits the storage of empty containers in the exhibit hall. Arrangements have been made with Shepard Exposition Services to store empty crates. Please refer to the Material Handling Information sheet in this service manual for the handling of empties, disposal of skids, etc.

### 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 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 BLUE LABOR

## ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

## ONLINE &amp; DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing.

## Labor Hours

Straight Time (ST): Monday - Friday | 8:00AM - 5:00PM

Overtime (OT): Monday - Friday | 5:00PM - 8:00AM. All hours Saturday and Sunday

Double Time (DT): Holidays

Holidays: NY Day, ML King Day, Presidents Day, Memorial Day, Independence Day, Labor Day, Veterans Day, Thanksgiving Day, Christmas Eve Day, Christmas Day.

## Shepard Blue Supervised Labor

| INSTALL LABOR** |      |          |          |          |                    |
|-----------------|------|----------|----------|----------|--------------------|
| CODE            | ITEM | ONLINE   | DISCOUNT | REGULAR  | ESTIMATED TOTAL*** |
| 68066           | ST   | \$180.75 | \$207.85 | \$232.80 |                    |
| 68067           | OT   | \$235.00 | \$270.25 | \$302.70 |                    |
| 68068           | DT   | \$361.55 | \$415.80 | \$465.70 |                    |

| DISMANTLE LABOR** |      |          |          |          |                    |
|-------------------|------|----------|----------|----------|--------------------|
| CODE              | ITEM | ONLINE   | DISCOUNT | REGULAR  | ESTIMATED TOTAL*** |
| 68070             | ST   | \$180.75 | \$207.85 | \$232.80 |                    |
| 68071             | OT   | \$235.00 | \$270.25 | \$302.70 |                    |
| 68072             | DT   | \$361.55 | \$415.80 | \$465.70 |                    |

\*\*Pricing includes Supervisory fee of 30% over standard labor.

| IN BOOTH SCISSOR LIFTS |                      |                  |          |          |          |       |
|------------------------|----------------------|------------------|----------|----------|----------|-------|
| CODE                   | ITEM                 | EST. LABOR HOURS | ONLINE   | DISCOUNT | REGULAR  | TOTAL |
| 68120                  | Scissor Lift Install |                  | \$647.48 | \$744.60 | \$833.95 |       |
| 68121                  | Scissor Lift Removal |                  | \$647.48 | \$744.60 | \$833.95 |       |

|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

## Step 1. Choose your service.

- ☐ Installation   ☐ Dismantling   ☐ Both Installation & Dismantling  
☐ Scissor Lift Install   ☐ Scissor Lift Removal   ☐ Scissor Lift Install & Removal

## Step 2. How many people are needed?

INSTALLATION NUMBER OF PEOPLE: \_\_\_\_\_

DISMANTLING NUMBER OF PEOPLE: \_\_\_\_\_

BOTH INSTALLATION &amp; DISMANTLING NUMBER OF PEOPLE: \_\_\_\_\_

## Step 3. How many hours?\*\*\*

\*\*\* Hours are based on estimates. You will be invoiced for actual time incurred. Minimum one hour per person ordered and half increments thereafter.

INSTALLATION HOURS: \_\_\_\_\_ DISMANTLING HOURS: \_\_\_\_\_

BOTH INSTALLATION &amp; DISMANTLING HOURS: \_\_\_\_\_

## Step 4. When should the build be complete?

If using Shepard Blue Labor for both install and dismantle, please complete BOTH date and time fields.

INSTALLATION DATE: \_\_\_\_\_ INSTALLATION TIME: \_\_\_\_\_

DISMANTLING DATE: \_\_\_\_\_ DISMANTLING TIME: \_\_\_\_\_

## Step 5. Tell us about your exhibit.

Section MUST be completed before Shepard can begin any work on your exhibit.

BOOTH SIZE: \_\_\_\_\_ x \_\_\_\_\_

INBOUND FREIGHT: ☐ Advanced Warehouse   ☐ Direct to Show Site

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

TRACKING OR PRO NUMBER: \_\_\_\_\_

ESTIMATED ARRIVAL DATE: \_\_\_\_\_

NUMBER OF PIECES: \_\_\_\_\_ ESTIMATED WEIGHT: \_\_\_\_\_

## SET UP INFORMATION

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

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

CELL PHONE NUMBER: \_\_\_\_\_

## DRAWINGS/PHOTOS/INSTRUCTIONS

☐ Attached   ☐ Emailed to Shepard   ☐ With the Exhibit   ☐ In Crate #: \_\_\_\_\_

## GRAPHICS

☐ With Exhibit   ☐ Shipped Separately

## ELECTRICAL PLACEMENT (exhibitor is responsible to order)

☐ Emailed to Shepard   ☐ Drawing Attached   ☐ Drawing with Exhibit  
☐ Run Under Carpet

## CARPET

☐ Ordered from Shepard   ☐ Exhibitor Owned   ☐ Carpet Padding

## OTHER SERVICES ORDERED

☐ Overhead Rigging   ☐ Cleaning   ☐ Audio Visual (AV)

## Step 6. Tell us about outbound shipping.\*\*\*\*

\*\*\*\* Allow time for empty return when scheduling your pick up.

NUMBER OF CRATES: \_\_\_\_\_ NUMBER OF CARTONS: \_\_\_\_\_

NUMBER OF FIBER CASES: \_\_\_\_\_ NUMBER OF PALLETS: \_\_\_\_\_

METHOD: ☐ Ground   ☐ 2-Day Air   ☐ Next Day Air   ☐ Other

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

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

DATE SCHEDULE TO PICKUP FREIGHT: \_\_\_\_\_

MUST ARRIVE AT DESTINATION BY: \_\_\_\_\_

## IF YOUR CARRIER DOESN'T SHOW UP?

- ☐ Re-route with Shepard Logistics Service  
☐ Send to advanced warehouse for pickup (\$400 minimum charge)

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

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

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

Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)

## EXHIBITOR SUPERVISED LABOR

ICNA Annual Convention

M120090523

Baltimore Convention Center | Baltimore, MD

May 27 - 29, 2023

ONLINE &amp; DISCOUNT DEADLINE:\* FRIDAY, MAY 5, 2023

\* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing.

## Labor Hours

**Straight Time (ST):** Monday - Friday | 8:00AM - 5:00PM**Overtime (OT):** Monday - Friday | 5:00PM - 8:00AM. All hours Saturday and Sunday**Double Time (DT):** Holidays**Holidays:** NY Day, ML King Day, Presidents Day, Memorial Day, Independence Day, Labor Day, Veterans Day, Thanksgiving Day, Christmas Eve Day, Christmas Day.

## Exhibitor Supervised Labor

| INSTALL LABOR** |      |          |          |          |                    |
|-----------------|------|----------|----------|----------|--------------------|
| CODE            | ITEM | ONLINE   | DISCOUNT | REGULAR  | ESTIMATED TOTAL*** |
| 68060           | ST   | \$139.05 | \$159.90 | \$179.10 |                    |
| 68061           | OT   | \$180.77 | \$207.90 | \$232.85 |                    |
| 68062           | DT   | \$278.10 | \$319.80 | \$358.20 |                    |

| DISMANTLE LABOR** |      |          |          |          |                    |
|-------------------|------|----------|----------|----------|--------------------|
| CODE              | ITEM | ONLINE   | DISCOUNT | REGULAR  | ESTIMATED TOTAL*** |
| 68063             | ST   | \$139.05 | \$159.90 | \$179.10 |                    |
| 68064             | OT   | \$180.77 | \$207.90 | \$232.85 |                    |
| 68065             | DT   | \$278.10 | \$319.80 | \$358.20 |                    |

\*\* 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.

|   |          |
|---|----------|
| TOTAL ESTIMATE                            | \$ _____ |
| TAX (All tax rates are subject to change) | 6.00%    |
| AMOUNT DUE                                | \$ _____ |

## Step 1. Choose your service.

☐ Installation
 ☐ Dismantling
 ☐ Both Installation & Dismantling

## Step 2. How many people are needed?

INSTALLATION NUMBER OF PEOPLE: \_\_\_\_\_

DISMANTLING NUMBER OF PEOPLE: \_\_\_\_\_

BOTH INSTALLATION &amp; DISMANTLING NUMBER OF PEOPLE: \_\_\_\_\_

## Step 3. How many hours?\*\*\*

\*\*\* Hours are based on estimates. You will be invoiced for actual time incurred. Minimum one hour per person ordered and half increments thereafter.

INSTALLATION HOURS: \_\_\_\_\_ DISMANTLING HOURS: \_\_\_\_\_

BOTH INSTALLATION &amp; DISMANTLING HOURS: \_\_\_\_\_

## Step 4. Where is the carpet coming from?

☐ Ordered from Shepard
 ☐ Exhibitor Owned
 ☐ Carpet Padding

## Step 5. Provide a list of any tools or additional details that would be needed.

☐ Ladders
 ☐ Lifts
 ☐ Special Tools: \_\_\_\_\_

ADDITIONAL DETAILS: \_\_\_\_\_

## Step 6. Tell us about the schedule?

Requested times are not guaranteed and are based on availability.

INSTALLATION REQUEST DATE: \_\_\_\_\_

START TIME: \_\_\_\_\_ END TIME: \_\_\_\_\_

DISMANTLE REQUEST DATE: \_\_\_\_\_

START TIME: \_\_\_\_\_ END TIME: \_\_\_\_\_

## Step 7. Provide on-site contact information.

ON-SITE CONTACT NAME: \_\_\_\_\_

ON-SITE CONTACT PHONE NUMBER: \_\_\_\_\_

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

Signature and submission of this form indicates you read and accept the Payment Policy and Terms &amp; Conditions. Orders cancelled without 48-hour written notice will be charged a one (1) hour cancellation fee.

COMPANY NAME: \_\_\_\_\_ BOOTH NUMBER: \_\_\_\_\_

CONTACT NAME: \_\_\_\_\_ PHONE NUMBER: \_\_\_\_\_

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

Email completed form to: [orders@shepardes.com](mailto:orders@shepardes.com)

# 48th Annual ICNA—MAS Convention

May 27—29, 2023



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## Temporary Utility Services

Edlen Electrical Exhibition Services, provides exclusive electrical, air, water and drain services at the Baltimore Convention Center. To place your order online please visit <https://ordering.edlen.com>.

If you have any questions or need assistance please email [Baltimore@edlen.com](mailto:Baltimore@edlen.com) referencing the event you are participating in and we will email you the order form.

## Audio Visual

Projection is a comprehensive provider of audio visual and related services providing innovative solutions to constantly raise the bar in technology for meetings, presentations and conventions.

Please contact [bccexhibits@projection.com](mailto:bccexhibits@projection.com).

Please find current Rental Schedule, Exhibit Order Form, Meeting Room A/V form, and Lighting / Rigging rate sheet [here](#).



The Islamic Circle of North America Annual Convention and the Baltimore Convention Center care about the environment and the local Baltimore community. Please help us towards increasing our waste diversion by donating specific leftover items to local organizations.

The BCC works with several local non-profit organizations that could benefit by receiving the items listed below. BCC staff will collect this material and distribute it to non-profits.

**The following may be donated:**

- Lumber, Brick Pavers, Planters
- Uncut carpet
- Promotional items like pens & pencils, pads of paper, clothing, lanyards, tote bags etc.
- Exhibit booth furnishings, such as tables, chairs, and display cases, light fixtures etc.

**Have something that you'd like to donate?**

Send an e-mail with an item description and photo (if possible), along with your booth number, to [donation@bccenter.org](mailto:donation@bccenter.org).

What you have isn't listed? Send us an e-mail and we will try to match your items with a local organization.

**Some organizations we work with:**



**BALTIMORE CITY  
PUBLIC SCHOOLS**

Are you donating items to another organization? Please send photos or a list of items to [donation@bccenter.org](mailto:donation@bccenter.org) so that we may track it in our diversion numbers!

