

# General Exposition Services

THE TRADE SHOW SERVICE CONTRACTORS

205 Windsor Road • Limerick Business Center  
Pottstown, PA 19464  
Phone: 610-495-8866 • Fax: 610-495-8870  
Email: [info@generalexposition.com](mailto:info@generalexposition.com)

## Forklift Labor Loading/Unloading

Advanced Discount Deadline Date: Friday, March 25, 2011

**BEAD FEST WIRE 2011**  
Valley Forge Convention Center  
April 8 - 10, 2011

4000 # Capacity Forklift w/Operator (All services are 1 hour minimum for Loading and Unloading.)  
**\$195 each for Unloading/Loading on Straight time**      **\$225 each for Unloading/Loading on Overtime**

\*Straight time is Monday through Friday, 8:00 AM - 4:30 PM

\*\*Overtime consists of all hours Saturday, Sunday, Holidays, and Monday through Friday before 8:00 AM and after 4:30 PM.

All rigging, material handling labor and forklift operations must be picked up at the Exhibitor Service Desk. All work is to be performed under the supervision of an authorized exhibitor representative.

**Orders received after the advance discount deadline date and orders placed at the show will be subject to a 25% surcharge.**

To qualify for Forklift Rates:

- Must arrive on own company vehicle
- Must be equipment or machinery
- Must not require the storage of empty crates, pallets or packing
- Combined shipments of equipment and display items will be charged accordingly (Equipment at hourly rate, display items at cwt.)

Date Required: \_\_\_\_\_

Equipment to be moved in: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Approximate Weight: \_\_\_\_\_

Estimated Total Amount: \_\_\_\_\_

**IMPORTANT: All orders must be paid in advance with a credit card included on the Payment Authorization Form.**

**Exhibiting Company:** \_\_\_\_\_

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

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## Special Signs

**BEAD FEST WIRE 2011**  
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Qty		
_____	7" x 11"	\$34.00
_____	9" x 44"	\$44.00
_____	11" x 14"	\$49.00
_____	14" x 22"	\$60.00
_____	14" x 28"	\$72.00
_____	22" x 28"	\$87.00
_____	14" x 44"	\$87.00
_____	20" x 60"	\$127.00
_____	28" x 44"	\$150.00
_____	40" x 60"	\$190.00

### Price List & General Information

10 Words or Less

1. Copy exceeding 10 words will be charged at the rate of \$0.75 per word.
2. Cardboard easel backs at \$2.25 each.
3. A sales tax will be added where applicable.
4. When a card is to be done with special care such as color card and paint, glitter, trademarks or logos duplicated, an additional charge will be made. Advance quotations will be sent upon request.
5. Signs ordered on Saturday, Sunday, Holidays and 72-hours prior to Set-up of exhibit are subject to Overtime Charge of 50%.

Indicate Sign Copy Below

Vertical: \_\_\_\_\_

Horizontal: \_\_\_\_\_

Card Color: \_\_\_\_\_

Lettering Color: \_\_\_\_\_

Easel Back: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**Estimated Total:** \_\_\_\_\_

**Please transfer this total to the Payment and Charge Form.**

All charges must be paid in advance.  
All prices are subject to applicable taxes.

**Exhibiting Company:** \_\_\_\_\_

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

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## Set-Up & Dismantle Labor Order Form

Advanced Discount Deadline Date: Friday, March 25 2011

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April 8 - 10, 2011

In the interest of prompt and efficient processing of exhibitors labor requirements for set-up and dismantling of exhibits, it is urged that advance notice be provided on this form. Orders received at the show will be processed after advance orders in all cases.

**Orders received after advanced discount deadline date and orders placed at show site will be subject to a 25% surcharge.**

Display persons are assigned to orders at 8:00 AM daily and completion time of first assignments is uncertain. Therefore, starting times after 8:00 AM cannot be guaranteed, although we will make every attempt to provide labor at requested times.

You must call for labor at the service desk and bring display person back to the service desk when finished to check in labor. Failure to call for labor at requested time will result in a one-hour charge per display person requested, unless a 24 hour advance written notice is provided. If installation labor is used, dismantle labor is also required.

### SERVICE #1

To save you time and personal supervision, we suggest Service #1, using our qualified personnel, trained to erect your display prior to your arrival.

You are authorized to erect our display prior to our arrival. For your information, we are forwarding blueprints, photographs or instructions. Where possible, all work should be done on straight time. In the event of shortage in shipment, or damage, please contact our representatives immediately for instructions. **A supervision charge of 30% will be added to our bill for carpenters furnished at the rate shown below.**

We will use the same service to dismantle and pack our exhibit. Before the end of the Show, shipping instructions, address, and waybill will be left at the service desk. **A supervision charge of 30% will be added to our bill for carpenters furnished at the rate shown below.**

### SERVICE #2

We would like \_\_\_ carpenters available on \_\_\_\_\_ (date) at \_\_\_\_\_ (AM/ PM) for approximately \_\_\_ hours to erect our display under the supervision of our representative.

We would like \_\_\_ carpenters available on \_\_\_\_\_ (date) at \_\_\_\_\_ (AM/ PM) for approximately \_\_\_ hours to assist our representative in dismantling and packing our exhibit.

**EXHIBITORS MUST COME TO THE SERVICE DESK  
TO SIGN IN AND OUT FOR MEN REQUIRED**

### CARPENTER RATES

Straight Time	\$88.00 per hour	
Overtime *	\$128.00 per hour	*After 4:30 PM Daily and all day Saturday
Doubletime **	\$158.00 per hour	**Sunday and all holidays

**NOTE: Starting time for all labor is 8:00 AM - One hour minimum per man. One hour increments thereafter.**

**PAYMENT POLICY: General Exposition Services requires all labor orders to have a credit card on file (VISA, MasterCard or American Express). Service charge of 1% on unpaid balance per month starts 20 days after invoice date.**

Estimated Total: \_\_\_\_\_

Please transfer this total to the Payment Authorization Form.

**Exhibiting Company:** \_\_\_\_\_

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

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## Official Service Contractors and Exhibit Appointed Contractors

**BEAD FEST WIRE 2011**

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### Official Service Contractors

*Show Management, acting on behalf of all Exhibitors and in the best interest of the exposition, has appointed Official Service Contractors to perform and provide necessary services and equipment. Official Service Contractors are appointed to:*

- Insure the orderly and efficient installation and removal of the overall exposition,
- Assure the distribution of labor to all Exhibitors according to need,
- Provide sufficient labor to satisfy the requirements of Exhibitors, and for the exposition itself,
- See that the proper type and limits of insurance are in force,
- Avoid any conflict with local union and/or exhibit hall regulations and requirements.

*The Official Service Contractors will provide all usual trade show services, including labor. Exceptions are:*

- Supervision may be provided by the Exhibitor.
- The exhibitor may appoint an exhibit installation contractor or display builder.

### Exhibitor Appointed Contractors

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

1. Complete the attached Notification of Intent to use **NONOFFICIAL** Service Contractor.
2. The Exhibitor must notify Show Management in writing and General Exposition Services of the intention to utilize an independent contractor no later than 30 days prior to the first move-in day, furnishing the name, address and telephone number of the firm.
3. The Exhibitor shall provide evidence that the Exhibitor Appointed Contractor has a proper certificate of insurance with a minimum of \$1,000,000 liability coverage, including property damage, to show management and General Exposition Services at least 10 days before the show opening.
4. The exhibitor agrees that he is ultimately responsible for all services in connection with his exhibit, including freight, drayage, rentals, and labor.
5. The Exhibitor Appointed Contractor must have all business licenses, permits and Workers' Compensation insurance required by the State and City governments and the convention facility management prior to commencing work, and shall provide Show Management with evidence of compliance.
6. The Exhibitor Appointed Contractor will share with General Exposition Services all reasonable costs related to its operation, including overtime pay for stewards, restoration of exhibit space to its initial condition, etcetera.
7. The Exhibitor Appointed Contractor must furnish Show Management and General Exposition Service with the names of all on-site employees who will be working on the exposition floor and see that they have and wear at all times necessary identification badges as determined by Show Management.
8. The Exhibitor Appointed Contractor shall be prepared to show evidence that it has a valid authorization from the Exhibitor for services. The Exhibitor Appointed Contractor may not solicit business on the exhibit floor.
9. The Exhibitor Appointed Contractor must confine its operations to the exhibit area of its clients. No service desks, storage areas or other work facilities will be located anywhere in the building. The show aisles and public space are not a part of the Exhibitor's booth space.
10. The Exhibitor Appointed Contractor shall provide, if requested, evidence to General Exposition Services that it possesses applicable and current labor contracts and must comply with all labor agreements and practices. The Exhibitor Appointed Contractor must not commit or allow to be committed by persons in its employment any acts that could lead to work stoppages, strikes or labor problems.
11. The exposition floor, aisles, loading docks, service and storage areas will be under the control of the Official Service Contractor, General Exposition Services. The Exhibitor Appointed Contractor must coordinate all of its activities with General Exposition Services.
12. For services such as electrical, plumbing, telephone, cleaning and drayage, no contractor other than the Official Service Contractors will be approved. This regulation is necessary because of licensing, insurance, and work done on equipment and facilities owned by parties other than the Exhibitor. Exhibitors shall provide only the material and equipment they own and is to be used in their exhibit space.

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## Notification of Intent to Use Non-Official Service Contractor

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If your company plans to use a firm other than the official service contractor designated by the show manager, please complete this form and mail it to the address listed below.

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

Non-Official Service Contractor: \_\_\_\_\_

Address of Contractor: \_\_\_\_\_

Supervisor On-Site: \_\_\_\_\_ Telephone: \_\_\_\_\_

Type of Service to be performed: \_\_\_\_\_

Submitted by: \_\_\_\_\_ Telephone: \_\_\_\_\_

Please advise the "Non-official" Service Contractor that they MUST send a current General Liability Insurance Certificate, no later than 30 days prior to the show, or they will not be permitted to service your exhibit. This certificate should be sent to General Exposition Management.

It is the exhibitor's responsibility to make sure that each representative of your "Non-Official" Service Contractor abides by the rules and regulations of the show.

**Exhibiting Company:** \_\_\_\_\_

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

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## Forklift and Equipment Labor

Advanced Discount Deadline Date: Friday, March 25, 2011

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**Orders received after the advanced discount deadline date and orders placed at show site will be subject to a 25% surcharge.**

### EQUIPMENT & LABOR RATES

STRAIGHT TIME - 8:00 AM TO 4:30 PM Monday through Friday

DOUBLETIME - 4:30 PM TO 8:00 AM Monday through Friday, all day Saturday, Sunday & Holidays

CREW SIZE - Indicated below are MINIMUM crew requirements

LIFT CAPACITIES vary based on lift and/or boom extension. Additional crew, equipment or larger equipment will be used if the supervisor deems it necessary to safely complete the installation and/or dismantling of a job and it will be charged accordingly.

RIGGING MATERIALS, cable, clamps, shackles, turnbuckles, etc. are additional and will be charged accordingly.

#### **FORKLIFT** (One Hour Minimum Per Forklift/Crew)

Forklift Crew consists of the operator, rigger and helper.

	<b>STRAIGHT TIME</b>	<b>DOUBLETIME</b>
Forklift with Crew, Up to 2 tons/5,000 lb. Lift capacity	\$275.00	\$475.00
Forklift with Crew, 2 tons/5,000 lb. to 4 tons/8,000 lb. Lift capacity	\$310.00	\$510.00
Forklift with Crew, 4 tons/8,000 lb. to 6 tons/10,000 lb. Lift capacity	QUOTED ON REQUEST	

#### **BOOM LIFTS** \*Condor Snorkel-Cherry Picker (One Hour Minimum Per Lift/Crew)

Lift crew consists of the operator, rigger and helper

Boom Lift with crew, Up to 200 lb. Lift capacity	\$350.00	\$485.00
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#### **CRANES** (Four Hour Minimum Per Crane/Crew)

Crane crew consists of the operator and two riggers.

Crane with Crew, Up to 30 tons/60,000 lb. Lift capacity	QUOTED ON REQUEST	
Crane with Crew, Over 30 tons/60,000 lb. Lift capacity		

#### **ASSEMBLY & ADDITIONAL Crew Labor** (One Hour Minimum Per Person)

Rigger Foreman	\$85.00	\$170.00
Rigger	\$82.00	\$164.00

#### **FOR INSTALLATION, we will require the following:**

Type of Equipment: \_\_\_\_\_ Describe Work to be Done: \_\_\_\_\_  
 Lift Capacity: \_\_\_\_\_  
 Date: \_\_\_\_\_ Time: \_\_\_\_\_ Day: \_\_\_\_\_ # of Crews: \_\_\_\_\_ x Approx. Hours: \_\_\_\_\_  
 Total Hours: \_\_\_\_\_ @ Hourly Rate: \_\_\_\_\_ = TOTAL ESTIMATED COST \_\_\_\_\_

#### **FOR DISMANTLE, we will require the following:**

Type of Equipment: \_\_\_\_\_ Describe Work to be Done: \_\_\_\_\_  
 Lift Capacity: \_\_\_\_\_  
 Date: \_\_\_\_\_ Time: \_\_\_\_\_ Day: \_\_\_\_\_ # of Crews: \_\_\_\_\_ x Approx. Hours: \_\_\_\_\_

3/12/2011

General Exposition Services - Forklift a...

Total Hours: \_\_\_\_\_ @ Hourly Rate: \_\_\_\_\_ = TOTAL ESTIMATED COST \_\_\_\_\_

Estimated Total Amount: \_\_\_\_\_

**Please transfer this total to the Payment and Charge Form.**

**Exhibiting Company:**

\_\_\_\_\_

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

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## Signs and Banners Installation Form

Advanced Discount Deadline Date: Friday, March 25 2011

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### INSTRUCTIONS

All hanging signs must conform to Show Management rules and regulations and facility limitations.

All overhead hanging signs or banners must be handled by General Exposition Services. Overhead hanging signs must be sent in separate containers directly to General Exposition Service's Warehouse labeled as **HANGING SIGNS**.

Hanging anchor points must be pre-fabricated and ready for use.

Electrical signs must be in working order and in accordance with the National Electrical Code.

**Electrical Service requirements must be ordered in advance.**

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### Sign Description, Size & Weight

For signs other than banners, include blueprint or drawing containing detailed information so hanging anchor points can be determined.)

**Type:** \_\_\_\_\_ Cloth Banner \_\_\_\_\_ Metal or Wood \_\_\_\_\_ Other      **Size:** Length \_\_\_\_\_ Width \_\_\_\_\_ Height \_\_\_\_\_

**Shape:** \_\_\_\_\_ Square \_\_\_\_\_ Triangle \_\_\_\_\_ Rectangle \_\_\_\_\_ Other      **Weight of sign:** \_\_\_\_\_

**Does your sign require:** \_\_\_\_\_ Electricity \_\_\_\_\_ Assembly (If assembly is required, set up plans must be provided.)

### Placement

Please forward a diagram of your booth space indicating how far in from each boundary you would like your sign placed. The ceiling structure and relation to the support beams may require your sign to be moved from your specified location.

**Number of feet from floor to bottom of sign:** \_\_\_\_\_

### MUST BE ORDERED IN ADVANCE

Equipment With Crew

One hour minimum per lift and crew

Rates are per lift and crew per hour

Scissors lift with crew (up to 400 lb lift capacity)

**Straight Time: \$295.00**

**Overtime: \$420.00**

**Doubletime: \$510.00**

**Straight Time:** 8:00 AM TO 4:30 PM, Monday - Friday

**Overtime:** 4:30 PM TO 8:00 AM, Monday - Friday and all day Saturday

**Doubletime:** All Day Sunday & Holidays

**Crew Size:** Minimum of three people, Operator, Riggers and Helper

**Materials:** Cable, Clamps, etc. additional and charged accordingly

**Installation Estimate:** \_\_\_\_\_ Hours x \_\_\_\_\_ Hourly Rate = \_\_\_\_\_ Total Estimated Cost

**Dismantle Estimate:** \_\_\_\_\_ Hours x \_\_\_\_\_ Hourly Rate = \_\_\_\_\_ Total Estimated Cost

Estimated Total Amount: \_\_\_\_\_

**Please transfer this total to the Payment Authorization Form.**

**Supervision** for installation and dismantling of overhead hanging signs can be provided by General Exposition Services, your company representative or display house.

**Please indicate method of supervision your require:** \_\_\_\_\_ Exhibit Personnel \_\_\_\_\_ Display House \_\_\_\_\_ General I & D

(Additional crew and/or equipment will be used if the supervisor deems it necessary to safely complete the installation and/or dismantling of

3/12/2011

General Exposition Services - Signs and...  
(a job and it will be charged accordingly.)

**Quick Tip for Easy Exhibiting**

*We strongly recommend signs be shipped to our warehouse in advance to avoid delays. If you have questions or need assistance in completing your order, please contact General Exposition Services at: 610.495.8870*

**Exhibiting Company:** \_\_\_\_\_

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