

**Electrical & Phone:** 

### Virginia State Firefighters Association Conference July 30-31, 2015 Hampton Roads Convention Center Hampton, VA

### **Welcome Exhibitors!**

**DUNMAR EXHIBIT SERVICES (DES)** is pleased to serve as the Official Service Contractor for the Virginia State Firefighters Association Conference.

**BOOTH PACKAGE:** Booths (10'x10') will be set with 8' high back drape and 3' high side rails in the show colors

red and white. The booth package includes:

One (1) 6' Skirted Table

• Two (2) Chairs

• One (1) Wastebasket

• One (1) Booth ID Sign

The above items are provided by Show Management and will be placed in your booth prior

to your arrival.

THE EXHIBIT HALL IS CARPETED

Apparatus Move-In: Thursday, July 30, 2015 8:00 a.m. – 12:00 noon

Exhibitor Move-In: Thursday, July 30, 2015 12:00 noon – 4:30 p.m.

Show Hours: Thursday, July 30, 2015 4:30 p.m. – 6:30 p.m.

Friday, July 31, 2015 10:00 a.m. – 6:00 p.m.

Exhibitor Move-Out: Friday, July 31, 2015 6:00 p.m.

**Freight Handling:** Due to space restrictions, the convention facility may not be able to receive advance freight.

Please ship any advance freight to our Norfolk location by 7/17/15. A form is enclosed. Your freight will be placed in your booth prior to your arrival for exhibitor set-up. To have your freight forwarded at the close of the show, you will need to complete an outbound shipping bill of lading and return shipping labels. A Dunmar representative will be on site to assist you and collect your completed bill of lading. You will incur additional costs if you abandon your freight or exhibit. DES will have priority on loading docks at all **times.** 

Electrical, Phone, & Internet service is provided by Hampton Roads Convention Center and will be charged separately. For your convenience, their form(s) have been provided in our show kit. You must return these orders directly to the Hampton Roads Convention Center

for processing.

Safety: Standing on chairs, tables or other rental furniture is prohibited. This furniture is not

engineered to support your standing weight. DES cannot be responsible for injuries from

falls caused by the improper use of this furniture.

Please call Kathy Starnes at 757-461-8888 ext 114 or Direct Line 757-932-8399 if you have any questions.

### **PAYMENT POLICY**

### PLEASE FAMILIARIZE YOURSELF WITH THIS POLICY BEFORE ORDERING ANY SERVICES.

- **DES** requires payment in full at the time services are ordered. **DES** requires that you provide a credit card authorization with your initial order. For your convenience, we will use this authorization to charge your account for services, which may include labor and freight handling, not covered by your initial payment.
- **DISCOUNT PRICES:** To qualify for discount pricing, orders and FULL PAYMENT by a check drawn on U.S. Funds or a credit card must accompany your order and be received by the discount price deadline.
- **SHOW SITE ORDERS:** Services ordered at the show site will not be processed without full payment at the time the order is placed.
- THIRD PARTY ORDERS: If you contract work to a display or exhibit house and require services from DES the payment policy stated above applies. Payment must be received from the Third party prior to the contract date or such charges become the responsibility of the exhibiting firm.
- METHOD OF PAYMENT: Dunmar Exhibit Services accepts MasterCard, Visa, Discover, American Express, check and bank wire transfer. A convenience fee of \$10.00 will be charged to the credit card. Credit Card authorization is still required even if you pay by check. Purchase orders are not considered payment. All payments must be made in U.S. Funds drawn on a U.S. bank. Exhibitors will be charged a \$29.00 fee for returned NSF checks.
- SALES/RENTAL TAX: Sales & rental taxes (7%) will be added to all rentals and materials.

  ONLY the 6% sales tax is exempt. The 1% rental tax is MANDATORY regardless of your organization.
- TAX EXEMPT: If you are tax exempt, a copy of your Tax Exempt Certificate for Virginia must accompany your order
- **CANCELLATIONS**: Items cancelled will be charged at 50% of original price after move-in begins and 100% of original price after installation.

### **PAYMENT & CREDIT CARD AUTHORIZATION**

ADDRESS	CITY	STATE	ZIP	<ul> <li>All orders are governed by the</li> </ul>
TELEPHONE	FAX			DES Payment
AUTHORIZED CONTACT SIGNATURE	AUTHORIZED CON	NTACT – PRINT	DATE	Policy
EMAIL ADDRESS				
CREDIT CARD CHARGE AUTHOR	IZATION (Please	provide CVC	Code and Ex	oiration date)
☐ MASTERCARD ☐ VISA ☐ DISCOVER ☐	AMERICAN EXPRESS (A	A convenience fee	of \$10.00 will be cl	harged on the credit card)
ACCOUNT NUMBER				
CVC 3 (or) 4 DIGIT CODE :	EXPIRATIO	ON DATE: Mont	h/Year_	CORPORAT
		RDHOLDER'S NAM	E - PRINT	
CARDHOLDER'S SIGNATURE			STATE	7ID
CARDHOLDER'S BILLING ADDRESS – IF DIFF	ERENT FROM ABOVE	CITY	STATE	ZIP  our orders. You may
	ed and return payme ver, we require your controlled to charge your credit of	CITY  ent in full with tredit card autho	his form and y	our orders. You may
cardholder's billing address – if differences and see complete the information requests se to pay by credit card or check howevenience, we will use this authorization to	ed and return payme ver, we require your controlled to charge your credit of	CITY  ent in full with tredit card autho	this form and y rization to be on itional amounts	our orders. You may a file with DES. For your
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**Dunmar Exhibit Services** 130 S. Military Highway Norfolk, VA 23502 Tel (757) 461-8888 ext. 114 - Direct Line (757) 932-8399 - Fax (757) 461-5192

**Charge My Credit Card in the Amount of** 

# DRAYAGE SERVICE AND FREIGHT HANDLING ORDER FORM

### ALL SHIPMENTS MUST BE PREPAID - COLLECT SHIPMENTS WILL NOT BE ACCEPTED

(Weight is based on incoming weight only - no allowance will be made for attrition during the show)

**SERVICE A -Shipments received at advance warehouse:** Unloaded, stored up to 30 days, delivered to the unloading area of the exhibit facility; taken to the exhibitor's booth, empty packing cases removed to storage and returned to booth, shipments picked up at exhibitor's booth at close of the show, moved to a loading area, reloaded on exhibitor vehicles, van lines, or common carrier at the show facility.

**SERVICE B – Direct Shipment to Show Site:** Unloaded from exhibitor or common carrier vehicles, delivered to the exhibitor's booth, empty packing cases removed to storage and returned to booth, shipments picked up at exhibitor's booth at close of the show, moved to a loading area, reloaded on exhibitor vehicles, van lines or common carrier at the show facility.

**Storage**: In the event that only storage services is needed for empty crates or cartons rates are \$15.00 per small crate (up to 10 cubic feet), \$35.00 per large crate (over 10 cubic feet) and \$6.00 per carton with a \$25.00 minimum.

Banding: Charged as labor (1hour minimum) \$58.00 per hour S.T. and \$87.00 per hour O.T.

Shrinkwrap: \$50.00 per pallet.

**Overtime Surcharges** apply if shipments are handled before 8:00 AM or after 4:30 PM Monday through Friday, all day on Saturday, Sunday and Holidays or if shipments are handled during overtime hours due to scheduling conflicts beyond Dunmar's control. This surcharge will also apply to shipments that are received past the Advance Shipment Deadline unless late shipping is cleared with a Dunmar representative.

SERVICE A ADVANCE SHIPMENTS TO WAREHOUSE	Incoming W Rounded Up to Shipment Weight x	200 lb Minimum per Shipment	Estimated Charges	
Crated, Cases, Cartons – Skidded ONLY	lbs.	57.50	115.00	
Small Packages-Under 25 lbsrate per each pkg.	pkgs.	30.00 each		
SERVICE B DIRECT SHIPMENT TO SHOW SITE (Rec'd during installation period only!)				
Crated, Cases, Cartons – Skidded ONLY	lbs.	55.00	110.00	
Small Packages-Under 25 lbsrate per each pkg.	pkgs.	20.00 each		
SPECIAL SERVICES				
Shipment returned to warehouse for forwarding	lbs	25.00	50.00	
Pallet Jack with Operator - 1 hr min.	hr.	35.00 per hr S.T.	60.00 per hr O.T.	
Forklift with Operator (5000 lbs capacity) 1 hr min	hr.	78.00 per hr S.T.	115.00 per hr O.T	
Forklift over 5000 lbs quoted upon request	hr.			
Truck and driver rates for special pickup and deliver/late warehouse deliveries				
Cargo Van plus .90 cents per mile	65 .00 per hr S.T.	80.00 per hr O.T.		
22' Straight Truck w/lift gate plus \$1.35 per mile	80.00 per hr.S.T.	95.00 per hr. O.T.		
Tractor and Trailer plus \$1.75 per mile	100.00 per hr S.T	115.00 per hr O.T.		
		TOTAL ESTI	MATED CHARGES	\$

WAREHOUSE SHIPPING ADDRESS: To: Exhibitor's Firm Name

For: Tradeshow Name

C/o: Dunmar Exhibit Services

130 S. Military Highway Norfolk, VA 23502

Freight must arrive by 7/17/15

Dunmar Exhibit Services 130 S. Military Highway Norfolk, VA 23502

### FREIGHT HANDLING **INFORMATION & POLICY**

EXHIBITOR				Advance Shipment
ADDRESS	CITY	STATE	ZIP	<b>DEADLINE 7/17/15</b>
TELEPHONE	FAX			All orders are governed by
AUTHORIZED CONTACT SIGNATURE	AUTHORIZED CONTAC	T – PRINT	DATE	the DES Freight Handling & Payment Polices
INBOUND SHIPMENT INFORMATION (A	Attach a separate sheet for multiple	shipment)		
Shipper (Name)	Shipp	ed From (City	·)	
Shipped Via (Truck Line, Airline N	ame)		Pro No	
Total No. of Shipments	Total No. of Pieces		_Total Weight _	lbs.
of exhibit material through the Drayage Co IT IS THE EXHIBITOR'S RESPONSIBILI' Preferred Carrier. If electing to use the Pr forward all shipments to the carriers specif business days.	TY TO MAKE SHIPPING A eferred Carrier, please leav	e that space b	lank on the bill	of lading. DES will
Outbound Shipping Instructions: Information of lading and shipping instructions covering or discrepancies exist. Do not abandon your exhimaterials must have shipping labels on them removed by DES and shipped with the information costs subsequent to the show.	atbound shipments will be checkibit until a bill of lading has be a. Freight remaining on the ex	cked at the time en prepared and hibit floor with	of actual loading turned into the I out proper instruc	g and corrections made where Dunmar representative. <b>The</b> ctions for disposition will be
Outbound Shipment Information:  Ship From: Show Site if applicable Warehouse No. Pcs.	e <b>(Exhibitor must make sh</b> Weightlk	ipping arrang	gements)	
Ship to:				
Address:	City: _		State: _	Zip Code:
Ship By: Dunmar Preferred C	arrier (YRC) 🗌 Other		Account No	)
Shipments being handled by UPS and Fed	deral Express, inbound and	outbound, mu	st have shipping	g arrangements made in

advance. DES can not make these arrangements. Liability DES will not be responsible for damage to uncrated or improperly packed materials, or concealed damage, loss or theft after items are placed in exhibitor's booth, or before we have removed items from the exhibit hall. DES will not be responsible for any loss, damage or delay resulting from acts of God, fire,

strikes, lockouts, or work stoppages of any kind. Liability for any damage caused by Dunmar will be limited to 0.30 per pound, per article, not to exceed \$50.00 per article, and a maximum of \$1,000.00 per shipment. Please be sure all your exhibit equipment is properly insured against all hazards, including fire and theft, while in transit to and from the show and while at the show.

**EXHIBITOR** 

**ADDRESS** 

# EXHIBIT INSTALLATION & DISMANTLE ORDER FORM

ZIP

All orders are

\$

	ADDRESS		CIT	STATE	ac	verned by the
	TELEPHONE		FAX			DES Payment
	AUTHORIZED CON	TACT SIGNATURE	AUTHORIZED (	CONTACT – PRINT	DATE	Policy
SUF	PERVISION SERV	/ICES			·	
	DES SUPER	VISED (OK to Proc	eed) Set Up Ins	tructions should be in	cluded in shipme	ent
	• .		splay before exhibito arrange to ship disp	r arrival at show site. lay after show closing.		
	A 25% (\$50.0	00 minimum) surcha	rge will be added to t	he labor rates below for	this professional s	supervision
	EXHIBITOR :	SUPERVISED (Do r	not Proceed)			
	Exhibitor will  • In	nstallation	vorkers on (date)	at (time)	AM PM for (h	nours)
	• [	Dismantle Exhibitor needs v	workers on (date)	at (time)	AM PM for (h	nours)
AM Lab	starting times will or cancelled witho	be dispatched to bo out 24 hours notice v	oth space. Please of will be charged a one	for the start of the work onfirm other starting tim (1) hour cancellation fe w" charge per worker w	es prior to the beg e per worker. If th	inning of the show.
EXH	HIBIT LABOR RA	TES	Time	s		Hourly Rates
Str	raight Time		Between 8:00 AM ar	nd 4:30 PM Weekdays		\$58.00
Ov	vertime	Before 8:00 AM and	d after 4:30 PM Weekda	ays and all day Saturday,	Sunday & Holidays	\$87.00
incr	ements. Gratuitie	s in any form are pro	ohibited.	dered. Labor will then b	· ·	
	ual hours worked.	iumbei oi workers a	na nours per worker i	needed below. Final ch	iaiyes will be calcu	nated according to
		No. Workers	Hours/Worker =	Total Worker Hours	@ Rate	Total
	stallation					
Dis	smantle			Tatal Occident		
				Total Services Ordere	ed	

CITY

STATE

Add 25% DES Supervision

Total Payment Enclosed

## FURINTURE & ACCESSORIES ORDER FORM

EXHIBITO	DR										Discour	nt Price
ADDRESS	S			CITY			STA	TE	ZIP		Dead	dline
TELEPHO	DNE			FAX								7/15
EMAIL AD	NDESS										//1	//13
QUANITY		REGULAR	DISCOUNT	TOTAL	QUAN		D:	0.0		REGULAR	DISCOUNT	TOTAL
Skirted	d Display Tables- 24"W		φ <del>7</del> 0.00	ı	Tab	le Top			apıng	1 007 00	<b>D</b> 4 0 0 0	T
	4' Long Table	\$88.00	\$70.00			4' x 12'			1.0:	\$27.00		
	6' Long Table	\$100.00	\$81.00						d Riser		\$40.00	
	8' Long Table	\$115.00	\$91.00			6' x 12'				\$39.00	\$32.00	
									d Riser	\$62.00	\$49.00	
					Spe	cial Dr						
Skirted	d Display Tables- 24"W			1		3'H Li				\$3.50	\$3.00	
		\$115.00	\$91.00			8'H Li				\$4.50	\$4.00	
	6' Long Table									\$6.50	\$6.00	
	8' Long Table										Circle One)	
	Table Skirt Cole						Beige		ack	Blue	Burgundy	
	Beige Black		Burgundy				inter G	reen	Silver	Red	White Gol	<u>d</u>
	Hunter Green Silver		hite Gold		Car							
Furnitu	ure (and Round Tables v					10' x 1				\$150.00		
	30" or 36" Round Table	\$60.00	\$55.00			10' x 2					\$220.00	
	30" Cocktail Table 42"H	\$70.00	\$65.00			10' x 3				\$450.00	\$330.00	)
	Padded Counter Stool	\$50.00	\$45.00		Cus	tom Cu						
	Black Folding Chair	\$32.00	\$27.00			ft x _		ft =_		sq. f	t	
	Easel	\$45.00	\$35.00									
	Bag Holders	\$55.00	\$45.00		T				er sq. ft	. installed	=	
	Wastebasket	\$21.00	\$15.00			pet Pac						
	Stanchions & Chain	\$40.00	\$25.00			ft x _		ft =		sq. ft		
Table I	Linen Color (circle one)	Red Whit	e Blue	Black								
Displa	y Panels					sq.f	t @ \$.	95 per	sq. ft.	installed =		
	4'x8' Velcro Boards	\$105.00	\$90.00					Carpe	et Colo	r (circle o	ne)	
	4'x8' Peg Boards w/									Red Bla		
	Pegs	\$160.00	\$135.00						,			
	Peg Boards Circle One			rtical								
	Table Top Displays	\$150.00	\$125.00						SU	BTOTAL		
	Pop Ups Available – Ca									_ES TAX		
										TAL TAX		
TOTA	L OF ALL ITEMS OF	DEDED	MITLEDA	VALENI	T EN	01.00					\$	

PRICE INCLUDES INSTALLATION, RENTAL AND REMOVAL

Cancellation Policy: Items cancelled will be charged at 50% of the original price after move-in begins and 100% of the original price after installation.

# CLEANING ORDER FORM

EXHIBITOR					
ADDRESS		CITY	STATE	ZIP	All orders are governed by the
TELEPHONE		FAX			DES Payment
AUTHORIZED CONTACT SIG	NATURE	AUTHORIZED CONTAC	T – PRINT	DATE	Policy
To ensure your booth is show vacuuming will be invoiced on		•		•	•
<b>Please Note</b> – DES reserves companies requesting this ser			ent there are les	ss than five (5)	orders. Exhibiting
BOOTH CLEANING SERV	ICES PLEAS	E MARK YOUR SELECTIO	VS		
Vacuum, Dust and E	mpty Wastebas	ket		Regular (No	Discounts)
☐ Daily*		cost per squ	are foot per day	/ \$	.25
☐ One Time	(Prior to Show)	cost per squ	are foot	\$	.21
Other – Please Speci	fy (Rates availab	le upon request)			
CALCULATION OF ORDE	R				
* Calculate	days when orderi	ng daily service Bootl	Dimensions:	x	= sq. ft.
	SQ. FT.	x RATE	x NO.	DAYS	TOTAL
Vacuuming					
		т,	otal All Lines		\$

**Total Payment Enclosed** 

# PLANT & FLORAL ORDER FORM

EXHIBITOR				ORDER DEADLINE
ADDRESS	CITY	STATE	ZIP	7/17/15
TELEPHONE	FAX			All orders are governed by
AUTHORIZED CONTACT SIGNATURE	AUTHORIZED CONTA	ACT – PRINT	DATE	the DES Freight Handling & Payment Polices

All plants are for rent only and **must be ordered in advance**. Rates are based on a standard 3-day show or less. To avoid substitutions, large orders should be placed as soon as possible. Dunmar Exhibit Services reserves the right to retract this service in the event there are less than 5 Exhibitors requesting this service. If this occurs, Exhibitors will be notified prior to show set-up.

Quantity	Item	Price	Total
	2' Green Plant	\$45.00	
	3' Green Plant	\$55.00	
	4' Green Plant	\$65.00	
	5' Green Plant	\$75.00	
	Large Fern	\$55.00	
	Mums (or Similar Flowering Plant)	\$45.00	
	Custom Floral Arrangement (SALE ONLY)	\$125.00	
	SUBTOT	ΛI	

SUBTOTAL

6% Sales Tax \$

1% Rental Tax \$

Total \$

# AUDIO VISUAL & SOUND EQUIPMENT

EXHIBITOR				ORDER DEADLINE
ADDRESS	CITY	STATE	ZIP	7/17/15
TELEPHONE	FAX			All orders are governed by
AUTHORIZED CONTACT SIGNATURE	AUTHORIZED CONTA	CT – PRINT	DATE	the DES Freight Handling & Payment Polices

Audio Visual and Sound Equipment is available on an as needed basis. Equipment will be procured from local vendors at the best available rates and the vendor will install the equipment in your booth space. Damage to or loss of the equipment will be the responsibility of the exhibitor.

### AV Equipment (Special Order)

### **DAILY RATE**

Description	Qty.	Price per Day	No. of Days	Total
<b>19" LCD Computer Monitor</b> – includes table stand / input for computer video display only		\$155.00	_	
22" LED Computer Monitor – includes table stand/ nput for computer video display only		225.00		
27" LED Computer Monitor – includes table stand / adaptable for any video source		\$295.00		
<b>42" LCD Computer Monitor -</b> includes table stand/ adaptable for any video source		\$370.00		
<b>50" Plasma Video Monitor</b> –includes table stand/ adaptable for any video source		\$455.00		
<b>52" LCD Computer Monitor –</b> includes table stand/ Adaptable for any video source		\$525.00		
2000 Lumen LCD Projector		\$300.00		
8' x 8' "Roll-Up" Tripod Screen		\$110.00		
3' x 4' "Pop-Up" Screen		\$90.00		
DVD Player		\$115.00		
Other:				
			SUBTOTAL	
			CO/ Colon Toy	<b>c</b>

SUBTOTAL
6% Sales Tax \$
1% Rental Tax \$
Total \$

Please circle:

If Video i.e. TV/Projector – what is the source (Laptop DVD Player or Other) What is the **output** of source i.e. (VGA HDMI DVI RCA or Other)

### **Dunmar Exhibit Services**

# To: EXHIBITOR NAME C/O: Dunmar Exhibit Services 130 S. Military Hwy Norfolk, VA 23502 WAREHOUSE Event: Virginia State Firefighters Association Conference Booth#\_\_\_\_\_\_ of \_\_\_\_\_\_ Pieces

### **Dunmar Exhibit Services**

**Deliver by 7/17/15** 

To:				
10.	EXX	HIBITOR NAME		
C/O:	Dunmar Exhib	it Services		
	130 S. Military	Hwy		
	Norfolk, VA 2	•		
	W	AREHO	<b>JSE</b>	
Event:	Virginia	State Firefigh	ters Association Co	nference
Booth#	No	of	Pieces	

The above labels are provided for your convenience.

Please place one on each piece shipped to ensure proper delivery.

If you do not have your booth number you may leave that line blank.

If more labels are needed copies are acceptable.

### **Dunmar Exhibit Services**

### Do Not Deliver Before

	Do Not Dolliver Belefe	
То:		
10.	EXHIBITOR NAME	
	Hampton Roads Convention Center	
	C/O: Dunmar Exhibit Services	
	1610 Coliseum Drive	
	Hampton, VA 23666	
	SHOW SITE	
Event:	Virginia State Firefighters Association Conference	
Booth#	No of Pieces	

### **Dunmar Exhibit Services**

### **Do Not Deliver Before**

To:		
	EXHIBITOR NAME	
	Hampton Roads Convention Center	
	C/O: Dunmar Exhibit Services	
	1610 Coliseum Drive	
	Hampton, VA 23666	

### **SHOW SITE**

Event:	Virginia Sta	te Firefighters A	Association Conference
Booth#	_No	_of	Pieces

The above labels are provided for your convenience.

Please place one on each piece shipped to ensure proper delivery.

If you do not have your booth number you may leave that line blank.

If more labels are needed copies are acceptable.

Dunmar Exhibit Services
130 S. Military Highway
Norfolk, VA 23502
Tel (757) 461-8888 ext. 114 - Direct Line (757) 932-8399 - Fax (757) 461-5192

### Dear Exhibitor.

Dunmar Exhibitor Services and The Hampton Roads Convention Center are both proud members of Virginia Green, the Commonwealth's campaign to encourage environmentally-friendly practices in all aspects of Virginia's tourism industry.

We ask that you support our efforts by using the blue Recycling Containers throughout the exhibit hall. THANK

YOU.

### RECYCLE ALL THESE ITEMS IN OUR CONTAINERS!



Plastic Bags ► Wood Products ► Yard Waste

Norfolk, VA 23502 Tel (757) 461-8888 ext. 114 - Direct Line (757) 932-8399 - Fax (757) 461-5192