

FIVE STAR CONVENTION DECORATING, INC.

P.O. Box 250
Hampstead, MD 21074

(410) 239-0606
(410) 239-1452 fax

**W E L C O M E
TO THE
MID ATLANTIC NURSERY TRADE SHOW 2012**

Dear Exhibitor:

Five Star Convention Decorating Inc. is pleased to be the Official Service Contractor for the 2012 Mid Atlantic Nursery Trade Show.

Our purpose: To serve you, from start to finish throughout the planning, production and dismantle of the event.

Our goal: To assist you in making this event a successful and pleasant experience.

Our payment policy: all pre orders must be submitted with full payment to qualify for advance pricing. All show site orders or changes must be paid in full at show site. We accept American Express, Visa, MasterCard, company checks and cash. Changed or cancelled orders are subject to a 50% service charge. A service charge of \$75.00 will be assessed for all returned checks and no credits can be issued for any services after the close of the show. It is your responsibility to bring any disputes or questions to our attention during the show through the Exhibitor Service Desk so they can be rectified.

Prices for booth accessories and freight handling have not increased over last year's prices.

Our pricing policy and deadlines:

- For items and services ordered and paid by September 15, 2011, take a 15% early bird discount from the published pre-tax prices.
- For items and services ordered and paid between September 16 and November 15, 2011, pay the fees published in this manual.
- For items and services ordered and paid after November 15, 2011, add 20% to the pre-tax fees published in this manual.

Five Star Convention Decorating, Inc. will provide an on-site Exhibitor Service Desk, located in Hall D, if you should need assistance with placing, changing or verifying an order for your booth requirements. Please visit us at this location and we will be happy to assist you.

Please feel free to contact us at any time with any questions you may have regarding your specific booth requirements.

Have A Great Show!

Best Regards,

Mary Ann Schestag

Email: maryann@fivestarc.org

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**ORDER SUMMARY/RECAP SHEET
AND
CREDIT CARD AUTHORIZATION FORM**

MID ATLANTIC NURSERY TRADE SHOW 2012

YOUR ORDERS MUST BE SUBMITTED WITH FULL PAYMENT BY THE POSTED DEADLINE DATES TO RECEIVE THE APPLICABLE ADVANCE RATES. **ORDERS RECEIVED AFTER THE DEADLINE DATES ARE SUBJECT TO AND WILL INCUR A 20% LATE FEE.**

PAYMENT POLICY

All orders must be accompanied by full payment either by check or credit card as indicated below. If your company is shipping any freight/materials directly to this event or to our advance storage warehouse you must complete the credit card authorization form below.

RECAP SHEET

BOOTH ACCESSORY ORDER FORM		\$ _____
CEILING SIGN AND/OR BANNER ORDER FORM		\$ _____
DAILY BOOTH CLEANING ORDER FORM		\$ _____
FREIGHT SERVICE ORDER FORM	ADVANCE SHIPMENTS	\$ _____
	SHOW SITE SHIPMENTS	\$ _____
	TOTAL AMOUNT DUE	\$ _____

CREDIT CARD INFORMATION AND AUTHORIZATION:
(VISA, MASTERCARD OR AMERICAN EXPRESS ONLY)

Card Holder Name: (please print) _____

Authorized Signature: _____

Card Number: _____ Expiration Date: _____

Billing Street Address: _____

Billing Zip code for this account: _____ Customer Security Code: _____

COMPANY NAME: _____ Booth #: _____

REPRESENTATIVE'S NAME: _____ Phone #: _____

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BOOTH ACCESSORIES ORDER FORM

ADVANCE PRICING DEADLINE: 11/15/11

MID ATLANTIC NURSERY TRADE SHOW 2012

Included in Booth Cost: 8" draped backdrop, 3 1/2' draped side-rail, one wastebasket and a 1 line 7" x 44" booth identification sign. **A 20% late fee will be applied to orders received after the above referenced deadline.**

<u>Quantity</u>	<u>Item</u>	<u>Advance Price (each)</u>	<u>Total</u>
_____	Folding Chair	30.00	_____
_____	Upholstered Chair	45.00	_____
_____	Counter Stool w/back	80.00	_____
_____	4' Undraped Table 30" high	55.00	_____
_____	4' Undraped Table 42" high	65.00	_____
_____	4' Draped Table 30" high	80.00	_____
_____	4' Draped Table 42" high	85.00	_____
_____	6' Undraped Table 30" high	65.00	_____
_____	6' Undraped Table 42" high	70.00	_____
_____	6' Draped Table 30" high	90.00	_____
_____	6' Draped Table 42" high	95.00	_____
_____	8' Undraped Table 30" high	75.00	_____
_____	8' Undraped Table 42" high	80.00	_____
_____	8' Draped Table 30" high	100.00	_____
_____	8' Draped Table 42" high	105.00	_____
_____	4 th side table draping	30.00	_____

Indicate Color Choice For Draping: (circle one) Red Blue Green Gold White Black

_____	10' x 10' Carpet	150.00	_____
_____	10" x 20" Carpet	275.00	_____
_____	10' x 30' Carpet	375.00	_____
_____	10" x 40" Carpet	475.00	_____

Indicate Color Choice For Carpet: (circle one) Red Blue Grey

_____	Carpet Padding (square footage)	1.05	_____
_____	Visqueen Covering (square footage)	1.05	_____
_____	Wastebasket w/liner	18.00	_____

ORDER SUMMARY

SUBTOTAL: _____

TAX (6%): _____

FINAL TOTAL: _____

COMPANY NAME: _____

BOOTH #: _____

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CEILING SIGN & BANNER INSTALLATION ORDER FORM

ADVANCE PRICING DEADLINE: 11/15/11

MID ATLANTIC NURSERY TRADE SHOW 2012

All hanging designs must have approval in advance by Show Management, in accordance with your show contract for design, copy and placement in your display area. If you require this service, return this form to Five Star Convention Decorating, Inc.

All signs must be hung by Five Star Convention Decorating, Inc. (the official service contractor), in accordance with insurance regulations. According to the rules and regulations of the facility and unions, no other firm will be allowed to bring high-lift or boom equipment on the show floor. If your sign is electrical, be sure to place your order with the electrical contractor.

RATES

Service includes one lift and two persons for labor. NOTE: Exhibitors are responsible to supply all additional materials for installation.

A Certificate of Insurance for the period of January 8 – 14, 2012, naming Five Star Convention Decorating, Inc., MANTS, & The Baltimore Convention Center must be submitted with this order form.

STRAIGHT TIME: (MONDAY – FRIDAY, 8:00 am – 4:00 pm)

\$400.00	1 ST sign Up & Down	<u>\$400.00</u>
\$275.00	Each Additional Sign	_____
	TOTAL	_____

OVERTIME: (MONDAY – FRIDAY, AFTER 4:00 pm and/or all day Saturday & Sunday)

\$525.00	1 ST sign Up & Down	<u>\$525.00</u>
\$300.00	Each Additional Sign	_____
	TOTAL	_____

ORDER SUMMARY

GRAND TOTAL: _____

COMPANY NAME: _____

BOOTH #: _____

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**DAILY BOOTH CLEANING ORDER FORM
ADVANCE PRICING DEADLINE: 11/15/11**

MID ATLANTIC NURSERY TRADE SHOW 2012

PLEASE NOTE: Rental Carpet Includes Daily Vacuum Service

BOOTH CLEANING

Daily Vacuum Service for Exhibitor – owned carpet. Each day prior to opening at \$1.25 per square foot. This service can only be ordered for your entire square footage of booth space, partial orders will not be accepted.

_____Square Footage X \$1.25 (per square foot) = \$TOTAL _____

ORDER SUMMARY

GRAND TOTAL: _____

COMPANY NAME: _____

BOOTH #: _____

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FREIGHT POLICY AND REVIEW

In an effort to service our customers with consistency and provide a valued service we ask that you read and become familiar with the Freight Policy for the show. This section is the same explanation that was mailed to each vendor prior to this publication and has been approved by MANTS. This explanation should assist you in determining which freight option best fits your needs, Advance or Show Site Services. It will also explain the complimentary forklift service that is provided by MANTS should that be the only service you require.

If you have any questions or need further assistance please drop me an email or call me at your earliest convenience: maryann@fivestarc.org, 410-239-0606.

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FREIGHT POLICY

MID ATLANTIC NURSERY TRADE SHOW 2012

A. Exhibitors who Hand-Carry Their Display Material

1. There will be no freight handling charges for an exhibitor to hand carry his display on to the show floor. This type of exhibitor would be a “walk-in” arriving via Pratt Street or Charles Street lobby entrances, not via convention center security. Hand-carry does not include use of nursery carts, dollies, or other tools to assist in transportation of the display materials. This is truly a category for an exhibitor who has a small pop-up type display who can carry or roll the exhibit case on to and off of the show floor.
2. If you need to ship your display from MANTS after the show, you will be subject to the policy below. Please read part B.

B. Exhibitor’s Company-Owned Truck used for Move-in and Move-out:

1. There will be no freight charges incurred for any product handling for company-owned or personally owned vehicles that drive on to the show floor or stage via the dock **unless that exhibitor has items that require shipping at the end of the show.** Company-owned vehicles do include U-Haul, etc. For exhibitors that incur out-bound shipping, there will be a freight handling fee from the decorator, in addition to any shipping costs you incur. The decorator will charge a minimum fee of \$100 or \$50.00 per 100 pounds for this one way freight handling service. Some examples of who will incur this type of charge include:
 - a. An exhibitor who hand carries or brings in his display in his own personal vehicle, but then needs to ship that display to another show;
 - b. An exhibitor who arrives at MANTS in his company truck which contains plants, catalogs, display props such as tables and chairs, etc. This exhibitor sells his plants at the end of the show and distributes some of his catalogs but then needs to ship home the remainder of the catalogs and display props. This exhibitor will pay freight handling to Five Star for the remaining catalogs, tables, and chairs, etc. that are to be shipped out. The minimum freight handling fee for MANTS 2012 will be \$100.
2. To expedite move-out, exhibitors who do have out-bound shipping are asked to fill out the required freight-handling forms from the Five Star service manual. Exhibitors are encouraged to complete their freight handling forms and pay in advance to receive the most cost savings. Registering and paying for freight handling in advance of the show is a cost savings over ordering and/or declaring your freight needs onsite.

Our manual pricing policy and deadlines:

- For items and services ordered and paid by September 15, 2011, take a 15% early bird discount from the published pre-tax prices.
- For items and services ordered and paid between September 16 and November 15, 2011, pay the fees published in this manual.
- For items and services ordered and paid after November 15, 2011, add 20% to the pre-tax fees published in this manual.

C. Hired Trucks, Common Carriers, Independent Truck Lines, UPS, FedEx, etc.
used for Move in and Move out.

1. There will be freight handling charges for any common carrier or non-exhibitor owned vehicle that stages through the dock, for all non-plant material. Exhibitors should not combine plant and non-plant material on the same pallet. Pallets that contain combined plant and non-plant material will be considered all non-plant and the whole pallet subject to freight handling weight.
2. Should your product be of considerable weight, such as concrete, pavers, or pottery, contact Five Star, as a freight handling discount may be applicable.
3. Exhibitors are encouraged to complete their freight handling forms and pay in advance to receive the most cost savings. Paying for freight handling in advance of the show is a cost savings over ordering and/or declaring your freight needs onsite.
Our manual pricing policy and deadlines:
 - For items and services ordered and paid by September 15, 2011, take a 15% early bird discount from the published pre-tax prices.
 - For items and services ordered and paid between September 16 and November 15, 2011, pay the fees published in this manual.
 - For items and services ordered and paid after November 15, 2011, add 20% to the pre-tax fees published in this manual.
4. Freight handling fees are based on the total weight of your non-plant shipment and will be charged at the minimum rate of \$100 or \$75.00 per 100 pounds for round trip service and handling of all empty containers.

D. Extended Fork Life Service

1. Exhibitors that require extended time in freight handling or fork lift service, i.e. a more elaborate display in the lobby, or prolonged need for positioning of display material, will be charged for freight handling of exhibit and non-exhibit product. The fee will be \$225.00 per hour or any portion of an hour.

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ADVANCE SHIPMENTS ORDER FORM
NO SHIPMENTS CAN BE RECEIVED AFTER: 12/22/2011

MID ATLANTIC NURSERY TRADE SHOW 2012

Service Includes:

- Storage at warehouse for up to 30 days but not after five days prior to show move-in
- Delivery to booth
- Crate storage
- Delivery of crates after show
- Delivery of crates to designated vehicles under our supervision

Service **Does Not** Include:

- Labor necessary for un-skidding, un-crating or more then a one-time spot.

Label each crate or package as follows:

<p>TO:</p> <p style="text-align: center;">Five Star Convention Decorating, Inc. C/O ABF Freight Systems 6720 Washington Boulevard Elkridge, Maryland 21075 (410) 796-8800</p> <p>FOR: Mid Atlantic Nursery Trade Show 2012</p> <p style="text-align: center;">Booth #: _____</p> <p style="text-align: center;">Company Name: _____</p>

Shipments must be **prepaid**. . . collect shipments will be refused

Rates: \$75.00 per 100 lbs.
\$150.00 minimum charge, for round trip service/handling
One way charges may be applicable, \$100.00 minimum

REMITTANCE:

Weight: # of pounds _____ x \$75.00 = _____
(round off to nearest 100#) Total Amount Due

COMPANY NAME: _____

BOOTH #: _____

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SHOW SITE SHIPMENTS ORDER FORM
NO SHIPMENTS CAN BE RECEIVED PRIOR TO: 01/09/2012

MID ATLANTIC NURSERY TRADE SHOW 2012

Service Includes:

- Receipt of shipments at show site during published move-in days & hours only
- Delivery to booth
- Crate storage
- Delivery of crates after show
- Delivery of crates to designated vehicles under our supervision

Service **Does Not** Include:

- Labor necessary for un-skidding, un-crating or more than a one-time spot.

Label each crate or package as follows:

<p>TO:</p> <p>Five Star Convention Decorating, Inc. Baltimore Convention Center 1 West Pratt Street Baltimore, Maryland 21201</p> <p>FOR: Mid Atlantic Nursery Trade Show 2012</p> <p>Booth #: _____</p> <p>Company Name: _____</p>

Shipments must be **prepaid**. . . . collect shipments will be refused

Rates: \$75.00 per 100 lbs.
\$150.00 minimum charge, for round trip service/handling
One way charges may be applicable, \$100.00 minimum

REMITTANCE:

Weight: # of pounds _____ x \$75.00 = _____
(round off to nearest 100#) Total Amount Due

COMPANY NAME: _____

BOOTH #: _____

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**FREIGHT SERVICE #3
HOURLY FORKLIFT**

MID ATLANTIC NURSERY TRADE SHOW 2012

This service is applicable to shipments arriving on exhibitor owned vehicles. All materials, crates, boxes and cases should be clearly marked with exhibitor name and booth numbers. This service is performed on a first come basis. Please see page 8 of this manual, Freight Service Policy, it is possible that not ALL of your shipment is handled on a complimentary basis.

All vehicles will be required to check in at the staging lot where your driver will be dispatched to the facility as space allows. Please follow staging lot instructions as printed in your Mid Atlantic Nursery Trade Show Instructions that will arrive under separate cover from show management. The lot is located at, Sharp and West Streets, LOT H at Camden Yards Stadium. **EVERYONE MUST REPORT TO THIS STAGING LOT FOR BOTH MOVE IN AND MOVE OUT.**

RATES

Small forklift (capacity up to 5,000#) will be provided free of charge, compliments of Mid Atlantic Nursery Trade Show Management & Five Star Convention Decorating. Service will include the lift and an operator. Please see Freight Policy on page 8 to see if this complimentary forklift applies to your circumstances.

Hourly Forklift (this is a minimum fee and is applicable to the move-in and move-out, each way, it is not an inclusive fee for roundtrip service). \$225.00 per hour

NOTE: Un-skidding or un-crating of machinery may require additional labor at your expense.

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FREIGHT TRACKING FORM

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The following information should be completed and returned to Five Star Convention Decorating as soon as it becomes available to your firm. This information will allow us to help you or your show staff to locate lost or damaged shipments. We can better plan for the number of shipments expected in advance or at show site with this information. Very often the originating freight office or person is not available to your show site staff during the move-in hours to acquire this very important information

Critical Shipping Information:

Originating Shipper: _____

Original Ship Date: _____ Pro or Bill of Lading #: _____

Originating Carrier: _____

Number of Pieces: _____ Shipping Weight: _____

Description of Shipment: (boxes, pallets, crates and/or display cases): _____

COMPANY NAME: _____

BOOTH #: _____

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INSURANCE BULLETIN & NOTICE

MID ATLANTIC NURSERY TRADE SHOW 2012

Be certain you are insured. Five Star Convention Decorating Inc. is not responsible for your materials or your display while at show site.

Be certain your materials are insured from the time they leave your firm until they are received at their destination after the show. It is suggested that you arrange for all-risk coverage, which usually is done with a "rider" to your existing insurance policy.

Five Star Convention Decorating Inc. and their subcontractors shall not and cannot be held responsible for the following:

- Damage to uncrated materials, materials improperly packed, glass breakage or concealed damages.
- Loss, damage, or thefts of an exhibitor's materials after the same have been delivered to the booth.
- Disappearances of materials before same are picked up for loading out of the booth subsequent to the show. All Bills of Lading or shipping instructions, covering shipments which are furnished to Five Star Convention Decorating will be checked at the time of actual loading and corrections made where discrepancies exist.
- Loss, delay or damage due to strikes, lockouts or work stoppages of any kind or to any causes beyond its control.

Five Star Convention Decorating shall not be liable to any extent whatsoever for any actual, potential or assumed loss of profits or revenues or for any collateral costs which may result from any loss or damage to an exhibitor's materials which may make it impossible or impractical to exhibit same. The liability of Five Star Convention Decorating is limited to \$.25 per pound, per article, with a maximum of \$50.00 per item and a maximum of \$1,000.00 per shipment while the materials/equipment is being handled or is in temporary storage.

The consignment or delivery of a shipment to Five Star Convention Decorating by an exhibitor, or by any shipper on behalf of an exhibitor are subject to the terms and conditions set forth in this bulletin.