



Fern Exposition & Event Services
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Hopewell, TN 37301
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Proposal for Exposition Service Contracting
From Fern Exposition Services
In Regards To
Southeast Region Wound, Ostomy & Continence Nurses Society
Renaissance Montgomery Convention Center
September 18th -19th 2014

The following is our proposal as Official Exposition Service Contractor for the above event. With SER WOCN acceptance Fern Exposition Services will provide the following equipment and services at the rates below.

MANAGEMENT SERVICES

FLOOR PLANS

Complimentary

Fern Exposition Services will assist SER WOCN in arriving at a suitable floor plan for the above exposition provide them a CADD layout with a reasonable number of copies and serve as the representative for securing facility approval of that floor plan, all on a complimentary basis.

EXHIBIT BOOTH

\$49.00 Each

We will provide SER WOCN the required number of exhibit booths, each approximately 10'x10', including an 8' high background drapery and 3' high side divider drapery, all fire-retardant and with colors selected from available local inventory, at a unit cost of \$49.00.

BOOTH FURNISHINGS INCLUDED

Complimentary

Each booth and/or 100 square feet of exhibit space will be provided with the following on a complimentary basis.

- One (1) company I.D. sign 8 x 44
- One (1) 6' topped and skirted table
- Two (2) side chairs
- One (1) wastebasket with liner

REGISTRATION

Complimentary

We will provide SER WOCN a registration area including up to two (2) counters with custom headers and usual traditional furnishings on a complimentary basis.

ENTRANCEWAY

Complimentary

A custom, freestanding entrance unit identifying the name of the conference and including installation / removal will be provided on a complimentary basis.

POSTER BOARDS

\$50.00 Each

We will provide SER WOCN a poster board area with the required number boards for use during the show at \$50.00 per unit. Boards will be collected on September 20th 2014 @ no additional charge.

AISLE CARPET

\$2.95 per lineal foot

Fern Exposition Services will provide SER WOCN with aisle carpet in your choice of available colors at a cost of \$2.95 per lineal foot. Price includes installation, removal and daily vacuuming. (If Required)

EVENT & DIRECTIONAL SIGNS

Fern Exposition Services will provide the first five meter panels at no charge. Each additional sign charged at the rate below.

- 22" x 28" \$40.00 Each
- 28" x 44" \$60.00 Each
- 40" x 84" \$150.00 Each (Double sided \$200.00 Each)

Price includes design, installation, delivery and removal of signs.

Ribbon Cutting Ceremony

We will provide SER WOCN large Ceremonial Scissors on a complimentary basis:

(Ribbon will be supplied at an agreed upon cost if needed.)

MASKING DRAPERY

First 100 Feet: Complimentary

Fern Expo will provide masking drapery (drapery not part of the booths, used to conceal unsightly areas) at costs described below. The first 100 linear feet of 8' or 3' masking is provided on a complimentary basis.

- 3' drape @ \$1.00 per linear foot
- 8' drape @ \$2.00 per linear foot
- 12' drape @ \$5.00 per linear foot

SHOW MANAGEMENT DRAYAGE SERVICES

First 500 Pounds: Complimentary

We will receive and store shipments containing show management materials up to thirty (30) days prior to set-up and deliver them to a predetermined location within the convention site. The first 500 pounds of drayage service is provided on a complimentary basis and thereafter charged at prevailing rates less 25%.

If distribution of these materials involves deliveries to other locations outside the convention site or if materials are moved by request from their initial delivery location to a secondary location, labor and equipment to affect these moves will be provided on an hourly labor and equipment charge less show management discount.

SHOW MANAGEMENT DISCOUNTS

All furnishing and services provided for direct use by Show Management, which are not otherwise addressed in this agreement, will be provided at the following discounts from published rates in the Exhibitor Service Kit.

50%	Traditional Furniture and Accessories	<i>Includes standard carpet.</i>
20%	Custom Furniture and Accessories	<i>Includes custom carpet.</i>
25%	Signs and Graphics	<i>14 day advance order required.</i>
25%	Displays and Accessories	<i>Quote includes discount.</i>
15%	Labor and Equipment	<i>If provided by Fern.</i>
10%	Floral	<i>If provided by Fern.</i>

EXHIBITOR SERVICES

EXHIBITOR SERVICE KITS

Fern Exposition Services will develop and provide each exhibitor with an Exhibitor Service Kit. Order forms and other information specific to the services provided by George Fern will be inserted in the Kits along with any forms required and / or supplied by the facility.

SERVICE DESK

Fern Exposition Services will operate an exhibitor's service desk manned with competent personnel during move-in and move-out for services provided as the Official Exposition contractor.

TERMS AND PROCEDURES

OFFICIAL CONTRACTOR STATUS

Fern Exposition Services shall be exclusively designated by the show organizer as the official contractor vendor for the following exhibitor services: furniture; carpet; drayage material handling services; labor and equipment services; cleaning services; signage / graphic services; exhibit / display materials and components; floral; and other such equipment and services specific to exhibitor participation. In such cases where the convention center facility requires that any of the above services be provided on an "exclusive" or "in-house" basis, Fern Exposition Services will have the option to act as the primary contractor and elect the "exclusive" or "in-house" to serve as its sub-contractor.

As the Official Drayage (Material Handling) Contractor, Fern Exposition Services will have on hand the necessary equipment and manpower to handle the movement of all exhibit materials. George Fern will exercise control of the docks and dock equipment for the efficient installation and removal of this event. Exhibitors wishing to unload and reload their own equipment may do so by hand-carrying items through the designated entrance, provided the selected venue or local union conditions do not prohibit exhibitors from doing so.

Fern Exposition Services will designate a common carrier to ship any un-routed outbound exhibitor freight.

EXHIBITOR APPOINTED CONTRACTORS (EAC)

In the event, an individual exhibitor chooses to utilize it's own contractor (EAC) to provide any of the services that Fern Exposition Services may otherwise perform under this Agreement, the show organizer will work with George Fern to advise the exhibitor of the mutually agreed upon policy to prohibit any EAC from working at the event unless the exhibitor seeking to use the EAC delivers to the show organizer at least forty-five (45) days prior to each event's exhibitor move-in date: (i) a written statement setting forth the identity and intended use of the EAC, and (ii) a certificate of insurance coverage which has named George Fern and the show organizer as additional insures on the EAC's policies, excluding workers' compensation insurance.

EXHIBITOR LIST

The show organizer will provide Fern Exposition with a list of exhibiting companies at least 90 days prior to the exposition opening, with regular updates thereafter. This list will consist of company names, mailing addresses, names of company representatives, booth number assignments, phone numbers, fax numbers and e-mail addresses.

SIMULTANEOUS SERVICES

The complimentary, discounted and other services provided within this agreement are based on delivery and pick-up occurring simultaneously with the scheduled installation and dismantle of the exhibits. Should SER WOCN require these furnishings or services to be provided early or dismantled later, Fern Exposition reserves the right to assess the appropriate fees.

TIMING

The SER WOCN will, as part of its contract with the convention facility and communications with participants, reserve adequate time, separate from the exhibitors, for Fern Exposition Services to move-in / deliver and move-out / remove the services associated with the production of this event. Should the SER WOCN be unable to provide adequate time, Fern Exposition Services reserves the right to assess the appropriate fees to cover the additional cost associated with meeting and adverse schedule.

REFERENCES

Connie Hilson, Southern Chapter ISA
Conference
isasouthern-exhibition@comcast.net

Jill Edwards, Mercedes Marathon & Expo
jill@bhmevents.com

BILLING and COLLECTION

The SER WOCN will be invoiced within thirty (30) days of the exposition closing. Payment is due within fourteen (30) days from the date of invoice. Unpaid accounts after fourteen (30) days from invoice date will accrue a service charge of .0575% per day (annual rate of 21%).

Exhibitors are requested to include payment with all orders placed in advance or on show site. Unpaid exhibitor balances are usually settled at the show site before final removal of the exhibit area furnishings.

TAXES and FEES

Appropriate taxes and fees will be charged by George Fern to SER WOCN unless a valid resale / exempt certificate for the state in which the exposition is held is provided prior to move-in.

ASSIGNMENT

This agreement will bind each of us and our respective successors and assigns, including any purchaser of the show. As this event is a unique asset if either of us breaches this agreement, the other party shall be entitled to specific performances.

INSURANCE

Fern Exposition Services carries Bodily Injury, Property Damage, Vehicle Liability and Workers Compensation insurance coverage to protect against claims that may arise from the performance of our services. A certificate of insurance can be provided upon acceptance of this proposal.

CANCELLATION OF EXPOSITION

A "cancelled" exposition is defined as an instance where an event is *not held*. In any instance where an event changes locations, or changes dates, or changes name, or is reformatted or experiences anything other than a true cancellation, this agreement shall remain in force.

In the event that it is necessary to cancel an exposition considered under this agreement, Fern Exposition Services shall be reimbursed for all costs incurred to date of cancellation.

CHANGE OF LOCATION / DATES

Should the location or dates of this exposition change any time following the acceptance of this agreement, Fern Exposition Services retains the right to adjust rates for services.

FORCE MAJEURE

Neither Fern Exposition Services nor SER WOCN will be liable for failing to do as agreed where such failure is a result of a strike or other labor disturbance, government action, fire, flood, earthquake, any act of terrorism, or any Act of God.

GOVERNING LAW

This agreement has been entered into in Alabama and shall be governed in all aspects by the laws of the State of Alabama.

PROPRIETARY INFORMATION

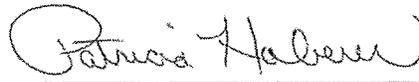
The information contained in this agreement is proprietary information of Fern Exposition Services. No portion of this document or any information contained herein shall be copied, duplicated, disseminated or discussed with any third party without the written consent of Fern Exposition. Provisions regarding proprietary information shall survive any termination of this agreement and shall remain in effect so long as the parties hereto are entitled to protection of their rights under applicable law.

ACCEPTANCE

Signed acceptance below signifies that Fern Exposition Services agrees to abide by the arrangements as outlined herein to perform the duties as Official Service Contractor; and that the show organizer agrees to accept George Fern under the arrangement as outlined herein, as the Official Exposition Service Contractor for the event(s). Accordingly, please sign below and return an original copy of this agreement to Fern Exposition Services, 2101 Richard Arrington Jr. Blvd. N. Birmingham AL 35203

Submitted and Accepted by:

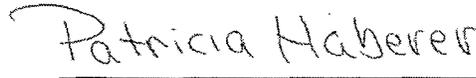
Accepted by:



Chuck Adams
Fern Exposition & Event Services

Patricia Haberer
President

Date: 2/11/14



Please Print Name

Show # 05-6438-14

Date: 2-10-14

