2019 Plug & Cutting Conference
September 05 - 06, 2019
Embassy Suites Charlotte-Concord, Concord, NC
01-11376-19

Booth Equipment
Each 8' x 10' Exhibit Space Includes:
8'h black background drapery
3'h black side division drapery
Two (2) side chairs
One (1) 6' draped table
One (1) wastebasket
One (1) floor sticker with booth number

Carpeting
The exhibit area is carpeted

Advance Warehouse Shipments
Must Arrive By:
3pm Tuesday September 3, 2019

Show Site Shipments
Ground Unloading Only-No Dock
Must be handled by exhibitor

About this Exhibitor Kit
As the Official Service Contractor for this exposition, we are enclosing various equipment rental and service order forms for your information and use. In addition to the Fern forms, you may find forms enclosed for services performed by the facility or other suppliers. Please give special attention to see that forms and payments are directed to the address indicated on each order form. Some services may not be provided by Fern.

We realize that exhibiting in a convention can be complicated. If you need assistance or additional information that is not addressed in this Exhibitor Service Manual (ESM), please contact our Exhibitor Services Department.

We look forward to serving you.

Ways to order:
ONLINE*
Login & Place Orders:
oe.fernexpo.com

FAX*
Send completed forms to:
Fax: 513.333.7067

MAIL
Send completed forms to:
Fern
645 Linn Street
Cincinnati, OH 45203

*Credit Card Transactions Only
2019 Plug & Cutting Conference
September 05 - 06, 2019
Embassy Suites Charlotte-Concord, Concord, NC
01-11376-19

SHOW SERVICES & EQUIPMENT ORDERED

<table>
<thead>
<tr>
<th>Service</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Furniture Rental</td>
<td></td>
</tr>
<tr>
<td>Material Handling‡*</td>
<td></td>
</tr>
<tr>
<td>Fern Transportation**</td>
<td></td>
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</table>

CREDIT CARD INFORMATION

<table>
<thead>
<tr>
<th>Card Type</th>
<th>VISA</th>
<th>MC</th>
<th>AMEX</th>
<th>DISC</th>
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</thead>
<tbody>
<tr>
<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Card Number</th>
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<tbody>
<tr>
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<table>
<thead>
<tr>
<th>Expiration</th>
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</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Card Holder's Name</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Card Holder's Address</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>City</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</table>

<table>
<thead>
<tr>
<th>State</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Zip Code</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Cardholder’s Signature</th>
</tr>
</thead>
<tbody>
<tr>
<td>X</td>
</tr>
</tbody>
</table>

By signing this, I agree to payment terms and conditions outlined by Fern Exposition & Event Services listed on the Payment Terms & Conditions Form (TC-03) in this Exhibitor Kit.

CHECK INFORMATION:
Checks must be in U.S. funds drawn on a U.S. bank.

<table>
<thead>
<tr>
<th>Check #</th>
<th>Date</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

BANK WIRE INFORMATION

Send to: MB Financial Bank, 800 W. Madison St., Chicago IL 60607 USA, Routing #071001737, Fern Exposition Services LLC Depository, 645 Linn Street Cincinnati, OH 45203, Account #1910004197, SWIFT code - MBFIUS44. Reference your Company Name/Show Name/and Booth Number. Add $50.00 for processing wire transfer.

** Credit Card payment only is accepted for Fern Transportation services.

All orders are subject to the terms and conditions as outlined in the Exhibitor Service Manual.

EXHIBITOR INFORMATION

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Booth#</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>City</th>
<th>State</th>
<th>Zip Code</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Contact Name</th>
<th>Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</table>

<table>
<thead>
<tr>
<th>Fax</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Signature</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>
EXHIBITOR TERMS & CONDITIONS

YOU ARE ENTERING INTO A CONTRACT WHICH LIMITS YOUR POSSIBLE RECOVERY IN CASE OF LOSS OR DAMAGE. The terms and conditions set forth below, together with any applicable Order, become a part of the agreement (the “Agreement”) between FERN and you, the EXHIBITOR. You are agreeing you have been fully advised, understand completely, and are willing to accept the following terms and conditions. By exhibiting, ordering or receiving goods or services, requiring transportation of goods to or from, or acting as an agent for another exhibitor, at a show which FERN is the service contractor, you accept and agree to be bound by these terms and conditions.

DEFINITIONS:
For purpose of this Agreement, “FERN”, “we”, or “us” means Fern Exposition Services, LLC and its employees, directors, officers, agents, assigns, affiliated companies and related entities including, but not limited to, any subcontractors we may appoint. “EXHIBITOR” or “you” means the EXHIBITOR set forth in an applicable Order, its employees, agents, representatives, and any EXHIBITOR appointed contractor (“EAC”). “Order” means the purchase order, work order or other similar order form accompanying these terms and conditions, which together with these terms and conditions comprise the entire Agreement between FERN and EXHIBITOR.

PAYMENT TERMS:
We require 100% payment with Order for rentals, services, tax and anticipated freight. We require a credit card on file prior to acceptance of any Order and accept Visa, MasterCard, and American Express. By providing your credit card number to us via a Payment Authorization form or placing online Orders you agree that we may place your credit card on file to be used for any additional show site services as well as any future purchases. It will stay on file for the duration of the event. Full payment of rental charges must accompany your Order and be received by our office before the applicable deadline date to qualify for any discounted rate. PLEASE NOTE THAT PURCHASE ORDERS ARE NOT ACCEPTED AS A FORM OF PAYMENT. All orders received after any applicable discount deadline (indicated on each Order) will be charged at standard rates. A $20.00 surcharge will be added to your account if any credit charges for services are denied or if any checks are returned.

To Pay by Check - Please mail check including show, booth, and company name, to:
Fern, 645 Linn Street, Cincinnati, OH 45203
We cannot accept checks on foreign banks.

All invoiced amounts are due upon receipt of invoice. Unpaid accounts after the day of the show will accrue a service charge of .0575% per day (which equates to an annual interest rate of 2%), or the maximum rate allowed by law, whichever is less. You will be responsible for all fees (including reasonable attorneys fees and court costs) incurred by us in connection with the collection of your past-due accounts.

Invoiced amounts are exclusive of any sales, use or other similar taxes. You are solely responsible for payment of any sales, use or other similar taxes due in connection with the performance of this Agreement. If you claim tax exempt status, you must submit a copy of a valid exemption certificate issued by the federal government or the government of the state in which your event is taking place.

You are primarily responsible for the payment of all third-party charges. [In the event the exhibiting firm has arranged for an exhibit house or other party to handle the EXHIBITOR’s display and be billed for all services, Fern will agree to the third party billing if the exhibit house supplies the appropriate credit card information on the Third Party Payment Authorization form. Advance payment in full must accompany the order including estimated labor and drayage charges. By signing the Third Party Payment Authorization form, the EXHIBITOR agrees that they are primarily responsible for payment of charges. In the event the named third party fails to pay all charges, such charges will be paid by the EXHIBITOR upon submission of an invoice, including any and all fees connected with the collection of this account.]

Copies of invoices may be picked up from the Service Desk prior to show closing. No credit will be given after close of event on items or services ordered but claimed to not have been received. All orders cancelled by you or due to the cancellation of an event or their non-participation may be subject to cancellation fees equal to 50% - 100% of the total order. Such cancellation fees will be set forth on the applicable Order.

FERN’S RESPONSIBILITIES:
We are only responsible for those services which we directly provide to you. We assume no responsibility for any persons, parties or other contracting firms not under our direct supervision and control. We shall not be responsible for loss, delay or damage due to strike, lockouts, work stoppages, natural elements, vandalism, acts of God, civil disturbances, disruptions in the financial or capital markets, power failures, explosions, acts of terrorism or war, or for any other cause beyond our reasonable control, nor for ordinary wear and tear in the handling of materials. We will provide material handling services as your agent, not as bailee or shipper, and shall have no responsibility or obligation thereunder and you accept responsibility thereof.

PACKAGING AND CRATES:
We shall not be responsible for damage to loose or uncrated materials, pad-wrapped or shrink-wrap materials, glass breakage, concealed damage, carpets in bags or poly or improperly packed materials. In addition, we shall not be responsible for crates and packaging which are unsuitable for handling, in poor condition or have prior damage. Crates and packaging should be of a design to adequately protect contents for handling by forklift and similar means.

STORAGE:
We assume no liability for loss or damage to crates or containers or the contents therein while containers are in storage, including but not limited to accessible storage or cold storage. You acknowledge that storage charges are for the use of the space and are not a form of insurance or a guarantee of security.

Empty container labels will be available at the show site service desk. Affixing labels to the containers is the sole responsibility of you or your representatives. All previous labels should be removed or obliterated. We assume no responsibility for your failure to follow the above procedures; removal of containers with old empty labels or without FERN labels; shipping of containers with improper information or empty labels; or the removal or disposition of materials stored in containers with empty labels. It is understood that the labels are used for storage of empty containers only and we shall not be liable for loss or damage to any contents while containers are in storage, or for any mislabeled containers.

Fern, 645 Linn Street
Cincinnati, OH 45203
Phone: 513.333.7060
Fax: 513.333.7067
email: cincinnati@fernexpo.com

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SHOW SITE:
You are solely responsible for damage or loss to any rental items in your possession or under your control in connection with your performance hereunder, including but not limited to damage or stains to carpet. Neither you nor your EACs may bring or use any kind of lift on the exhibit floor.

Our working hours are subject to change due to holidays, time of day or night worked, amount of time worked, and specific facility or union guidelines. The normal categories of hourly changes are: straight time, overtime, double time and holiday pay. Such hourly charges shall be set forth on the applicable Order.

INBOUND SHIPMENTS:
Consistent with trade show industry practices, there may be a lapse of time between delivery of shipments to the booth and your arrival or that of your representatives, and during such time the material will be left unattended. We will not be responsible or liable for any loss, damage, theft, or disappearance of your materials after same have been delivered to your booth at the show site.

We shall not be liable for shipments received without individual freight bills, such as UPS, FedEx or other carriers who deliver in bulk and do not wait for shipment count and condition to be verified for individual shipments. Such shipments will be subject to verification and correction of count and condition and our receiving paperwork indicating any exceptions as delivered shall take precedence over shipper’s signature of receipt.

OUTBOUND SHIPMENTS & ITEMS LEFT AT SHOW SITE:
Consistent with trade show industry practices, there may be a lapse of time between the completion of packing and the actual pick-up of materials from the booth for loading onto a carrier, and during such time the material will be left unattended. We will not be responsible or liable for any loss, damage, theft or disappearance of your materials before same have been picked up for reloading or delivered to your carrier at the conclusion of the event.

We are not responsible for shipments left in your booth or elsewhere. We will count and ship pieces as we find the shipment(s) when we remove them from the exhibit hall. Circumstances may also warrant these items be sent to a remote facility and shipped from there. You will be responsible for any additional charges that result. You should insure yourself and your equipment and materials against loss or theft. We also recommend that you engage security services from the facility or show management.

All Material Handling Forms submitted to us by you will be checked at the time of pick-up from the booth and corrections will be made where discrepancies exist between the quantities of items on any form submitted to us and the actual count of such items at the booth at the time of pick-up.

We retain the right to dispose of materials left on the show floor without liability if left unattended, left without labels or not correctly labeled. A disposal fee will be charged to your account.

We load materials onto the carrier under directions from the carrier or driver of that carrier. Any loading onto the carrier will be understood to be under the exclusive supervision and control of the carrier or driver of that carrier. We assume no responsibility or liability for loss, damage, theft or disappearance of your materials that is caused by, arises out of or related to improperly loaded materials.

RE-ROUTED FREIGHT:
In order to expedite removal of materials from show site as required by show management and/or the facility, we shall have the authority to change the your designated carrier if that carrier does not pick-up the shipment at the appointed time. Where no disposition is made by you, materials may be taken to a remote location to await your shipping instructions, and/or consigned to carrier of our choice. You agree to be responsible for charges relating to such rerouting and handling.

INSURANCE:
It is understood that FERN is not an insurer. Insurance on exhibit materials, if any, shall be obtained by you, at your sole costs and expense from a third-party insurance provider. You agree to provide, and to cause your insurance carrier to provide, us with a release of subrogation to the extent of any insurance settlement

CLAIMS FOR LOSS:
You agree that in order to have a valid claim, notice of loss or damage to materials must be given to us or our agent within 24 hours of occurrence of any incident or prior to show close/removal, whichever is later. All claims reported after such period will be rejected. Such notice must include detail sufficient to identify the materials claimed to be lost or damaged, asserting our liability for alleged loss or damage and documentation indicating the specified or determinable dollar value of the claim. Damage reports, incident reports, inspection reports, notations of shortages or damage on freight bills or other documents do not constitute filing of a claim.

(a) PAYMENT FOR SERVICES MAY NOT BE WITHHELD. In the event of any dispute between you and us related to any loss, damage or claim, you shall not be entitled to and shall not withhold payment or any partial payment due to us as an offset against the amount of any alleged loss or damage. Any claims against us shall be considered separate transactions and shall be resolved on their own merits.

(b) MAXIMUM RECOVERY. If found liable for any loss, our sole and exclusive MAXIMUM liability for loss or damage to your materials and your sole and exclusive remedy is limited to $0.50(USD) per pound per article with a maximum liability of $100.00(USD) per item, or $1,500.00(USD) per occurrence/shipment, whichever is less.

(c) BREACH OF CONTRACT AND/OR NEGLIGENCE ONLY. Our liability shall be limited to any loss or damage which results solely from our gross negligence in the actual physical handling of the items compromising your shipment(s) OR which results from a material breach of this Agreement and not for any other type of loss or damage. In no event shall we be liable to you or to any other party for special, collateral, exemplary, indirect, incidental, consequential or punitive damages, whether such damages occur either prior or subsequent to, or are alleged as a result of, tortuous conduct, failure of our equipment or services or breach of any of the provisions of this Agreement, regardless of the form of action, whether in contract or in tort, including strict liability and negligence, even if we have been advised or has notice of the possibility of such damages, or for any damages caused by your failure to perform your responsibilities. Such excluded damages include but are not limited to loss of profits, loss of use, interruption of business or other consequential or indirect economic issues.
DECLARED VALUE:
Declarations of declared value are between you and your selected carrier ONLY and are in no way an extension of our maximum liability stated herein. We will use commercially reasonable efforts to transmit the declared value instructions to the selected carrier, however, we will not be liable for any claim arising from the transmittal of, or failure to transmit, declared value instructions to the carriers, nor for the failure of the carrier to uphold the declared value or any other term of carriage.

FACILITIES AND SHOW ORGANIZERS:
You agree and understand that you, your agents and anyone working on your behalf must abide by and adhere to the rules and regulations of the facility being worked at, as well as any rules and regulations implemented by the show organizers.

TERMINATION:
We may terminate this Agreement immediately upon written notice in the event you breach any term or provision hereof. We may also terminate this Agreement for any reason or no reason upon ten (10) days prior written notice to you. In either case, you shall be responsible for any fees or charges incurred prior to the effective date of such termination.

INDEMNIFICATION:
You agree to indemnify, defend and forever hold harmless FERN and our employees, directors, officers and agents from and against any and all demands, claims, causes of action, fines, penalties, damages (including consequential), liabilities, judgments and expenses including but not limited to reasonable attorney's fees and investigation costs on account of personal injury, death, or damage to or loss of property or profits arising out of or contributed by any of the following:
• Your negligent supervision of your personnel (including, but not limited to, any labor secured through us) or the negligent supervision of such personnel by any of your employees, agents, representatives, customers, invitees and/or any EAC.
• Your negligence, willful misconduct, or deliberate act, or the negligence, willful misconduct, or deliberate act of your employees, agents, representatives, customers, invitees and/or any EAC at the show or exposition to which this Agreement relates, including but not limited to the misuse, improper use, unauthorized alteration or negligent handling of our equipment.
• Your violation of federal, state, county or local ordinances.
• Your violation of show regulations and/or rules as published and set forth by the facility and/or show management.

WAIVER AND RELEASE:
You agree to waive and release all claims against us with regards to all matters for which we have disclaimed liability pursuant to the provisions of this Agreement.

SEVERABILITY:
If any provision of this contract is deemed to be invalid, illegal, or not enforceable, the remainder of this contract shall remain in effect and not be impacted by such findings.

WAIVER:
No waiver by us of any of the provisions of this Agreement is effective unless explicitly set forth in writing and signed by us. No failure to exercise, or delay in exercising, any right, remedy, power or privilege arising from this Agreement operates, or may be construed, as a waiver thereof. No single or partial exercise of any right, remedy, power or privilege hereunder precludes any other or further exercise thereof or the exercise of any other right, remedy, power or privilege.

ASSIGNMENT:
You shall not assign, transfer, delegate or subcontract any of your rights or obligations under this Agreement without our prior written consent. Any purported assignment or delegation in violation of this Section shall be null and void. No assignment or delegation shall relieve you of any of your obligations hereunder. We may at any time assign or transfer any or all of its rights or obligations under this Agreement without your prior written consent to any affiliate or to any person acquiring all or substantially all of our assets.

RELATIONSHIP OF THE PARTIES:
The relationship between the parties is that of independent contractors. Nothing contained in this Agreement shall be construed as creating any agency, partnership, joint venture or other form of joint enterprise, employment or fiduciary relationship between the parties, and neither party shall have authority to contract for or bind the other party in any manner whatsoever.

NO THIRD-PARTY BENEFICIARIES:
This Agreement is for the sole benefit of the parties hereto and their respective successors and permitted assigns and nothing herein, express or implied, is intended to or shall confer upon any other person or entity any legal or equitable right, benefit or remedy of any nature whatsoever under or by reason of this Agreement.

SURVIVAL:
The provisions of this Agreement which by their nature should apply beyond their terms will remain in force after any termination or expiration of this Agreement including, but not limited to, the following provisions: Insurance, Claims for Loss, Indemnification, Governing Law, Jurisdiction and Survival.

AMENDMENT AND MODIFICATION:
This Agreement may only be amended or modified in a writing stating specifically that it amends this Agreement and is signed by an authorized representative of each party.

GOVERNING LAW, JURISDICTION:
This Agreement shall be construed under the laws of the State of Ohio without reference to the conflicts of laws principles thereof. FERN and EXHIBITOR hereby consent to the executive jurisdiction and venue of the federal or state courts located in Hamilton County, Ohio for all actions or suits related to the interpretation or enforcement of this Agreement.
### CHAIRS & STOOLS

<table>
<thead>
<tr>
<th>QTY</th>
<th>ITEM #</th>
<th>DESCRIPTION</th>
<th>DISCOUNT RATE</th>
<th>STANDARD RATE</th>
<th>AMOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>110</td>
<td>Sled Base Armless Side Chair</td>
<td>$ 84.00</td>
<td>$ 105.00</td>
<td></td>
</tr>
<tr>
<td></td>
<td>105</td>
<td>Upholstered Arm Chair</td>
<td>$ 98.00</td>
<td>$ 117.50</td>
<td></td>
</tr>
<tr>
<td></td>
<td>131</td>
<td>Stool - Padded with Back</td>
<td>$ 110.00</td>
<td>$ 121.50</td>
<td></td>
</tr>
</tbody>
</table>

### PEDESTAL TABLES (Gray Nebula top)

<table>
<thead>
<tr>
<th>QTY</th>
<th>ITEM #</th>
<th>DESCRIPTION</th>
<th>DISCOUNT RATE</th>
<th>STANDARD RATE</th>
<th>AMOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>215</td>
<td>30&quot;h Pedestal Table</td>
<td>$ 182.00</td>
<td>$ 227.50</td>
<td></td>
</tr>
<tr>
<td></td>
<td>216</td>
<td>40&quot;h Pedestal Table</td>
<td>$ 188.50</td>
<td>$ 236.00</td>
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### ACCESSORIES

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<th>ITEM #</th>
<th>DESCRIPTION</th>
<th>DISCOUNT RATE</th>
<th>STANDARD RATE</th>
<th>AMOUNT</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>401</td>
<td>Wastebasket with Liner</td>
<td>$ 23.00</td>
<td>$ 26.00</td>
<td></td>
</tr>
<tr>
<td></td>
<td>407</td>
<td>Easel, Tripod</td>
<td>$ 35.00</td>
<td>$ 44.00</td>
<td></td>
</tr>
<tr>
<td></td>
<td>479</td>
<td>2-Arm Bag Stand</td>
<td>$ 84.00</td>
<td>$ 105.00</td>
<td></td>
</tr>
</tbody>
</table>

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

If you have any questions or concerns about your invoice, please visit the Fern Exhibitor Service Center at your show/event prior to leaving. No credits or refunds will be issued after close of the show/event on items and/or services ordered and not received.

Cancellation after deadline date will be charged at 50% of prevailing rate. Cancellation after installation will be 100% of prevailing rate.

Requests made after the deadline will be filled, as available, at the standard rate.

All orders are subject to the terms and conditions as outlined in the Exhibitor Service Manual.

Exhibiting Company Name: ___________________________________________________________  Booth # ____________
### 2019 Plug & Cutting Conference
September 05 - 06, 2019
Embassy Suites Charlotte-Concord, Concord, NC
01-11376-19

Click here to view the Standard Furniture Rental Brochure

Choices not indicated will be selected by Fern to coordinate with show colors and size of exhibit.

#### DISPLAY TABLES - 30" high x 2' wide

<table>
<thead>
<tr>
<th>QTY</th>
<th>ITEM #</th>
<th>DESCRIPTION</th>
<th>DISCOUNT RATE</th>
<th>STANDARD RATE</th>
<th>AMOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td>223</td>
<td>223</td>
<td>4'x30&quot; h table skirted 3 sides (select skirt color below)</td>
<td>$162.00</td>
<td>$202.00</td>
<td>$</td>
</tr>
<tr>
<td>233</td>
<td>233</td>
<td>6'x30&quot; h table skirted 3 sides (select skirt color below)</td>
<td>$179.00</td>
<td>$224.00</td>
<td>$</td>
</tr>
<tr>
<td>253</td>
<td>253</td>
<td>8'x30&quot; h table skirted 3 sides (select skirt color below)</td>
<td>$198.00</td>
<td>$248.00</td>
<td>$</td>
</tr>
<tr>
<td>522</td>
<td>522</td>
<td>Drape 4th side of 30&quot;h table</td>
<td>$57.00</td>
<td>$77.00</td>
<td>$</td>
</tr>
<tr>
<td>222</td>
<td>222</td>
<td>4'x30&quot; h table not skirted</td>
<td>$130.00</td>
<td>$162.00</td>
<td>$</td>
</tr>
<tr>
<td>232</td>
<td>232</td>
<td>6'x30&quot; h table not skirted</td>
<td>$143.00</td>
<td>$179.00</td>
<td>$</td>
</tr>
<tr>
<td>252</td>
<td>252</td>
<td>8'x30&quot; h table not skirted</td>
<td>$160.00</td>
<td>$202.00</td>
<td>$</td>
</tr>
</tbody>
</table>

Table Skirt Color:  
- 04 black  
- 06 blue  
- 08 gold  
- 09 gray  
- 10 green  
- 11 maroon  
- 19 plum  
- 14 red  
- 18 teal  
- 16 white

#### DISPLAY TABLE COUNTERS - 40" high x 2' wide

<table>
<thead>
<tr>
<th>QTY</th>
<th>ITEM #</th>
<th>DESCRIPTION</th>
<th>DISCOUNT RATE</th>
<th>STANDARD RATE</th>
<th>AMOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td>229</td>
<td>229</td>
<td>4'x40&quot; h table skirted 3 sides (select skirt color below)</td>
<td>$178.00</td>
<td>$222.50</td>
<td>$</td>
</tr>
<tr>
<td>239</td>
<td>239</td>
<td>6'x40&quot; h table skirted 3 sides (select skirt color below)</td>
<td>$208.00</td>
<td>$260.00</td>
<td>$</td>
</tr>
<tr>
<td>259</td>
<td>259</td>
<td>8'x40&quot; h table skirted 3 sides (select skirt color below)</td>
<td>$236.00</td>
<td>$295.00</td>
<td>$</td>
</tr>
<tr>
<td>530</td>
<td>530</td>
<td>Drape 4th side of 40&quot;h table</td>
<td>$63.00</td>
<td>$85.00</td>
<td>$</td>
</tr>
<tr>
<td>228</td>
<td>228</td>
<td>4'x40&quot; h table not skirted</td>
<td>$144.00</td>
<td>$180.00</td>
<td>$</td>
</tr>
<tr>
<td>238</td>
<td>238</td>
<td>6'x40&quot; h table not skirted</td>
<td>$160.00</td>
<td>$207.50</td>
<td>$</td>
</tr>
<tr>
<td>258</td>
<td>258</td>
<td>8'x40&quot; h table not skirted</td>
<td>$190.00</td>
<td>$237.50</td>
<td>$</td>
</tr>
</tbody>
</table>

Table Skirt Color:  
- 04 black  
- 06 blue  
- 08 gold  
- 09 gray  
- 10 green  
- 11 maroon  
- 19 plum  
- 14 red  
- 18 teal  
- 16 white

---

☐ Yes, I have completed and included the Payment Authorization Form.

If you have any questions or concerns about your invoice, please visit the Fern Exhibitor Service Center at your show/event prior to leaving. No credits or refunds will be issued after close of the show/event on items and/or services ordered and not received.

Discount Deadline:  
- August 30, 2019

Sub Total $  
Tax 7.000% $  
Grand Total $  

Cancellation after deadline date will be charged at 50% of prevailing rate. Cancellation after installation will be 100% of prevailing rate.

Requests made after the deadline will be filled, as available, at the standard rate.

All orders are subject to the terms and conditions as outlined in the Exhibitor Service Manual.

Exhibiting Company Name: ___________________________________________________________   Booth # ____________

Custom
2019 Plug & Cutting Conference  
September 05 - 06, 2019  
Embassy Suites Charlotte-Concord, Concord, NC  
01-11376-19  

MATERIAL HANDLING  
Rates below include receipt of your freight; delivery to the booth; storage and return of empty crates; and reloading. Additional charges may apply if your shipment does not arrive/depart during the designated move-in/out times.  

A 200 lb. minimum charge per shipment applies.  

<table>
<thead>
<tr>
<th>ADVANCE WAREHOUSE SHIPMENTS</th>
<th>Description</th>
<th>Rate per lb.</th>
<th>Minimum Charge</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>Crated or skidded shipment via common carrier</td>
<td>$1.45</td>
<td>$290.00</td>
</tr>
<tr>
<td>B</td>
<td>Crated or skidded shipment via van lines, POV or specialized carrier, Fed Ex, UPS or USPS</td>
<td>$1.68</td>
<td>$336.00</td>
</tr>
<tr>
<td>L</td>
<td>Shipment received late to warehouse</td>
<td>$1.68</td>
<td>$336.00</td>
</tr>
<tr>
<td>P</td>
<td>Small package shipments not exceeding 50 lbs per shipment via Fed Ex, UPS or overnight carrier</td>
<td>$60.00</td>
<td>$25.00</td>
</tr>
</tbody>
</table>

NO DIRECT TO SHOW SITE SHIPMENTS  

PLEASE COMPLETE THE ESTIMATED MATERIAL HANDLING CALCULATION PAGE AND SUBMIT WITH PAYMENT BY DEADLINE DATE. 

☐ Yes, I have completed and included the Payment Authorization Form. 

If you have any questions or concerns about your invoice, please visit the Fern Exhibitor Service Center at your show/event prior to leaving. No credits or refunds will be issued after close of the show/event on items and/or services ordered and not received.        

All orders are subject to the terms and conditions as outlined in the Exhibitor Services Manual.  

Exhibiting Company Name: ___________________________________________________________ Booth # ____________
MATERIAL HANDLING GUIDELINES

1. The Advance Warehouse will ONLY accept packaged shipments, including crates, boxes and skids. Uncrated or unwrapped pieces should be sent DIRECTLY to the CONVENTION FACILITY to arrive AFTER 8:00AM on the first day of exhibitor installation.

2. Rates are based on per shipment basis. A shipment is considered freight received from one shipping origin on one day. Each separate delivery is considered a separate shipment.

3. Complete terms and conditions are outlined in the Terms & Conditions.

SHIPPING ADDRESSES

ADVANCE WAREHOUSE
Label each piece of shipment(s) as follows:
(Exhibiting Company Name)
c/o Fern Exposition
2310 Old Steele Creek Road
Charlotte, NC 28208
2019 Plug & Cutting Conference (Booth #)
Shipments must arrive by:
3pm Tuesday September 3, 2019

ESTIMATED FREIGHT PAYMENT CALCULATION

<table>
<thead>
<tr>
<th>Category</th>
<th># of pieces</th>
<th>Weight (200 lb Min.)</th>
<th>Rate</th>
<th>Estimated Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shipment 1</td>
<td>____________</td>
<td>________________</td>
<td>X</td>
<td>________________</td>
</tr>
<tr>
<td>Shipment 2</td>
<td>____________</td>
<td>________________</td>
<td>X</td>
<td>________________</td>
</tr>
<tr>
<td>Shipment 3</td>
<td>____________</td>
<td>________________</td>
<td>X</td>
<td>________________</td>
</tr>
<tr>
<td>Shipment 4</td>
<td>____________</td>
<td>________________</td>
<td>X</td>
<td>________________</td>
</tr>
<tr>
<td>Shipment 5</td>
<td>____________</td>
<td>________________</td>
<td>X</td>
<td>________________</td>
</tr>
</tbody>
</table>

☐ Yes, I have completed and included the Payment Authorization Form.

Sub Total $__________

Grand Total $__________

All shipments are subject to the terms and conditions as outlined on the Terms & Conditions Form in the Exhibitor Service Manual.

Exhibiting Company Name: _______________________________ Booth # ____________
STRAIGHT TIME RATES QUOTED are for Monday through Friday 8:00am - 4:00pm. Freight handled on OVERTIME, before 8:00am and after 4:00pm on weekdays and on Saturday, Sunday or a Holiday, an additional 25% per cwt will be charged.

RATES APPLY to each pound subject to the published minimum weight and are based on the actual or estimated INBOUND weight. No allowance will be made for attrition during the convention. Each shipment is considered separately. NO cumulative weights will be allowed on minimums, split shipments, free astrays, etc. Special service rates will not be split for mixed shipments.

SHIPMENTS OR EQUIPMENT REQUIRING SPECIAL HANDLING at the convention facility will be subject to a surcharge as indicated on the freight rate schedule. This classification shall be applied to, but not limited to, van shipments or shipments which are packed in such a manner as to require unloading by hand (i.e. loose display parts, uncrated equipment not delivered on a flat bed truck, etc.). Material will be unloaded from vans, exhibitor’s truck or trucks of others at the convention facility, delivered to the exhibitor’s booth, picked up at the close of the show, moved to the loading area and reloaded on trucks. It is incumbent on the exhibitor to provide written and accurate weight information on each shipment. Shipments received without receipts or freight bills such as UPS or U.S. Mail will be delivered to the booth without guarantee of piece count or condition. No liability will be assumed for such shipments.

SPECIAL SERVICES AND RATES - Fern Exposition & Event Services will provide steel banding services at $1.50 per ln. ft. as well as shrink wrap services for packaging of displays and equipment at $54.50 per skid-shrink wrap. Please see the Fern Exposition & Event Services Desk. Forklifts and drivers are available for spotting equipment in the booth at prevailing rates for equipment and labor. Mobile equipment will be moved in and out of the exhibit facility for $150.00 per round trip.

COLLECT SHIPMENTS may be refused or accepted at the option of Fern Exposition & Event Services. In cases where Fern Exposition & Event Services elects to receive such shipments, the responsible exhibitor or shipper will be notified immediately and payment in full for all charges due must be wired to Fern Exposition & Event Services within 24 hours. A twenty-five percent (25%) special service will be added to the freight bill for handling any consignments under these conditions. A $10.00 MINIMUM fee will apply to this service.

HAULING TO OR FROM LOCAL FACILITIES will be charged at prevailing hourly rates. In addition, appropriate weight charges for services rendered in accordance with the freight rate schedule will be applied.

INBOUND AND OUTBOUND TRAFFIC SCHEDULES are the responsibility of Fern Exposition and Event Services. To assure orderly and expeditious handling of exhibit material into and out of the convention hall, it is suggested that exhibitors, including local companies, clear all movement of exhibit material through Fern Exposition & Event Services, who is prepared to handle local pick-ups and deliveries on a coordinated schedule. In order to minimize congestion and comply with union requirements, all shipments should be channeled through Fern Exposition & Event Services.

EXHIBITS TO BE STORED will be charged at a rate of $0.05/lb per month, with a minimum monthly rate of $30.00 or fraction thereof. No charge for storage will be made for inbound shipments when received 14 days prior to the show.

EXHIBIT LOSS OR DISAPPEARANCE - Please refer to Terms and Conditions (TC-01 and TC-02) in this Exhibitor Services Manual.

DISPUTES - Please refer to Terms and Conditions (TC-01 and TC-02) in this Exhibitor Services Manual.

INSURANCE - Please refer to Terms and Conditions (TC-01 and TC-02) in this Exhibitor Services Manual.
2019 Plug & Cutting Conference
September 05 - 06, 2019
Embassy Suites Charlotte-Concord, Concord, NC
01-11376-19

FERN TRANSPORTATION
Fern offers personalized service with a representative who is an expert in exhibit transportation and is familiar with all details pertaining to each tradeshow. We also provide pre-printed labels and shipping documents for inbound and outbound shipments. For your convenience, our representative will be on show site and available to assist with all your transportation needs.

Note: If Fern Transportation is not your freight carrier, please do not return this form.

<table>
<thead>
<tr>
<th>SERVICE SELECTION (select the following)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Level of Service:</td>
</tr>
<tr>
<td>Special Handling:</td>
</tr>
<tr>
<td>Declared Value:</td>
</tr>
</tbody>
</table>

For a quote, please contact Fern Transportation at:
Toll Free: 800.513.1209 / Local: 513.297.2374 / Fax: 513.297.2377

SHIPMENT BEING SENT TO (please check one):
- [ ] Advance Warehouse
- [ ] Show Site

PICK-UP ADDRESS
- Company Name:
- Contact Name:
- Address:
- City:                      State:                  Zip Code:
- Email:                     Phone:

BILL TO ADDRESS
- Company Name:
- Contact Name:
- Address:
- City:                      State:                  Zip Code:
- Email:                     Phone:

EXHIBITOR SHIPMENT AUTHORIZATION
- Printed Name
- Emergency/Mobile Phone #

By signing Exhibitor Shipment Authorization below, you and/or company agree to payment terms & conditions (listed in the show Exhibitor Service Manual), limits of liability (listed above) and authorize Fern to use any payment method on file (including credit cards). All charges and weights are estimates until the shipment is delivered.

SPECIAL INSTRUCTIONS
- Yes, I have completed and included the Payment Authorization Form.
  If you have any questions or concerns about your invoice, please visit the Fern Exhibitor Service Center at your show/event prior to leaving. No credits or refunds will be issued after close of the show/event on items and/or services ordered and not received.
  All orders are subject to the terms and conditions as outlined in the Exhibitor Service Manual.

Exhibiting Company Name: _______________________________ Booth # ______

This form is not subject to a deadline date
Freedom Shipping

The only package that includes Material Handling and Priority Empty Return, so you can get home as fast as possible.

1. HOME PICKUP
2. SHOW SITE DROPOFF
3. SHOW FLOOR DELIVERY
4. PRIORITY EMPTY RETURN
5. RELOAD & SEND HOME

Book your shipment now!
Call 317-918-8241 Email pdevine@fernexpo.com
EXHIBIT MATERIAL

RUSH
ADVANCE WAREHOUSE

To: ________________________________
  (Exhibiting Company Name)
c/o Fern

2310 Old Steele Creek Road
Charlotte, NC  28208

Booth Number: ________________________

2019 Plug & Cutting Conference

Must Arrive By:
3pm Tuesday September 3, 2019

fern
2019 Plug & Cutting Conference
September 05 - 06, 2019
Embassy Suites Charlotte-Concord, Concord, NC
01-11376-19

IMPORTANT INSTRUCTIONS
Every shipment must be labeled and requires a Fern Bill of Lading (BOL) for each destination.
1. Exhibitor must complete request form and return before show close
2. Fern will create a BOL and shipping labels that will be printed
3. BOL and shipping labels will be delivered to your booth or held at the Service Center
4. Exhibitor must properly pack each shipment and apply labels
5. Exhibitor must return the signed BOL to the Service Center with piece count and est. weight

CARRIER SELECTION (select one of the following)

- Fern Transportation
- Common Carrier
- Expedited Carrier
- Company Truck/POV
- Van Line

Level of Service:
- Ground
- 2nd Day Air
- Next Day Air
- Residential Delivery
- Inside Delivery

Note: Air Freight will be billed on Actual or Dimensional Weight, whichever is greater.

Declared Value (optional):
Insurance cost (min. $100): $4.25 per $100.00

SHIP TO ADDRESS
Company Name:
Contact Name:
Address:
City: State: Zip Code:
Email: Phone:

BILL TO ADDRESS
Company Name:
Contact Name:
Address:
City: State: Zip Code:
Email: Phone:

EXHIBITOR SHIPMENT AUTHORIZATION

Signature X
Printed Name
Emergency/Mobile Phone #

By signing Exhibitor Shipment Authorization below, you and/or company agree to payment terms & conditions (listed in the show Exhibitor Services Manual), limits of liability (listed above) and authorize Fern to use any payment method on file (including credit cards). All shipping charges and weights are estimates until the shipment is delivered.

PACKAGE DIMENSIONS

Pkg #1 Dimensions: Est. Wt.:
Pkg #2 Dimensions: Est. Wt.:
Pkg #3 Dimensions: Est. Wt.:
Pkg #4 Dimensions: Est. Wt.:
Pkg #5 Dimensions: Est. Wt.:
Total Estimated Weight:

SPECIAL INSTRUCTIONS

- Yes, I have completed and included the Payment Authorization Form.
- If you have any questions or concerns about your invoice, please visit the Fern Exhibitor Service Center at your show/event prior to leaving. No credits or refunds will be issued after close of the show/event on items and/or services ordered and not received.

All orders are subject to the terms and conditions as outlined in the Exhibitor Service Manual.

Exhibiting Company Name: _____________________________ Booth # _________
In-House Exhibitor Service Order Form

Due by August 28th to avoid $100 floor charge

AmericanHort

September 4-6, 2019

billing information

company name: ____________________________

phone #: ____________________________

on site contact: ____________________________

fax #: ____________________________

address: ____________________________

e-mail: ____________________________

booth #: ____________________________

payment via: visa mastercard amex
diners club carte blanche check other

card/acct #: ____________________________

exp. date: ____________________________

charges authorized by: ____________________________

printed name ____________________________

signature ____________________________


electrical services

<table>
<thead>
<tr>
<th>qty</th>
<th># of days</th>
<th>advance order</th>
<th>total amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>dedicated outlet 120v 20 amp service</td>
<td></td>
<td>$50.00</td>
<td>-</td>
</tr>
<tr>
<td>dedicated outlet 208v 30 amp service (nema L6-30)</td>
<td></td>
<td>$75.00</td>
<td>-</td>
</tr>
<tr>
<td>extension cord</td>
<td></td>
<td>$20.00</td>
<td>-</td>
</tr>
<tr>
<td>power strip</td>
<td></td>
<td>$20.00</td>
<td>-</td>
</tr>
</tbody>
</table>

Note: Wall and floor outlets are not part of the rental space, and will be charged accordingly.


communication services

<table>
<thead>
<tr>
<th>qty</th>
<th># of days</th>
<th>advance order</th>
<th>total amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>direct dial line - one time set-up (min. 14 day notice required)</td>
<td></td>
<td>$200.00</td>
<td>-</td>
</tr>
<tr>
<td>dial 9 line - one time set-up</td>
<td></td>
<td>$100.00</td>
<td>-</td>
</tr>
<tr>
<td>wireless internet</td>
<td></td>
<td>$25.00</td>
<td>-</td>
</tr>
<tr>
<td>wired internet</td>
<td></td>
<td>$125.00</td>
<td>-</td>
</tr>
</tbody>
</table>


drayage services inbound

<table>
<thead>
<tr>
<th>qty</th>
<th># of days</th>
<th>advance order</th>
<th>total amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>box - receipt and delivery (36” x 24” x 24”)</td>
<td></td>
<td>$15.00</td>
<td>-</td>
</tr>
<tr>
<td>storage - per day (if arrival is prior to 72 hours out)</td>
<td></td>
<td>$5.00</td>
<td>-</td>
</tr>
<tr>
<td>Oversized package/display cases (over 36” or 40lbs)</td>
<td></td>
<td>$30.00</td>
<td>-</td>
</tr>
<tr>
<td>pallet/pkg over 250 lb - receipt and delivery</td>
<td></td>
<td>$250.00</td>
<td>-</td>
</tr>
<tr>
<td>storage - per day (if arrival is prior to 72 hours out)</td>
<td></td>
<td>$50.00</td>
<td>-</td>
</tr>
<tr>
<td>forklift and operator per item</td>
<td></td>
<td>$100.00</td>
<td>-</td>
</tr>
</tbody>
</table>

Note: All deliveries over 81” in height or 47” wide must be delivered by a truck with a lift gate.


drayage services outbound

<table>
<thead>
<tr>
<th>qty</th>
<th># of days</th>
<th>advance order</th>
<th>total amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>box - receipt for outbound pick-up</td>
<td></td>
<td>$15.00</td>
<td>-</td>
</tr>
<tr>
<td>storage - per day (outbound pick-up 72 hours after event)</td>
<td></td>
<td>$5.00</td>
<td>-</td>
</tr>
<tr>
<td>pallet/pkg over 250 lb</td>
<td></td>
<td>$250.00</td>
<td>-</td>
</tr>
<tr>
<td>receipt for outbound pick-up</td>
<td></td>
<td>$50.00</td>
<td>-</td>
</tr>
<tr>
<td>storage - per day (outbound pick-up 72 hours after event)</td>
<td></td>
<td>$100.00</td>
<td>-</td>
</tr>
</tbody>
</table>

Note: All deliveries over 81” in height or 47” wide must be delivered by a truck with a lift gate.


visit www.EmbassySuitesConcord.com

For a complete listing of our event technology services.

Select the Meetings & Events tab or contact your Convention Services Manager.

special instructions:

If you need anything like a monitor, etc. that is not listed above, please write in the box and we will call to confirm receipt and pricing.

name: ____________________________

phone #: 704-454-1713

fax #: 704-454-1719

e-mail: niki.gray@atriumhospitality.com

subtotal

Floor Order ($100.00)

service charge 24%

tax 7.00%

total

please return or fax completed form to:

Niki Gray

All pricing is listed per room, per day, unless noted, and does not include applicable tax or customary 24% Service Charge to cover installation/dismantle.

Add $100.00 for any Floor Order day of Event.

5400 John Q Hammons Drive NW • Concord, North Carolina 28027 • Hotel Phone (704) 455-8200 • Hotel Fax (704) 455-8201 • Sales Office Fax (704) 454-1719