



## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

Event Code: M158341118

Connect With  
Us!

email [baltimore@shepardes.com](mailto:baltimore@shepardes.com)  
phone (410) 737-9270  
fax (410) 737-9274  
mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Show Information

### BOOTH PACKAGE

Items provided in your booth, per exhibitor:

8' High backwall drape, 3' High sidewall drape

7" x 44" Cardstock Identification Sign

Show drape color(s): Grey, White

Aisle carpet color: Tuxedo

**Booth carpet is mandatory**

### EXHIBIT SHOW SCHEDULE

General Exhibitor Move-in:	Thursday, November 1, 2018	12:00 PM - 6:00 PM
	Friday, November 2, 2018	8:00 AM - 1:00 PM
Exhibit Hours:	Friday, November 2, 2018	4:30 PM - 7:30 PM
	Saturday, November 3, 2018	9:15 PM - 11:15 AM
Exhibitor Move-out:	Saturday, November 3, 2018	11:15 AM - 5:30 PM
Freight Reroute Begins*	Saturday, November 3, 2018	4:00 PM

All outbound carriers must be checked in by this time

### SHIPPING ADDRESSES

#### Advance Shipments Address

[Exhibiting Co. Name & Booth Number]  
ASCP Annual Meeting and Exposition  
c/o Shepard Exposition Services  
7079 Oakland Mills Rd  
Columbia, MD 21046

#### Direct Shipments Address

c/o Shepard Exposition Services  
[Exhibiting Co. Name & Booth Number]  
ASCP Annual Meeting and Exposition  
Gaylord National Hotel & Convention Ctr (Prince George Exhibits)  
701 Waterfront Street  
National Harbor, MD 20745

See Material  
Handling  
Rate sheet  
for all MH  
related fees!

### IMPORTANT DEADLINES

Exhibitor appointed contractor notification deadline: Friday, October 5, 2018

Discount price deadline for standard Shepard orders: Friday, October 12, 2018

Discount price deadline for custom Shepard rentals: Wednesday, October 3, 2018

First day for warehouse deliveries without a surcharge: Friday, October 5, 2018

Last day for warehouse deliveries without a surcharge: Thursday, October 25, 2018

Last day for warehouse deliveries\*: Tuesday, October 30, 2018

Date indicated is last day freight can arrive to advanced warehouse with guarantee of delivery to booth for exhibitor move-in.

First day freight can arrive at show facility: Thursday, November 1, 2018 at 8:00 AM



## ASCP Annual Meeting and Exposition

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Discount Deadline **Friday, October 12, 2018**

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Quick Facts

### Exhibitor Move Out

Saturday, November 03, 2018 11:15 AM - 5:30 PM

### Dismantle & Move out Information

Shepard will begin returning empty containers and skids as soon as the aisle carpet is removed from the floor.

All exhibitor materials must be removed from the facility by Saturday, November 03, 2018 4:00 PM

Any materials remaining in the hall will be rerouted or returned to Shepard's warehouse to await disposition at the exhibitor's expense.

To ensure all exhibitor materials are removed from the facility during the exhibitor move out, please have all carriers checked in with Shepard no later than Saturday, November 03, 2018 4:00 PM

### Post Show Paperwork & Labels

Our Customer Service Representatives will gladly assist you in preparing your outbound shipping labels, outbound Material Handling Authorization paperwork, and outbound shipping in advance. You may find these forms included in this exhibitor services catalog. An email with links to an online portal will also be sent to the exhibitor contact on record for the booth. Labels and paperwork will also be available onsite. Make sure your carrier knows your company name, booth number, and the carrier check in deadline.

### Outbound Shipping

It is the responsibility of each exhibitor to arrange for transportation of booth materials after the event. Our Customer Service Representatives are available pre show, during the show, and during move out to assist you in arranging shipping through our official carrier Shepard Logistics. For peace of mind and easy set up, contact Shepard Logistics before the event for transportation services to and from the event.

Shepard does not provide UPS, FED-EX, or other carrier specific labels. Exhibitors must schedule pick ups directly with all carriers.

Move Out times and procedures may change due to show site and operational conditions. Move out information will be provided on site during the event.



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Online Ordering

## Online Ordering is Easy!

**GO TO** [www.shepardes.com/intro.asp](http://www.shepardes.com/intro.asp)

**CLICK ON** [ASCP Annual Meeting and Exposition](#)

**LOG IN** from the Show Information page by clicking  at the top right corner of the page.

**ENTER** your email address and password then click 

**NEW users:** User name = Your Email Address (provided by Event Management)  
Password = ASCP18

**Prior users:** User name = Your Email Address  
Password = Your pre-existing password

Don't remember your password? Click the link [Forgot your password?](#) and follow the prompts to have your password sent to the registered email address.

Once logged in, please confirm your profile information. If you need to update, please contact us at [customerservice@shepardes.com](mailto:customerservice@shepardes.com)

To order, utilize the grey category dropdown menus above the Welcome message.


After making your selections, click the  button on the bottom right of the page.

To view your order click the  Shopping Cart Icon at the top right of the page.

Confirm your order, click  and complete the payment process.

\* Material Handling estimates will not be charged until freight is received at the warehouse or at show site.

\* Labor and Hanging Sign estimates will not be charged until services are rendered at show site.

If you need assistance during your shopping experience, contact us using our  feature on the right side of the screen. Representatives are available Monday through Friday 8am - 5pm est.

**Need Tips and Tricks for exhibiting? Click the directed to our Exhibitor Academy!**



**icon on your show page to be**

### QUESTIONS?

We love to help! Contact us!

**Shepard Customer Service**

**(410) 737-9270**

[baltimore@shepardes.com](mailto:baltimore@shepardes.com)



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Columbia, MD 21046

Payment Authorization

Please complete the information and return this form with your orders. You may choose to pay by credit card, check payable to Shepard Exposition Services, or bank wire transfer, however, we require your credit card authorization to be on file before we process your order(s) for service. **For your convenience, we will use this authorization to charge your credit card account for any additional amounts incurred as a result of show site orders placed by your representative including material handling charges for shipments received on your company's behalf and any unpaid balance due for Shepard services.** Credits for services will be issued at show site only.

Please complete the following information:

### EXHIBITING COMPANY INFORMATION

Company Name: \_\_\_\_\_ Booth # \_\_\_\_\_  
Street Address: \_\_\_\_\_ Phone: \_\_\_\_\_  
City, St, Zip: \_\_\_\_\_ Fax: \_\_\_\_\_  
Contact Name: \_\_\_\_\_  
Email: \_\_\_\_\_

### CREDIT CARD INFORMATION

(Required for all forms of payment) Pay by Check ☐ Pay by Wire ☐



You may choose to pay by Check or Wire Transfer, however a credit card is required on file to process all orders.

Credit Card #: \_\_\_\_\_  
Expiration Date: \_\_\_\_\_  
Billing Address: \_\_\_\_\_  
City, ST, Zip: \_\_\_\_\_  
Name on Card: (Please Print) \_\_\_\_\_  
Card: \_\_\_\_\_

Please Sign



Card Holder Signature

**By signing the above I acknowledge and understand that ALL services rendered, including Material Handling, will be billed to this credit card.**

### WIRE TRANSFER

In order to accurately process the transfer of funds from your account, please complete the following information and fax it along with a copy of the wire receipt to the fax number printed on the header of this page. A \$50 service charge will be added for processing checks drawn on foreign banks. A \$25 service charge will be added for processing U.S. wire transfers. \$50 service charge for international wire transfers.

The following information must be included on the bank copy of the wire transfer confirmation:

Name of show that you are attending **ASCP Annual Meeting and Exposition**

Exhibiting Company Name

Booth Number

Account Name: Shepard Exposition Services, Inc.

Routing Number: 041000124

SWIFT CODE (US): PNCCUS33

Bank Name: PNC Bank N.A., Pittsburgh, PA 15219 USA

Account Number: 42-6061-9772

SWIFT CODE (INTL) PNCCUS33

Please include the show name, event code and your booth # as well as the wire fee if you are sending a wire transfer, ACH payment, or check.

**TAX EXEMPT?** Please submit tax exemption certificate to:

[baltimore@shepardes.com](mailto:baltimore@shepardes.com)

If you are tax exempt, you must provide a tax exemption certificate for the state in which the event is being held.



## ASCP Annual Meeting and Exposition



### Terms & Conditions

You are entering a contract which limits your possible recovery in case of loss or damage.

The terms and conditions set forth below become a part of the contract between Shepard Exposition Services, and you, the Exhibitor. Exhibitor is deemed to accepted these terms and conditions when any of the following conditions are met:

Exhibitor materials are delivered to the Shepard warehouse or to a show or exposition site for which Shepard is the Official Show Contractor, or an order for labor and/or rental equipment is placed by the exhibitor with Shepard.

**Definitions and Shepard Responsibilities:** The name "Shepard" shall be construed within the meaning of this contract as Shepard Exposition Services, Inc. and its employees, officers, agents, and assigns including any subcontractors Shepard may appoint. The term "EXHIBITOR" refers to any party who contracts for services with Shepard. Shepard shall be responsible only for those services which it directly provides, and hereby agrees to execute its contracted duties in good faith. Shepard assumes no responsibility for any person, parties, or other contracting firms not under Shepard's direct supervision and control. Shepard shall not be responsible for loss, delay, or damage due to strikes, lockouts, work stoppages, natural elements, vandalism, acts of God, civil disturbances, power failures, acts of terrorism or war, or any other causes beyond Shepard's reasonable control; or for ordinary wear and tear in the handling of materials. Due to the security and liability requirements, Shepard personnel will unload all vendor materials from the loading docks to the booths.

**Indemnification:** The exhibitor agrees to indemnify, forever hold harmless, and defend Shepard and its employees, officers and agents from and against any and all claims, causes of action, fines, penalties, damages, liabilities, judgments, and expenses on account of personal injury or death, damage to or loss of property or profits arising out of, or contributed to by any of the following: (1) exhibitor's negligent supervision of any labor secured through Shepard or the negligent supervision of such labor by any of the exhibitor's employees, agents, representative, invitees, and/or exhibitor appointed contractor (EAC); (2) exhibitor's negligence, willful misconduct, or deliberate act, or such actions of exhibitor's employees, agents, invitees, representatives, or EACs at the show to which this contract relates, including but not limited to the misuse, improper use, unauthorized alteration, or negligent handling of Shepard equipment; or (3) exhibitor's violation of Federal, State, or Local ordinance; or violation of show regulations and/or rules as published by the Facility and/or Show Management.

**Payments** are due prior to delivery of services or equipment to EXHIBITOR unless other credit arrangements have been made. All payments shall be in U.S. currency, MasterCard, VISA, or American Express, debit cards, or check, provided there is sufficient customer credit in EXHIBITOR's form of payment to completely satisfy the amount owed by EXHIBITOR to Shepard. Undersigned authorizer acknowledges and agrees that all applicable charges for services rendered to the EXHIBITOR will be applied to the credit card on file in the event other form of payment is not tendered prior to the close of the trade show. In no instance shall any Exhibitor be extended credit beyond 30 days after the close of the Show. If there are any outstanding balances owed by EXHIBITOR to Shepard which have not been paid after 30 days following the close of the Show, then these unpaid balances shall bear interest at the rate of 1-1/2% per month (18% per annum). Exhibitor will be responsible for all charges incurred by Shepard while endeavoring to collect this account.

**Show Site Orders:** Services ordered at show site will require full payment at the time the order is placed. Purchase orders may not be used in lieu of payment. Regular prices will apply to all show site orders. Floor orders are limited to availability.

**Third Party Orders:** If you contract your work to a display or exhibit house and require services from Shepard, the payment policy stated above applies. Please pass this information on to them. A Third Party Payment form must be completed and submitted three weeks prior to show opening.

**Equipment Audits:** EXHIBITOR should be advised that routine audits of Exhibitor booths for service usage are conducted during the Convention. Should the result of such an audit indicate that equipment or services is in fact being used that has not been paid for, the Exhibitor will be charged for the equipment or service at the applicable rate.

**Exchanges and Cancellations:** Onsite exchanges and cancellations in orders will be assessed a 100% pick-up fee. Custom products: All orders cancelled by the exhibitor within 30 days of first day of exhibitor move in day may be subject to cancellation fees up to 100% of the total order, based upon the status of move-in, work performed and/or Shepard set-up costs or expenses. Standard Furnishings: There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing within 14 days prior to first exhibitor move in day. Labor: Cancellations must be received in writing before 48 hours of 1st day of exhibitor move in, otherwise a 1 hour per man ordered will apply.

**Invoices:** Prior to close of show, an invoice will be prepared and emailed to the booth contact on file for your review. Credits will be issued at show site only. If you have any questions or want to pay your invoice by check or cash, please see our customer service representatives at the service desk on site.

**Outbound Services:** All outbound services will be processed on your credit card. A copy of the receipt and invoice will be mailed within 10 days of the close of the show.

**Rental Responsibility:** All materials are on a rental basis and shall remain the property of Shepard. The customer shall be held financially responsible for any damage to Shepard equipment used by the customer. Prices quoted are for the duration of the show and include installation, rental, and removal except where indicated. If skirting and carpet colors are not selected, show colors will prevail.

**International Customers:** International customers must pay for all services in U.S. funds. A \$50 service charge will be added for processing checks or wire transfers drawn on foreign banks.

**U.S. Wire Transfers:** A \$25 service charge will be added for processing U.S. wire transfers. Please complete the wire transfer portion of the Payment Authorization form. The credit card portion of the form must still be completed before your order will be processed.

**Tax Exempt Status:** If you are tax exempt in the state where the show is held, a copy of the certificate must accompany your order.

**Exhibitor Information:** Exhibitor permits all contact information provided to Shepard to be used by Shepard and shared with other entities assisting in the production of the event in question.

Facsimiles and email communications may include show information, promotional materials, advertising statements and other commercial notices. Permission may be revoked by the EXHIBITOR in writing.

**Cancellation or Event Postponement:** In the event the exposition or event is cancelled or postponed, Shepard reserves the right to charge for services rendered in preparation of the event or exposition as well as non-refundable costs incurred by Shepard.

**Insurance:** It is understood that Shepard is not an insurer. Insurance should be obtained by the EXHIBITOR. It is highly recommended that exhibitors arrange All Risk coverage which usually can be done by endorsements to existing policies. EXHIBITOR's materials should be insured from the time they leave their firm until they are returned after the close of the show. Insurance and liability against theft or property damage to equipment or exhibit material owned or rented by EXHIBITOR, or bodily injury occurring within the confines of EXHIBITOR's booth, remain the sole and complete responsibility of EXHIBITOR. Except where prohibited by law, the EXHIBITOR and its insurers waive all rights of recovery or subrogation against Shepard and their respective directors, officers, employees, and agents.

**Claim(s) for Loss and Payment For Services:** Exhibitor agrees that any and all claims for loss or damage shall be submitted to Shepard prior to the conclusion of the show when the alleged loss or damage occurred prior to that time, and in all cases within 30 days of the conclusion of the show. For claim reporting purposes, the "conclusion" of the show shall be construed as the end of the day on which exhibitor must vacate the show site. All claims reported after the 30-day period will be rejected. In no event shall a suit or action be brought against Shepard more than one year after the date the loss or damage occurred. Payment for services may not be withheld. In the event of any dispute between Shepard and the exhibitor relative to any loss or damage claim, the exhibitor shall not be entitled to and shall not withhold payment for Shepard services as an offset against the amount of the alleged loss or damage. Any claim against Shepard shall be considered a separate transaction and shall be resolved on its own merit.

**Limits of Liability:** If found liable for any loss or damage, Shepard's sole and maximum liability for loss or damage to exhibitor's materials will be limited to the repair or replacement with like kind and quantity, subject to a dollar amount not to exceed \$5.00 (five dollars) per pound based on the weight of the articles for which Shepard specifically acknowledges receipt in writing. Shepard shall in no event be liable for collateral, exemplary, indirect costs or damages, or loss of sales resulting from, or related to, a claim for loss of or damage to material.

**Inbound and Outbound Shipments:** Consistent with trade show industry practices, there may be a lapse of time between the delivery of shipment(s) to the booth and the arrival of the exhibitor or his representative. During such time, the materials will be left unattended. Shepard is not, and cannot be, responsible for loss, damage, theft, or disappearances of exhibitor's materials after same have been delivered to the exhibitor's booth. Similarly, there may be a lapse of time between the completion of packing and the actual pick up of exhibitor's materials from the booth for loading onto a carrier. During such time, the materials will be left unattended. Shepard shall not be responsible for loss, damage, theft, or disappearance of exhibitor's materials before same have been picked up for loading after the show. All materials will be checked at the booth at the time of loading using document(s) submitted by the exhibitor and notations of exceptions to conditions of materials or piece counts will be made on said document. Shepard assumes no responsibility for loss, damage, theft, or disappearance of exhibitor's materials after same have been delivered to exhibitor's appointed carrier or agent for transportation after the show. Shepard loads materials onto the carrier's truck under the supervision of the carrier driver who checks and signs for the materials. Shepard assumes no liability for any materials after the carrier assumes custody of materials. If exhibitor's designated carrier fails to show by the move out deadline after a show, Shepard shall have the authority to route exhibitor's shipment via an alternate carrier, or return shipment to a local warehouse for disposition at exhibitor's expense.

**Packaging, Crates, and Empty Containers:** Shepard shall not be responsible for surface damage to loose or uncrated materials, pad-wrapped, or shrink-wrapped materials. Shepard shall not be responsible for concealed damage, damage to carpets in bags or poly, or damage to materials improperly packed. Shepard shall not be responsible for crates and packaging unsuitable for handling, partially assembled, or having prior damage. Affixing "Empty" storage labels to containers is the sole responsibility of the exhibitor or his representative. All previous labels should be removed. Shepard assumes no responsibility for removal or misdelivery of containers with old labels or incorrect information on labels or for loss or damage to materials stored in containers labeled "empty."



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November 2 - 3, 2018

**Discount Deadline** Friday, October 05, 2018

Return this form when a third party (any party other than exhibiting company) should be billed for services.

### Step 1: Provide the Exhibiting Company Contact Information and Signature

Event Code: M158341118

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Us!

email [baltimore@shepardes.com](mailto:baltimore@shepardes.com)  
phone (410) 737-9270  
fax (410) 737-9274  
mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Third Party Payment  
Authorization

Exhibiting Company Name \_\_\_\_\_ Booth # \_\_\_\_\_

Exhibiting Company Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Contact Email Address \_\_\_\_\_

Please Sign



Exhibiting Company Authorized Signature

Exhibiting Company Authorized Name - Please Print

### Step 2: Check Services Below to Invoice to the Third Party



All Services

☐ Booth Cleaning ☐ Carpet ☐ Exhibit Display Rentals ☐ Installation/Dismantling Labor

☐ Logistics/Transportation

☐ Material Handling ☐ Rental Furniture ☐ Overhead Rigging/Labor ☐ Other (please specify): \_\_\_\_\_

### Step 3: Provide Third Party Contact Information

3rd Party Name \_\_\_\_\_ 3rd Contact Name \_\_\_\_\_

3rd Party Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Contact Email Address \_\_\_\_\_

### Step 4: Complete Third Party Credit Card Charge Authorization with Signature

**CREDIT CARD INFORMATION** (Required for all forms of payment)



Credit Card #: \_\_\_\_\_

Expiration Date: \_\_\_\_\_  
Month Year Security Code

Billing Address: \_\_\_\_\_

City, ST, Zip: \_\_\_\_\_

Name on Card: (Please Print)

Please Sign



Card Holder Signature

Both parties MUST sign this form indicating acceptance; otherwise, request will be denied.

When a third party is handling your display and/or paying for any services on your behalf, we will agree to this third party arrangement if the following payment is agreed upon and all signatures are properly completed.

By signing this form, both parties agree and understand that the exhibiting firm is responsible for all charges.

In the event that the named third party does not make payment by show close, Shepard will be paid by the exhibiting firm on demand at show site.

The show site invoice may or may not include any outbound services, such as additional material handling, rigging, and/or shipping charges.





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Exhibitor Appointed  
Contractor

**Discount Deadline** Friday, October 05, 2018

This form is to be completed by the Exhibitor and returned to Shepard by deadline date noted above.

Exhibiting Company Name

Booth #

Contact Email Address

An Exhibitor Appointed Contractor (EAC) is a company other than the "general or official" service provider on the show that requires access to your booth during installation and dismantling. The EAC may only provide services in the facility that are not designated by the facility as "exclusive" to a designated provider, or by the event organizer in a contract as an exclusive service for the "general or official" service provided or other third party.

No EAC will be allowed to work in an exhibitor's booth if this EAC form, a valid form of insurance, a third party payment authorization form and an exhibitor payment authorization is not completed by an authorized representative and received by Shepard by the due date indicated above. The Form must be completed for every third party (as well as any other ordering third party ordering or requesting services from Shepard on behalf of exhibitor) at the above event. Multiple booths are not to be listed on one form. If form is not submitted by deadline date, the EAC will not be allowed to perform work in the hall except to supervise the official contractor provided labor.

### Exhibitor Appointed Contractor

Contact Name

Street Address

City

Phone #

Description of proposed service for Exhibitor

The EAC hired by the exhibitor must, by the deadline date, provide Shepard with a current Certificate of Insurance with minimum limits of \$500,000 property damage per occurrence, \$1,000,000 personal injury per occurrence, workers compensation aggregate coverage of \$1,000,000 per occurrence, and naming Shepard Exposition Services as the certificate holder for the time period of the event, including move-in and move-out days. Listing Shepard Exposition Services as an additionally insured only will not be accepted, and may prevent EAC from working on the premises. If EAC does not have minimum coverage and proper documentation, they will be subject to employing Shepard Exposition Services for labor services.

The EAC must abide by the rules and regulations of the show and all pertinent union regulations.

EAC employees must wear approved identification badges at all times while in the work area. Badge will be issued at show site to authorized contractor representatives when all requirements have been met.

The EAC 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 facility. **Show aisles and public areas are not part of the Exhibitor's booth space.**

Solicitation of business by EAC is strictly prohibited. **EAC companies discovered soliciting will be removed from the show floor and the exhibitor will not be able to use that EAC for the remainder of the event.**

The EAC must have all business licenses, work permits and insurance required by State and City governments and Facility Management before beginning work, and shall provide Show Management with evidence of compliance.

If required, the EAC must be able to provide evidence that it has current and applicable labor contracts and must comply with all labor agreements and jurisdictions. The EAC must not jeopardize the production of the event by any act or practice that would lead to work stoppages, strikes or labor disputes.

EAC employees must wear approved identification badges at all times while in the work area. Badges will be issued at show site, to authorized representatives, when all requirements have been met.

**EACs agrees to keep all No Freight Aisles clear at all times. If SES is required to rearrange any material situated in a clearly No Freight Aisle, the exhibitor or the EAC depending on billing arrangements will be charged a 1 hour minimum forklift rental and labor.**

Exhibitor  
Please Sign



Exhibitor Signature



## Grids

## Below Booth #





# Shepard Logistics

Complete Transportation Services

## Advantages of Shepard Logistics

- 10% material handling discount for round trip SLS customer shipments
- Volume discounting for larger shipments
- Guaranteed price quotes online with online booking and scheduled pick-up
- Preferred and confirmed target times inbound
- Pre-printed bills and shipping labels correctly formatted inbound or outbound
- Free 30-day pre-event storage charges
- Ship direct to show site and avoid warehouse charges when facility permits
- Automated tracking and delivery status reports via email
- No driver waiting time charges inbound or outbound
- No additional trade show fees
- Priority Empty Return Labels to all inbound Logistics Customers
- Guaranteed pick-up outbound from show, with immediate loading following empty return
- Guaranteed on-time delivery to destination city, facility, or warehouse or it is free



## Benefits of Shepard Logistics

- Security; immediate outbound loading reduces risk of pilferage or misloading
- Convenience; less paperwork and less tracking
- Efficiency; scheduling travel, labor reliably, and possibly avoiding weekend overtime charges inbound
- Cost Saving; discounting of material handling charge

**To take full advantage of the Shepard Advantage, contact**

**888.568.8858**

**[logistics@shepardes.com](mailto:logistics@shepardes.com)**



# SHIPPING VERSUS MATERIAL HANDLING

## WHAT IS SHIPPING?

Shipping is the process of a carrier picking up your items from your office or place of origin and transporting it to the dock of either the advance warehouse or facility dock of your event. It is separate from Material Handling. Exhibitors may use any carrier they want, including Shepard Logistics.



## WHAT IS MATERIAL HANDLING?

Material Handling is the process of receiving your shipment from your carrier and managing it through the event cycle. It is a standard tradeshow process and it is a chargeable fee typically based on the weight of your shipment. Don't forget to add Material Handling to your budget!



### ONE EASY WAY TO KEEP YOUR CHARGES LOWER?

**Consolidate, Consolidate,  
Consolidate!**

*Skid items as much as possible so that they are sure to arrive together. Each shipment that arrives at a separate time is assessed the minimum charge. Whether you ship to the advance warehouse or show site it is in your best interest to consolidate as much as possible.*

### Material Handling Process:

- Unloading the trade show freight from your carrier once it arrives at the receiving dock.
- Transporting your shipment to your booth space.
- Removing empty shipping containers (boxes, crates, and pallets) from your booth.
- Temporarily storing your empty shipping containers during the show.
- Returning empty shipping containers to your booth once the event is over.
- Transferring the freight back to the loading dock.
- Loading the items into your carrier's delivery vehicle for return shipping.



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phone (888) 568-8858  
fax (404) 596-5620  
mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Shepard Logistics  
Services

### Step 1: Complete Exhibiting company information:

Exhibiting Company Name		Booth #	
Contact Name	Phone #	State	Zip
Email Address			

### Step 2: Tell us the Location of items for pick up:

Company				
Street Address		City	State	Zip
<input type="checkbox"/> Is there a loading dock?	<input type="checkbox"/> Do we need a lift gate on our truck?			
<input type="checkbox"/> Is your building in a residential area?	<input type="checkbox"/> Do we need to go inside your office to pick up your items?			
<input type="checkbox"/> Any thing else we should know about your building				

### Step 3: Tell us When we are picking it up:

Date Hours of Operation

Step 4: Tell us Where this is going: ☐ Advance Warehouse ☐ Direct to showsite Thursday, November 01, 2018

### Step 5: Tell us What we are shipping:

Qty	L	W	H	Weight	Qty	L	W	H	Weight
<input type="checkbox"/> Crates					<input type="checkbox"/> Carpet (color)				
<input type="checkbox"/> Cartons (cardboard)					<input type="checkbox"/> Monitors				
<input type="checkbox"/> Cases/trunks					<input type="checkbox"/> Other				
<input type="checkbox"/> Skids/pallets					<input type="checkbox"/> Total				

### Step 6: Tell us what Type of Service do you need (how fast do you need it?)

☐ Standard Ground ☐ 2nd day Air ☐ Next Day Air ☐ Other (Truckload, Specialized)

Service level may be changed to meet delivery date.  
Order must be received within 24 hours of requested pick up date

Step 7: After the event is over, are we going to Ship Back to you? ☐ YES! ☐ No, I will arrange another carrier

Company		Booth #		
Street Address		City	State	Zip

A credit card must be on file to order Shipping Services. Please complete the Payment Authorization form. Shipping services do not include material handling charges at show site. Material handling fees will be charged to the credit card on file.



Print at least one label for each box. Include the exhibiting company name and booth number.  
If you are creating your own labels, make sure the same information below is on your labels.

Shipping Labels

**RUSH**

**ADVANCE WAREHOUSE**

TO: \_\_\_\_\_  
(Exhibiting Company Name)

Booth #: \_\_\_\_\_

c/o Shepard Exposition Services

7079 Oakland Mills Rd

Columbia, MD 21046

Delivery Hours: M-F, 8-4:30 PM

For: \_\_\_\_\_

ASCP Annual Meeting and Exposition

First day freight can arrive w/o a surcharge:  
October 5, 2018

Last day freight can arrive w/o a surcharge:  
October 25, 2018

**RUSH**

**ADVANCE WAREHOUSE**

TO: \_\_\_\_\_  
(Exhibiting Company Name)

Booth #: \_\_\_\_\_

c/o Shepard Exposition Services

7079 Oakland Mills Rd

Columbia, MD 21046

Delivery Hours: M-F, 8-4:30 PM

For: \_\_\_\_\_

ASCP Annual Meeting and Exposition

First day freight can arrive w/o a surcharge:  
October 5, 2018

Last day freight can arrive w/o a surcharge:  
October 25, 2018

Advance Shipping Labels

**RUSH**

**DIRECT TO SHOW**

TO: \_\_\_\_\_  
(Exhibiting Company Name)

Booth #: \_\_\_\_\_

c/o Shepard Exposition Services

Gaylord National Hotel & Convention Ctr  
(Prince George Exhibits)

701 Waterfront Street

National Harbor, MD 20745

For: \_\_\_\_\_

ASCP Annual Meeting and Exposition

MUST NOT BE DELIVERED PRIOR TO:  
November 1, 2018 @ 8:00 AM

**RUSH**

**DIRECT TO SHOW**

TO: \_\_\_\_\_  
(Exhibiting Company Name)

Booth #: \_\_\_\_\_

c/o Shepard Exposition Services

Gaylord National Hotel & Convention Ctr  
(Prince George Exhibits)

701 Waterfront Street

National Harbor, MD 20745

For: \_\_\_\_\_

ASCP Annual Meeting and Exposition

MUST NOT BE DELIVERED PRIOR TO:  
November 1, 2018 @ 8:00 AM

Direct Shipping Labels



**HANGING SIGN:** If you have a sign or anything (truss, etc.) that has been approved to hang from the ceiling, **send it to the advance shipping warehouse** address. Hanging items must be identified and readily available since they are installed first, before the show floor becomes encumbered by freight.

Print at least one label for each box. Include the exhibiting company name and booth number. If you are creating your own labels, make sure the same information below is on your labels.

Hanging Sign Shipping Labels

R  
U  
S  
H

## ADVANCE WAREHOUSE HANGING SIGN

TO:

(EXHIBITING CO. NAME)

Booth #:

c/o Shepard Exposition Services

7079 Oakland Mills Rd

Columbia, MD 21046

Delivery Hours: M-F, 8-4:30 PM

For:

ASCP Annual Meeting and Exposition

First day freight can arrive w/o a surcharge:

**October 5, 2018**

Last day freight can arrive w/o a surcharge:

**October 25, 2018**

R  
U  
S  
H

## ADVANCE WAREHOUSE HANGING SIGN

TO:

(EXHIBITING CO. NAME)

Booth #:

c/o Shepard Exposition Services

7079 Oakland Mills Rd

Columbia, MD 21046

Delivery Hours: M-F, 8-4:30 PM

For:

ASCP Annual Meeting and Exposition

First day freight can arrive w/o a surcharge:

**October 5, 2018**

Last day freight can arrive w/o a surcharge:

**October 25, 2018**



## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

All outbound shipments require Shepard Outbound Material Handling Authorization form and shipping labels. Shepard offers complimentary pre-printing of these items. To take advantage of this service, please complete this request and submit to Shepard. Your pre-printed MHA and labels will be delivered to your booth prior to the close of the show.

\*Note: All third parties must pick up MHA/labels at the Shepard Service Desk.

Event Code: M158341118

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phone (410) 737-9270

fax (410) 737-9274

mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

**\$\$ Saving Tip!**  
Use Shepard Logistics for inbound  
and outbound and receive a  
discount on your Material Handling  
fees!

Outbound Material Handling  
Authorization & Shipping Labels

### Step 1: Complete Exhibiting Company Information:

Exhibiting Company Name \_\_\_\_\_ Booth # \_\_\_\_\_

Contact Name \_\_\_\_\_ Phone # \_\_\_\_\_

Email Address \_\_\_\_\_

### Step 2: Tell us Where your items are going:

Company \_\_\_\_\_

Street Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

### Step 3 How many Pieces are in your shipment?

\_\_\_\_\_ # of Crate \_\_\_\_\_ # of Skids \_\_\_\_\_ # of Cases \_\_\_\_\_ # of Cartons \_\_\_\_\_ Approx Total Weight

Step 4: How many Labels do you need? \_\_\_\_\_

Step 5: Who is picking up your shipment?

\_\_\_\_\_ OFFICIAL SHOW CARRIER: SHEPARD LOGISTICS OTHER \_\_\_\_\_

If selecting a carrier other than Shepard Logistics, you must schedule the pickup. This includes Fed Ex, UPS, etc.

If using FedEx or UPS you must have and apply their shipping labels.

Step 6: What type of Service do you need? (how fast does it need to get there?) \_\_\_\_\_ Ground \_\_\_\_\_ 2nd Day \_\_\_\_\_ Overnight

Step 7: If your carrier doesn't show up, what do we do with your items? \_\_\_\_\_ Reroute via the show carrier (Shepard Logistics)  
\_\_\_\_\_ Return to warehouse (\$400.00 minimum charge)

In order to process your order, we require payment on file. Please complete the Payment Authorization Form and return to Shepard Exposition Services. If you have already placed an order with Shepard, we will automatically use the credit card on file for your company.





## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

Event Code: M158341118

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### Ship Roundtrip with Shepard Logistics and receive a 10% discount on Material Handling\*

Discount does not apply to shipments considered small package, local deliveries, "Light Weight" shipments, or shipments over 10,000 lbs. Roundtrip SLS shipping is required to qualify for discount. (35572)

### What is Material Handling?

Material Handling is the unloading and delivery of exhibit freight to the exhibitor's booth on the show floor, the storage of empty containers, the return to booth for packing, and the loading back onto the exhibitor's outbound carrier. This is an automatic service and is billed based on weight. This service, whether used completely or in part, are billed as a package.

**How to Calculate Material Handling Services:** The following services whether used completely or in part are offered as a package. When estimating weight, round up to the next 100 lbs. For example: 285 lbs. = 300 lbs./100 lbs. = 3 X RATE = \$ Amount or minimum charge, whichever is greater.

**Standard Material Handling Rates:** All rates are per 100 pounds with a 200 pound minimum charge. Certified weight tickets are required on all shipments.

**Blended Rates:** The rates stated are blended to include overtime based on the schedule at publication. Changes in schedule may result in additional fees.

### Advance Warehouse Shipments

Weight	Crated	Special Handling	Total
	\$159.50	\$207.25	
	35010	35036	

### Direct to Showsite Shipments

Weight	Crated	Uncrated	Special Handling	Total
	\$148.00	\$222.00	\$192.50	
	35030	35043	35038	

### Light Weight (Shipments 40 pounds or less)

Total Shipment	Total
\$79.75	
35400	

### Advance Warehouse Tips

Shipments can arrive to the Advance warehouse up to 30 days prior to move in.

Single pieces over 5000 pounds or uncrated machines cannot be accepted at warehouse.

Advance freight is typically delivered to your booth before direct shipments.

### Direct to Show Site Tips

Freight must arrive only during published move in dates and times.

Great for last minute shipments.

Large pieces of machinery can be accepted.

### Light Weight Shipment Tips

Consolidate! Shipments that weigh 40 pounds or less total will receive this special pricing. If you have multiple lightweight shipments, bundle them together so that you are charged for (1) one 40 pound shipment as opposed to multiple charges for shipments that arrive separately and at different days or times. All shipments must have certified weight noted on the package or bill of lading.

**Overtime** - 30% for each overtime application based on ST rate

**Double Time** - 50% fee for each double time application based on ST

**Early/Late Shipments to Warehouse:** A surcharge will apply to shipments not arriving within the published dates (refer to Show Information page for dates) for advance warehouse or arriving on show site

**Reweigh of Shipments:** An additional charge per forklift load will be applied to shipments that have to be reweighed at the dock due to the lack of a certified weight ticket, or an incorrect or an understated weight on delivery document.

**Disposal Fee:** A disposal fee & minimum 1 hour labor will be charged for all booth materials (booth displays, flooring, etc.) left unclaimed after show move-out.

**We understand that your calculation is only an estimate.** Invoicing will be **calculated from actual certified weight ticket** or reweigh ticket on inbound material handling receiving report. Adjustments will be made accordingly. Any adjustments to charges must be made at show site.

I acknowledge that all Material Handling charges are billable and will be charged to the credit card on file.

Material Handling Rates

Company

Booth #

Please Sign



Card Holder Signature



## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

Discount Deadline **Friday, October 12, 2018**

Order with complete Payment Authorization must be received before Discount  
Deadline date to receive discounted pricing.

### Labor Hours

ST - Straight time: Monday-Friday, 8:00 AM - 4:30 PM  
OT - Overtime: Monday-Friday, 4:30 PM - Midnight; Saturday/Sunday, 8:00 AM - 5:00 PM  
DT - Double-time: All other hours and holidays

## GROUND RIGGING FORKLIFT RENTAL

**Step 1:** Tell us **what** we are moving: \_\_\_\_\_ # of pieces to be spotted \_\_\_\_\_ Heaviest piece to be spotted \_\_\_\_\_

**Step 2:** **When** are we moving it? Install Date/Time: \_\_\_\_\_ Dismantle Date/Time: \_\_\_\_\_  
(times are not guaranteed)

**Step 3:** Describe the **work** to be performed: \_\_\_\_\_

**Step 4:** Choose your **lift** size:

### Forklift Rental - Up To 5,000 # Capacity

Code	Qty.	Item	Discount	Regular	Amount
35028		ST Hourly Rental	\$340.85	\$443.00	
35039		OT Hourly Rental	\$426.55	\$554.50	
35067		DT Hourly Rental	\$512.70	\$666.50	

### Forklift Rental - Up To 20,000 # Capacity

Code	Qty.	Item	Discount	Regular	Amount
35035		ST Hourly Rental	\$1,022.55	\$1,329.25	
35066		OT Hourly Rental	\$1,279.70	\$1,663.50	
35070		DT Hourly Rental	\$1,538.05	\$1,999.50	

### Forklift Rental - Up To 10,000 # Capacity

Code	Qty.	Item	Discount	Regular	Amount
35029		ST Hourly Rental	\$681.70	\$886.25	
35049		OT Hourly Rental	\$853.15	\$1,109.00	
35069		DT Hourly Rental	\$1,025.40	\$1,333.00	

Cranes, Scissor Lifts, and  
4 Stage Forklifts are available  
upon request.  
Contact Us for Pricing!

Rate structure includes forklift and (1) operator only.

Minimum crews are based on scope of work and area jurisdiction. Additional labor and groundmen will be billed at the hourly rate.

The minimum charge for labor and equipment is one (1) hour. Labor and equipment thereafter is charged in half (1/2) hour increments.

Orders cancelled without 24-hour notices will be charged a one (1) hour cancellation fee.

### Rigging Supervisor Rates (per man hour)

Code	Qty.	Item	Discount	Regular	Amount
35085		ST per man hour	\$132.19	\$171.85	
35086		OT per man hour	\$198.13	\$257.55	
35099		DT per man hour	\$264.38	\$343.70	

### Riggers and Material Handlers (per man hour)

Code	Qty.	Item	Discount	Regular	Amount
35087		ST per man hour	\$105.75	\$137.50	
35100		OT per man hour	\$158.50	\$206.05	
35101		DT per man hour	\$211.50	\$274.95	

The minimum charge for labor and equipment is one (1) hour. Labor and equipment thereafter is charged in half (1/2) hour increments.

Orders cancelled without 24-hour written notice will be charged a one (1) hour cancellation fee.

Signature indicates you read and accept the Payment Policy and Terms & Conditions.

No refunds or exchanges once item has been delivered to your booth.

Cancellations must be received in writing within 48 hours of 1st day of exhibitor move in.

Total Forklift: \_\_\_\_\_

NA Tax\*: \_\_\_\_\_

Amount Due: \_\_\_\_\_

Company Name: \_\_\_\_\_ Booth # \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature

Forklift Rental



### What is material handling (also referred to as drayage)?

Material handling is the process of unloading your freight from your shipping carrier, either at the warehouse or show site, delivering it to your booth, storing your empty containers (empties) if required, returning of your empties at the close of show, and then reloading your freight back onto your shipping carrier.

### What is the definition of "freight"?

Any exhibit materials shipped or delivered to the advance warehouse or show facility via shipping carrier, POV, or delivery truck.

### What is the difference between material handling and shipping?

Shipping is the process of carrying your shipment from your location, pick-up area to its destination and also the process of returning your shipment back to your location after the close of the show. Material handling begins at the time your shipment arrives to the docks (please refer to "What is material handling?" for the full definition.) These are 2 different items and are billed differently.

### Do I need to order a fork lift to unload or reload my freight?

No, please do not order a forklift for unloading/reloading of your materials.

### What does CWT mean?

CWT is an acronym for Century Weight. Your crated shipment is billed per 100 lbs.

### What determines how much I'm charged?

Charges are based off the weight from your inbound weight ticket included with your shipment.

### How do I calculate material handling charges?

Material handling services whether used completely or in part are offered as a package. When recording weight, round up to the next 100 lbs. EXAMPLE: 285 lbs. = 300 lbs./100 lbs. = 3 X RATE = \$ Amount or minimum charge, whichever is greater.

### Will there be any additional charges?

Additional charges may apply. Please review the Material Handling Authorization and Material Handling Additional Services forms included in the manual for all applicable fees

### What are Light Weight shipments?

All shipments regardless of carrier that weigh 40 pounds or less. Shipments need to have certified weight tickets or other verifiable weight noted upon delivery. Shipments without certified weight tickets may be subject to special handling or reweigh fees. Packages that arrive separately at different times or days will be billed separately.

All shipments, regardless of carrier, weighing 41 lbs and up will be billed using the standard material handling rates listed in the kit and billed at a 200 lb minimum as usual

### How do I calculate my Light Weight shipment?

Charges for Light Weight shipments are total shipment weight, per delivery. Any shipment above 40lbs will not qualify for this rate. Please be advised that your whole shipment may not arrive to its destination at one time. Therefore you may be charged per each delivery.

### What are Crated materials?

Materials delivered that are skidded or in a container that can easily be unloaded/reloaded with no special handling required.

### What are Uncrated materials?

Materials delivered that are loose, pad-wrapped or unskidded without proper lifting bars and/or hooks.

### What is Special Handling?

Shipments delivered that require extra labor for stacking or unstacking containers on a truck, tarping or untarping freight or containers, or rigging pieces for loading or unloading on a truck or from the ground, or other circumstances requiring the rehandling of materials. Cannot be completed solely with one forklift and operator.

### What are Advance Shipments?

All shipments that are addressed to the advance warehouse address (please refer to "Advance Warehouse" shipping labels included in this manual)

Shepard will begin accepting your shipments 30 days prior to first show open day (date may vary depending on show schedule)

The warehouse will receive shipments Monday-Friday, 8:00am - 4:00pm, excluding holidays

Shipments must arrive by advance warehouse deadline date to avoid a late surcharge. (Please refer to the "Show Information" page included with this manual for deadline date.

Crates, cartons, skids, fiber cases, and carpets can be accepted at the warehouse, but DO NOT ship crates weighing over 5,000 lbs., loose/uncrated shipments and/or machinery to warehouse. You must ship those items direct to show site.

All shipments must have a bill of lading or delivery slip indicating number of pieces and weight. Certified weight tickets required

All shipments must be prepaid, no collect on delivery shipments will be accepted.

### What are Direct Shipments?

All shipments that are addressed directly to the exhibit facility (please refer to "Direct to Show" shipping labels included in this manual).

Shipments must arrive during published exhibitor move-in times only. Do not ship direct to show site in advance. If delivery cannot be guaranteed to arrive during exhibitor move-in, shipment must go to advance warehouse.

All shipments must have a bill of lading or delivery slip indicating number of pieces and weight. Certified weight tickets required.

Crates weighing over 5,000 lbs. or loose/uncrated shipments must be shipped direct to show site to arrive during exhibitor move-in times.

All shipments must be prepaid, no collect on delivery shipments will be accepted.

### What is and why would I need liability insurance?

Accidents happen, therefore, most show organizers and facilities require liability insurance. Please refer to your booth contract for exact minimums required.

Please make sure your materials are covered from the moment they leave your company location to the time they return after the close of the show

If applicable, included in your manual is information and an application for liability insurance and booth coverage can also be purchased to protect your valuable exhibit materials

### Outbound Shipping

You must complete a Shepard Material Handling Agreement (MHA) for all outbound shipments. A MHA will be distributed at show site if all services have been paid in full, or you can request one at the customer service desk.

Upon completion of packing and labeling of your materials, complete the bill of lading with all required information, and return to customer service. If you have questions on how to complete your bill of lading, please ask a Shepard customer service representative located at the customer service desk.

If you are NOT using the designated shipping carrier, you must call your carrier with pick-up information. If your carrier fails to pick up your shipment, Shepard will either reroute your freight through the carrier of our choice or return to the local warehouse (whichever is indicated on your MHA).



## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

Discount Deadline

Friday, October 12, 2018

Event Code: M158341118

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mail 7079 Oakland Mills Rd,  
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Material Handling Info

### SPECIAL HANDLING DEFINITIONS Rate as shown on Material Handling Rate Form, approx 30%

Shipments received that are packed in a manner as to require additional handling/labor are deemed special handling. Examples of shipments falling into this category would be constricted space unloading, ground unloading, stacked shipments, designated piece unloading, shipment integrity, mixed shipments, no bill of lading or documentation, carpet/pad only shipments.

- Constricted Space - Freight packed in trailer to full capacity. Shipments are not easily accessible because trailer is loaded by cubic space, or top to bottom and side to side.
- Stacked Shipments - Shipments with multiple pieces stacked on top of one another throughout the majority of the truck or trailer requiring unstacking during the unloading process.
- Mixed Shipments - Mixed shipments are shipments that contain a mixture of uncrated and crated materials, and the uncrated portion is minimal deeming the shipment special handling but not uncrated. But in cases where greater than 50% of the load by volume is uncrated the load will be categorized as uncrated.
- Shipment Integrity - Shipments loaded on a carrier in a manner requiring separating or sorting to reestablish the integrity of each shipment.
- Carpet/Pad Only - Carpet and/or pad only shipments are time and labor intensive, and require additional manpower and tools (e.g. carpet poles, flatbed carts or scooters, dollies).
- No Documentation - Shipments received from small package carriers (including, among others, Fed Ex, UPS, & DHL) that are delivered without documentation or bills of lading that require additional sorting, processing, and tools for delivery.
- Designated Piece Unloading - Shipments loaded in such a manner that require the unloading/loading crew to be directed by driver remove items in a particular order, or unloading and reloading items to reach certain pieces behind others remaining on the trailer.

### DISPOSAL FEE

Fee: .75 Per Lb Labor Rate \$105.75 Per Hour (OT/DT may apply)

A disposal fee & minimum 1 hr labor will be charged for all booth materials (booth displays, flooring, etc.) that are left unclaimed after show move-out.

### OVERTIME/DOUBLE TIME

Surcharge: Overtime: 30% Double Time: 50%

Shipments that are moved and/or handled on overtime and/or double time hours will incur a surcharge based on the handling times noted on the receiving/shipping documents. Drivers picking up outbound shipments will be sequenced for loading ONLY after a bill of lading is submitted to the Shepard Service Desk AND the driver has checked in.

### WAREHOUSE OVERTIME/DOUBLE TIME

Surcharge: Overtime: 30% Double Time: 50%

Advanced shipments may be received during straight time hours at the warehouse location, however an overtime/double time surcharge may be applied to an advanced warehouse shipment due to required delivery schedule based on show move-in and move out hours beyond our control. This would also be true if freight was received after hours at the warehouse trapping facility.

### EARLY/LATE SHIPMENTS TO WAREHOUSE

Surcharge: 25% Minimum: \$50.00 35003

A surcharge will apply to shipments not arriving within the published dates (refer to Show Information page for dates) for advance warehouse or arriving on show site after show opening. Any shipment arriving to showsite after show open will be charged a surcharge.

### UNCRTATED SHIPMENTS

Rate as shown on Material Handling Rate Form

An additional charge of 50% (or as stated on Material Handling Authorization page) of the applicable material handling charge at the time of delivery shall be charged for all loose, uncrated, or unprotected shipments received at the show site docks. The charge is a one-time charge that includes both move-in and move-out of the show, and is based on the weight of the shipment handled.

### OFF-TARGET DELIVERIES

Surcharge: 15% Minimum: \$50.00 35004

For targeted shows (exhibitors who received/requested a Targeted Date/Time), a surcharge will apply if shipment is not delivered (or carrier has not checked in) during assigned target date/time.

### PADDED VAN DELIVERIES

Surcharge: \$8.00/CWT 35041

This applies to van line carriers that transport freight at cubic displacement rates, operate a non-standard dock height equipment, require freight on the truck to be unloaded in a specific order or orientation, or require that freight on the truck be moved to unload the actual delivery.

### MARSHALING YARD

Surcharge: \$30 per Shipment 35250

Where Shepard Exposition Services as the show contractor must lease space for marshaling yard operations because no space is provided by the facility, Shepard may charge a one time fee per shipment processed inbound and/or outbound through the marshaling yard.

### REWEIGH OF SHIPMENTS

Surcharge: \$25.00 per forklift load 35282

An additional charge per forklift load will be applied to shipments that have to be reweighed at the dock due to the lack of a certified weight ticket, or an incorrect or understated weight on a delivery document.

### EMPTY CRATE STORAGE

Surcharge: \$25.00 per piece, Minimum \$50.00 35105

A charge per crate, carton or skid applies when Shepard handles the storage and return of empties from a shipment not received by Shepard and therefore not subject to material handling charges.

### LIGHT WEIGHT SHIPMENTS

Shipments weighing 40lbs or less will qualify for the light weight shipment rate. Shipments exceeding 40lbs will be billed standard Material Handling fees at the prevailing show rates. All shipments must have certified weight tickets. Shipments without certified weight will be subject to special handling or reweigh fees.

### ENVELOPE DELIVERIES

Surcharge: \$10.50 per envelope 35007

During show hours at the show facility, a charge will apply to receiving and delivering envelope packages to your booth.

### MOBILE SPOTTING

Fee: \$ 200.00 per round trip 35106

All vehicles must be escorted in and out of building by Shepard personnel.



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Cartload Service

Cartload services are provided to those exhibitors arriving in privately-owned vehicles and have small hand-carried items that need to be delivered to and from the dock/booth location.

If you arrive with a truck, van, trailer, or truck with trailer filled with exhibit material you will not qualify for this service and will be redirected.

No personal trucks (one (1) ton & over), no rental trucks, trailers, or bobtails will be unloaded through cartload service.

All items must fit on flat bed cart (approximately 3'x4' in size) and weigh less than 200 pounds. If items are designated by Shepard personnel to be too large or too heavy, materials will be billed at regular material handling rates.

Your vehicle must unload on the receiving dock of the exhibit hall. Shepard personnel will direct vehicles. The cart is not authorized to enter or go to any parking structure. There must be two (2) people with the vehicle; one person to go with your product to the booth space and one person to remove your vehicle from the unloading area to the parking area.

Code	# of Trips	Item	Rate	Total
35151		Dock to Booth ST	145.75	
35152		Booth to Dock ST	145.75	
35153		Dock to Booth OT	198.50	
35154		Booth to Dock OT	198.50	



Cartload Service includes one laborer, one cart, one trip  
per rate listed above

ST - Straight time: Monday-Friday, 8:00 AM - 4:30 PM  
OT - Overtime: Monday-Friday, 4:30 PM - Midnight; Saturday/Sunday, 8:00 AM - 5:00 PM  
DT - Double-time: All other hours and holidays

Total Estimate: \$ \_\_\_\_\_  
NA Tax\*: \$ \_\_\_\_\_  
Amount Due: \$ \_\_\_\_\_

Signature indicates you read and accept the Payment Policy and Terms & Conditions.

No refunds or exchanges once item has been delivered to your booth.

Cancellations must be received in writing within 48 hours of 1st day of exhibitor move in.

Rental items found and in use in your booth are subject to "Standard" pricing.

Company Name: \_\_\_\_\_

BOOTH: \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature





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Discount Deadline Friday, October 12, 2018

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On-site Storage

**Onsite Storage** is used when you have product you need to replenish during the event, or if you have items you don't want stored with the empty crates. **Do not use this service for "Empty" storage.**

**Step One: Tell us who you are:**

Exhibiting Company Name \_\_\_\_\_ Booth # \_\_\_\_\_

Onsite Contact \_\_\_\_\_ Onsite Cell Phone # \_\_\_\_\_

For liability reasons, only shipments for which material handling drayage charges have been paid to Shepard will be eligible for Shepard storage services.

All packages must be properly packed & labeled. Shepard Exposition Services' limit of liability will be \$5.00 per pound or \$500.00 per package or container, whichever is less. No uncrated material will be accepted at the warehouse.

### Step Two: Choose the Type of storage to fit your needs

**Accessible Storage** Use this type when you need to pull items out of storage during the show.

Materials in Accessible Storage will be accessible during the event, but not necessarily by exhibitors. The charge for Accessible Storage is a daily storage fee plus a per hour labor fee each time materials are moved. (\$100.00 Minimum)

(35166)

	Per Day	
Pallets/Skids	\$35.00	35166
1/2 a Trailer	\$80.00	35348
Full Trailer	\$120.00	35349
Labor ST	\$105.75	35087
OT	\$158.50	35100
DT	\$211.50	35101

For both storage options, there is no charge to return items back to your booth at the end of the event.

**Secured Storage** Use this type only if you do not need your items again until the end of the event.

Materials will be placed into secured storage and will be returned to your booth after the close of the show. The materials will be accessible during the show by Shepard personnel only. A minimum one-hour material handling labor charge at show rates will apply each time material is handled to or from storage. (\$100.00 Minimum).

(35068)

	Sq Ft	# of Days	Total
Per Sq Ft	0.80		
Labor ST	\$105.75	35087	
OT	\$158.50	35100	
DT	\$211.50	35101	

Signature indicates you read and accept the Payment Policy and Terms & Conditions.

No refunds or exchanges once item has been delivered to your booth.

Cancellations must be received in writing within 48 hours of 1st day of exhibitor move in.

Rental items found and in use in your booth are subject to "Standard" pricing.

Total Onsite Storage: \$ \_\_\_\_\_  
NA Tax\*: \$ \_\_\_\_\_  
Amount Due: \$ \_\_\_\_\_

Company Name: \_\_\_\_\_ Booth # \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature





## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

Discount Deadline

Friday, October 12, 2018

Event Code: M158341118

Connect With  
Us!

email [baltimore@shepardes.com](mailto:baltimore@shepardes.com)  
phone (410) 737-9270  
fax (410) 737-9274  
mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Warehouse Storage

**Warehouse Storage** is used when you need a place to store your exhibit or product for days, weeks, or even until your next event.

### Pricing:

Warehouse storage rates are billed **\$10.00 per cwt per month** (\$100.00 a month minimum charge) 35006

Each shipment returned to the warehouse for storage will be billed **\$20.00 per cwt** (\$400.00 minimum) 35005

Onsite Material Handling fees do not include transportation or handling to and from the warehouse.

For liability reasons, only shipments for which material handling drayage charges have been paid to Shepard will be eligible for Shepard storage services.

All packages must be properly packed & labeled. Shepard Exposition Services' limit of liability will be \$5.00 per pound or \$500.00 per package or container, whichever is less. No uncrated material will be accepted at the warehouse.

### Step One: Tell Us Who You Are:

Exhibiting Company

Name \_\_\_\_\_

Booth # \_\_\_\_\_

Onsite Contact \_\_\_\_\_

Onsite Cell Phone # \_\_\_\_\_

Email Address \_\_\_\_\_

### Step Two: Tell Us What You Are Storing:

How many pieces? \_\_\_\_\_

What are the dimensions of each piece?

	Length	Width	Height	Weight	Crate or Skid?
Piece 1					
Piece 2					
Piece 3					
Piece 4					
Piece 5					
Piece 6					

	Length	Width	Height	Weight	Crate or Skid?
Piece 7					
Piece 8					
Piece 9					
Piece 10					
Piece 11					
Piece 12					

### Step Three: How Long Are We Storing Your Items?

From Date \_\_\_\_\_

To \_\_\_\_\_

Fees will continue until storage is picked up.

### Step Four: What Do We Do With Your Items At The End Of The Storage Period?

☐ Ship to another destination via Shepard Logistics\*

☐ Transport to another Shepard event\*:

☐ Pick-up is arranged with another carrier:

\*Additional fees will apply

It is the exhibitor's responsibility to make all arrangements for shipping, including utilizing Shepard Logistics. Items **will not** automatically be taken to the next event. Exhibitor should contact Shepard approximately 2 weeks prior to any storage movement.

Estimated Warehouse Storage: \$ \_\_\_\_\_

Signature indicates you read and accept the Payment Policy and Terms & Conditions.

NA Tax\*: \$ \_\_\_\_\_

Storage Items will not be stored or released without a valid credit card on file.

Amount Due: \$ \_\_\_\_\_

Please Print



Printed Name

Please Sign



Card Holder Signature



# Agility

*Fairs & Events*

**The experts in International Event Logistics**

Agility Fairs & Events is the preferred International Freight Forwarder and Customs Broker for Shepard Exposition Services events.

Our complete services include:

- Shipment planning—packaging, documentation, scheduling
- Door pick-up at the overseas origin
- International shipping and Customs clearance at US air/port
- Final delivery to the Shepard advance warehouse or show dock
- Pick-up at the show site dock or Shepard warehouse
- Preparation of export documents
- International shipping and Customs clearance overseas
- Final delivery to the overseas return destination

**Single point of contact  
for international shipping  
from door to door:**

Agility Fairs and Events  
1 100 Tamiami Trail S.  
Suite B  
Venice, FL 34285  
Tel: 714-617-6675  
Contact: Kelly O'Neill-Exley  
[koneill@agility.com](mailto:koneill@agility.com)  
[www.agility.com/fairsevents](http://www.agility.com/fairsevents)  
[expousa@agility.com](mailto:expousa@agility.com)

**Get a free quote for international shipping at:**  
**[www.agility.com/en/contact-fairs-events](http://www.agility.com/en/contact-fairs-events)**



**[www.aglfairslogistics.com/usaebrochure/](http://www.aglfairslogistics.com/usaebrochure/)**



## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

Discount Deadline **Friday, October 12, 2018**

Order with complete Payment Authorization and graphics must be received before  
Discount Deadline date to receive discounted pricing.

Event Code: M158341118

Connect With  
Us!

email [baltimore@shepardes.com](mailto:baltimore@shepardes.com)  
phone (410) 737-9270  
fax (410) 737-9274  
mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Booth and  
Carpet Cleaning

As the General Service Contractor, Shepard has the exclusive cleaning contract for this show.  
Other service contractors will not be permitted to provide this service on the show floor.

### Booth Vacuuming



#### Vacuum Once

Code	Sq Ft	Service	Discount	Regular	Total
47050		0-399 sq. ft	\$0.52	\$0.70	
47051		400-900 sq.ft.	\$0.45	\$0.60	
47052		900+ sq. ft	\$0.45	\$0.60	

#### Daily Vacuum

Code	Sq Ft	Service	Discount	Regular	Total
47055		0-399 sq. ft	\$1.04	\$1.35	
47056		400-900 sq.ft.	\$0.95	\$1.25	
47057		900+ sq. ft	\$0.85	\$1.10	

### Did you know....

Booth carpet is the first product installed on an exhibit floor. While carpet is installed clean, it will get dirty during the move in process due to debris in the air, aisles and other exhibitors. It is always recommended to order a one time vacuuming prior to the show opening.

### Porter Service (includes emptying wastebaskets within the booth every two hours during the show)



Code	Sq Ft	Service	Discount	Regular	Total
47030		One Time Porter	\$0.50	\$0.65	
47031		Daily Porter	\$1.05	\$1.35	

### Specialty Services

#### Mopping and Carpet Shampooing



Code	Sq Ft	Service	Discount	Regular	Total
47042		Mop One Time	\$0.65	\$0.85	
47022		Mop Daily	\$1.15	\$1.50	
47013		Sham/One Time	\$0.65	\$0.85	

#### Display Wipe Down (invoiced by man hours)



Code	Hours	Service	ST	OT	Total
47043		One Time	\$105.75	\$158.50	
47044		Daily	\$105.75	\$158.50	

If you have any issues at all regarding cleaning during the show, please contact the Service Desk immediately so we can make it right. Please do not wait until the end of the event.

Vacuuming, Porter Service, Mopping, and Shampooing are based on total booth sq ft regardless of area being cleaned. Minimum order of 100 sq ft.

Signature indicates you read and accept the Payment Policy and Terms & Conditions.

No refunds once the service has been performed in your booth.

Cancellations must be received in writing within 48 hours of 1st day of exhibitor move in.

Total Cleaning: \$

6.000% Tax\*: \$

Amount Due: \$

Company Name: \_\_\_\_\_ Booth # \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature



## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

Discount Deadline **Wednesday, October 03, 2018**

Order with complete Payment Authorization and graphics must be received before Discount Deadline date to receive discounted pricing.

Event Code: M158341118

Connect With Us! email [baltimore@shepardes.com](mailto:baltimore@shepardes.com)

phone (410) 737-9270

fax (410) 737-9274

mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

**Please note that booth carpet is mandatory**

Signature Flooring

**Quick and Easy Luxury!**

**Step One:** Choose the flooring to enhance your design

**Step Two:** Check the box of your selected color

**Step Three:** Determine your booth size (length x width = square footage)

Order must be received 30 days in advance of show move in. 100 sq ft minimum

### Premium Plush Carpet 50 oz



White Black Crimson Dark Grey Electric Blue Silver Dollar Sand Navy

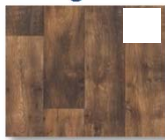
Code	Sq Ft	Item	Per Sq Ft	Amount
46004		Premium	\$10.45	

Rental includes installation and removal of carpet and visqueen. Minimum 100 sq. ft. required.

### Premium Vinyl Flooring



Light Maple  
(83)



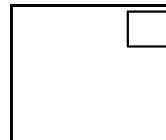
Vineyard Brown  
(61)



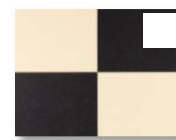
Laurel Brown  
(62)



Mountain Grey  
(63)



Snow  
(89)



Checkerboard  
(82)



Rosemary Stone  
(64)

### Elevated Hardwood



**Stand above the rest  
with an Elevated  
Hardwood Floor!  
Contact an ESS  
Representative for  
pricing!**

Code	Sq Ft	Item	Per Sq Ft	Amount
46005		Premium	\$13.50	

Code	Sq Ft	Item	Per Sq Ft
50712		Light Oak	Call for Quote!
50711		Dark Oak	Call for Quote!

Labor not included in hardwood flooring. Please order labor for the installation of your elevated floor.

Code	Sq Ft	Item	Per Sq Ft	Amount
46007		½" Padding for Vinyl	\$4.95	

Signature indicates you read and accept the Payment Policy and Terms & Conditions.

Due to the custom nature of this product, no refunds or exchanges once item has been ordered.

Total Signature Flooring: \$

6.000% Tax\*: \$

Amount Due: \$

Company Name: \_\_\_\_\_ Booth # \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature





## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

Discount Deadline **Friday, October 12, 2018**

Order with complete Payment Authorization and graphics must be received before Discount Deadline date to receive discounted pricing.

Event Code: M158341118

Connect With  
Us!

email [baltimore@shepardes.com](mailto:baltimore@shepardes.com)  
phone (410) 737-9270  
fax (410) 737-9274  
mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

**Please note that booth  
carpet is mandatory**

Carpet and Padding

Order in just  
3 Easy Steps!

**Step One:** Choose the carpet to fit your budget

**Step Two:** Check the box of your selected color

**Step Three:** Determine your booth size (length x width = square footage)

**Premium Carpet 28 oz, 100% Ultra cut pile with action back or jute backing**



Code	Qty	Item	Discount	Regular	Amount
46001		Rental/sqft	\$7.55	\$9.80	
46003		Rental 1000+ sqft	\$6.55	\$8.50	
46002		Purchase sqft	\$18.55	\$24.10	

Rental includes installation and removal of carpet and visqueen. Minimum 100 sq. ft. required.

Minimum 100 sq. ft. is required for purchase carpet. No refunds on cancellations.

**Padding & Visqueen** Entice attendees to linger in your space with soft, comfortable padding!

Code	Qty	Item	Discount	Regular	Amount
50009		1/2" Padding	\$1.35	\$1.75	
50008		1" Padding	\$2.65	\$3.45	
50010		Visqueen	\$0.40	\$0.50	

Need something extra special? Check out  
our Signature Flooring Option Page

**Expo Carpet 13 oz. 2 Options: Regular and Special Cut!**



Regular Booth Sizes, Great for inline booths!

Code	Qty	Item	Discount	Regular	Amount
50255		10' x 10'	\$264.70	\$344.10	
50256		10' x 20'	\$493.85	\$642.00	
50257		10' x 30'	\$736.65	\$957.65	
50258		10' x 40'	\$979.35	\$1,273.15	

Variation in dye lot may occur when ordering more than one cut of carpet unless ordered as Special Cut Carpet.

**Special Cut**, Recommended for Island and large area exhibits!

Code	Qty	Item	Discount	Regular	Amount
50580		0 - 399 sq ft*	\$6.25	\$8.15	
50581		400 - 900 sq ft	\$5.65	\$7.35	
50582		900+ sq ft	\$5.20	\$6.75	

Order Special Cut when it is important that dye lots match. Rental includes installation and removal of carpet and visqueen protective covering.

Prices quoted above include installation and taping of front edge only. All rental carpet is delivered clean to your booth space, but during setup, carpet may become dirty. **Please order cleaning service at least once before show opening.**

Signature indicates you read and accept the Payment Policy and Terms & Conditions.

Total Carpet and Padding: \$

There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing within 14 days prior to first exhibitor move in day. No refunds on "Special Cut" carpet once order is placed.

6.000% Tax\*: \$

Amount Due: \$

Rental items found and in use in your booth are subject to "Regular" pricing.

Company Name: \_\_\_\_\_ Booth # \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature



## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

**Discount Deadline** Friday, October 12, 2018

Order with complete Payment Authorization must be received before Discount Deadline date to receive discounted pricing.

### Regular Skirted Tables



Choose drape color (place color code next to order):

Red (01) White (03) Blue (05) Burgundy (07)  
Green (02) Gold (04) Black (06) Grey (10) Teal (13)

### Unskirted Regular Tables



Table is delivered with plastic sheeting on top

### Stretch Fabric Table Covers



Modernize  
your look!

Skirted tables are skirted on 3 sides, you must order 4th side skirt for all sides to be draped on 6' and 8' tables

Code	Qty.	Color	Size	Discount	Regular	Total
50042			4'L X 30"H X 24" W	\$147.55	\$191.80	
50046			6'L X 30"H X 24"W	\$181.35	\$235.75	
50050			8'L X 30"H X 24"W	\$229.90	\$298.85	
50043			4'L X 42"H X 24"W	\$179.35	\$233.15	
50047			6'L x 42"H x 24"W	\$229.70	\$298.60	
50051			8'L x 42"H X 24" W	\$270.15	\$351.20	
50052			4th Side 30"	\$89.70	\$116.60	
50171			4th Side 42"	\$89.70	\$116.60	

Code	Qty.	Size	Discount	Regular	Total
50040		4'L X 30"H X 24" W	\$105.10	\$136.65	
50044		6'L X 30"H X 24"W	\$125.45	\$163.10	
50048		8'L X 30"H X 24"W	\$147.90	\$192.25	
50041		4'L X 42"H X 24"W	\$118.45	\$154.00	
50045		6'L x 42"H x 24"W	\$147.90	\$192.25	
50049		8'L x 42"H X 24" W	\$165.05	\$214.55	

Code	Qty.	Item	Regular	Total
50700		White - Fabric Table Cover w/ Table	\$268.95	
50700		Red - Fabric Table Cover w/Table	\$268.95	
50700		Blue - Fabric Table Cover w/Table	\$268.95	
50700		Black - Fabric Table Cover w/Table	\$268.95	

Stretch Fabric Table Covers must be ordered 30 days in advance

Total Tables: \$  
6.000% Tax\*: \$

Amount Due: \$

Signature indicates you read and accept the Payment Policy and Terms & Conditions.

There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing within 14 days prior to first exhibitor move in day. No refunds or cancellations on Stretch Fabric once order is placed.

Rental items found and in use in your booth are subject to "Regular" pricing.

Company Name: \_\_\_\_\_ Booth # \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature

Expo Tables





## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

**Discount Deadline** Friday, October 12, 2018

Order with complete Payment Authorization must be received before Discount  
Deadline date to receive discounted pricing.

Event Code: M158341118

Connect With  
Us!

email [baltimore@shepardes.com](mailto:baltimore@shepardes.com)  
phone (410) 737-9270  
fax (410) 737-9274  
mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Specialty Tables

### Natural Feel Pedestal

Maple Top



Code	Qty	Item	Discount	Regular	Total
50707		42"H X 30"R	\$337.85	\$439.20	
50706		30"H X 30" R	\$324.10	\$421.35	

Natural Feel tables also have matching chairs and accessories to complete your look!

### Regular Pedestal

Gray fleck top



Code	Qty	Item	Discount	Regular	Total
51089		42"H X 36"R	\$264.95	\$344.45	
50032		30"H X 36" R	\$247.70	\$322.00	

Brand our table  
with your custom  
Graphic!  
See Graphic and  
Sign Order for  
Details!

### Side Tables

18" H X 24"W



Code	Qty	Item	Discount	Regular	Total
50030		Rnd 18"H X 24"R	\$124.65	\$162.05	
50031		Sq 18"H X 24" W	\$124.65	\$162.05	

Total Sp Tables: \$  
6.000% Tax\*: \$  
Amount Due: \$

Signature indicates you read and accept the Payment Policy and Terms & Conditions.

There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing within 14 days prior to first exhibitor move in day.

Rental items found and in use in your booth are subject to "Regular" pricing.

Company Name: \_\_\_\_\_ Booth# \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature



## ASCP Annual Meeting and Exposition

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November 2 - 3, 2018

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mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Chairs and Stools

**Safety First! Chairs and Stools are meant for sitting only. Do not use as a ladder or step stool!**

### Natural Feel



Regular Seating

Code	Qty	Item	Discount	Regular	Total
50705		Natural Feel Stool	\$193.10	\$251.05	
50704		Natural Feel Chair	\$158.60	\$206.20	

Natural Feel chairs and stools also have matching tables and accessories to complete your look!



Specialty Seating

Code	Qty	Item	Discount	Regular	Total
50024		Padded Stool	\$159.25	\$207.05	
50020		Side Chair	\$95.90	\$124.65	
50021		Arm Chair	\$130.70	\$169.90	



Code	Qty	Item	Discount	Regular	Total
51090		Director Stool	\$177.05	\$230.15	
51086		Director Chair	\$98.95	\$128.65	

Signature indicates you read and accept the Payment Policy and Terms & Conditions.

There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing within 14 days prior to first exhibitor move in day.

Rental items found and in use in your booth are subject to "Regular" pricing.

Total Chairs: \$ \_\_\_\_\_  
 6.000% Tax\*: \$ \_\_\_\_\_  
 Amount Due: \$ \_\_\_\_\_

Company Name: \_\_\_\_\_ Booth# \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature



## ASCP Annual Meeting and Exposition

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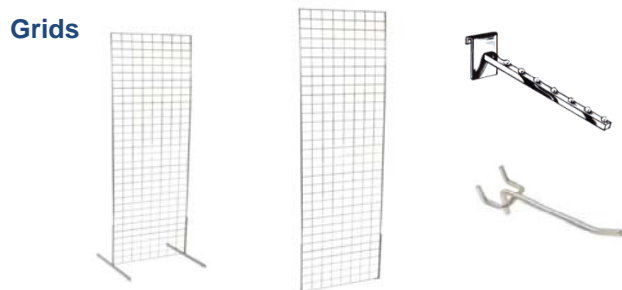
Display Furniture

### Standard Display Accessories



Code	Qty.	Item	Discount	Regular	Total
50245		Literature Rack	\$195.85	\$254.60	
50094		Floor Easel	\$53.05	\$68.95	
50095		22x28 Sign Holder	\$120.85	\$157.10	
50175		Bag Rack	\$259.35	\$337.15	
50092		Coat Rack	\$92.05	\$119.65	
50093		Garment Rack	\$259.35	\$337.15	

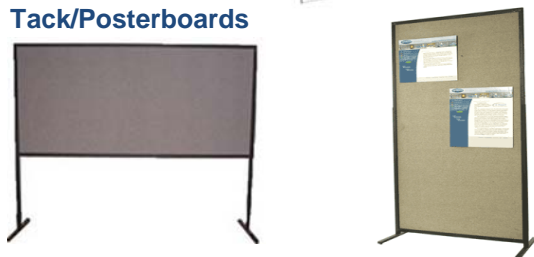
### Grids



Code	Qty.	Item	Discount	Regular	Total
50236		2'x8' w/legs, each	\$233.75	\$303.90	
50237		2'x8' w/o legs, each	\$175.10	\$227.65	
50242		7-Ball Waterfall	\$16.05	\$20.85	
50104		6" Hooks (12)	\$51.50	\$66.95	

Other accessories available, please contact customer service for more information.

### Tack/Posterboards



Code	Qty.	Item	Discount	Regular	Total
50060		4' x 8' Horiz.	\$316.50	\$411.45	
50061		4' x 8' Vert.	\$316.50	\$411.45	

Signature indicates you read and accept the Payment Policy and Terms & Conditions.

There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing within 14 days prior to first exhibitor move in day.

Rental items found and in use in your booth are subject to "Standard" pricing.

Total Display Furnishings: \$ \_\_\_\_\_  
 6.000% Tax\*: \$ \_\_\_\_\_  
 Amount Due: \$ \_\_\_\_\_

Company Name: \_\_\_\_\_ Booth # \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature



## ASCP Annual Meeting and Exposition

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phone (410) 737-9270  
fax (410) 737-9274  
mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Showcases & Risers

**Safety First! Showcases and Risers are meant for display items only. Do not use as ladders or step stools!**

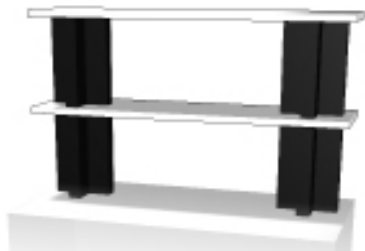
### Showcases



Code	Qty	Item	Discount	Regular	Total
50067	4'	Full View	\$977.35	\$1,270.55	
50068	6'	Full View	\$1,077.95	\$1,401.35	
50069	4'	Quarter View	\$977.35	\$1,270.55	
50070	6'	Quarter View	\$1,077.95	\$1,401.35	

Regular showcase color is white, call to inquire about other colors

### Stacking Shelves



Don't See what you are looking for?  
See our "Exhibit Counters" page for custom counters and create  
something just for you!  
Contact an ESS Representative to get started!

Code	Qty	Item	Discount	Regular	Total
50296	4'x12"	Display Shelf	\$109.55	\$142.40	
50297	6' x12"	Display Shelf	\$136.30	\$177.20	

Each Shelf comes with (2) black bases. They are stackable up to (4) units  
high. All stacking shelves will be delivered to your booth, it is up to your  
creativity how you want to stack them.

Wrap your stacking shelves with color  
to show off your products!

### Skirting of Exhibitor Equipment

Red 01	Gold 04	Burgundy 07
Green 02	Blue 05	Grey 10
White 03	Black 06	Teal 13

Code	Ft	Color	Item	Discount	Regular	Total
50058			Sateen Skirting	20.30	26.40	

Order per linear foot

Signature indicates you read and accept the Payment Policy and Terms & Conditions.

There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in  
writing within 14 days prior to first exhibitor move in day.

Rental items found and in use in your booth are subject to "Regular" pricing.

Total Showcase & Risers: \$

6.000% Tax\*: \$

Amount Due: \$

Company Name: \_\_\_\_\_ Booth# \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature



## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

**Discount Deadline** Friday, October 12, 2018

Order with complete Payment Authorization must be received before Discount Deadline date to receive discounted pricing.

Event Code: M158341118

Connect With Us!

email [baltimore@shepardes.com](mailto:baltimore@shepardes.com)  
phone (410) 737-9270  
fax (410) 737-9274  
mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Drape, Skirting & Misc

### Drapes and Bars



Drape is per linear foot, 10' minimum order

Code	Qty	Color	Item	Discount	Regular	Total
50073			8' high drape	\$24.85	\$32.30	
50074			3' high drape	\$18.40	\$23.90	
50088		NA	8' upright with base	\$34.25	\$44.55	
50349		NA	6'-10' cross bar	\$22.80	\$29.65	
50348		NA	7'-12' crossbar	\$22.80	\$29.65	

Red 01

White 03

Blue 05

Black 06

Grey 10

Burgundy 07

Code	Qty	Color	Item	Discount	Regular	Total
50058			Sateen Skirting	\$20.30	\$26.40	

Order per linear foot

### Skirting of Exhibitor Equipment

Red 01	Gold 04	Burgundy 07
Green 02	Blue 05	Grey 10
White 03	Black 06	Teal 13

### Accessories



Natural Feel accessories also have matching chairs and tables to complete your look!



Code	Qty	Item	Discount	Regular	Total
50709		Natural Feel Flr Lamp	\$172.40	\$224.10	
50710		Natural Feel Tab Lamp	\$124.15	\$161.40	
50708		Natural Feel Recept	\$75.85	\$98.60	
50091		Wastebasket	\$26.15	\$34.00	
50185		Drawing Bowl	\$48.70	\$63.30	
50427		Tensa Stanchion, each	\$109.40	\$142.20	

Signature indicates you read and accept the Payment Policy and Terms & Conditions.

There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing within 14 days prior to first exhibitor move in day.

Rental items found and in use in your booth are subject to "Regular" pricing.

Total Drape and Accessories: \$

6.000% Tax\*: \$

Amount Due: \$

Company Name: \_\_\_\_\_ Booth# \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature

# Power Up In Style.

Denotes Powered Products



ROMA   
**CHRPWR Chair, Powered**  
(white vinyl) 37"L 31"D 33"H



ROMA   
**SFAPWR Sofa, Powered**  
(white vinyl) 78"L 31"D 33"H



## Powered Seating

Empower attendees at your next show with functional charging furniture and make searching for wall outlets history. From soft seating and tables to pedestals and lamps, our complete charging collection lets you Power Up the Possibilities. Charging adapters are available to rent for all powered products.

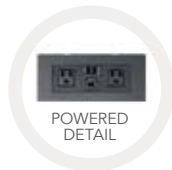


POWERED  
DETAIL



## Powered Seating

**Please Note:** Client is responsible for providing labor and an electrical power source to the furniture. One 110V power source is required for each charging panel. Two charging units can be daisy chained together. 10A max per charging panel.

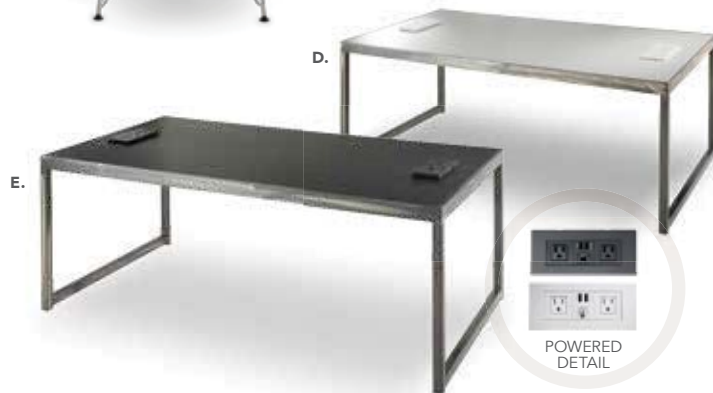


**A) NPLCHP**  
**Naples Chair, Powered**  
(black vinyl)  
36"L 30"D 33.25"H

**B) NPLSOP**  
**Naples Sofa, Powered**  
(black vinyl)  
87"L 30"D 33.25"H

**C) NPLLOP**  
**Naples Loveseat, Powered**  
(black vinyl)  
62"L 30"D 33.25"H

## Powered Tables



Charging adapters are available to rent for all powered products.

**Ventura Powered Tables**  
**A) VNTWHT Bar**

(white top)  
72.25"L 26.25"D 42"H

**B) VNTBLK Bar**  
(black top)  
72.25"L 26.25"D 42"H

**G30 Powered Tables**  
(white top)

**C) G30DWP Café**  
72"L 26"D 30"H

**Sydney Powered Cocktail Tables**  
**D) C1WP**

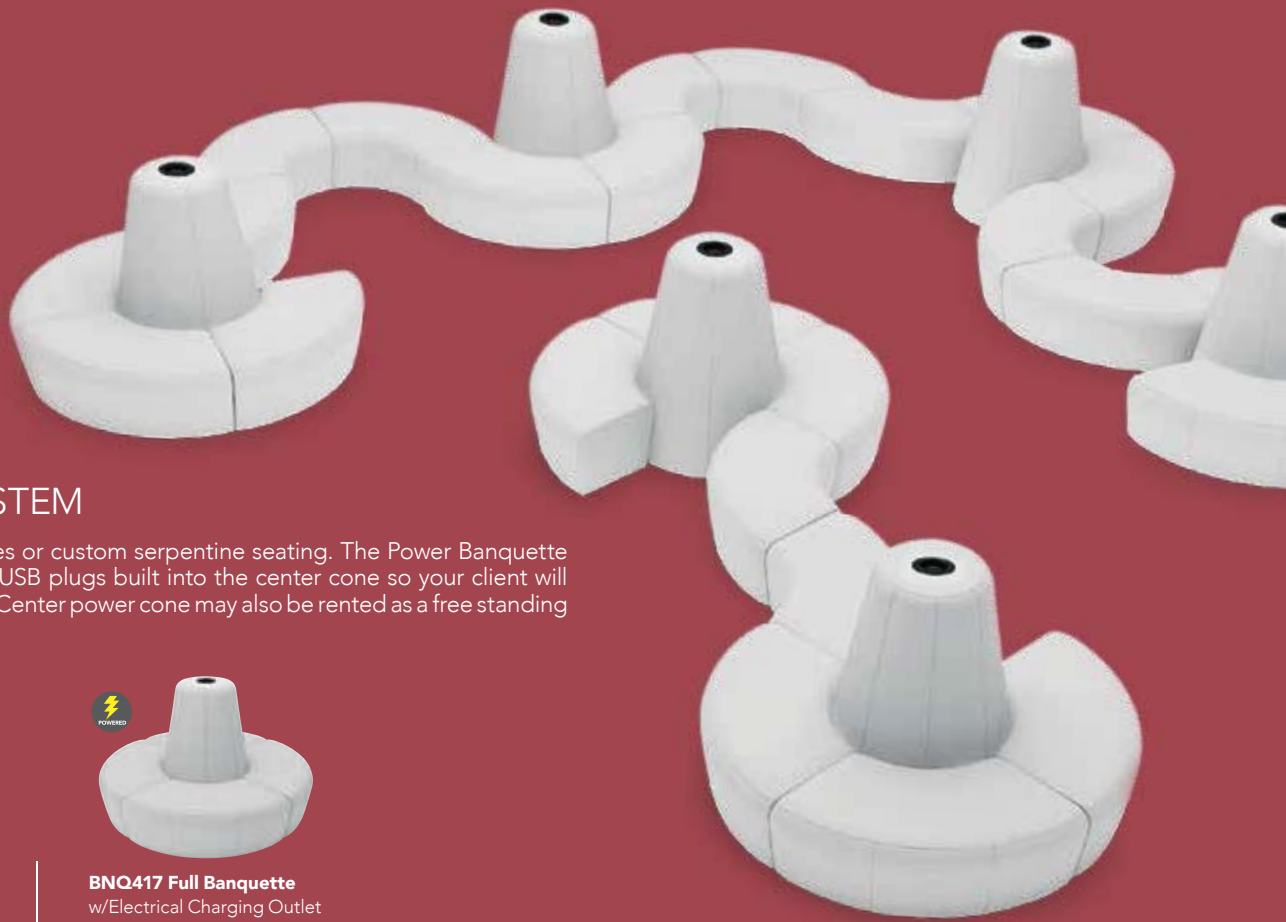
(white, brushed steel)  
48"L 26"D 18"H

**E) C1YP**  
(black, brushed steel)  
48"L 26"D 18"H

**Charging Adapters**  
**F) ADAPTWH** (white)  
**G) ADPTB** (black)

# Powered Banquettes.

Denotes Powered Products



## MODULAR SYSTEM

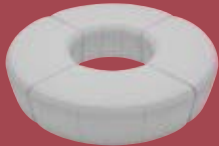
Create round banquettes or custom serpentine seating. The Power Banquette system has 3 AC and 2 USB plugs built into the center cone so your client will never be left powerless. Center power cone may also be rented as a free standing charging station.



**BNQTL7 Center Cone**  
w/Electrical Charging Outlet  
(white vinyl)  
38" RND 51"H



**BNQ417 Full Banquette**  
w/Electrical Charging Outlet  
(white vinyl)  
72" RND 51"H



**BNQR17 Ottoman Ring**  
(4 ottoman seats)  
(white vinyl)  
72" RND 18"H



**BNQ7 Quarter Curve Ottoman**  
(white vinyl)  
53"L 22"D 18"H



**WHT12 Half Bench Ottoman**  
(white vinyl)  
39"L 22"D 18"H



Detail of Electrical  
Charging Outlet

# Soft Seating

Create Engaging Booth Environments

## HOPI

(gray linen)

### HOPCH, Chair

21"L 25"D 34"H

### HOPLV, Loveseat

48"L 25"D 34"H

## PEDESTAL

PDL42W

Powered Locking

(white)

24"L 24"D 42"H

## CAFÉ TABLE

30WHHC

Hydraulic Chrome Base

(laminated white top)

30" Round 29"H

## REGIS

REGOTT End Table

(brushed metal)

16"L 15.5"D 16.5"H

## MARCHE

MAR010 Swivel Ottoman

(blue fabric)

17" RND 18"H



# Soft Seating Collections

Available in Power 

A.



B.



## BAJA

**A) BCHWHT Chair**  
(white vinyl)  
36"L 30.5"D 28"H

**B) BLVWHT Loveseat**  
(white vinyl)  
61"L 30.5"D 28"H

A.



B.



## FAIRFAX

**A) FAIRSW Sofa**  
(white vinyl, brushed metal)  
62"L 26"D 30"H

**B) FAIRCW Chair**  
(white vinyl, brushed metal)  
27"L 26"D 30"H

A.



B.



C.



## NAPLES

**A) NPLCHR Chair**  
(black vinyl)  
36"L 30"D 33.25"H  
**NPLCHP** (Powered)

**B) NPLSOF Sofa**  
(black vinyl)  
87"L 30"D 33.25"H  
**NPLSOP** (Powered)

**C) NPLLOV Loveseat**  
(black vinyl)  
62"L 30"D 33.25"H  
**NPLLOP** (Powered)

# Munich Collection

Modular Seating to Design Custom Exhibits



## MUNICH

### MNCHSC Sectional 3pc.

(gray fabric)  
93.5" L 27" D 28.5" H

## SILVERADO

### C1E Cocktail Table

(glass, chrome)  
36" Round 17" H



### MNCHCH Munich Armless Chair

(gray fabric)  
22.5" L 27" D 28.5" H



### MNCHCC Munich Corner Chair

(gray fabric)  
26" L 27" D 28.5" H



### MNCHLV Munich Armless Loveseat

(gray fabric)  
45" L 27" D 28.5" H



# Soft Seating Collections



A.



B.

## ALLEGRO

### A) CHR002 Chair

(blue fabric)  
36"L 34.5"D 30"H

### B) SFA002 Sofa

(blue fabric)  
73"L 34.5"D 30"H



A.



B.



C.

## TANGIERS

### A) TANSOF Sofa

(beige textured)  
78"L 37"D 36"H

### B) TANCHR Chair

(beige textured)  
34"L 37"D 36"H

### C) TANLOV Loveseat

(beige textured)  
57.5"L 37"D 37"H



A.



B.



C.

## KEY LARGO

### A) KEYCHR Chair

(black fabric)  
35"L 35"D 34"H

### B) KEYLOV Loveseat

(black fabric)  
57"L 35"D 34"H

### C) KEYSOF Sofa

(black fabric)  
79"L 35"D 34"H



A.

B.

C.

## SOUTH BEACH

### A) SO1 Sofa

(platinum suede)  
69"L 29"D 33"H

### B) OTS Ottoman

(platinum suede)  
25"L 31"D 18"H

### C) SO2

### Sofa Sectional 3pc.

(platinum suede)  
152"L 40"D 33"H



# Accent Chairs

## KEY WEST

**OCB Chair**  
(black)  
31"L 31"D 31"H



## MADDEN

**MADGRY Arm Chair**  
(light gray vinyl)  
27"L 32"D 33"H



## SWANSON

**SWAN Swivel Chair**  
(white vinyl)  
28"L 25"D 30"H



## Accent Chairs



A.



B.



C.

**A) BCW  
Madrid Chair**  
(white vinyl)  
30"L 30"D 31"H

**B) OCH  
Madrid Chair**  
(black vinyl)  
30"L 30"D 31"H

**C) FAIRCW Chair**  
(white vinyl, brushed metal)  
27"L 26"D 30"H

**D) LABREA  
La Brea Swivel Chair**  
(charcoal gray, fabric)  
35"L 27"D 40"H

**E) MNCHCH  
Munich Armless Chair**  
(gray fabric)  
22.5"L 27"D 28.5"H

**F) HOPCH, Chair**  
(gray linen)  
21"L 25"D 34"H



D.



E.



F.

## Meeting & Stage Chairs



A.



B.



C.

**Meeting Chair**  
25.5"L 23.5"D 34"H  
**A) OCMESP** (espresso vinyl)  
**B) OCMTAU** (taupe fabric)  
**C) OCMWHT** (white vinyl)

## ZENITH

**A) ZENCHR Chair**  
(white, chrome)  
18.25"L 22"D 32"H

**B) 30MAHC  
Madison Hydraulic  
Café Table**  
(chrome base, gray  
acajou top)  
30"RND 29"H



## LAGUNA

**C) LMCHR Chair**  
(maple, chrome)  
18"L 19"D 34"H

**D) 30WHHC  
Round Café Table**  
(white laminate top,  
chrome hydraulic base)  
30" Round 29"H



**MALBA  
MALGRY Chair**  
(gray)  
20"L 20"D 32"H



**MALBA  
MALGRN Chair**  
(green)  
20"L 20"D 32"H



# Group Seating

# Styles & Shapes



## Berlin Chair

18"L 22"D 32"H

A) CS8 (black, white)

B) CS9 (red, white)

## C) CS4

Syntax Chair

(black, chrome)

23"L 19"D 32.25"H

## D) XCHR

Christopher Chair

(white vinyl, chrome)

17"L 19"D 35"H

## E) CH002

Wendy Chair

(clear acrylic)

15"L 20"D 36"H

## F) SC10

Razor Armless Chair

(white)

15.38"L 15.5"D 30.5"H

## G) SC3

Brewer Chair

(onyx, black)

20"L 20"D 32"H

## H) XC6

Altura Guest Chair

(black crepe)

25"L 20"D 34"H

# Mix & Match

Create the ultimate seating configuration. Choose from a variety of shapes and sizes to design the perfect look.

I) RSTDIN Rustique Chair w/arms (gunmetal) 20"L 18"D 31"H

J) DUET Duet Chair (black, chrome) 21"L 23"D 33"H





# Ottomans

## VIBE CUBE

18"L 18"D 18"H

- A) VIB09 (white vinyl)
- B) VIB10 (black vinyl)
- C) VIB11 (steel blue vinyl)
- D) VIB13 (purple vinyl)
- E) VIB12 (silver vinyl)
- F) VIB07 (beige vinyl)
- G) VIB04 (red vinyl)
- H) VIB06 (gold/bronze vinyl)
- I) VIB01 (green vinyl)
- J) VIB03 (pink vinyl)
- K) VIB05 (yellow vinyl)
- L) VIB02 (blue vinyl)
- M) VIB08 (orange vinyl)



## Styles & Shapes



C.



F.



I.



L.



O.



A.



D.



G.



J.



M.



P.



B.



E.



H.



K.



N.



Q.

### Beverly Bench

60"L 20"D 18"H

A) BVLYWH (white vinyl)

B) BVLYBK (black vinyl)

C) BVLYGR (gray fabric)

D) BVLYRD (red fabric)

E) BVLYOB (ocean blue fabric)

F) BVLYLN (linen fabric)

G) BVLYBN (brown fabric)

### H) WHT12 Half Bench

(white vinyl)

39"L 22"D 18"H

### ENDLESS Square

34"L 34"D 15"H

I) END02B (black)

J) END02W (white)

### ENDLESS Curved

60.5"L 37.5"D 15"H

K) END01B (black)

L) END01W (white)

### M) BNQ7 Quarter Curve

(white vinyl)

53"L 22"D 18"H

### N) BNQR17 Ring

(4 ottoman seats)

(white vinyl)

72"RND 18"H

### O) SAL Sally Stool

(white)

12" Round 17"H

### P) CUBL20 Edge

LED Cube

(white plastic)

20"L 20"D 20"H

A/C power only

### Q) REGBEN

Regis Bench

(brushed metal)

47"L 15.5"D 16"H

## Marche Swivel



A.



B.



C.



D.



E.



F.



G.



H.



I.



J.

### Marche Swivel Ottomans

17"RND 18"H

A) MAR001 (white vinyl)

B) MAR005 (red fabric)

C) MAR009

(pear yellow fabric)

D) MAR007 (plum fabric)

E) MAR010 (blue fabric)

F) MAR002 (gray fabric)

G) MAR006

(rose quartz fabric)

H) MAR003 (linen fabric)

I) MAR004

(raspberry fabric)

J) MAR008

(meadow green fabric)



# Accent Tables

## ALONDRA

### Cocktail Table

47"L 24"D 16"H

A) ALC100 (glass, chrome)

B) ALC200 (wood, chrome)

A.



B.



C.



D.



## ALONDRA

### End Table

20"L 20"D 20"H

C) ALE100 (glass, chrome)

D) ALE200 (wood, chrome)

## GEO

### Cocktail Table

50"L 22"D 16"H

A) C1C (glass, chrome)

B) C1FWB (wood, black)

A.



B.



C.



D.



## GEO

### End Table

26"L 26"D 20"H

C) E1C (glass, chrome)

D) E1FWB (wood, black)

# Styles & Shapes

Available in Power 



## SYDNEY

(brushed steel)

### Cocktail Tables

48"L 26"D 18"H

**A) C1W** (white)

**C1WP** (Powered)

**B) C1Y** (black)

**C1YP** (Powered)

### End Tables

27"L 23"D 22"H

**C) E1W** (white)

**D) E1Y** (black)

## REGIS

(brushed metal)

### E) REGBEN Bench Table

47"L 15.5"D 16"H

### F) REGOTT End Table

16"L 15.5"D 16.5"H

## SILVERADO

(glass, chrome)

### G) E1E End Table

24" Round 22"H

### H) C1E Cocktail Table

36" Round 17"H

## OLIVER

(walnut finish)

### I) EOLI End Table

22" Round 22"H

### J) COLI Cocktail Table

47"L 27"D 19"H

## RUSTIC

(wood)

### K) ETBL E-Table

21"L 15.5"D 27.5"H

### L) TMBTBL Timber Table

16" Round 17"H

### M) AURA

#### Aura Round Table

(white metal)

15" Round 22"H

### N) CUBTBL Edge LED Cube Table

(plexi top, white plastic)

20"L 20"D 20"H

A/C power only

# Conference Tables



## PWRUSB

**Powered Conference Table Module**  
(black) 5"L 2.25"D 2"H

Includes 2 AC and 2 USB outlets. Available for all conference tables except the Geo, Merlin, Atomic and Work Tables.



### 42" Round Conference Table

42" RND 29"H

**A) CONF42** (white laminate)

**B) CB1** (graphite nebula)

**C) CB8** (Madison/gray acajou)



## MADISON

(Madison/gray acajou)

**D) MADC05 5' Table**

60"L 48"D 29"H

**E) MADC08 8' Table**

96"L 60"D 29"H

**F) MADC10 10' Table**

120"L 48"D 29"H

# Styles & Shapes

A.



C.



D.



E.



F.



G.



H.



I.



J.



K. | L.



M.



## Atomic Round Tables

(glass, chrome)

**A) 42ATO** 42"RND 30"H  
(not shown)

**36ATO** 36"RND 30"H

## Geo Rounded Square Tables

42"L 42"D 29"H

**C) CE1** (glass, chrome)

**D) CF1** (glass, black)

## Geo Rectangular Tables

60"L 36"D 29"H

**E) CF2** (glass, black)

**D) CE2** (glass, chrome)

## G) MERLIN Merlin Multi Use Table

(gray laminate, black)

46"L 29"D 30"H

## H) WD3 Work Table

(white laminate, white)

48"L 24"D 30"H

## Conference Tables

(graphite nebula)

**I) CB3 8'**

96"L 48"D 29"H

**J) CB2 6'**

72"L 42"D 29"H

## Conference Tables

(granite)

**K) C508GR 8'**

96"L 44"D 29"H

**L) CT10GR 10'**

120"L 46"D 29"H

**M) CT06GR 6'**

72"L 36"D 29"H

# Mix & Match

**N) PROEXB Pro Executive High Back Chair** (black vinyl) 25"L 24"D 48"H Adjustable.

**O) PROMID Pro Executive Mid Back Chair** (white vinyl) 24"L 22"D 40"H Adjustable.

N.



O.



# Executive Seating

A.



## Pro Executive High Back Chair

25"L 24"D 48"H Adjustable.  
**A) PROEXE** (white classic vinyl)  
**B) PROEXB** (black vinyl)

B.



**PROMDB Pro Executive Mid Back Chair**  
(black vinyl)  
24"L 22"D 40"H Adjustable



**PROMID Pro Executive Mid White Chair**  
(white vinyl)  
24"L 22"D 40"H Adjustable



**PROGB Pro Executive Guest Chair**  
(black vinyl)  
24"L 22"D 36"H



**SY1 Altura Steno Chair**  
(black crepe)  
25"L 26"D 21"H



# Café Tables



**A) 30MAHC Madison Hydraulic Café Table**

(chrome base, gray acajou top)  
30" RND 29"H

**B) MALGRN Malba Chair**

(green)  
20"L 20"D 32"H



**30" Round Café Tables**

**Standard Black Base**

30" Round 29"H

**A) ZTH** (liquid steel blue top)

**B) ZTB** (red top)

**Hydraulic Chrome Base**

30" Round 29"H

**C) 30WHHC** (white laminate top)

**D) 30STHC** (silver textured)

**E) CS4 Syntax Chair**

(black, chrome)

23"L 19"D 32.25"H



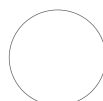


# Customize And Create

Choose your base, black or chrome, then pick a color that suits your design.



MAPLE



WHITE LAMINATE



SILVER TEXTURED



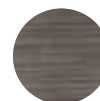
GRAPHITE NEBULA



LIQUID STEEL BLUE



RED



MADISON/GRAY ACAJOU



A.



B. | G.



C. | H.



D. | F.



E.



I.



J. | N.



K. | O.



L.



M.

## Café Tables

Standard Black Base  
30" Round 29"H

A) ZTG (silver textured)

B) ZTJ (graphite nebula)

C) ZTK (maple)

D) 30WH29 (white laminate)

E) ZTA (Madison/  
gray acajou)

36" Round 29"H

F) ZTQ (white laminate)

G) ZTN (graphite nebula)

H) ZTP (maple)

## Café Tables

Hydraulic Chrome Base  
30" Round 29"H

I) 30SBHC (liquid steel blue)

J) 30GRHC (graphite nebula)

K) 30MTHC (maple)

L) 30BRHC (red)

36" Round 29"H

M) 36WTHC (white laminate)

N) 36GRHC (graphite nebula)

O) 36MTHC (maple)

# Mix & Match

**Create the ultimate look.** Choose from a wide variety of colorful Group Seating for the perfect style.

A) ZENCHR Zenith Chair (white, chrome) 18.25"L 22"D 32"H

B) DUET Duet Chair (black, chrome) 21"L 23"D 33"H



# Communal and Powered Tables

Denotes AC and USB  
charging outlets



Charging adapters  
are available to rent  
for all Powered  
Table Products.

## Ventura BAR TABLES

Choose from Powered, Solid or Grommet Hole Table Tops.



### Ventura Powered Bar Tables

(silver frame)  
72.25"L 26.25"D 42"H

**A) VNTBLK** (black top)  
**VNTWHT** (white top)

### Ventura Communal Bar Tables

(silver frame)  
72.25"L 26.25"D 42"H

Maple Top  
**B) VNTMNP** (solid)  
**VNTBMW** (grommets)

White Top  
**C) VNTBWW** (grommets)  
**VNTWNP** (solid)

Black Top  
**VNTBNP** (solid)

### Table Top Options

Colors not available in all table options.  
Please check options listed to the right.



BLACK



WHITE



MAPLE

## G30 CAFÉ TABLES



### G30 Powered Café Tables

72"L 26"D 30"H.

**A) G30DWP**  
(silver frame, white top)

### G30 Communal Café Tables

(silver frame)  
72"L 26"D 30"

Maple Top  
**B) G30DMS** (solid)  
**C) G30DMW** (grommets)

White Top  
**D) G30DWS** (solid)  
**E) G30DWW** (grommets)

# Bar Tables



**A) 30WHHB**  
**30" Round Bar Table**  
 (white laminate top, chrome hydraulic base)  
 30" RND 45"H  
**B) APS12**  
**Apex Barstools**  
 (blue ultra suede)  
 21"L 21"D 33"H

**C) 30SBHB**  
**30" Round Bar Table**  
 (liquid steel blue top, chrome hydraulic base)  
 30" RND 45"H

**D) LMBAR**  
**Laguna Barstool** (maple, chrome)  
 18"L 20"D 47"H



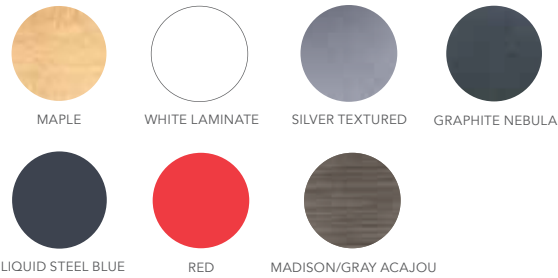
**E) RSTSQT**  
**Rustique Square Metal Bar Table**  
 (gunmetal)  
 23.75"L 23.75"D 41.25"H

**F) RSTSTL**  
**Rustique Barstool**  
 (gunmetal)  
 13"L 13"D 30"H



# Customize And Create

Choose your base, black or chrome, then pick a color that suits your design.



## Bar Tables

Standard Black Base  
30" Round 42"H  
A) VTJ (graphite nebula)  
B) VTK (maple)  
C) VTG (silver textured)  
D) VTB (red)  
E) 30WH42 (white laminate)  
F) VTH (liquid steel blue)  
G) VTA (Madison/gray acajou)

36" Round 42"H  
H) VTW (white laminate)  
I) VTN (graphite nebula)  
J) VTP (maple)

## Bar Tables

Hydraulic Chrome Base  
30" Round 45"H  
K) 30GRHB (graphite nebula)  
L) 30MTHB (maple)  
M) 30STHB (silver textured)  
N) 30BRHB (red)

36" Round 45"H  
O) 36WTHB (white laminate)  
P) 36GRHB (graphite nebula)  
Q) 36MTHB (maple)



## Style & Design

**Create the right look.** Choose from a wide variety of Bar Table heights and colors for the perfect look.

R) 30MAHB 30" Round Bar Table w/Hydraulic Chrome Base  
(Madison/gray acajou) 30" RND 45"H  
S) ZENBAR Zenith Barstool (white, chrome) 19"L 20"D 44"H





# Barstools



## LIFT BARSTOOLS

15" Round 23–33.5"H

**A) ROLLWH** (white vinyl)

**B) ROLLRD** (red vinyl)

**C) ROLLBL** (black vinyl)

**D) ROLLGY** (gray vinyl)

# Styles & Shapes



A.



B.



C.



D.



E.



F.



G.



H.



I.



J.



K.



L.



M.



N.

## Apex Barstools

- 21"L 21"D 33"H  
**A) APS08** (black vinyl)  
**B) APS59** (red vinyl)  
**C) APS75** (white vinyl)  
**D) APS12** (blue ultra suede)

## Zoey Barstools

- 15"L 16"D 30-34.75"H  
**E) BS002** (white, chrome)  
**F) BS003** (black, chrome)

## Banana Barstools

- 21"L 22"D 41.75  
**G) BSS** (black, chrome)  
**H) BST** (white, chrome)

## Oslo Barstools

- 17"L 20"D 45"H  
**I) BSD** (blue)  
**J) BSC** (white)

## K) XBAR Christopher Barstool

- (white vinyl, chrome)  
 19"L 15"D 41"H

## L) BS001 Shark Barstool

- (white, chrome)  
 22"L 19"D 34-44"H

## M) BSR Syntax Barstool

- (black, chrome)  
 23"L 19"D 43.25"H

## N) RSTSTL Rustique Barstool

- (gunmetal)  
 13"L 13"D 30"H

# Mix & Match

**Create the ultimate look.** Choose from a wide variety of select Bar Seating for the perfect style.

- O) ZENBAR Zenith Barstool** (white, chrome) 19"L 20"D 44"H  
**P) LMBAR Laguna Barstool** (maple, chrome) 18"L 20"D 47"H



O.



P.



# Office Essentials

## MADISON

### A) JD8 Madison Executive Desk

(gray acajou) 60"L 30"D 29"H

### B) CR8 Madison Credenza

(gray acajou) 60"L 20"D 29"H

### C) PROMDB Pro Executive Mid Back Chair

(black vinyl)

24"L 22"D 40"H Adjustable

### D) PROEXE Pro Executive High Back Chair

(white classic vinyl)

25"L 24"D 48"H Adjustable

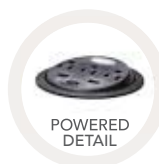


## TECH COLLECTION



Denotes AC and USB charging outlets

A. 



**A) TECH3B Tech Desk, Powered, w/3 Drawer File Cabinet**

(black metal, laminate)  
60"L 30"D 30"H

**B) TECH Tech Desk, Powered**

(black metal, laminate)  
60"L 30"D 30"H

**C) TECH3 3 Drawer File Cabinet on Castors**

(black metal, laminate)  
16"L 20"D 28"H

B. 



C.



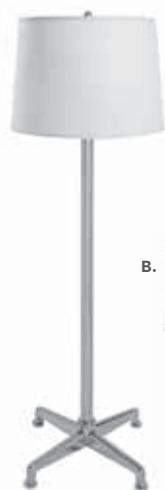
D.

**Charging Adapters**  
**D) ADAPT B** (black)

Charging adapters are available to rent for all powered products.

## LIGHTING & PRODUCT DISPLAY

A.



B.



C.



D.



## ACCENT LAMPS

**MASON LAMPS**

(brushed silver)

**A) LA15 Floor Lamp**

18" Round 55"H

**B) LA14 Table Lamp**

16" Round 26"H

## SHELVING

**C) PSHCCS**

**Posh Shelving**

(Chrome, Acrylic)

36"L 18"D 72"H

**D) BC8**

**Madison Bookcase**

(gray acajou)

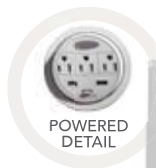
36"L 12"D 72"H

# Powered Pedestals



Denotes AC and USB charging outlets

**Please Note:** Client is responsible for providing labor and an electrical power source to the furniture. One 110V power source is required for each charging panel. Two charging units can be daisy chained together. 10A max per charging panel.



A. | B.



C. | D.



(The flip top electrical units rotate 180 degrees, allowing devices to be charged from inside the locked cabinet or on the surface)

## Powered Locking Pedestal

**A) PDL36W** (white)

24"L 24"D 36"H

**B) PDL42W** (white)

24"L 24"D 42"H

**C) PDL36B** (black)

24"L 24"D 36"H

**D) PDL42B** (black)

24"L 24"D 42"H

## Charging Adapters

**E) ADAPTW** (white)

**F) ADAPT B** (black)

Charging adapters are available to rent for all powered products.

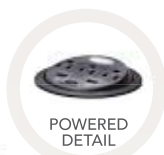


# Powered Tech Desk



Denotes AC and USB charging outlets

A.



POWERED  
DETAIL



B.



C.



## A) TECH3B Tech Desk, Powered w/3 Drawer File Cabinet

(black metal, laminate)  
60"L 30"D 30"H

## B) TECH Tech Desk, Powered

(black metal, laminate)  
60"L 30"D 30"H

## C) TECH3 3 Drawer File Cabinet on Castors

(black metal, laminate)  
16"L 20"D 28"H

## Charging Adapter D) ADAPT B (black)

Charging adapters are available to rent for all powered products.



# Show Essentials



## MARTINI BAR

### A) BRC Martini Bar Circle

Comprised of three BR1 Martini Bars  
100"L 100"D 45"H

### B) BR1 Martini Bar

(gray metal, frosted glass top)  
67"L 22"D 45"H

## REFRIGERATORS

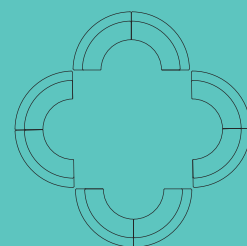


**C) R1R Large**  
(White, 14.0 cubic feet)  
28"L 28"D 64"H

**D) R1Q Small**  
(White, 4.0 cubic feet)  
20"L 22"D 33"H



## Suggested Uses of Martini Bar



## LIGHTED PRODUCTS

LED light available in white, red, green, blue and rolling color.



A.



B.

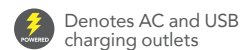
### A) CUBL20 Edge LED Cube Ottoman

(white plastic)  
20"L 20"D 20"H  
A/C power only

### B) CUBTBL Edge LED Cube Table

(plexi top, white plastic)  
20"L 20"D 20"H  
A/C power only

## MOBILE TABLET STANDS & ACCESSORIES



Denotes AC and USB charging outlets



(BACK VIEW)

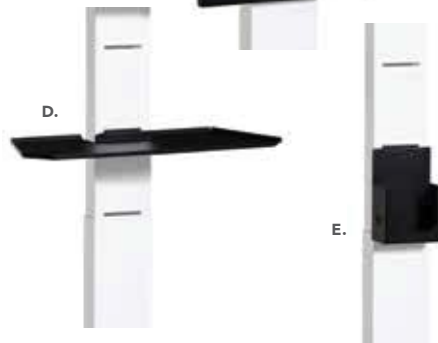
Mobile Tablet Stands  
Include 3 AC and 2 USB  
Charging Outlets



B.



C.



D.



E.

### TABLET STANDS

A) TBSTND (black)  
14"L 13"D 44.5"H

B) TBSTDW (white)  
14"L 13"D 44.5"H

### ACCESSORIES

C) TBBCHR  
Brochure Holder  
(black)  
8.625"L 1.1"D 11.325"H

D) TBSHLF  
Charging Shelf  
(black)  
14.85"L 7.17"D 1"H

E) TBPNTR  
Wireless Printer Holder  
(black)  
3.3"L 1.9"D 5.28"H





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Cocktail &  
Occasional Tables

### Cocktail Tables

Qty.	Item	Discount	Regular	Amount
	C1E-Silverado	\$379.60	\$493.50	
	ALC100-Alondra, Glass/Chrome	\$457.60	\$594.90	
	ALC200-Alondra, Wood/Chrome	\$457.60	\$594.90	
	C1FWB-Geo, Wood/Black	\$400.40	\$520.50	
	C1C-Geo Rect., Glass/Chrome	\$343.20	\$446.15	
	COLI - Oliver Cocktail Table	\$327.60	\$425.90	
	C1W-Sydney, White	\$384.80	\$500.25	
	C1WP-Sydney White, <b>Powered!</b>	\$488.80	\$635.45	
	C1Y-Sydney, Black	\$384.80	\$500.25	
	C1YP-Sydney Black, <b>Powered!</b>	\$488.80	\$635.45	
	REGBEN-Regis Bench Table	\$392.60	\$510.40	

Don't forget device adapters/  
chargers for your powered  
tables!

### Adapters/Chargers

Qty.	Item	Discount	Regular	Amount
	ADAPT B-Charging Adapter, black	\$33.80	\$43.95	
	ADAPT W-Charging Adapter, white	\$33.80	\$43.95	

### Occasional End Tables

Qty.	Item	Discount	Regular	Amount
	E1E-Silverado	\$361.40	\$469.80	
	ALE100-Alondra, Glass/Chrome	\$330.20	\$429.25	
	ALE200-Alondra, Wood/Chrome	\$330.20	\$429.25	
	E1FWB-Geo, Wood/Black	\$348.40	\$452.90	
	E1C-Geo, Glass/Chrome	\$338.00	\$439.40	
	EOLI-Oliver End Table	\$291.20	\$378.55	
	E1W-Sydney, White	\$348.40	\$452.90	
	E1Y-Sydney, Black	\$348.40	\$452.90	
	CUBTBL-Edge LED Cube	\$270.40	\$351.50	
	AURA End Table	\$197.60	\$256.90	
	ETBL-E Table, Wood	\$244.40	\$317.70	
	TMBTBL Timber Table, Wood	\$234.00	\$304.20	
	REGOTT-Regis End Table	\$288.60	\$375.20	

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6.000% Tax\*: \$

Amount Due: \$

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Ottomans

### Styles and Shapes

Qty.	Item	Discount	Regular	Amount
	END02B-Square, Black Leather	\$358.80	\$466.45	
	END02W-Square, White Leather	\$358.80	\$466.45	
	END01B-Curved, Black Leather	\$572.00	\$743.60	
	END01W-Curved, White Leather	\$572.00	\$743.60	
	SAL Sally Stool	\$124.80	\$162.25	
	CUBL20-Edge Lighted Cube	\$270.40	\$351.50	
	WHT12-Half Bench, White Vinyl	\$514.80	\$669.25	
	BNQ7-Quarter Curve, White Vinyl	\$673.40	\$875.40	
	BNQR17-Ottoman Ring, White Vinyl	\$2,412.80	\$3,136.65	
	REGBEN Regis Bench, Brushed Metal	\$392.60	\$510.40	

### Beverly Bench

Qty.	Item	Discount	Regular	Amount
	BVLYBK Bev Bench Black Vinyl	\$551.20	\$716.55	
	BVLYBN Bev Bench Brown Fabric	\$551.20	\$716.55	
	BVLYGR Bev Bench Grey Fabric	\$551.20	\$716.55	
	BVLYLN Bev Bench Linen Fabric	\$551.20	\$716.55	
	BVLYOB Bev Bench Ocean Fabric	\$551.20	\$716.55	
	BVLYRD Bev Bench Red Fabric	\$551.20	\$716.55	
	BVLYWH Bev Bench White Vinyl	\$551.20	\$716.55	

### Vibes

Qty.	Item	Discount	Regular	Amount
	VIB01-Vibe Cube, Green	\$192.40	\$250.10	
	VIB02-Vibe Cube, Blue	\$192.40	\$250.10	
	VIB03-Vibe Cube, Pink	\$192.40	\$250.10	
	VIB04-Vibe Cube, Red	\$192.40	\$250.10	
	VIB05-Vibe Cube, Yellow	\$192.40	\$250.10	
	VIB06-Vibe Cube, Gold/Bronze	\$192.40	\$250.10	
	VIB07-Vibe Cube, Champagne	\$192.40	\$250.10	
	VIB08-Vibe Cube, Orange	\$192.40	\$250.10	
	VIB09-Vibe Cube, White Wtrproof	\$192.40	\$250.10	
	VIB10-Vibe Cube, Black Wtrproof	\$192.40	\$250.10	
	VIB11 Vibe Cube, Steel Blue Vinyl	\$192.40	\$250.10	
	VIB12 Vibe Cube, Silver Vinyl	\$192.40	\$250.10	
	Vibe13-Vibe Cube, Purple Vinyl	\$192.40	\$250.10	

### Marche Swivel

Qty.	Item	Discount	Regular	Amount
	MAR010-Marche Swivel, Blue	\$254.80	\$331.25	
	MAR002-Marche Swivel, Grey	\$254.80	\$331.25	
	MAR003-Marche Swivel, Linen	\$254.80	\$331.25	
	MAR008-Marche Swivel, Mdw Grn	\$254.80	\$331.25	
	MAR009, Marche Swivel, Pear	\$254.80	\$331.25	
	MAR007-Marche Swivel, Plum	\$254.80	\$331.25	
	MAR004-Marche Swivel, Raspberry	\$254.80	\$331.25	
	MAR005-Marche Swivel, Red	\$254.80	\$331.25	
	MAR006-Marche Swivel, Rose Qtz	\$254.80	\$331.25	
	MAR001-Marche Swivel, White	\$254.80	\$331.25	

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Soft Seating

### Sofas and Sectionals

Qty.	Item	Discount	Regular	Amount
	MNCHSC Munich Sectional, 3 pc	\$2,540.20	\$3,302.25	
	SFA002- Allegro Sofa	\$956.80	\$1,243.85	
	NPLSOF-Naples Sofa, Black Vinyl	\$1,144.00	\$1,487.20	
	SO2-3pc. South Beach, P. Suede	\$2,181.40	\$2,835.80	
	TANSOF-Tangiers Sofa, Beige	\$907.40	\$1,179.60	
	KEYSOF-Key Largo Sofa	\$647.40	\$841.60	
	FAIRSW-Fairfax Sofa	\$652.60	\$848.40	
	S01- South Beach Sofa, P.Suede	\$907.40	\$1,179.60	

### Loveseats

Qty.	Item	Discount	Regular	Amount
	KEYLOV-Key Largo Loveseat	\$501.80	\$652.35	
	HOPLV-Hopi Loveseat, Grey Linen	\$509.60	\$662.50	
	TANLOV Tangiers Loveseat	\$946.40	\$1,230.30	
	BLVWHT Baja Loveseat White Vinyl	\$1,089.40	\$1,416.20	
	MNCHLV- Munich Armless Loveseat	\$1,131.00	\$1,470.30	
	NPLLOV- Naples Loveseat, Blk Vinyl	\$962.00	\$1,250.60	

### Club Chairs

Qty.	Item	Discount	Regular	Amount
	BCHWHT Baja Chair, White Vinyl	\$743.60	\$966.70	
	NPLCHR-Naples Chair, Black Vinyl	\$798.20	\$1,037.65	
	TANCHR-Tangiers Chair, Beige	\$590.20	\$767.25	
	CHR002-Allegro Chair	\$670.80	\$872.05	
	KEYCHR-Key Largo Chair	\$429.00	\$557.70	
	FAIRCW-Fairfax Chair	\$470.60	\$611.80	

### Powered Seating

Qty.	Item	Discount	Regular	Amount
	CHRPWR- Roma Chair, powered	\$865.80	\$1,125.55	
	SFAPWR-Roma Sofa, powered	\$1,393.60	\$1,811.70	
	NPLCHP-Naples Chair, powered	\$865.80	\$1,125.55	
	NPLSOP-Naples Sofa, powered	\$1,393.60	\$1,811.70	
	NPLLOP-Naples Loveseat, powered	\$1,198.60	\$1,558.20	

### Accent Chairs

Qty.	Item	Discount	Regular	Amount
	SWAN-Swanson Swivel, White Vinyl	\$488.80	\$635.45	
	OCB-Key West Tub, Black	\$543.40	\$706.40	
	MADGRY-Madden Arm Chair, Grey	\$579.80	\$753.75	
	BCW-Madrid Chair, White	\$1,021.80	\$1,328.35	
	LABREA-La Brea Swivel Chair	\$561.60	\$730.10	
	HOPCH-Hopi Chair, Grey Linen	\$327.60	\$425.90	
	MNCHCC Munich Corner Chair	\$772.20	\$1,003.85	
	MNCHCH Munich Armless Chair	\$637.00	\$828.10	
	OCH Madrid Chair, Black	\$1,021.80	\$1,328.35	

### Meeting Chairs

Qty.	Item	Discount	Regular	Amount
	OCMTAU-Meeting Chair, Taupe	\$374.40	\$486.70	
	OCMWHT-Meeting Chair, White	\$343.20	\$446.15	
	OCMESP-Meeting Chair, Espresso	\$379.60	\$493.50	

### Modular System

Qty.	Item	Discount	Regular	Amount
	BNQ417-Full Banquette- <b>Powered!</b>	\$3,138.20	\$4,079.65	
	BNQR17-Ottoman Ring, White Vinyl	\$2,412.80	\$3,136.65	
	BNQ7-Quarter Curve, White Vinyl	\$673.40	\$875.40	
	BNQTL7- Center Cone, White Vinyl	\$990.60	\$1,287.80	
	WHT12-Half Bench, White Vinyl	\$514.80	\$669.25	
	OTS-South Beach Wedge	\$434.20	\$564.45	

Get some extra time  
with your customers  
as they sit, relax, and  
charge their mobile  
devices in your  
booth!

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Total Soft Seating: \$

6.000% Tax\*: \$

Amount Due: \$

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Booth# \_\_\_\_\_

Contact Name

Contact Email Address

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Conference Tables &  
Group Seating

### Conference Tables

Qty.	Item	Discount	Regular	Amount
	CF2-Geo Table, Black	\$616.20	\$801.05	
	CE1-Geo Table, Sq. Chrome	\$434.20	\$564.45	
	CF1-Geo Table, Sq. Black	\$434.20	\$564.45	
	CE2-Geo Table, Chrome	\$616.20	\$801.05	
	CB2-6' Graphite Table	\$647.40	\$841.60	
	CB3-8' Graphite Table	\$761.80	\$990.35	
	CB1-42" Round, Graphite Nebula	\$525.20	\$682.75	
	C508GR-8', Granite	\$761.80	\$990.35	
	CT10GR-10', Granite	\$1,144.00	\$1,487.20	
	CT06GR-6', Granite	\$647.40	\$841.60	
	PWRUSB-Powered Table Module	\$104.00	\$135.20	
	CB8-42" Round Madison, Grey	\$236.60	\$307.60	
	MADC10-10' Madison, Grey	\$1,313.00	\$1,706.90	
	MADC05-5' Madison, Grey	\$657.80	\$855.15	
	MADC08-8' Madison, Grey	\$1,313.00	\$1,706.90	
	CONF42-42" Round, White lam	\$525.20	\$682.75	
	36ATO Atomic 36" Round, Glass	\$434.20	\$564.45	
	42ATO Atomic 42" Round, Glass	\$434.20	\$564.45	

### Group & Guest Seating

Qty.	Item	Discount	Regular	Amount
	Duet-Black, Chrome	\$88.40	\$114.90	
	RSTDIN-Rustique w/ arms, Gunmetal	\$179.40	\$233.20	
	CS8-Berlin Chair, Black	\$174.20	\$226.45	
	CS9-Berlin Chair, Red	\$174.20	\$226.45	
	XCHR-Christopher Chr, White Vinyl	\$143.00	\$185.90	
	CH002-Wendy Chair, Acrylic	\$161.20	\$209.55	
	SC10 Razor Chair	\$106.60	\$138.60	
	SC3-Brewer Chair, Onyx	\$239.20	\$310.95	
	XC6-Altura Guest Chair	\$421.20	\$547.55	
	LMCHR-Laguna Chair, Maple/Chrome	\$202.80	\$263.65	
	MALGRY-Malba Chair, Grey	\$156.00	\$202.80	
	MALGRN-Malba Chair, Green	\$156.00	\$202.80	
	CS4-Syntax Chair, Black/Chrome	\$283.40	\$368.40	
	ZENCHR-Zenith Chair-White/Chrome	\$228.80	\$297.45	
	SY1-Altura Task Chair	\$270.40	\$351.50	

### Executive Seating

Qty.	Item	Discount	Regular	Amount
	PROEXE-Pro Executive Chair	507.00	659.10	
	PROEXB-Executive Chair High Back	507.00	659.10	
	PROGB-Guest Executive Chair	356.20	463.05	
	PROMID-Executive Chair Mid Back	322.40	419.10	
	PROMDB-Exec Mid-Back, Black	332.80	432.65	

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Rental items found and in use in your booth are subject to "Regular" pricing.

Total Conference: \$

6.000% Tax\*: \$

Amount Due: \$

Company Name: \_\_\_\_\_ Booth# \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature



## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

Discount Deadline **Friday, October 12, 2018**

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Event Code: M158341118

Connect With  
Us!

email [baltimore@shepardes.com](mailto:baltimore@shepardes.com)  
phone (410) 737-9270  
fax (410) 737-9274  
mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Café and Communal  
Tables

### Café Tables

#### Café Tables- Black Base

Qty.	Item	Discount	Regular	Amount
	ZTK-30" Maple Top/Black Base	\$306.80	\$398.85	
	ZTP-36" Maple Top/Black Base	\$335.40	\$436.00	
	ZTJ-30" Graphite Top/Black Base	\$306.80	\$398.85	
	ZTN-36" Graphite Top/Black Base	\$335.40	\$436.00	
	ZTG-30" Silver Textured Top	\$306.80	\$398.85	
	ZTQ-36" White Laminate Top	\$335.40	\$436.00	
	ZTB-30" Red Top/Black Base	\$306.80	\$398.85	
	ZTH-30" Steel Blue Top/Black Base	\$317.20	\$412.35	
	ZTA-30" Grey Top/Black Base	\$317.20	\$412.35	
	30WH29 -30" White Laminate	\$325.00	\$422.50	

#### Café Tables - Chrome Base 30", Hydraulic

Qty.	Item	Discount	Regular	Amount
	30MTHC-Maple Top, Chrome	\$410.80	\$534.05	
	30GRHC-Graphite Nebula, Chrome	\$410.80	\$534.05	
	30STHC-Silver Textured, Chrome	\$410.80	\$534.05	
	30BRHC-Brushed Red Top, Chrome	\$410.80	\$534.05	
	30SBHC-Steel Blue Top, Chrome	\$452.40	\$588.10	
	30MAHC-Grey Top, Chrome	\$410.80	\$534.05	
	30WHHC-White Laminate	\$444.60	\$578.00	
<b>Café Tables - Chrome Base 36", Hydraulic</b>				
	36MTHC-Maple Top, Chrome	\$447.20	\$581.35	
	36GRHC-Graphite Nebula, Chrome	\$447.20	\$581.35	
	36WTHC-White Top, Chrome	\$447.20	\$581.35	

### G30 and Ventura Communal Tables

#### 30" High Tables

Qty.	Item	Discount	Regular	Amount
	G30DMS-Café, Maple Top	\$725.40	\$943.00	
	G30DMW-Café w/ Grmt, Maple	\$725.40	\$943.00	
	G30DWS-Café, White Top	\$725.40	\$943.00	
	G30DWW-Café w/ Grmt, White	\$725.40	\$943.00	
	G30DWP-Café Table- <b>Powered!</b>	\$834.60	\$1,085.00	

Don't forget  
device adapters/  
chargers for your  
powered tables!

#### Adapters/Chargers

Qty.	Item	Discount	Regular	Amount
	ADAPTBC-Charging Adapter, black	\$33.80	\$43.95	
	ADAPTWC-Charging Adapter, white	\$33.80	\$43.95	

#### 42" High Tables

	VNTBNP Communal Table Black Top	\$907.40	\$1,179.60	
	VNTMNP Communal Table Maple Top	\$907.40	\$1,179.60	
	VNTWNP Communal Table White Top	\$907.40	\$1,179.60	
	VNTBMW Comm Table Maple Top w/ Grom	\$907.40	\$1,179.60	
	VNTBWW Comm Table White w/ Grom	\$907.40	\$1,179.60	

#### Powered! 42" High Tables

	VNTBLK Communal Table Black Top	\$1,071.20	\$1,392.55	
	VNTWHT Communal Table White Top	\$1,071.20	\$1,392.55	

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Total Café: \$

6.000% Tax\*: \$

Amount Due: \$

Company Name: \_\_\_\_\_

Booth# \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature





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mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Bar Tables, Barstools &  
Bars

### Bar Tables - All Black Base

Qty.	Item	Discount	Regular	Amount
	VTK-30" Maple Top/Black Base	\$338.00	\$439.40	
	VTP-36" Maple Top/Black Base	\$361.40	\$469.80	
	VTJ-30" Graphite Top/Black Base	\$338.00	\$439.40	
	VTN-36" Graphite Top/Black Base	\$361.40	\$469.80	
	VTG-30" Silver Textured Top	\$338.00	\$439.40	
	VTW-36" White Laminate Top	\$361.40	\$469.80	
	VTB-30" Red Top/Black Base	\$338.00	\$439.40	
	VTH-30" Steel Blue/Black Base	\$348.40	\$452.90	
	30WH42 30" White Laminate,	\$356.20	\$463.05	
	VTA-30" Grey Top/Black Base	\$338.00	\$439.40	
	RSTSQT Rustique Square Metal Bar Table	\$374.40	\$486.70	

### Bar Tables - Chrome Base 30", Hydraulic

Qty.	Item	Discount	Regular	Amount
	30GRHB-Graphite Nebula, Chrome	\$410.80	\$534.05	
	30MTHB-Maple Top, Chrome	\$410.80	\$534.05	
	30STHB-Silver Texture, Chrome	\$410.80	\$534.05	
	30BRHB-Brushed Red, Chrome	\$410.80	\$534.05	
	30SBHB-Steel Blue Top, Chrome	\$410.80	\$534.05	
	30WHHB White Laminate, Chrome	\$444.60	\$578.00	
	30MAHB-Grey Top, Chrome	\$410.80	\$534.05	

### Bar Tables - Chrome Base 36", Hydraulic

	36GRHB-Graphite Nebula, Chrome	\$447.20	\$581.35	
	36MTHB, Maple Top, Chrome	\$447.20	\$581.35	
	36WTHB-White Top, Chrome	\$447.20	\$581.35	

### Barstools

Qty.	Item	Discount	Regular	Amount
	BST-Banana, White/Chrome	\$340.60	\$442.80	
	BSS-Banana, Black/Chrome	\$340.60	\$442.80	
	BS001-Shark, Swivel White	\$434.20	\$564.45	
	BS002-Zoey, Swivel White	\$397.80	\$517.15	
	BS003-Zoey, Swivel Black	\$397.80	\$517.15	
	RSTSTL-Rustique Barstool, Gunmetal	\$197.60	\$256.90	
	APS08-Apex Black Vinyl	\$306.80	\$398.85	
	APS59-Apex Red Vinyl	\$306.80	\$398.85	
	APS75-Apex White Vinyl	\$306.80	\$398.85	
	APS12-Apex Blue Ultra Suede	\$306.80	\$398.85	
	XBAR-Christopher White Vinyl	\$247.00	\$321.10	
	LMBAR-Laguna, Maple/Chrome	\$254.80	\$331.25	
	BSR-Syntax, Black/Chrome	\$309.40	\$402.20	
	ZENBAR-Zenith, White/Chrome	\$228.80	\$297.45	
	BSD-Oslo, Blue	\$358.80	\$466.45	
	BSC-Oslo, White	\$358.80	\$466.45	
	ROLLBL-Lift Barstool, Black Vinyl	\$288.60	\$375.20	
	ROLLGY-Lift Barstool, Grey Vinyl	\$288.60	\$375.20	
	ROLLRD-Lift Barstool, Red Vinyl	\$288.60	\$375.20	
	ROLLWH-Lift Barstool, White Vinyl	\$288.60	\$375.20	

### Bars

	BRC-Circle Martini Bar	\$5,298.80	\$6,888.45	
	BR1-Martini Bar	\$1,840.80	\$2,393.05	

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Total Bar: \$ \_\_\_\_\_  
 6.000% Tax\*: \$ \_\_\_\_\_  
 Amount Due: \$ \_\_\_\_\_

Company Name: \_\_\_\_\_ Booth# \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature



## ASCP Annual Meeting and Exposition

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mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Executive Accessories

### Desks, Credenzas, Files, Bookcases

Qty.	Item	Discount	Regular	Amount
	CR8-Madison Credenza, Grey	\$702.00	\$912.60	
	JD8-Madison Executive Desk, Grey	\$829.40	\$1,078.20	
	BC8-Madison Bookcase, Grey	\$600.60	\$780.80	
	TECH3B-Tech Desk w/drawers- <b>Powered!</b>	\$761.80	\$990.35	
	TECH-Tech Desk- <b>Powered</b>	\$616.20	\$801.05	
	TECH3-3-drawer File Cbnt w/Casto	\$202.80	\$263.65	

### Product Display- Pedestals

	PDL36B-Ped, Locking- <b>Powered!</b>	\$689.00	\$895.70	
	PDL42B-Ped, Locking- <b>Powered!</b>	\$816.40	\$1,061.30	
	PDL36W-Ped, Locking- <b>Powered!</b>	\$689.00	\$895.70	
	PDL42W-Ped, Locking- <b>Powered!</b>	\$816.40	\$1,061.30	

### Product Display- Shelving

	PSHCCS-Posh Shelving	\$704.60	\$916.00	
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### Refrigerators

	R1R-White 14 Cubic Feet	\$1,185.60	\$1,541.30	
	R1Q-White 4 Cubic Feet	\$416.00	\$540.80	

### Lamps

	LA15-Mason Silver Floor Lamp	\$301.60	\$392.10	
	LA14-Mason Silver Table Lamp	\$197.60	\$256.90	

### Mobile Tablet Stands

	TBSTDW-Mobile Tablet Stand, Black	\$192.40	\$250.10	
	TBSTND-Mobile Tablet Stand, White	\$192.40	\$250.10	

### Mobile Tablet Accessories\*

	TBBCHR-Tablet, brochure holder	\$88.40	\$114.90	
	TBSHLF-Tablet, charging shelf	\$88.40	\$114.90	
	TBPNTTR-Tablet, print stand	\$88.40	\$114.90	

Have a **Powered** product? Order  
the Adapter to make charging  
easy!

### Chargers and Adapters

Qty.	Item	Discount	Regular	Amount
	ADAPTB-Charging Adapter, black	\$33.80	\$43.95	
	ADAPTW-Charging Adapter, white	\$33.80	\$43.95	

### Work & Multi-Use Tables

	MERLIN-Multi Use Table	\$470.60	\$611.80	
	WD3-Work Table	\$452.40	\$588.10	

Ordering Tablet Accessories?

Don't forget to also order the Tablet Stand!

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Total Exec Accessories: \$

6.000% Tax\*: \$

Amount Due: \$

Company Name: \_\_\_\_\_ Booth# \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature



## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

Discount Deadline **Wednesday, October 03, 2018**

Order with complete Payment Authorization must be received before Discount

Deadline date to receive discounted pricing.

Event Code: M158341118

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mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Graphics and Signs

**Sign prices are based on customer supplying print-ready graphics in the requested format.**

### Foam Core Signs, Single sided

Qty.	Code	Item	Discount	Regular	Amount
	70009	Vertical, 22" x 28"	\$197.95	\$257.35	
	70010	Horz., 22" x 28"	\$197.95	\$257.35	
	70011	Vertical, 28" x 44"	\$301.55	\$392.00	
	70012	Horz., 28" x 44"	\$301.55	\$392.00	
	70025	Meterboard, 39" x 90.75"	\$610.30	\$793.40	

### Vinyl Banners with Digital Printing

Qty.	Code	Item	Discount	Regular	Amount
	70065	Grommets, per sq. ft. - Vertical	\$25.10	\$32.65	
	70071	Grommets, per sq. ft. - Horizontal	\$25.10	\$32.65	
	70066	Pockets, per sq. ft. - Vertical	\$27.00	\$35.10	
	70072	Pockets, per sq. ft. - Horizontal	\$27.00	\$35.10	

### Accessories

Qty.	Code	Item	Discount	Regular	Amount
	70017	Blank Foamcore, 4' x 8'	\$53.75	\$69.90	
	70021	Velcro, per ft, min. 5 ft.	\$3.50	\$4.55	
	70004	7" x 44" ID Sign	\$59.20	\$76.95	
	50094	Floor Easel	\$53.05	\$68.95	
	50095	22x28 Sign Holder	\$120.85	\$157.10	

### Table Clings Table clings are made to fit our Pedestal table tops!

Qty.	Code	Item	Discount	Regular	Amount
	70034	36"x36" Rnd Table Cling	\$210.60	\$273.80	

Please see our **Graphic Guidelines** page for specific file and artwork information.

See our **Graphic Upload** page for a step by step guide on uploading your artwork.

Signature indicates you read and accept the Payment Policy and Terms & Conditions.

Due to the custom nature of this product, no refunds or cancellations are available.

Total Graphics: \$ \_\_\_\_\_

6.000% Tax\*: \$ \_\_\_\_\_

Amount Due: \$ \_\_\_\_\_

Company Name: \_\_\_\_\_

BOOTH: \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature



## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

Upload Deadline **Wednesday, October 03, 2018**

Orders with complete Payment Authorization and graphics must be received before  
Upload Deadline date

Event Code: M158341118

Connect With  
Us!

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fax (410) 737-9274  
mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Graphic File  
Upload Instructions

All graphic files for ordered products should be uploaded to our FTP site.

Address: [https://files.shepardes.com/v3/files/FTP%20Files/Drop%20Off/-2018/11\\_ASCP%20Annual%20Meeting/Exhibitor%20Upload](https://files.shepardes.com/v3/files/FTP%20Files/Drop%20Off/-2018/11_ASCP%20Annual%20Meeting/Exhibitor%20Upload)

Username: **sesftp**

Password: **ftpftp**

- 1 Name your files in this format: Company Name\_Booth#\_Panel Letter **example:** **Shepard\_1905\_A**
- 2 When you are in your show folder, you can either drop and drop your files into the folder to initiate upload or  
You may click the Upload Files button and select the files you need to upload.
- 3 When upload is complete, email the name of your files to: **baltimore@shepardes.com**  
As the subject line use: **"Show Name" FTP Upload**

Failure to follow these steps could result in delayed graphics.

**Please see Graphic Guidelines page for file specifications.**



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Columbia, MD 21046

Graphic Guidelines

### ACCEPTABLE FILE FORMATS

Shepard uses the most current version of Adobe Creative Cloud. If providing native files from another version, please provide an .idml file.

Program	File Extension
---------	----------------

Adobe Acrobat	.pdf
Adobe Illustrator	.ai, .eps

Adobe InDesign	.indd, .idml
Adobe Photoshop	.tiff, .psd, .eps

WE DO NOT ACCEPT: Microsoft® Word®, Excel®, or PowerPoint® files for artwork/graphics.

### Special Considerations

Create using a high-quality output.\*

Vector artwork. Images embedded and fonts changed to outlines\*\* or a packaged file.

Fonts changed to outlines\*\* or a packaged file.

Raster artwork. File should be in CMYK color space.

### FONTS

If creating artwork in Adobe® InDesign® or Illustrator® there are two options when supplying fonts. Supply us with PC format TTF fonts. Change fonts to outlines. This prevents font substitution through layout and production. REMEMBER: if creating outlines, text is no longer editable.

Package the fonts from InDesign or Illustrator (File → Package → Check “Copy Fonts”) and submit with your artwork.

### ARTWORK GUIDELINES

#### Document Size & Specs

All artwork should be created at 100% size at 150 dpi or in a proportionally scaled down format (ex. 50% at 300 dpi or 25% at 600dpi). NOTE: Mark artwork to the dimensions it is sized to if not 100%. All content should be kept within the live area, leave approximately 2" all the way around artwork to ensure sign holder or structure metal does not cut off content.

### COLOR

All artwork should be created/supplied in the CMYK color space. Please provide Pantone® colors/HEX code if we need to match a specific color during the printing process. All PMS colors should be converted to CMYK Process Color in the artwork. NOTE: Converting color from RGB to CMYK will change the vibrancy and the look of some effects, DO NOT design artwork in RGB. Colors may vary due to output devices.

### ARTWORK FILE TYPES & RESOLUTION

Artwork can be created in several ways. Here are some things to consider.

#### Vector

Vector-based artwork is resolution independent and can be enlarged or reduced without loss of quality. This is the preferred file type and is most often created in Adobe Illustrator and used for creation of logos and clip art.

#### Raster

This type of file is resolution dependent and will reproduce poorly if the appropriate file resolution is not supplied. If you supply raster art, it is best to save your artwork in a 1 to 1 (full size) output ratio at 150dpi or higher. Lower resolutions (1MB or smaller) will result in reduced image quality. File size should not exceed 200MB (if possible). Raster images are most often created in Adobe Photoshop® and is most often used for photographic images.

#### Resolution

Artwork should be 150dpi at 100% scale or 300dpi at half size. This will ensure the artwork remains high resolution when printed at full size. See samples below.

Vector Logo at 200%



Raster Logo at 200%



High Resolution Logo



Low Resolution Logo







## LABOR JURISDICTIONS MARYLAND/DC AREA

### LABOR

Maryland is NOT a "right-to-work" state. The installation and dismantling of prefabricated displays comes under the jurisdiction of the Carpenters union. Union Labor is available to assist in the installation and dismantling of exhibit booths. Exhibit labor, freight and rigging labor, electricians and plumbers can be arranged for at established rates, using the enclosed order forms.

### EXHIBIT LABOR JURISDICTION

Carpenter union exhibit labor claims jurisdiction for the installation, dismantling, and first cleaning of prefabricated exhibits and displays. However, two (2) full-time exhibiting company employees may work without Carpenter Labor for one (1) hour on the installation (move in) and (1) one hour on the dismantle (move out), without union labor on booths that are larger than 10x10. Exhibitors may work in booths 10x10 or smaller without the use of union labor.

Exhibitors are not permitted to use Power Tools (electric drills, power saws, etc.) on booths of any size. Manual tools such as hammers, screwdrivers, ratchets, pry bars, etc. are allowable for exhibitor use within the size and time frame limitation. Exhibitors may not borrow tools, ladders or other equipment from the exhibit facility or from Shepard Exposition Services.

### MATERIAL/FREIGHT HANDLING JURISDICTION

Shepard Exposition Services has the responsibility of receiving and handling all exhibit materials and empty crates that comes in via over the road carriers. It is Shepard's responsibility to manage docks and schedule vehicles for the smooth and efficient move-in and move-out of the exhibition. Shepard will not be responsible, however, for any materials they do not handle. Unloading or reloading of any freight into the exhibit hall by any and all private vehicles and contracted carriers will be handled by Shepard Exposition Services. Rates for material handling services are enclosed in this exhibitor service manual.

One individual from each exhibiting company is permitted one trip to hand carry items into exhibit facility. The use of dollies, hotel baggage carts, flat trucks, and other mechanical equipment is not permitted.

Vehicles must not be left unattended at the loading areas. Any unattended vehicles will be towed at the owner's expense.

The Fire Marshal absolutely prohibits the storage of empty containers in the exhibit hall. Arrangements have been made with Shepard Exposition Services to store empty crates. Please refer to the Material Handling Information sheet in this service manual for the handling of empties, disposal of skids, etc.

### GRATUITIES /BREAKS

Tipping is expressly prohibited. This includes such practices as giving money, merchandise, or other special consideration for services rendered. Do not give coffee breaks other than mid-morning and mid-afternoon, when the union has a 15-minute paid break. Meal breaks are one hour. Any attempt to solicit a gratuity by an employee for any service should be reported immediately to Shepard Exposition Services.

### IN GENERAL

Exhibitors do not have to respond to grievances or complaints from union and trade personnel with respect to work jurisdictions. Please refer all such disputes and/or questions to Shepard management personnel immediately.

### SAFETY

Safety of everyone working in the hall is of our utmost concern at all times. Standing on chairs, tables and other rental furniture is prohibited. This furniture is not engineered to support your standing weight. Shepard Exposition Services cannot be held responsible for injuries or falls caused by the improper use of this furniture. If assistance is required in assembling your booth, please order labor on the Labor Order Form included in this manual and the necessary ladders and tools will be provided.



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### Labor Hours

ST - Straight time: Monday-Friday, 8:00 AM - 4:30 PM  
OT - Overtime: Monday-Friday, 4:30 PM - Midnight; Saturday/Sunday, 8:00 AM - 5:00 PM  
DT - Double-time: All other hours and holidays

**Shepard Blue Supervised Labor** \*\*Supervisory fee is 30% of total cost or \$60, whichever is greater.

Code	Discount	Regular	+30%
68066 ST	\$105.75	\$137.50	30%
68067 OT	\$158.50	\$206.05	30%
68068 DT	\$211.50	\$274.95	30%

(68070/68071/68072)

### Spend a Little, Save a Lot

Shepard will supervise\* the labor, set up your exhibit according to your instructions, dismantle it, pack it, and ship it out per your information!

Event Code: M158341118

Connect With  
Us!

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fax (410) 737-9274  
mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Shepard Blue  
Supervised Labor

Choose **Shepard Blue** for  
your labor needs and leave  
your worries behind!

### Step One:

Choose Your **Service**

Installation # \_\_\_\_\_  
Dismantling # \_\_\_\_\_  
Both # \_\_\_\_\_

### Step Two:

How Many **People**?

# \_\_\_\_\_  
# \_\_\_\_\_  
# \_\_\_\_\_

### Step Three:

How Many **Hours**?

# \_\_\_\_\_  
# \_\_\_\_\_  
# \_\_\_\_\_

### Step Four:

When Should the Build be **Complete**?

Date: \_\_\_\_\_ Time: \_\_\_\_\_  
Date: \_\_\_\_\_ Time: \_\_\_\_\_  
Date: \_\_\_\_\_ Time: \_\_\_\_\_

### Step Five: Tell Us About Your **Exhibit!**

(this portion **must be completed** before Shepard can begin any work on your exhibit)

### Inbound Freight

Carrier Name \_\_\_\_\_ Tracking or Pro # \_\_\_\_\_ Estimated Weight \_\_\_\_\_  
# of Pieces \_\_\_\_\_ Advance Warehouse or Direct to Show site? \_\_\_\_\_ Estimated Arrival Date \_\_\_\_\_

### Set Up Information:

Company Contact Name: \_\_\_\_\_ Email \_\_\_\_\_ Cell Phone # \_\_\_\_\_  
Contact Arrival Date \_\_\_\_\_ Time Build Should be Complete \_\_\_\_\_  
Booth Size: \_\_\_\_\_ X \_\_\_\_\_ Carpet: ☐ Ordered from Shepard ☐ Exhibitor Owned Carpet ☐ Carpet Padding

### Drawings/Photos/Instructions:

Attached ☐ Emailed to Shepard ☐ With the Exhibit ☐ In crate # \_\_\_\_\_

### Electrical Placement

(exhibitor is responsible to order)

☐ Emailed to Shepard ☐ Drawing Attached ☐ Drawing with Exhibit

Does Electrical go UNDER carpet? ☐ Yes ☐ No

### Graphics:

☐ With Exhibit ☐ Shipped Separately

### Other Services Ordered:

☐ Overhead Rigging ☐ Cleaning ☐ AV

### Outbound Shipping:

# of Crates \_\_\_\_\_ # of Cartons \_\_\_\_\_ # of Fiber Cases \_\_\_\_\_ # of Pallets \_\_\_\_\_

Ship To: \_\_\_\_\_

Phone # \_\_\_\_\_

Must Arrive at Destination By: \_\_\_\_\_

Name of Carrier \_\_\_\_\_

Date Carrier is Scheduled to Pick Up Freight \_\_\_\_\_

Method: ☐ Common ☐ Air ☐ Van ☐ Other

If Your Carrier doesn't show? ☐ Reroute with SLS

\*Allow time for empty return when scheduling your pick up

☐ Send to warehouse for pick up (\$400 minimum charge)

Hours are based on estimates, you will be invoiced for actual time incurred. Minimum one hour per person ordered.

Cancellations must be received in writing within 48 hours of 1st day of exhibitor move in, otherwise a 1 hour per man ordered will apply.

Estimated **SES Blue Labor**: \$ \_\_\_\_\_

NA Tax\*: \$ \_\_\_\_\_

Amount Due: \$ \_\_\_\_\_

Company Name: \_\_\_\_\_

Booth # \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature



## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

Discount Deadline **Friday, October 12, 2018**

Order with complete Payment Authorization must be received before Discount  
Deadline date to receive discounted pricing.

### Labor Hours

ST - Straight time:

Monday-Friday, 8:00 AM - 4:30 PM

OT - Overtime:

Monday-Friday, 4:30 PM - Midnight; Saturday/Sunday, 8:00 AM - 5:00 PM

DT - Double-time:

All other hours and holidays

### Exhibitor Supervised Labor

Code	Discount	Regular	Estimate
68060 ST	\$105.75	\$137.50	
68061 OT	\$158.50	\$206.05	
68062 DT	\$211.50	\$274.95	

(68063/68064/68065)

#### Step One:

Choose your **service**

☐ Installation

☐ Dismantling

☐ Both

#### Step Two:

How many **people**?

#

#

#

#### Helpful Hints!

Send your booth to the Advance Warehouse so it will be onsite when you arrive.

Send a detailed drawing and instructions to us prior to the event.

When ordering dismantle labor, factor in the time it takes to remove aisle carpet and return empty containers.

#### Step Three:

How many **hours**?

#

#

#

#### Step Four:

Any other **details**?

Any special tools needed? Ladders? Lifts?

Details:

#### Step Five: Schedule

Installation Request

Dismantle Request

Date

Start Time

End Time

#### Step Six: Onsite Contact Info

Name

Cell

Email

Requested times are not guaranteed and are based on availability.

### Exhibitor Owned Carpet Installation/Removal

Use if you are shipping carpet to the event and require Shepard to install it for you.

To determine square footage amount, multiply the width of your booth space by the length of your booth space.

Carpet and flooring must be shipped to the advance warehouse.

Code	SQ FT	Description	Discount	Regular	Amount
68080		Flooring Only	1.00	1.30	
68083		Padding + Flooring	1.50	1.95	
68079		MINIMUM	211.50	274.95	

Flooring Type:

☐ Carpet Rolls

☐ Carpet Squares

☐ Padding

☐ Other

Is electrical to be installed under your carpet?

☐ Yes

☐ No

(Please forward Shepard a diagram of your electrical layout.)

#### In a Hurry or Have a Plane to Catch?

Choose **Shepard Blue** for your labor needs and leave the work to us!

Hours are based on estimates, you will be invoiced for actual time incurred. Minimum one hour per person ordered.

Cancellations must be received in writing within 48 hours of 1st day of exhibitor move in, otherwise a 1 hour per man ordered will apply.

Labor Estimate \$

NA Tax\*: \$

Amount Due: \$

Company Name:

Booth #

Contact Name

Contact Email Address

Please Sign



Card Holder Signature

Exhibitor  
Supervised Labor



## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

Order Deadline **Wednesday, October 03, 2018**

Order with full payment and graphic files must be received by Order Deadline Date above. Orders received after this date may not be available.

Event Code: M158341118

Connect With  
Us!

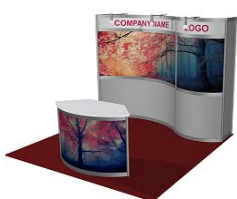
email [baltimore@shepardes.com](mailto:baltimore@shepardes.com)  
phone (410) 737-9270  
fax (410) 737-9274  
mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Inline Booth Rentals

### Turnkey Rental Designs Make Exhibiting Easier!

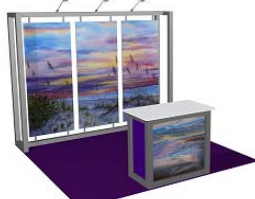
Don't See what you are looking for or need a tweak to a design?  
Let one of our incredible designers create a space just for you! Contact an ESS Representative to get started!

#### The Eddie



Code	Qty	Item	Discount	Regular
66470		The Eddie- 10' x 10'	\$3,764.75	\$4,894.20
66471		The Eddie- 10' x 20'	\$6,130.60	\$7,969.80
66474		The Jonathon - 10' x 10'	\$2,626.40	\$3,414.30
66475		The Jonathon - 10' x 20'	\$4,597.25	\$5,976.45

#### The Jonathon



#### The Pierce



Code	Qty	Item	Discount	Regular
66477		The Pierce - 10' x 10'	\$3,257.75	\$4,235.10
66478		The Pierce - 10' x 20'	\$6,185.60	\$8,041.30
66484		The Madison - 10' x 10'	\$3,950.55	\$5,135.70
66485		The Madison - 10' x 20'	\$4,682.15	\$6,086.80

#### The Madison



#### The Grant

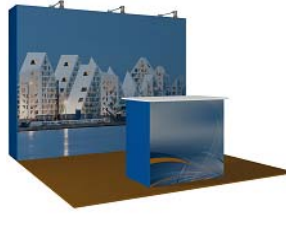


Code	Qty	Item	Discount	Regular
66486		The Grant- 10' x 10'	\$4,170.00	\$5,421.00
66487		The Grant- 10' x 20'	\$5,779.50	\$7,513.35
66492		The Harrison - 10' x 10'	\$3,833.50	\$4,983.55
66493		The Harrison - 10' x 20'	\$5,633.15	\$7,323.10

#### The Harrison



#### The Hamilton



Code	Qty	Item	Discount	Regular
66467		The Hamilton- 10' x 10'	\$2,671.30	\$3,472.70
66468		The Hamilton- 10' x 20'	\$4,679.80	\$6,083.75
66473		The Lucy - 10' x 10'	\$2,414.25	\$3,138.55

#### The Lucy



Carpet and Electricity not included. Please order as needed. All Exhibit Booth Rentals include installation/dismantling and graphic panels as shown for print-ready graphics. If graphics submitted are not print-ready, additional fees may apply. Monitor and lighting options available. Please contact the Exhibit Solutions Department with any questions at 404-720-8652.

Signature indicates you read and accept the Payment Policy and Terms & Conditions.

All orders cancelled by the exhibitor within 30 days of first day of exhibitor move in day may be subject to cancellation fees up to 100% of the total order, based upon the status of move-in, work performed and/or Shepard set-up costs or expenses. \* All tax rates are subject to change.

Total Inline Rentals: \$

6.000% Tax\*: \$

Amount Due: \$

Company Name: \_\_\_\_\_ Booth # \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature



## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

Order Deadline **Wednesday, October 03, 2018**

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Event Code: M158341118

Connect With  
Us!

email [baltimore@shepardes.com](mailto:baltimore@shepardes.com)  
phone (410) 737-9270  
fax (410) 737-9274  
mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Custom Exhibit  
Counters

## Choose Your Counter & Customize to Fit Your Exhibit!

Color choices for all products **Metal Colors** Black (06) Silver (15)

**Panel Colors** Black (06) White (03)

### Locking Cabinets

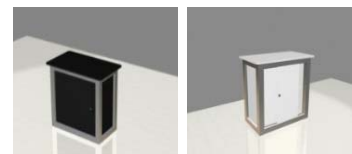
LC1 1Meter Wide



LC2 1.5 Meters Wide



LC3



Code	Qty	Item	Product Size	Discount	Regular	Metal Color	Panel Color
66282		LC1	3' 6" L x 3' 6" H x 1' 9" D	\$925.60	\$1,203.30		
66283		LC2	5' L x 3' 6" H x 1' 9" D	\$1,123.20	\$1,460.15		
66284		LC3	3' 9" L x 3' 6" H x 2' 3" D	\$682.75	\$887.60	Silver Only	

### Reception Counters

RC2



RC3



Code	Qty	Item	Product Size	Discount	Regular	Metal Color	Panel Color
66275		RC2	1' 9" L x 2' 3" D x 3' 3" H x 2' 3"	\$951.85	\$1,237.40		
66276		RC3	5' 3" L x 3' 6" H x 3' 3" D	\$2,064.75	\$2,684.20		

Graphic size: 1075mm x 885mm

### Computer Stands-Silver Metal Only (graphic included!)

CS1

CS2



Code	Qty	Item	Product Size	Discount	Regular	Panel Color
66285		CS1	3' L x 6' 3" H x 1' 9" D	\$1,200.75	\$1,561.00	
66286		CS2	2' 3" L x 6' 3" H x 1' 6" D	\$699.85	\$909.80	

Graphic Size  
250mm x 700mm  
380mm x 580mm

Don't See what you are looking for or need a tweak to a design?  
Let one of our incredible designers create something just for you!

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Total Counter Rentals: \$

6.000% Tax\*: \$

Amount Due: \$

Company Name: \_\_\_\_\_ Booth # \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature





## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

Order Deadline **Wednesday, October 03, 2018**

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Event Code: M158341118

Connect With  
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email [baltimore@shepardes.com](mailto:baltimore@shepardes.com)  
phone (410) 737-9270  
fax (410) 737-9274  
mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Custom Product  
Display and Charging  
Stations

## Choose Your Unit & Customize to Fit Your Products!

Color choices for showcase and displays **Metal Colors** Black (06) Silver (15)

**Panel Colors** Black (06) White (03)

### Product Displays

#### Gondolas



Code	Qty	Item	Product Size	Discount	Regular	Metal Color	Panel Color	Graphic Size
66277		Gondola	3' 6" L x 1' 9" D x 5' H	\$648.55	\$843.10			NA
66278		GL1	5' 4" L x 8' H x 1' 3" D	\$641.15	\$833.50	Silver Only	NA	674mm x 1682mm
66279		GL2	4' 3" L x 7' H x 1' 3" D	\$1,105.20	\$1,436.75	Silver Only	NA	674mm x 1682mm

#### GL Display Units



### Showcases

#### Quartermview



#### Square



Code	Qty	Item	Product Size	Discount	Regular	Metal Color	Panel Color
66270		Qtrview	4' 6" L x 1' 9" D x 3' 3" H	\$1,248.80	\$1,623.45		
66272		Square	1' 9" L x 1' 9" D x 7' H	\$1,347.80	\$1,752.15		

### Charging Units

#### SCS3



#### PCS



Code	Qty	Item	Product Size	Discount	Regular	Panel Color	Graphic Size
66166		SCS3	20" L x 2' H x 20" D	\$455.00	\$591.50		NA
66430		PCS	3' L x 6' 3" H x 1' 9" D	\$2,121.60	\$2,758.10	Black Only	250mm x 700mm

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Custom Product Display Rentals: \$

6.000% Tax\*: \$

Amount Due: \$

Company Name: \_\_\_\_\_ Booth # \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature



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fax (410) 737-9274  
mail 7079 Oakland Mills Rd,  
Columbia, MD 21046

Fabex Booth  
Rentals

### 10x10 Fabric Booth Rental Display



Code	Qty	Item	Discount	Regular
66557		FX21 10' x 10'	\$2,482.50	\$3,227.25
66558		FX2M1 10' w/Monitor	\$4,491.00	\$5,838.30

Side panel colors are either white or black

Backwall graphic size 3042mm x 2432mm

Counter graphic size 1070mm x 1020mm

Code	Qty	Item	Discount	Regular
66561		FX2H1 10' x 10'	\$3,037.65	\$3,948.95
66562		FX2M1H 10' w/Monitor	\$5,046.15	\$6,560.00

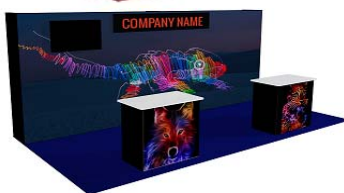
Side panel colors are either white or black

Backwall graphic size 3042mm x 2432mm

Counter graphic size 1070mm x 1020mm

Header graphic size 2440mm x 380mm

### 10x20 Fabric Booth Rental Display



Code	Qty	Item	Discount	Regular
66559		FX22 10' x 20'	\$4,303.00	\$5,593.90
66560		FX2M2 10' x 20' w/Monitor	\$6,311.50	\$8,204.95
66567		FX2H2 10' x 20'	\$4,799.55	\$6,239.40
66563		FX2M2H 20' w/Monitor	\$6,808.05	\$8,850.45

Side panel colors are white or black

Backwall graphic size 6012mm x 2432mm

Counter graphic size 1070mm x 1020mm

Header graphic size 2440mm x 380mm

**\*\*Please Note\*\*** Carpet is not included, to order please refer to the Carpet Order form.

All Exhibit Booth Rentals include installation/dismantling and graphic panels as shown for print-ready graphics. If graphics submitted are not print-ready, additional fees may apply. Monitor and lighting options available. Please contact the Exhibit Solutions Department with any customizations at 404-720-8652.

Signature indicates you read and accept the Payment Policy and Terms & Conditions.

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Total Fabex Rental: \$

6.000% Tax\*: \$

Amount Due: \$

Company Name: \_\_\_\_\_

Booth # \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature



## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

Order Deadline **Wednesday, October 03, 2018**

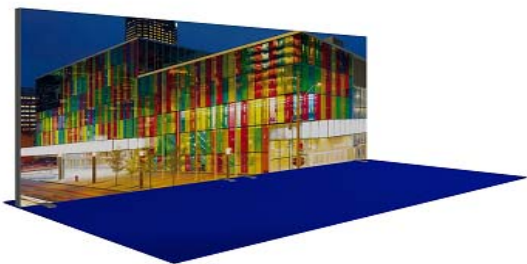
Order with full payment and graphic files must be received by Order Deadline Date above. Orders received after this date may not be available.

### Freestanding 8' high Backlit Backwalls with Full Color Graphics

FX 11- 8'h x 10'



FX 12- 8'h x 20'



FX 13- 8' h x 30'



**Step 1: Choose Your Booth Size**  
**Step 2: Send Us Your Full Color Graphics**

Code	Qty	Item	Discount	Regular	Graphic Sizes
66564		FX11 10' x 10' Backlit	\$2,503.20	\$3,254.15	3042mm x 2436mm
66565		FX12 10' x 20' Backlit	\$3,868.55	\$5,029.10	6088mm x 2436mm
66566		FX13 10' x 30' Backlit	\$5,233.95	\$6,804.15	8992mm x 2436mm

Carpet/Flooring, Furnishings, and Accessories not included.

Don't forget to order Power for  
your backlighting!

Fabex Backlit  
Booth Rentals

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Total Fabex Backlit: \$

6.000% Tax\*: \$

Amount Due: \$

Company Name: \_\_\_\_\_

BOOTH: \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature



## ASCP Annual Meeting and Exposition

Gaylord National Hotel & Convention Ctr - National Harbor, Maryland

November 2 - 3, 2018

Order Deadline **Wednesday, October 03, 2018**

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Event Code: M158341118

Connect With Us! email [ESSRentals@shepardes.com](mailto:ESSRentals@shepardes.com)  
 phone 404-720-8652  
 fax 404-720-8757  
 mail 1531 Carroll Drive, NW  
 Atlanta, GA 30318

Island Booth Rentals

## Turnkey Rental Designs Make Exhibiting Easier!

Want more inspiration? Check out our gallery @  
<http://www.shepardes.com/shep-gallery.html>

The Monroe

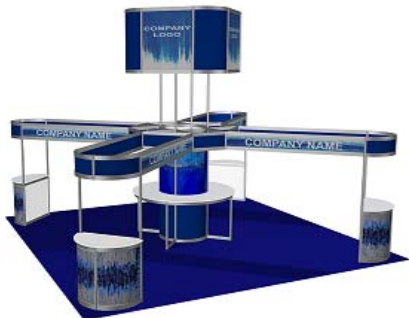


The Tyler

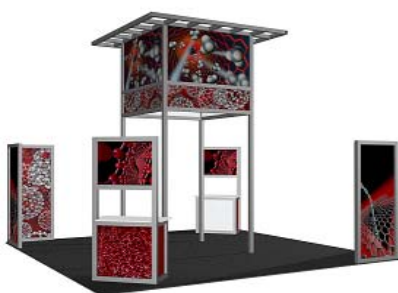


Don't See what you are looking for or need a tweak to a design?  
 Let one of our incredible designers create a space just for you!  
 Contact an ESS Representative to get started!

The Washington



The Garfield



Code	Qty	Item	Discount	Regular
66494		The Monroe	\$9,583.65	\$12,458.75
66368		The Washington	\$13,753.70	\$17,879.80
66495		The Tyler	\$10,234.85	\$13,305.30
66496		The Garfield	\$10,022.60	\$13,029.40

Monitors also available!  
 Contact us for details!

Carpet and Electricity not included. Please order as needed. All Exhibit Booth Rentals include installation/dismantling and graphic panels as shown for print-ready graphics. If graphics submitted are not print-ready, additional fees may apply. Monitor and lighting options available. Please contact the Exhibit Solutions Department with any questions at 404-720-8652.

Signature indicates you read and accept the Payment Policy and Terms & Conditions.

All orders cancelled by the exhibitor within 30 days of first day of exhibitor move in day may be subject to cancellation fees up to 100% of the total order, based upon the status of move-in, work performed and/or Shepard set-up costs or expenses. \* All tax rates are subject to change.

Total Island Rentals: \$

6.000% Tax\*: \$

Amount Due: \$

Company Name: \_\_\_\_\_ Booth # \_\_\_\_\_

Contact Name

Contact Email Address

Please Sign



Card Holder Signature



**Register at [www.insurance4exhibitors.com/](http://www.insurance4exhibitors.com/) It's easy and you get an immediate certificate!**

**General Liability Insurance for \$1,000,000 per Occurrence / \$2,000,000 Aggregate**

## GENERAL LIABILITY INSURANCE PREMIUM RATES / EVENT INFORMATION

☐ **1 Event Day:**     \$89.00     ☐ **4-10 Event Days:**     \$119.00     ☐ **6 Month Policy:**     \$475.00  
☐ **2-3 Event Days:**     \$109.00     ☐ **11-30 Event Days:**     \$199.00     ☐ **Annual Policy:**     \$650.00

NAME OF EVENT: \_\_\_\_\_ EVENT START DATE: \_\_\_\_\_ End Date: \_\_\_\_\_

EVENT WEBSITE: \_\_\_\_\_ EVENT CONTACT: \_\_\_\_\_ PHONE # \_\_\_\_\_

VENUE ADDRESS with City, State & Zip: \_\_\_\_\_

## EXHIBITOR INFORMATION – REGISTER AT [www.insurance4exhibitors.com](http://www.insurance4exhibitors.com)

Exhibiting Company/Insured: \_\_\_\_\_ Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip code: \_\_\_\_\_

Email: \_\_\_\_\_ Country: \_\_\_\_\_ Telephone: \_\_\_\_\_

Description of Business/Exhibit: \_\_\_\_\_

**Does your exhibit or business involve any of the excluded activities below?**     ☐ **YES**     ☐ **NO**

Alcohol Serving	Amusement Devices	Animals	Athletic Participation	Mazes
Disc-Jockeys	Bands	Entertainment & Film Industry	Equipment Rental	Tobacco
Fireworks, Firearms, Weapons	Health Supplements	Hot Wax Impressions	Inflatables	
Installation/Service/Repair	Massage	Mechanical/Amusement Devices	Water Activities	
Medical Testing	Motor Sport Activities	Oxygen / Aromatherapy	Storefront Operations	
Tattooing or Piercing	Vehicles in Motion	Weight-Loss Products	Watercraft Exhibits on Water	

If yes, describe (we can still get you insurance) \_\_\_\_\_

**Additional Insured:** Most event planners or venues require you to name them as an additional insured. We need the name and address for each Additional Insured to issue a certificate. Don't list your employees. Just leave blank if you do not know.

Additional Insured #1: \_\_\_\_\_ Additional Insured #2: \_\_\_\_\_

Address, City, ST, Zip: \_\_\_\_\_ Address, City, ST, Zip: \_\_\_\_\_

Any special wording or coverage needed: \_\_\_\_\_

Any Additional Information or notes: \_\_\_\_\_

## METHOD OF PAYMENT - BY SIGNING BELOW YOU AUTHORIZE US TO CHARGE YOUR CREDIT CARD

**Payment Form:** ☐ American Express ☐ MasterCard ☐ Visa ☐ Discover ☐ Check (Payable to "Insurance for Exhibitors")

Card Number \_\_\_\_\_ Expiration Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Cardholder Name: \_\_\_\_\_ Cardholder Address: \_\_\_\_\_

Has any prior coverage been cancelled or non-renewed? ☐ Yes ☐ No

### TERMS and CONDITIONS

Coverage is only provided for law suits brought in the U.S. and events held in the United States. I understand that the insurance company, in determining whether to provide insurance coverage, will rely on the information contained in this form and all other information being submitted. I hereby warrant, represent, and confirm that to the best of my knowledge all information provided is complete, true and correct. Signing this application does not bind the Applicant or the Company to complete the insurance, but it is understood and agreed that the information contained herein shall be the basis of the contract should a policy be issued. If any of the above questions have been answered fraudulently or in such a way as to conceal or misrepresent any material fact or circumstance concerning this insurance or the subject thereof, the entire policy shall be void. I understand that this policy includes an Agency fee which is not charge by the insurance company. The exact amount of the fee has been disclosed. I also understand all agency fees are not refundable once they are incurred. I also understand that this general liability policy does not provide any property coverage. By typing my name below, I am signing and agreeing.

**I accept and understand the terms and conditions,** Cardholder Name (Print) \_\_\_\_\_

**I understand that no property is covered on this policy:** ☐ **I want a quote for property coverage:** \_\_\_\_\_

**Insurance for Exhibitors**  
 30285 Bruce Industrial Parkway, Suite B  
 Solon, OH 44139

**Online:** <http://www.insurance4exhibitors.com>  
**Email:** [info@insurance4exhibitors.com](mailto:info@insurance4exhibitors.com)  
**Phone:** 440-349-6650     **Fax:** 440-815-2154



## **Shepard Glossary**

**Advanced Freight** – Refers to freight that has been sent to Shepard's warehouse prior to the Event move in.

**Advance Order** – An order for services sent to service contractor prior to installation date.

**Aisle Carpet** – The carpet that is placed on the Event floor in the aisles to separate the booths.

**Back Wall** – Refers to the drape used at the rear of a standard booth.

**Bill of Lading** – A legal document that establishes the terms between the shipper (exhibitor) and transportation company (carrier) for the transport of goods between specified points for a specified charge. A bill of lading is required to be filled out and turned in at the Shepard Service Desk at the close of the show, after the exhibitor is all packed up, in order to Shepard to release the freight to the transportation company (carrier)

**Booth Package** – This term describes the equipment supplied to exhibitors from show management.

**Certified Weight Ticket** – Certified weight ticket is a required documented measurement used for shipping exhibit properties. All carriers checking into a Shepard marshaling yard are required to present a certified weight ticket at check in.

**Common Carrier** – A transportation company moving exhibitor freight, which usually only accepts crated materials that it can consolidate with the properties of other customers into one shipment bound for the same destination. Only Shepard can accept freight from a common carrier.

**Corner Booth** – An exhibit space with exposure on at least two aisles, usually found at the end of a row of inline booths.

**CWT** – "Century Weight" or "hundredweight". The total weight of a crate is divided by 100 to obtain billable weight. 51,000 lbs / 100 = 510 cwt

**Drayage** – The service that includes delivery of materials to an exhibit space, removal of empty crates, storage of crates during the Event, return of crates at the end of the Event, and delivery of materials to the carrier loading area.

**DT Labor** – Double-time labor, or work performed on double time and charged at twice the published rate.

**Empty Sticker** – A colored sticker used to mark empty crates and boxes for storage provided in the material handling service. See Service Desk for Empty Stickers.

**Exclusive Contractor** – One who holds an exclusive contract with a facility or event manager to provide specified services to that facility or Event.

**Exhibitor-Approved Contractor (EAC)** – Also called an independent contractor, a supplier hired by an exhibitor to perform trade Event services independently of Event management-appointed contractors.

**Exhibitor Kit** – Also known as a Service Manual, this is package of information that contains all rules, regulations and ordering forms relating to an exhibition, provided to exhibitors by Event management.

**Facility Carpeted** – Indicates the exhibit hall and/or ballroom in which the Event is taking place is already carpeted.

**Floor Order** – An order for product or service placed after Advance Deadline therefore not eligible for discounted rates.

**Floor Port** – A utility box recessed in the floor containing electrical, telephone or plumbing connections.

**Freight** – Exhibit properties and other materials shipped for an exhibit.

**Freight Desk** – The area where inbound and outbound exhibit materials are handled at a trade event.

**Forklift /Ground Rigging** – Handling and assembly of machinery that requires the use of a forklift. This includes positioning and/or re-skidding of exhibitor material, machinery and equipment.

**Hard wall** – A type of exhibit construction in which walls are made of a solid material, rather than fabric.

**I&D** – Installation and dismantling of an exhibit by a labor source. Exhibitors may order this service from the general contractor.

**ID Signs** – Typically a 7" x 44" cardstock sign that contains exhibitor name and booth number.

**In-line** – An exhibit that is constructed in a continuous line with other exhibits.

**Island Exhibit** – An exhibit with aisles on four sides. There is no pipe and drape construction provided to Island booths.

**Labor** – Contracted workers who perform services. When labor is ordered, hours are based on estimates and will be billed actual time incurred.

Requested times are not guaranteed and are based on availability. Minimum of one hour will be charged. Additional time will be billed in increments. Rates are based on when labor was performed: ST, OT, DT.

**Logistics** – Point to point transportation services for freight by an appointed carrier.

**Marshaling Yard** – A lot where trucks gather for orderly dispatch to Event site. When Shepard provides a marshaling yard, all carriers must check in, present a weight ticket, and will be guided to the docks to unload when a space is available. The same is true for the out of the show. Applicable fee applies.

**Move In** – Refers to the date and time that exhibitors gain access to a facility and are able to begin the construction and/or set up of their booth.

**Mobile Spotting Fee** – The charge for Shepard personnel to safely guide vehicles operated by exhibitors on the exhibit hall floor when approved by show management and if Shepard determines such activity to be operationally feasible and safe. All vehicles operated on the exhibit hall floor must be escorted by Shepard personnel. All local fire marshal rules and regulations apply. Please call customer service for details.

**Move-out** – The date/time specified by Event management for dismantling exhibits and clearing the exhibition floor. Also referred to as Tear Down.

**Padded Van Shipment** – Uncrated goods covered with blankets or other protective padding and shipped via van line.

**Perimeter Booth** – A booth space on an outside wall.

**Pipe and Drape** – Tubing covered with draped fabric to make up rails and back wall of a trade show.

**Porter Service** – A service that includes the emptying of wastebaskets within the booth at specific intervals during the show.

**Quad Box** – Four electrical outlets in one box provided by the electrical contractor.

**Registration** – This refers to an area that Event management uses to register and check in Event exhibitors, buyers and attendees. This is the place in which show badges can be obtained.

**Rigger** – A skilled worker responsible for handling and assembly of machinery.

**Right-to-Work state** – A state where no person can be denied the right to work because of membership or non-membership in a labor union. See the Union Rules and Regulations within your manual for specific guidelines.

**Service Desk** – The location at which exhibitors order services.

**Side Rails** – The wall between two booths used to divide exhibits, typically 3' high.

**Skirting** – Decorative covering around tables and risers. Tables are skirted on 3 sides unless additional skirting is ordered.

**Special Handling**: An additional charge that applies to exhibits shipments requiring extra labor, equipment, or time for delivery to exhibit space.

**ST labor** – Straight time labor, or work performed during normal hours at the standard rate.

**Targets** – Exhibitor move in date/time prior to general move-in available by appointment only.

**Visqueen** – A clear heavy plastic sheeting that is placed over exhibiting carpeting after it is laid in order to protect it until show opens.