



EXPOSITION & EVENT SERVICES

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama

05-11230-12

125 Fernco Drive

Nashville, TN 37207

Phone: 615.256.0357

Fax: 615.256.0490

email: nashville@fernexpo.com

Discount Deadline:
January 04, 2012

Booth Equipment

EACH 10'X10' BOOTH INCLUDES:

- (1) 6'X30" Blue Draped Table
- (2) Chairs
- (1) Wastebasket
- (1) Booth ID Sign

Move-in Dates & Times

| | |
|-----------------------------|--------------------|
| Wednesday, January 18, 2012 | 1:00 PM - 6:00 PM |
| Thursday, January 19, 2012 | 7:00 AM - 10:00 AM |

SHOW COLORS:

Blue & White

Show Dates & Times

| | |
|----------------------------|--------------------|
| Thursday, January 19, 2012 | 10:00 AM - 5:00 PM |
| Friday, January 20, 2012 | 8:30 AM - 5:00 PM |

The exhibit hall is not carpeted. You may order booth carpet in a color that complements your display.

Move-out Dates & Times

| | |
|--------------------------|-------------------|
| Friday, January 20, 2012 | 5:00 PM - 8:00 PM |
|--------------------------|-------------------|

Advance Warehouse Shipments

Must Arrive By:

Tuesday, January 17, 2012

Carriers must be checked in at event site for move-out by:

| | |
|--------------------------|---------|
| Friday, January 20, 2012 | 6:00 PM |
|--------------------------|---------|

Show Site Shipments

Cannot Arrive Before:

Wednesday, January 18, 2012

About this Exhibitor Kit

As the Official Service Contractor for this exposition, we are enclosing various equipment rental and service order forms for your information and use. In addition to the Fern Exposition & Event Services Forms, you may find forms enclosed for services performed by the facility or other suppliers. Please give special attention to see that forms and payments are directed to the address indicated on each order form. Some services may not be provided by Fern Exposition and Event Services.

We realize that exhibiting in a convention can be complicated. If you need assistance or additional information that is not addressed in this Exhibitor Service Manual (ESM), please contact our Exhibitor Services Department.

We look forward to serving you.

Ways to order:

ONLINE*

Login & Place Orders:

oe.fernexpo.com

FAX*

Send completed forms to:

Fax: 615.256.0490

MAIL

Send completed forms to:

Fern Expo
125 Fernco Drive
Nashville, TN 37207

*Credit Card Transactions Only

show information

112811-102818



EXPOSITION & EVENT SERVICES

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Nashville, TN 37207
Phone: 615.256.0357
Fax: 615.256.0490
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Alabama Music Education Conference

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Discount Deadline:
January 4, 2012

SHOW SERVICES & EQUIPMENT ORDERED

Table with 2 columns: Service Name and Price (\$). Rows include Furniture Rental, Premium Furniture Rental, Carpet Rental, Panelboard Rental, Plants & Floral, Graphics, Cleaning Services*, Display Labor Services‡*, and Material Handling‡*.

CREDIT CARD INFORMATION

Card Type: [] VISA [] MC [] AMEX [] DISC

Card Number: _____

Expiration: _____ / _____

Card Holder's Name: _____

Card Holder's Address: _____

City: _____

State: _____ Zip Code: _____

Cardholder's Signature: [X] _____

By signing this, I agree to payment terms and conditions outlined by Fern Exposition & Event Services listed on the Payment Terms & Conditions Form (TC-03) in this Exhibitor Kit.

CHECK INFORMATION

Check #: _____

Date: _____

Amount: \$ _____

BANK WIRE INFORMATION

Send to: Bank of America, Boston MA, ABA #026009593, Routing #011000138, WCP/Fern Exposition Services LLC Depository, Account #4625100543, SWIFT code - BOFAUS3N. Reference your Company Name/Show Name/and Booth Number. Add \$50.00 for processing wire transfer.

** Credit Card payment only is accepted for Fern Transportation services.

Summary table with 2 columns: Label and Amount (\$). Rows include Sub Total, Sub Total Taxable, Sub Total Non Taxable, Sales Tax 10.000%, and Grand Total.

* Non taxable
‡ Pay Estimated Cost

All orders are subject to the terms and conditions as outlined in Terms & Conditions (TC-01, 02, & 03) in this Exhibitor Service Manual (ESM).

EXHIBITOR INFORMATION

Company Name: _____ Booth#: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Contact Name: _____ Phone: _____

Fax: _____ Email: _____

Signature: _____ Date: _____

payment authorization

112811-102818

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YOU ARE ENTERING A CONTRACT WHICH LIMITS YOUR POSSIBLE RECOVERY IN CASE OF LOSS OR DAMAGE

The terms and conditions set forth below become part of the agreement between FERN and you, the EXHIBITOR (the "Agreement"). Acceptance of said terms and conditions will be construed when any order for service or rental equipment is placed by EXHIBITOR with FERN or when EXHIBITOR'S materials are delivered to FERN'S warehouse or to a show site for which FERN is the official contractor

1. DEFINITIONS. For purpose of this contract, "FERN" means Fern Exposition and Event Services, and their respective employees, directors, officers, agents, assigns, affiliated companies and related entities including, but not limited to, any subcontractors FERN may appoint, The term "EXHIBITOR" means the EXHIBITOR, it's employees, agents, representatives, and any Exhibitor Appointed Contractor ("EAC").

2. FERN'S RESPONSIBILITIES. FERN shall be responsible only for those services which it directly provides. FERN assumes no responsibility for any persons, parties or other contracting firms not under FERN'S direct supervision and control. FERN'S performance hereunder is subject to, and FERN shall not be responsible for loss, delay or damage due to strike, lockouts, work stoppages, natural elements, vandalism, Acts of God, civil disturbances, disruptions in the financial or capital markets, power failures, explosions, acts of terrorism or war, or for any other cause beyond FERN'S reasonable control, nor for ordinary wear and tear in the handling of materials. FERN will provide material handling services as the EXHIBITOR'S agent, not as bailee or shipper, and shall have no responsibility or obligation thereunder and EXHIBITOR accepts responsibility thereof.

3. PACKAGING AND CRATES. FERN shall not be responsible for damage to loose or uncrated materials, pad-wrapped or shrink-wrapped materials, glass breakage, concealed damage, carpets in bags or poly or improperly packed materials. In addition, FERN shall not be responsible for crates and packaging which are unsuitable for handling, in poor condition or have prior damage. Crates and packaging should be of a design to adequately protect contents for handling by forklift and similar means.

4. STORAGE. FERN assumes no liability for loss or damage to crates or containers or the contents therein while containers are in storage.

- **Empty Storage.** Empty container labels will be available at the show site service desk. Affixing labels to the containers is the sole responsibility of the EXHIBITOR or its representatives. All previous labels should be removed or obliterated. FERN assumes no responsibility for EXHIBITOR'S failure to follow the above procedures; removal of containers with old empty labels or without FERN labels; shipping of containers with improper information or empty labels; or the removal or disposition of materials stored in containers with empty labels. It is understood that the labels are used for storage of EMPTY containers only and FERN shall not be liable for loss or damage to any contents while containers are in storage, or for any mislabeled containers.
- **Accessible Storage.** FERN shall have no liability for loss or damage to EXHIBITOR'S materials while in accessible storage. It is understood that storage charges are for the use of the space and are not a form of insurance or a guarantee of security.
- **Cold Storage.** Goods requiring cold storage are stored at EXHIBITOR'S own risk. FERN shall not be liable or responsible for items in cold storage.

5. INBOUND SHIPMENTS. Consistent with trade show industry practices, there may be a lapse of time between delivery of shipments to the booth and the arrival of EXHIBITOR or its representatives, and during such time the material will be left unattended. FERN will not be responsible or liable for any loss, damage, theft, or disappearance of EXHIBITOR'S materials after same have been delivered to EXHIBITOR'S booth at the show site. FERN shall not be liable for shipments received without individual freight bills, such as UPS, FedEx or other carriers who deliver in bulk and do not wait for shipment count and condition to be verified for individual shipments. Such shipments will be subject to verification and correction of count and condition and FERN'S receiving paperwork indicating any exceptions as delivered shall take precedence over shipper's signature of receipt.

6. OUTBOUND SHIPMENTS. Consistent with trade show industry practices, there may be a lapse of time between the completion of packing and the actual pick-up of materials from the booth for loading onto a carrier, and during such time the material will be left unattended. FERN will not be responsible or liable for loading onto a carrier, and during such time the materials before same have been picked up for reloading at the conclusion of the event. FERN recommends that the EXHIBITOR engage security services from the facility or show management. All Material Handling Forms submitted to FERN by EXHIBITOR will be checked at the time of pick-up from the booth and corrections will be made where discrepancies exist between the quantities of items on any form submitted to FERN and the actual count of such items at the booth at the time of pick-up. FERN retains the right to dispose of materials left on the show floor without liability if left unattended, left without labels or not correctly labeled.

7. DELIVERY TO THE CARRIER FOR RELOADING. FERN assumes no responsibility for loss, damage, theft or disappearance of EXHIBITOR'S materials after same have been delivered to EXHIBITOR'S appointed carrier, shipper or agent for transportation after the conclusion of the show. FERN loads materials onto the carrier under directions from the carrier or driver of that carrier. Any loading onto the carrier will be understood to be under the exclusive supervision and control of the carrier or driver of that carrier. FERN assumes no responsibility or liability for loss, damage, theft or disappearance of EXHIBITOR'S materials that is caused by, arises out of or related to improperly loaded materials.

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8. DESIGNATED CARRIERS. In order to expedite removal of materials from show site as required by show management and/or the facility, FERN shall have the authority to change the EXHIBITOR designated carrier if that carrier does not pick-up the shipment at the appointed time. Where no disposition is made by EXHIBITOR, materials may be taken to a warehouse to await EXHIBITOR'S shipping instructions and EXHIBITOR agrees to be responsible for charges relating to such rerouting and handling. In no event shall FERN be responsible for any loss resulting from such rerouting designation.

9. INSURANCE. It is understood that FERN is not an insurer. Insurance on exhibit materials, if any, shall be obtained by the EXHIBITOR, at its sole costs and expense from a third-party insurance provider. EXHIBITOR agrees to provide FERN with a release of subrogation to the extent of any insurance settlement received.

10. CLAIMS FOR LOSS. EXHIBITOR agrees that in order to have a valid claim, notice of loss or damage to materials must be given to FERN or its agent within 24 hours of occurrence of the incident or prior to show close/removal, whichever is later. All claims, must be submitted in writing within 60 days of the Close of the show and include facts sufficient to identify the materials, asserting liability for alleged loss or damage and documentation of a specified or determinable amount of money. All claims reported after 60 days will be rejected. In no event shall suit or action be brought against FERN more than one (1) year after the date of loss or damage occurred. Damage reports, incident reports, inspection reports, notations of shortages or damage on freight bills or other documents do not constitute filing of a claim.

(a) PAYMENT FOR SERVICES MAY NOT BE WITHHELD. In the event of any dispute between EXHIBITOR and FERN relative to any loss, damage or claim, EXHIBITOR shall not be entitled to and shall not withhold payment or any partial payment due FERN for its services as an offset against the amount of any alleged loss or damage. Any claims against FERN shall be considered separate transactions and shall be resolved on their own merits.

(b) MAXIMUM RECOVERY. If found liable for any loss, FERN'S sole and exclusive MAXIMUM liability for loss or damage to EXHIBITOR'S materials and EXHIBITOR'S sole and exclusive remedy is limited to \$.10 (USD) per pound per article with a maximum liability of \$50.00 (USD) per item, or \$1,000 (USD) per shipment, whichever is less.

(c) BREACH OF CONTRACT AND/OR NEGLIGENCE ONLY. FERN'S liability shall be limited to any loss or damage which results solely from FERN'S gross negligence in the actual physical handling of the items compromising the EXHIBITOR'S shipment(s) OR which results from BREACH OF THIS CONTRACT and not for any other type of loss or damage. In no event shall FERN be liable to the EXHIBITOR or to any other party for special, collateral, exemplary, indirect, incidental, consequential or punitive damages. Whether such damages occur either prior or subsequent to, or are alleged as a result of, tortious conduct, failure of the equipment or services of FERN or breach of any of the provisions of this Agreement, regardless of the form of action, whether in contract or in tort, including strict liability and negligence, even if FERN has been advised or has notice of the possibility of such damages, or for any damages caused by EXHIBITOR'S failure to perform EXHIBITOR'S responsibilities. Such excluded damages include but are not limited to loss of profits, loss of use, interruption of business or other consequential or indirect economic issues.

11. DECLARED VALUE. Declarations of declared value are between the EXHIBITOR and the selected carrier ONLY and are in no way an extension of FERN'S maximum liability stated herein. FERN will use commercially reasonable efforts to transmit the declared value instructions to the selected carrier, however, FERN will not be liable for any claim arising from the transmittal of, or failure to transmit, declared value instructions to the carriers, nor for the failure of the carrier to uphold the declared value or any other term of carriage.

12. JURISDICTION. This contract shall be construed under the laws of the State of Ohio without reference to the conflicts of laws principles thereof. FERN and EXHIBITOR hereby consent to the executive jurisdiction and venue of the federal or state courts having jurisdiction over Hamilton County, Ohio for all actions or suits related to the interpretation or enforcement of the Agreement.

13. INDEMNIFICATION. EXHIBITOR agrees to indemnify, defend and forever hold harmless FERN and it's employees, directors, officers and agents from and against any and all demands, claims, causes of action, fines, penalties, damages (including consequential), liabilities, judgments and expenses including but not limited to reasonable attorney's fees and investigation costs on account of personal injury, death, or damage to or loss of property or profits arising out of or contributed by any of the following:

- EXHIBITOR'S negligent supervision of any labor secured through FERN or the negligent supervision of such labor by any of the EXHIBITOR'S employees, agents, representatives, customers, invitees and/or any EAC.
- EXHIBITOR'S negligence, willful misconduct, or deliberate act, or the negligence, willful misconduct, or deliberate act of the EXHIBITOR'S employees, agents, representatives, customers, invitees and/or any EAC at the show or exposition to which this contract relates, including but not limited to the misuse, improper use, unauthorized alteration or negligent handling of FERN'S equipment.
- EXHIBITOR'S violation of federal, state, county or local ordinances.
- EXHIBITOR'S violation of show regulation and/or rules as published and set forth by the facility and/or show management.

14. WAIVER AND RELEASE. EXHIBITOR, as a material part of the consideration to FERN for material handling services, waives and releases all claims against FERN with respect to all matters for which FERN disclaimed liability pursuant to the provisions of this Agreement.



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PAYMENT TERMS - Our terms require 100% payment with order for rentals, services, tax and anticipated freight. The Payment Authorization form with your credit card information for payment of advance and show site orders must be forwarded to Fern in order for us to provide any equipment or services. Full payment of rental charges must accompany your order forms and be received by our office before the deadline date to qualify for the discounted rates. PLEASE NOTE THAT PO'S ARE NOT ACCEPTED AS A FORM OF PAYMENT. All orders received after deadline (indicated on each form) or on show site will be charged at standard rates. A \$20.00 surcharge will be added to your account if any credit charges for services are denied or if any checks are returned.

TERMS: due upon receipt. Unpaid accounts after the day of the show will accrue a service charge of .0575% per day, annual interest rate of 21%. You will be responsible for all fees connected with the collection of your accounts. Credit card information is required for all freight (if applicable), additional services or rental ordered on site which will be invoiced to your credit card. Advance charges may be paid by company check but credit card information is still required. Copies of invoices may be picked up from the Service Desk prior to show closing. No credit will be given after close of event on items or services ordered but not received.

THIRD PARTY BILLING - The exhibiting firm is primarily responsible for the payment of charges. In the event the exhibiting firm has arranged for an exhibit house or other party to handle the exhibitor display and be billed for all services, the exhibiting company will agree to the third party billing if the exhibit house supplies the appropriate credit card information on the Third Party Payment Authorization form. Advance payment in full must accompany the order including estimated labor and drayage charges. By signing the Third Party Payment Authorization form, the exhibitor agrees that they are primarily responsible for payment of charges. In the event the named third party fails to pay all charges, such charges will be paid by the exhibiting firm on demand including any and all fees connected with the collection of this account.



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Discount Deadline:
January 04, 2012

For examples, please refer to the Standard Furniture Brochure.

CHAIRS & STOOLS

| QTY | ITEM # | DESCRIPTION | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|---------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 101 | Armless Side Chair | \$ 59.00 | \$ 79.75 | \$ _____ |
| <input type="checkbox"/> | 103 | Upholstered Armless Chair | \$ 63.25 | \$ 85.50 | \$ _____ |
| <input type="checkbox"/> | 105 | Upholstered Arm Chair | \$ 77.00 | \$ 104.00 | \$ _____ |
| <input type="checkbox"/> | 121 | Swivel Desk Chair | \$ 90.25 | \$ 121.75 | \$ _____ |
| <input type="checkbox"/> | 131 | Stool - Padded with Back | \$ 64.00 | \$ 86.50 | \$ _____ |

PEDESTAL TABLES (Oak Veneer)

24" Diameter ****CANNOT BE SKIRTED****

| QTY | ITEM # | DESCRIPTION | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|---------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 204 | 18"h Pedestal Table | \$ 70.00 | \$ 102.00 | \$ _____ |
| <input type="checkbox"/> | 206 | 30"h Pedestal Table | \$ 104.25 | \$ 152.00 | \$ _____ |
| <input type="checkbox"/> | 208 | 40"h Pedestal Table | \$ 114.25 | \$ 154.25 | \$ _____ |

30" Diameter ****CANNOT BE SKIRTED****

| | | | | | |
|--------------------------|-----|---------------------|-----------|-----------|----------|
| <input type="checkbox"/> | 207 | 18"h Pedestal Table | \$ 87.00 | \$ 127.00 | \$ _____ |
| <input type="checkbox"/> | 215 | 30"h Pedestal Table | \$ 114.25 | \$ 154.25 | \$ _____ |
| <input type="checkbox"/> | 216 | 40"h Pedestal Table | \$ 125.50 | \$ 169.50 | \$ _____ |

36" Diameter ****CANNOT BE SKIRTED****

| | | | | | |
|--------------------------|-----|---------------------|-----------|-----------|----------|
| <input type="checkbox"/> | 209 | 18"h Pedestal Table | \$ 108.00 | \$ 158.00 | \$ _____ |
| <input type="checkbox"/> | 224 | 30"h Pedestal Table | \$ 142.81 | \$ 192.81 | \$ _____ |
| <input type="checkbox"/> | 225 | 40"h Pedestal Table | \$ 156.88 | \$ 211.88 | \$ _____ |

| | | |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|----------|
| <input type="checkbox"/> Yes, I have completed and included the Payment Authorization Form. | Sub Total | \$ _____ |
| If you have any questions or concerns about your invoice, please visit the Fern Exhibitor Service Desk at your show/event prior to leaving. No credits or refunds will be issued after close of the show/event on items and/or services ordered and not received. | Tax 10.000% | \$ _____ |
| | Grand Total | \$ _____ |

*Cancellation after deadline date will be charged at 50% of prevailing rate. Cancellation after installation will be 100% of prevailing rate.
 Requests made after the deadline will be filled, as available, at the standard rate.*

All orders are subject to the terms and conditions as outlined on the Payment Terms & Conditions Form (TC-03) in the Exhibitor Service Manual.

Exhibiting Company Name: _____ Booth # _____

standard furniture rental (chairs & pedestal tables)

112811-102818



EXPOSITION & EVENT SERVICES

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For examples, please refer to the Standard Furniture Brochure.

CHAIRS & STOOLS

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|--------------------------|--------|---------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 101 | Armless Side Chair | \$ 59.00 | \$ 79.75 | \$ _____ |
| <input type="checkbox"/> | 103 | Upholstered Armless Chair | \$ 63.25 | \$ 85.50 | \$ _____ |
| <input type="checkbox"/> | 105 | Upholstered Arm Chair | \$ 77.00 | \$ 104.00 | \$ _____ |
| <input type="checkbox"/> | 121 | Swivel Desk Chair | \$ 90.25 | \$ 121.75 | \$ _____ |
| <input type="checkbox"/> | 131 | Stool - Padded with Back | \$ 64.00 | \$ 86.50 | \$ _____ |

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| <input type="checkbox"/> | 208 | 40"h Pedestal Table | \$ 114.25 | \$ 154.25 | \$ _____ |

30" Diameter ****CANNOT BE SKIRTED****

| | | | | | |
|--------------------------|-----|---------------------|-----------|-----------|----------|
| <input type="checkbox"/> | 207 | 18"h Pedestal Table | \$ 87.00 | \$ 127.00 | \$ _____ |
| <input type="checkbox"/> | 215 | 30"h Pedestal Table | \$ 114.25 | \$ 154.25 | \$ _____ |
| <input type="checkbox"/> | 216 | 40"h Pedestal Table | \$ 125.50 | \$ 169.50 | \$ _____ |

36" Diameter ****CANNOT BE SKIRTED****

| | | | | | |
|--------------------------|-----|---------------------|-----------|-----------|----------|
| <input type="checkbox"/> | 209 | 18"h Pedestal Table | \$ 108.00 | \$ 158.00 | \$ _____ |
| <input type="checkbox"/> | 224 | 30"h Pedestal Table | \$ 142.81 | \$ 192.81 | \$ _____ |
| <input type="checkbox"/> | 225 | 40"h Pedestal Table | \$ 156.88 | \$ 211.88 | \$ _____ |

| | | |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|----------|
| <input type="checkbox"/> Yes, I have completed and included the Payment Authorization Form. | Sub Total | \$ _____ |
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Exhibiting Company Name: _____ Booth # _____

standard furniture rental (chairs & pedestal tables)

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For examples, please refer to the Standard Furniture Brochure.

Choices not indicated will be selected by Fern to coordinate with show colors and size of exhibit.

DISPLAY TABLES - 30" high X 2' wide

| QTY | ITEM # | DESCRIPTION | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|-----------------------------------------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 223 | 4'X30" h table skirted 3 sides (select skirt color below) | \$ 110.00 | \$ 148.50 | \$ _____ |
| <input type="checkbox"/> | 233 | 6'x30" h table skirted 3 sides (select skirt color below) | \$ 140.25 | \$ 189.25 | \$ _____ |
| <input type="checkbox"/> | 253 | 8'x30" h table skirted 3 sides (select skirt color below) | \$ 170.00 | \$ 229.50 | \$ _____ |
| <input type="checkbox"/> | 522 | Drape 4th side of 30"h table | \$ 58.50 | \$ 79.00 | \$ _____ |
| <input type="checkbox"/> | 222 | 4'x30" h table not skirted | \$ 42.50 | \$ 57.50 | \$ _____ |
| <input type="checkbox"/> | 232 | 6'x30" h table not skirted | \$ 55.50 | \$ 75.00 | \$ _____ |
| <input type="checkbox"/> | 252 | 8'x30" h table not skirted | \$ 61.50 | \$ 83.00 | \$ _____ |

Table Skirt Color: black (04) blue (06) gold (08) gray (09) green (10)
 maroon (11) plum (19) red (14) teal (18) white (16)

DISPLAY TABLE COUNTERS - 40" high x 2' wide

| QTY | ITEM # | DESCRIPTION | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|-----------------------------------------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 229 | 4'X40" h table skirted 3 sides (select skirt color below) | \$ 140.25 | \$ 189.25 | \$ _____ |
| <input type="checkbox"/> | 239 | 6'x40" h table skirted 3 sides (select skirt color below) | \$ 166.00 | \$ 224.00 | \$ _____ |
| <input type="checkbox"/> | 259 | 8'x40" h table skirted 3 sides (select skirt color below) | \$ 199.00 | \$ 268.75 | \$ _____ |
| <input type="checkbox"/> | 530 | Drape 4th side of 40"h table | \$ 77.00 | \$ 104.00 | \$ _____ |
| <input type="checkbox"/> | 228 | 4'x40" h table not skirted | \$ 55.25 | \$ 74.50 | \$ _____ |
| <input type="checkbox"/> | 238 | 6'x40" h table not skirted | \$ 71.00 | \$ 95.75 | \$ _____ |
| <input type="checkbox"/> | 252 | 8'x40" h table not skirted | \$ 77.00 | \$ 104.00 | \$ _____ |

Table Skirt Color: black (04) blue (06) gold (08) gray (09) green (10)
 maroon (11) plum (19) red (14) teal (18) white (16)

TABLETOP RISERS - 9" wide

| QTY | ITEM # | DESCRIPTION | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|----------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 270 | 4' Single Step Riser | \$ 25.00 | \$ 33.75 | \$ _____ |
| <input type="checkbox"/> | 272 | 6' Single Step Riser | \$ 39.00 | \$ 52.75 | \$ _____ |
| <input type="checkbox"/> | 274 | 8' Single Step Riser | \$ 55.50 | \$ 75.00 | \$ _____ |
| <input type="checkbox"/> | 281 | 4' Double Step Riser | \$ - | \$ - | \$ _____ |
| <input type="checkbox"/> | 283 | 6' Double Step Riser | \$ - | \$ - | \$ _____ |
| <input type="checkbox"/> | 285 | 8' Double Step Riser | \$ - | \$ - | \$ _____ |

Yes, I have completed and included the Payment Authorization Form.

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| | |
|-------------|----------|
| Sub Total | \$ _____ |
| Tax 10.000% | \$ _____ |
| Grand Total | \$ _____ |

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Exhibiting Company Name: _____ Booth # _____

standard furniture rental (tables & table risers)



EXPOSITION & EVENT SERVICES

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ACCESSORIES

For examples, please refer to the Accessories Brochure.

| QTY | ITEM # | DESCRIPTION | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|----------------------------------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 401 | Wastebasket with Liner | \$ 19.25 | \$ 26.00 | \$ _____ |
| <input type="checkbox"/> | 407 | Easel, Tripod | \$ 32.25 | \$ 47.41 | \$ _____ |
| <input type="checkbox"/> | 430 | Tensa Stanchion | \$ 60.31 | \$ 88.66 | \$ _____ |
| <input type="checkbox"/> | 425 | Chrome Vertical Sign Frame 22"W x 28"H | \$ 40.31 | \$ 63.95 | \$ _____ |
| <input type="checkbox"/> | 479 | 2-Arm Bag Stand | \$ 87.00 | \$ 126.00 | \$ _____ |
| <input type="checkbox"/> | 480 | 4-Arm Bag Stand | \$ 111.00 | \$ 161.00 | \$ _____ |
| <input type="checkbox"/> | 413 | Chrome Clothes Tree | \$ 47.50 | \$ 69.83 | \$ _____ |
| <input type="checkbox"/> | 475 | 2'x8' Grid Panel | \$ 65.00 | \$ 95.00 | \$ _____ |
| <input type="checkbox"/> | 476 | Chrome Grid Legs (for freestanding Grid Panel) | \$ 10.00 | \$ 15.00 | \$ _____ |
| <input type="checkbox"/> | 477 | 4-Way Connectors (to connect multiple Grid Panels) | \$ 2.00 | \$ 3.00 | \$ _____ |
| <input type="checkbox"/> | 478 | 7-way Waterfall (for Grid Panels) | \$ 8.00 | \$ 12.00 | \$ _____ |

CUSTOM BOOTH DRAPING and SKIRTING

For color choices, please refer to the Drape Brochure.

Choices not indicated will be selected by Fern to coordinate with show colors and size of exhibit.

| QTY | ITEM # | DESCRIPTION | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 505 | Vinyl Table Cover | \$ 10.00 | \$ 14.70 | \$ _____ |
| <input type="checkbox"/> | 507 | 30" skirting (per linear foot) Skirt Color: <input type="checkbox"/> black (04) <input type="checkbox"/> blue (06) <input type="checkbox"/> gold (08) <input type="checkbox"/> gray (09) <input type="checkbox"/> green (10) <input type="checkbox"/> maroon (11) <input type="checkbox"/> plum (19) <input type="checkbox"/> red (14) <input type="checkbox"/> teal (18) <input type="checkbox"/> white (16) | \$ 9.75 | \$ 13.15 | \$ _____ |
| <input type="checkbox"/> | 509 | 40" skirting (per linear foot) Skirt Color: <input type="checkbox"/> black (04) <input type="checkbox"/> blue (06) <input type="checkbox"/> gold (08) <input type="checkbox"/> gray (09) <input type="checkbox"/> green (10) <input type="checkbox"/> maroon (11) <input type="checkbox"/> plum (19) <input type="checkbox"/> red (14) <input type="checkbox"/> teal (18) <input type="checkbox"/> white (16) | \$ 12.90 | \$ 17.40 | \$ _____ |
| <input type="checkbox"/> | 541 | Custom Color Siderail Drape, 36" high (per linear foot) Drape Color: <input type="checkbox"/> black (04) <input type="checkbox"/> blue (06) <input type="checkbox"/> gold (08) <input type="checkbox"/> gray (09) <input type="checkbox"/> green (10) <input type="checkbox"/> maroon (11) <input type="checkbox"/> plum (19) <input type="checkbox"/> red (14) <input type="checkbox"/> teal (18) <input type="checkbox"/> white (16) | \$ 12.90 | \$ 17.40 | \$ _____ |
| <input type="checkbox"/> | 543 | Custom Color Background Drape, 8' high (per linear foot) Drape Color: <input type="checkbox"/> black (04) <input type="checkbox"/> blue (06) <input type="checkbox"/> gold (08) <input type="checkbox"/> gray (09) <input type="checkbox"/> green (10) <input type="checkbox"/> maroon (11) <input type="checkbox"/> plum (19) <input type="checkbox"/> red (14) <input type="checkbox"/> teal (18) <input type="checkbox"/> white (16) | \$ 18.95 | \$ 25.60 | \$ _____ |

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| | |
|-------------|----------|
| Sub Total | \$ _____ |
| Tax 10.000% | \$ _____ |
| Grand Total | \$ _____ |

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Exhibiting Company Name: _____ Booth # _____

standard furniture rental (accessories & drape)



EXPOSITION & EVENT SERVICES

125 Fernco Drive
 Nashville, TN 37207
 Phone: 615.256.0357
 Fax: 615.256.0490
 email: nashville@fernexpo.com

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama
 05-11230-12

Discount Deadline:
January 04, 2012

| QTY | ITEM # | DESCRIPTION | DISCOUNT | STANDARD | AMOUNT | |
|--------------------------|--------|-----------------------------------------|-----------|-------------|--------|--------|
| <input type="checkbox"/> | 3401 | LC 8001 Miami Right Arm Unit White | \$ 494.00 | \$ 741.00 | \$ | Page 1 |
| <input type="checkbox"/> | 3402 | LC 8003 Miami Chaise White | \$ 494.00 | \$ 741.00 | \$ | |
| <input type="checkbox"/> | 3403 | LC 8004 Miami Tail Ottoman White | \$ 369.00 | \$ 553.50 | \$ | |
| <input type="checkbox"/> | 3404 | LC 8002 Miami Armless White | \$ 494.00 | \$ 741.00 | \$ | |
| <input type="checkbox"/> | 3405 | LC 8006 Miami Round Ottoman White | \$ 369.00 | \$ 553.50 | \$ | |
| <input type="checkbox"/> | 3406 | LC 6004 Boca Corner Unit White | \$ 369.00 | \$ 553.50 | \$ | Page 2 |
| <input type="checkbox"/> | 3407 | LC 6004B Boca Corner Unit Black | \$ 369.00 | \$ 553.50 | \$ | |
| <input type="checkbox"/> | 3408 | LC 6002 Boca Armless Unit White | \$ 311.00 | \$ 466.50 | \$ | |
| <input type="checkbox"/> | 3409 | LC 6002B Boca Armless Unit Black | \$ 311.00 | \$ 466.50 | \$ | |
| <input type="checkbox"/> | 3410 | LC 6001 Vero High Back Corner White | \$ 431.00 | \$ 646.50 | \$ | |
| <input type="checkbox"/> | 3411 | LC 6000 Vero High Back Armless White | \$ 369.00 | \$ 553.50 | \$ | Page 3 |
| <input type="checkbox"/> | 3412 | LC 800 Malibu Sofa White | \$ 744.00 | \$ 1,116.00 | \$ | |
| <input type="checkbox"/> | 3413 | LC 803 Malibu Sofa Red | \$ 744.00 | \$ 1,116.00 | \$ | |
| <input type="checkbox"/> | 3414 | LC 801 Malibu Chair & Half White | \$ 594.00 | \$ 891.00 | \$ | |
| <input type="checkbox"/> | 3415 | LC 804 Malibu Chair & Half Red | \$ 594.00 | \$ 891.00 | \$ | |
| <input type="checkbox"/> | 3416 | LC 802 Malibu Bench White | \$ 500.00 | \$ 750.00 | \$ | |
| <input type="checkbox"/> | 3417 | LC 805 Malibu Bench Red | \$ 500.00 | \$ 750.00 | \$ | |
| <input type="checkbox"/> | 3418 | LC 603 Barcelona Club Chair White | \$ 456.00 | \$ 684.00 | \$ | |
| <input type="checkbox"/> | 3419 | LC 601 Barcelona Club Chair Red | \$ 456.00 | \$ 684.00 | \$ | |
| <input type="checkbox"/> | 3420 | LC 605 Barcelons Club Chair Black | \$ 456.00 | \$ 684.00 | \$ | |
| <input type="checkbox"/> | 3421 | LC 604 Barcelona Ottoman White | \$ 219.00 | \$ 328.50 | \$ | Page 4 |
| <input type="checkbox"/> | 3422 | LC 602 Barcelona Ottoman Red | \$ 219.00 | \$ 328.50 | \$ | |
| <input type="checkbox"/> | 3423 | LC 606 Barcelona Ottoman Black | \$ 219.00 | \$ 328.50 | \$ | |
| <input type="checkbox"/> | 3424 | LC 612 Paloma Swivel Chair Red | \$ 262.50 | \$ 394.00 | \$ | |
| <input type="checkbox"/> | 3425 | LC 613 Paloma Swivel Chair Charcoal | \$ 262.50 | \$ 394.00 | \$ | |
| <input type="checkbox"/> | 3426 | LC 9031B St. Tropez Arm Chair Black | \$ 437.50 | \$ 656.00 | \$ | |
| <input type="checkbox"/> | 3427 | LC 9031W St. Tropez Arm Chair White | \$ 437.50 | \$ 656.00 | \$ | |
| <input type="checkbox"/> | 3428 | LC 9031Y St. Tropez Arm Chair Yellow | \$ 437.50 | \$ 656.00 | \$ | |
| <input type="checkbox"/> | 3429 | LC 9031R St. Tropez Arm Chair Red | \$ 437.50 | \$ 656.00 | \$ | |
| <input type="checkbox"/> | 3430 | LC 9030B St. Tropez Armless Chair Black | \$ 406.00 | \$ 609.00 | \$ | |

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| | |
|-------------|----|
| Sub Total | \$ |
| Tax 10.000% | \$ |
| Grand Total | \$ |

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Exhibiting Company Name: _____ **Booth #** _____

premium furniture rental

112811-102818



EXPOSITION & EVENT SERVICES

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama
05-11230-12

125 Fernco Drive
Nashville, TN 37207
Phone: 615.256.0357
Fax: 615.256.0490
email: nashville@fernexpo.com

Discount Deadline:
January 04, 2012

| QTY | ITEM # | DESCRIPTION | DISCOUNT | STANDARD | AMOUNT |
|--------------------------|--------|------------------------------------------|-----------|-----------|----------|
| <input type="checkbox"/> | 3431 | LC 9030W St. Tropez Armless Chair White | \$ 406.00 | \$ 609.00 | \$ _____ |
| <input type="checkbox"/> | 3432 | LC 9030Y St. Tropez Armless Chair Yellow | \$ 406.00 | \$ 609.00 | \$ _____ |
| <input type="checkbox"/> | 3433 | LC 9030R St. Tropez Armless Chair Red | \$ 406.00 | \$ 609.00 | \$ _____ |
| <input type="checkbox"/> | 3434 | LC 611 Sausalito Sofa Black | \$ 406.00 | \$ 609.00 | \$ _____ |
| <input type="checkbox"/> | 3435 | LC 609 Sausalito Club Chair Black | \$ 325.00 | \$ 487.50 | \$ _____ |
| <input type="checkbox"/> | 3436 | LC 618 Sausalito Club Chair Cobalt | \$ 381.00 | \$ 571.50 | \$ _____ |
| <input type="checkbox"/> | 3437 | LC 610 Sausalito Loveseat Black | \$ 462.50 | \$ 694.00 | \$ _____ |
| <input type="checkbox"/> | 3438 | LC 303 Princeton Sofa Black | \$ 587.50 | \$ 881.00 | \$ _____ |
| <input type="checkbox"/> | 3439 | LC 301 Princeton Club Chair Black | \$ 425.00 | \$ 637.50 | \$ _____ |
| <input type="checkbox"/> | 3440 | LC 302 Princeton Loveseat Black | \$ 519.00 | \$ 778.50 | \$ _____ |
| <input type="checkbox"/> | 3441 | LC 614 Tribeca Sectional Black | \$ 325.00 | \$ 487.50 | \$ _____ |
| <input type="checkbox"/> | 3442 | LC 615 Tribeca Corner Black | \$ 356.00 | \$ 534.00 | \$ _____ |
| <input type="checkbox"/> | 3443 | LC 616 Tribeca Bench Black | \$ 325.00 | \$ 487.50 | \$ _____ |
| <input type="checkbox"/> | 3444 | LC 403 Cambridge Sofa | \$ 569.00 | \$ 853.50 | \$ _____ |
| <input type="checkbox"/> | 3445 | LC 401 Cambridge Club Chair | \$ 381.00 | \$ 571.50 | \$ _____ |
| <input type="checkbox"/> | 3446 | LC 402 Cambridge Loveseat | \$ 500.00 | \$ 750.00 | \$ _____ |
| <input type="checkbox"/> | 3447 | LC 103 Westchester Sofa | \$ 650.00 | \$ 975.00 | \$ _____ |
| <input type="checkbox"/> | 3448 | LC 101 Westchester Club Chair | \$ 437.50 | \$ 656.00 | \$ _____ |
| <input type="checkbox"/> | 3449 | LC 705 Westchester Ottoman | \$ 219.00 | \$ 628.50 | \$ _____ |
| <input type="checkbox"/> | 3450 | LC 102 Westchestre Loveseat | \$ 569.00 | \$ 853.50 | \$ _____ |
| <input type="checkbox"/> | 3451 | LC 203 Manhattan Sofa Pewter | \$ 575.00 | \$ 862.50 | \$ _____ |
| <input type="checkbox"/> | 3455 | LC 201 Manhattan Club Chair Pewter | \$ 387.50 | \$ 581.00 | \$ _____ |
| <input type="checkbox"/> | 3459 | LC 202 Manhattan Loveseat Pewter | \$ 500.00 | \$ 750.00 | \$ _____ |
| <input type="checkbox"/> | 3463 | LC 608 Pacifica Sofa Plum | \$ 625.00 | \$ 937.50 | \$ _____ |
| <input type="checkbox"/> | 3467 | LC 607 Pacifica Club Chair Plum | \$ 456.00 | \$ 684.00 | \$ _____ |
| <input type="checkbox"/> | 3471 | LC 617 Pacifica Bench Plum | \$ 325.00 | \$ 487.50 | \$ _____ |
| <input type="checkbox"/> | 3475 | FL 102 Floor Lamp Black & Chrome | \$ 162.50 | \$ 244.00 | \$ _____ |
| <input type="checkbox"/> | 3476 | LC 703 Cube Black | \$ 106.00 | \$ 159.00 | \$ _____ |
| <input type="checkbox"/> | 3477 | LC 712 Cube Titan White | \$ 106.00 | \$ 159.00 | \$ _____ |

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Sub Total \$ _____
Tax 10.000% \$ _____
Grand Total \$ _____

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Exhibiting Company Name: _____ Booth # _____

premium furniture rental

112811-102818



EXPOSITION & EVENT SERVICES

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama
05-11230-12

125 Fernco Drive
Nashville, TN 37207
Phone: 615.256.0357
Fax: 615.256.0490
email: nashville@fernexpo.com

Discount Deadline:
January 04, 2012

| QTY | ITEM # | DESCRIPTION | DISCOUNT | STANDARD | AMOUNT |
|--------------------------|--------|----------------------------------|-------------|-------------|----------|
| <input type="checkbox"/> | 3478 | LC 703 Cube Red | \$ 106.00 | \$ 159.00 | \$ _____ |
| <input type="checkbox"/> | 3479 | LC 704 Cube Sunflower | \$ 106.00 | \$ 159.00 | \$ _____ |
| <input type="checkbox"/> | 3480 | LC 701 Cube Concentric Print Red | \$ 106.00 | \$ 159.00 | \$ _____ |
| <input type="checkbox"/> | 3481 | LC 708 Kobe Citrus | \$ 194.00 | \$ 291.00 | \$ _____ |
| <input type="checkbox"/> | 3482 | LC 706 Kobe Black | \$ 194.00 | \$ 291.00 | \$ _____ |
| <input type="checkbox"/> | 3483 | LC 707 Kobe Plum | \$ 194.00 | \$ 291.00 | \$ _____ |
| <input type="checkbox"/> | 3484 | LC 709 Kobe Tangerine | \$ 194.00 | \$ 291.00 | \$ _____ |
| <input type="checkbox"/> | 3485 | TO 601 Sterling Coffee Table | \$ 206.00 | \$ 309.00 | \$ _____ |
| <input type="checkbox"/> | 3486 | TO 602 Sterling End Table | \$ 194.00 | \$ 291.00 | \$ _____ |
| <input type="checkbox"/> | 3487 | TO 501 Hampton Coffee Table | \$ 212.50 | \$ 319.00 | \$ _____ |
| <input type="checkbox"/> | 3488 | TO 502 Hampton End Table | \$ 206.00 | \$ 309.00 | \$ _____ |
| <input type="checkbox"/> | 3489 | TO 101 Westchester Coffee Table | \$ 219.00 | \$ 328.50 | \$ _____ |
| <input type="checkbox"/> | 3490 | TO 102 Westchester End Table | \$ 200.00 | \$ 300.00 | \$ _____ |
| <input type="checkbox"/> | 3491 | TO 401 Hamilton Coffee Table | \$ 225.00 | \$ 337.50 | \$ _____ |
| <input type="checkbox"/> | 3492 | TO 402 Hamilton End Table | \$ 231.00 | \$ 346.50 | \$ _____ |
| <input type="checkbox"/> | 3493 | TO 201 Princeton Coffee Table | \$ 212.50 | \$ 319.00 | \$ _____ |
| <input type="checkbox"/> | 3494 | TO 202 Princeton End Table | \$ 206.00 | \$ 309.00 | \$ _____ |
| <input type="checkbox"/> | 3495 | TO 605 Cube Table Black 24x24x21 | \$ 294.00 | \$ 441.00 | \$ _____ |
| <input type="checkbox"/> | 3497 | TO 603 Cube Table Black 24x24x16 | \$ 237.50 | \$ 356.00 | \$ _____ |
| <input type="checkbox"/> | 3499 | TO 604 Cube Table Black 30x30x16 | \$ 275.00 | \$ 412.50 | \$ _____ |
| <input type="checkbox"/> | 3501 | LB 3005 LED Buffet Table | \$ 1,249.00 | \$ 1,973.50 | \$ _____ |
| <input type="checkbox"/> | 3502 | LB 3003 LED Communal Table | \$ 1,499.00 | \$ 2,248.50 | \$ _____ |
| <input type="checkbox"/> | 3503 | LB 3000 LED Light Bar | \$ 1,244.00 | \$ 1,866.00 | \$ _____ |
| <input type="checkbox"/> | 3504 | LB 3001 High Bar Table | \$ 869.00 | \$ 1,303.50 | \$ _____ |
| <input type="checkbox"/> | 3505 | AC 112B Bar Black | \$ 337.50 | \$ 506.00 | \$ _____ |
| <input type="checkbox"/> | 3506 | AC 112W Bar White | \$ 337.50 | \$ 506.00 | \$ _____ |
| <input type="checkbox"/> | 3507 | AC 201 Extension Bar | \$ 431.00 | \$ 646.50 | \$ _____ |
| <input type="checkbox"/> | 3508 | AC 200 Corner Bar | \$ 431.00 | \$ 646.50 | \$ _____ |
| <input type="checkbox"/> | 3509 | SB 202 Silk Back Bar Stool | \$ 187.50 | \$ 281.00 | \$ _____ |
| <input type="checkbox"/> | 3510 | SC 203 Bombe Bar Stool | \$ 212.50 | \$ 319.00 | \$ _____ |

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| | | |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|----------|
| <input type="checkbox"/> Yes, I have completed and included the Payment Authorization Form. | Sub Total | \$ _____ |
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| | Grand Total | \$ _____ |

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Exhibiting Company Name: _____ Booth # _____

premium furniture rental

112811-102818



EXPOSITION & EVENT SERVICES

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama

05-11230-12

125 Fernco Drive
 Nashville, TN 37207
 Phone: 615.256.0357
 Fax: 615.256.0490
 email: nashville@fernexpo.com

Discount Deadline:
January 04, 2012

| QTY | ITEM # | DESCRIPTION | DISCOUNT | STANDARD | AMOUNT |
|--------------------------|--------|------------------------------------------------|-----------|-----------|----------|
| <input type="checkbox"/> | 3511 | SB 208 Trave Bar Stool | \$ 212.50 | \$ 319.00 | \$ _____ |
| <input type="checkbox"/> | 3512 | SB 201 Lennox Bar Stool | \$ 212.50 | \$ 319.00 | \$ _____ |
| <input type="checkbox"/> | 3513 | SB 204 Euro Black Bar Stool | \$ 187.50 | \$ 281.00 | \$ _____ |
| <input type="checkbox"/> | 3514 | SB 209 Park Ave Bar Stool | \$ 200.00 | \$ 300.00 | \$ _____ |
| <input type="checkbox"/> | 3515 | SB 505W Hourglass Bar Stool White | \$ 206.00 | \$ 309.00 | \$ _____ |
| <input type="checkbox"/> | 3516 | SB 505B Hourglass Bar Stool Black | \$ 206.00 | \$ 309.00 | \$ _____ |
| <input type="checkbox"/> | 3517 | SB 501W Napa Stool | \$ 200.00 | \$ 300.00 | \$ _____ |
| <input type="checkbox"/> | 3518 | SD 100 Drafting Stool with arms | \$ 219.00 | \$ 328.50 | \$ _____ |
| <input type="checkbox"/> | 3519 | SD 101 Drafting Stool without arms | \$ 212.50 | \$ 319.00 | \$ _____ |
| <input type="checkbox"/> | 3520 | CH 800W Panton Chair White | \$ 156.00 | \$ 234.00 | \$ _____ |
| <input type="checkbox"/> | 3521 | CH 800B Panton Chair Black | \$ 156.00 | \$ 234.00 | \$ _____ |
| <input type="checkbox"/> | 3522 | CH 307 Silk Black Chair without arms | \$ 119.00 | \$ 178.50 | \$ _____ |
| <input type="checkbox"/> | 3523 | CH 308 Silk Black Chair with arms | \$ 125.00 | \$ 187.50 | \$ _____ |
| <input type="checkbox"/> | 3524 | CH 301 Euro Black Chair without arms | \$ 106.00 | \$ 159.00 | \$ _____ |
| <input type="checkbox"/> | 3525 | CH 302 Euro Black Chair with arms | \$ 112.50 | \$ 169.00 | \$ _____ |
| <input type="checkbox"/> | 3526 | CH 308 Euro Maple Chair | \$ 150.00 | \$ 225.00 | \$ _____ |
| <input type="checkbox"/> | 3527 | CH 311 Park Ave Café Chair | \$ 175.00 | \$ 262.50 | \$ _____ |
| <input type="checkbox"/> | 3528 | CH 900 Queen Anne Chair | \$ 162.50 | \$ 244.00 | \$ _____ |
| <input type="checkbox"/> | 3529 | CH 904 Traditional Mahogany Chair | \$ 237.50 | \$ 356.00 | \$ _____ |
| <input type="checkbox"/> | 3530 | CH 905 Traditional Mahogany Chair with casters | \$ 244.00 | \$ 366.00 | \$ _____ |
| <input type="checkbox"/> | 3531 | CH 907 Parson Chair | \$ 162.50 | \$ 244.00 | \$ _____ |
| <input type="checkbox"/> | 3532 | TB 103 Lennox Bar Table | \$ 256.00 | \$ 384.00 | \$ _____ |
| <input type="checkbox"/> | 3533 | TB 102 Bombe Bar Table | \$ 294.00 | \$ 441.00 | \$ _____ |
| <input type="checkbox"/> | 3534 | TB 206 Silk Bar Table 30"d | \$ 212.50 | \$ 319.00 | \$ _____ |
| <input type="checkbox"/> | 3535 | TB 207 Silk Bar Table 36"d | \$ 219.00 | \$ 328.50 | \$ _____ |
| <input type="checkbox"/> | 3536 | TB 100 Trave Bar Table | \$ 294.00 | \$ 441.00 | \$ _____ |
| <input type="checkbox"/> | 3537 | TC 504 Euro Chrome Bar Table Black 30" | \$ 212.50 | \$ 319.00 | \$ _____ |
| <input type="checkbox"/> | 3539 | TC 505 Euro Chrome Bar Table Black 36" | \$ 219.00 | \$ 328.50 | \$ _____ |
| <input type="checkbox"/> | 3541 | TC 108 Euro Chrome Bar Table Black 42" | \$ 225.00 | \$ 337.50 | \$ _____ |

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| | |
|-------------|----------|
| Sub Total | \$ _____ |
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Exhibiting Company Name: _____ Booth # _____

premium furniture rental

112811-102818



EXPOSITION & EVENT SERVICES

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama
05-11230-12

125 Fernco Drive
Nashville, TN 37207
Phone: 615.256.0357
Fax: 615.256.0490
email: nashville@fernexpo.com

Discount Deadline:
January 04, 2012

| QTY | ITEM # | DESCRIPTION | DISCOUNT | STANDARD | AMOUNT |
|--------------------------|--------|-------------------------------------------|-----------|-----------|----------|
| <input type="checkbox"/> | 3543 | TC 502 Euro Black Café Table 30" | \$ 212.50 | \$ 319.00 | \$ _____ |
| <input type="checkbox"/> | 3545 | TC 503 Euro Black Café Table 36" | \$ 219.00 | \$ 328.50 | \$ _____ |
| <input type="checkbox"/> | 3547 | TC 107 Euro Black Café Table 42" | \$ 225.00 | \$ 337.50 | \$ _____ |
| <input type="checkbox"/> | 3549 | TB 204 Euro Black Bar Table 30" | \$ 212.50 | \$ 319.00 | \$ _____ |
| <input type="checkbox"/> | 3551 | TB 205 Euro Black Bar Table 36" | \$ 219.00 | \$ 328.50 | \$ _____ |
| <input type="checkbox"/> | 3553 | TC 500 Park Ave Café Table 30" | \$ 200.00 | \$ 300.00 | \$ _____ |
| <input type="checkbox"/> | 3554 | TC 501 Park Ave Café Table 36" | \$ 206.00 | \$ 309.00 | \$ _____ |
| <input type="checkbox"/> | 3555 | TB 200 Park Ave Bar Table 30" | \$ 212.50 | \$ 319.00 | \$ _____ |
| <input type="checkbox"/> | 3556 | TB 201 Park Ave Bar Table 36" | \$ 219.00 | \$ 328.50 | \$ _____ |
| <input type="checkbox"/> | 3557 | TC 102 Euro Maple Café Table | \$ 244.00 | \$ 366.00 | \$ _____ |
| <input type="checkbox"/> | 3558 | BC 121 Carmel Etageres | \$ 519.00 | \$ 778.50 | \$ _____ |
| <input type="checkbox"/> | 3559 | CH 200 Conference Chair Mid Back | \$ 212.50 | \$ 319.00 | \$ _____ |
| <input type="checkbox"/> | 3560 | CH 201 Conference Chair High Back | \$ 225.00 | \$ 337.50 | \$ _____ |
| <input type="checkbox"/> | 3561 | CH 202 Conference Chair Sled Base | \$ 200.00 | \$ 300.00 | \$ _____ |
| <input type="checkbox"/> | 3562 | CH 100 Conference Chair Leather Mid Back | \$ 237.50 | \$ 356.00 | \$ _____ |
| <input type="checkbox"/> | 3563 | CH 101 Conference Chair Leather High Back | \$ 281.00 | \$ 421.50 | \$ _____ |
| <input type="checkbox"/> | 3564 | CH 102 Conference Chair Leather Sled Base | \$ 231.00 | \$ 346.50 | \$ _____ |
| <input type="checkbox"/> | 3565 | CH 400 Task Chair with arms | \$ 162.50 | \$ 244.00 | \$ _____ |
| <input type="checkbox"/> | 3566 | CH 401 Task Chair without arms | \$ 169.00 | \$ 253.50 | \$ _____ |
| <input type="checkbox"/> | 3567 | CH 203 Conference Gray High Back | \$ 225.00 | \$ 337.50 | \$ _____ |
| <input type="checkbox"/> | 3568 | CH 908 Traditional Mahogany Leather Chair | \$ 294.00 | \$ 441.00 | \$ _____ |
| <input type="checkbox"/> | 3569 | TC 600 Conference Table 6' Maple | \$ 519.00 | \$ 778.50 | \$ _____ |
| <input type="checkbox"/> | 3570 | TC 601 Conferenec Table 8' Maple | \$ 562.50 | \$ 844.00 | \$ _____ |
| <input type="checkbox"/> | 3571 | TC 312 Conference Table 6' Black | \$ 519.00 | \$ 778.50 | \$ _____ |
| <input type="checkbox"/> | 3572 | TC 307 Conference Table 6' Mahogany | \$ 519.00 | \$ 778.50 | \$ _____ |
| <input type="checkbox"/> | 3573 | TC 309 Conference Table 6' Black | \$ 519.00 | \$ 778.50 | \$ _____ |
| <input type="checkbox"/> | 3574 | TC 302 Conference Table 8' Mahogany | \$ 562.50 | \$ 844.00 | \$ _____ |
| <input type="checkbox"/> | 3575 | TC 303 Conference Table 8' Black | \$ 562.50 | \$ 844.00 | \$ _____ |
| <input type="checkbox"/> | 3576 | TC 301 Conference Table 10' Black | \$ 650.00 | \$ 975.00 | \$ _____ |

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Sub Total \$ _____
 Tax 10.000% \$ _____
 Grand Total \$ _____

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Exhibiting Company Name: _____ Booth # _____

premium furniture rental

112811-102818



EXPOSITION & EVENT SERVICES

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama

05-11230-12

125 Fernco Drive
 Nashville, TN 37207
 Phone: 615.256.0357
 Fax: 615.256.0490
 email: nashville@fernexpo.com

Discount Deadline:
January 04, 2012

| QTY | ITEM # | DESCRIPTION | DISCOUNT | STANDARD | AMOUNT |
|--------------------------|--------|-----------------------------------------|-----------|-----------|----------|
| <input type="checkbox"/> | 3577 | TC 104 Queen Anne Conference Table | \$ 469.00 | \$ 703.50 | \$ _____ |
| <input type="checkbox"/> | 3578 | DE 601 Queen Anne Writing Desk | \$ 362.50 | \$ 544.00 | \$ _____ |
| <input type="checkbox"/> | 3579 | TG 400 Chrome & Glass Table 5' | \$ 475.00 | \$ 712.50 | \$ _____ |
| <input type="checkbox"/> | 3580 | TG 403 Chrome & Glass Table 42" | \$ 344.00 | \$ 516.00 | \$ _____ |
| <input type="checkbox"/> | 3581 | TG 401 Trestle Table 4' | \$ 350.00 | \$ 525.00 | \$ _____ |
| <input type="checkbox"/> | 3582 | TG 402 Trestle Table 32'd | \$ 325.00 | \$ 487.50 | \$ _____ |
| <input type="checkbox"/> | 3583 | PE 100 Storage Pedestal Black | \$ 456.00 | \$ 684.00 | \$ _____ |
| <input type="checkbox"/> | 3584 | PE 105 Storage Pedestal Gray | \$ 456.00 | \$ 684.00 | \$ _____ |
| <input type="checkbox"/> | 3585 | PE 110 Storage Pedestal White | \$ 456.00 | \$ 684.00 | \$ _____ |
| <input type="checkbox"/> | 3586 | TC 700 Computer Counter | \$ 219.00 | \$ 328.50 | \$ _____ |
| <input type="checkbox"/> | 3587 | TC 701 Computer Desk | \$ 206.00 | \$ 309.00 | \$ _____ |
| <input type="checkbox"/> | 3588 | BC 103 Bookcase Gray | \$ 406.00 | \$ 609.00 | \$ _____ |
| <input type="checkbox"/> | 3589 | CR 100 Credenza Gray | \$ 462.50 | \$ 694.00 | \$ _____ |
| <input type="checkbox"/> | 3590 | DE 102 Desk Gray | \$ 469.00 | \$ 703.50 | \$ _____ |
| <input type="checkbox"/> | 3591 | CR 212 Credenza Maple | \$ 562.50 | \$ 844.00 | \$ _____ |
| <input type="checkbox"/> | 3592 | DE 136 Single Pedestal Desk Maple | \$ 587.50 | \$ 881.00 | \$ _____ |
| <input type="checkbox"/> | 3593 | DE 131 Double Pedestal Desk Maple | \$ 594.00 | \$ 891.00 | \$ _____ |
| <input type="checkbox"/> | 3594 | LF 206 Lateral File Maple | \$ 394.00 | \$ 591.00 | \$ _____ |
| <input type="checkbox"/> | 3595 | CR 205 Credenza Walnut | \$ 562.50 | \$ 844.00 | \$ _____ |
| <input type="checkbox"/> | 3596 | DE 206 Double Pedestal Desk Walnut | \$ 525.00 | \$ 787.50 | \$ _____ |
| <input type="checkbox"/> | 3597 | DE 201 Exec Double Pedestal Desk Walnut | \$ 575.00 | \$ 862.50 | \$ _____ |
| <input type="checkbox"/> | 3598 | FL 204 Lateral File Walnut | \$ 387.50 | \$ 581.00 | \$ _____ |
| <input type="checkbox"/> | 3599 | BC 107 Bookcase Mahogany | \$ 562.50 | \$ 844.00 | \$ _____ |
| <input type="checkbox"/> | 3661 | BC 109 Bookcase Walnut | \$ 425.00 | \$ 637.50 | \$ _____ |
| <input type="checkbox"/> | 3662 | CR 301 Credenza Mahogany | \$ 619.00 | \$ 928.50 | \$ _____ |
| <input type="checkbox"/> | 3663 | DE 300 Double Pedestal Desk Mahogany | \$ 619.00 | \$ 928.50 | \$ _____ |
| <input type="checkbox"/> | 3664 | LF 101 Lateral 2 Drawer File Gray | \$ 500.00 | \$ 750.00 | \$ _____ |
| <input type="checkbox"/> | 3665 | LF 106 Lateral 2 Drawer File Black | \$ 356.00 | \$ 534.00 | \$ _____ |
| <input type="checkbox"/> | 3666 | AC 111 Refrigerator Small | \$ 362.50 | \$ 544.00 | \$ _____ |

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 Tax 10.000% _____
 Grand Total _____

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Exhibiting Company Name: _____ Booth # _____

premium furniture rental

112811-102818



EXPOSITION & EVENT SERVICES

125 Fernco Drive
 Nashville, TN 37207
 Phone: 615.256.0357
 Fax: 615.256.0490
 email: nashville@fernexpo.com

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama

05-11230-12

Discount Deadline:
January 04, 2012

| QTY | ITEM # | DESCRIPTION | DISCOUNT | STANDARD | AMOUNT |
|--------------------------|--------|-------------------------------------|-----------|-----------|----------|
| <input type="checkbox"/> | 3667 | PE 101 Pedestal Black 14x14x42 | \$ 231.00 | \$ 346.50 | _____ |
| <input type="checkbox"/> | 3668 | PE 102 Pedestal Black 14x14x36 | \$ 250.00 | \$ 376.00 | _____ |
| <input type="checkbox"/> | 3669 | PE 103 Pedestal Black 14x14x30 | \$ 294.00 | \$ 441.00 | \$ _____ |
| <input type="checkbox"/> | 3670 | PE 107 Pedestal Gray 14x14x42 | \$ 300.00 | \$ 450.00 | \$ _____ |
| <input type="checkbox"/> | 3671 | PE 107 Pedestal Gray 14x14x36 | \$ 256.00 | \$ 384.00 | \$ _____ |
| <input type="checkbox"/> | 3672 | PE 108 Pedestal Gray 14x14x30 | \$ 231.00 | \$ 346.50 | \$ _____ |
| <input type="checkbox"/> | 3673 | PE 111 Pedestal White 14x14x42 | \$ 300.00 | \$ 450.00 | \$ _____ |
| <input type="checkbox"/> | 3674 | PE 112 Pedestal White 14x14x36 | \$ 256.00 | \$ 384.00 | \$ _____ |
| <input type="checkbox"/> | 3675 | PE 113 Pedestal White 14x14x30 | \$ 231.00 | \$ 346.50 | \$ _____ |
| <input type="checkbox"/> | 3676 | PE 104 Pedestal Black 24x24x36 | \$ 362.50 | \$ 544.00 | \$ _____ |
| <input type="checkbox"/> | 3677 | PE 109 Pedestal Gray 24x24x36 | \$ 362.50 | \$ 544.00 | \$ _____ |
| <input type="checkbox"/> | 3678 | PE 114 Pedestal White 24x24x36 | \$ 362.50 | \$ 544.00 | \$ _____ |
| <input type="checkbox"/> | 3679 | SR 100 Stanchion Chrome | \$ 75.00 | \$ 112.50 | \$ _____ |
| <input type="checkbox"/> | 3680 | SR 101 Stanchion Rope 6' | \$ 62.50 | \$ 94.00 | \$ _____ |
| <input type="checkbox"/> | 3681 | AC 100 Coat Tree | \$ 112.50 | \$ 169.00 | \$ _____ |
| <input type="checkbox"/> | 3682 | ED 100 Easal Wood | \$ 112.50 | \$ 169.00 | \$ _____ |
| <input type="checkbox"/> | 3683 | AC 104 Literature Rack Black | \$ 162.50 | \$ 244.00 | \$ _____ |
| <input type="checkbox"/> | 3684 | TO 303 Metropolitan Console Table | \$ 244.00 | \$ 366.00 | \$ _____ |
| <input type="checkbox"/> | 3685 | TO 302 Metropolitan End Table | \$ 200.00 | \$ 300.00 | \$ _____ |
| <input type="checkbox"/> | 3686 | TO 301 Metropolitan Coffee Table | \$ 219.00 | \$ 328.50 | \$ _____ |
| <input type="checkbox"/> | 3687 | AC 108 Literature Stand Silver | \$ 175.00 | \$ 262.50 | \$ _____ |
| <input type="checkbox"/> | 3688 | VF 202 Vertical File 4 Drawer Black | \$ 356.00 | \$ 534.00 | \$ _____ |
| <input type="checkbox"/> | 3689 | VF 203 Vertical File 4 Drawer Gray | \$ 356.00 | \$ 534.00 | \$ _____ |
| <input type="checkbox"/> | 3690 | VF 200 Vertical File 2 Drawer Black | \$ 181.00 | \$ 271.50 | \$ _____ |
| <input type="checkbox"/> | 3691 | VF 201 Vertical File 2 Drawer Gray | \$ 181.00 | \$ 271.50 | \$ _____ |
| <input type="checkbox"/> | 3692 | FL 100 Corona Floor Lamp | \$ 175.00 | \$ 262.50 | \$ _____ |
| <input type="checkbox"/> | 3693 | TL 100 Corona Table Lamp | \$ 100.00 | \$ 150.00 | \$ _____ |
| <input type="checkbox"/> | 3694 | TL 101 Rialto Table Lamp | \$ 100.00 | \$ 150.00 | \$ _____ |
| <input type="checkbox"/> | 3695 | FL 101 Floor Lamp Chrome/Frosted | \$ 175.00 | \$ 262.50 | \$ _____ |

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premium furniture rental

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| Tax 10.000% | \$ _____ |
| Grand Total | \$ _____ |

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Exhibiting Company Name: _____ Booth # _____

112811-102818



EXPOSITION & EVENT SERVICES

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Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama
 05-11230-12

Discount Deadline:
January 04, 2012

For color choices, please refer to the Carpet Brochure.

CUSTOM PLUSH CARPET (requires a minimum order of 100 sq. ft.)

- Berry (51)
 Blue Mist (68)
 Burgundy (48)
 Charcoal (66)
 Cherry Red (46)
 Colony Blue (62)
 Ebony (47)
 Emerald (67)
 French Beige (65)
 Gray Pearl (64)
 Mocha (61)
 White (63)

Custom Plush carpet is an upgraded 34 oz. carpet in 12 decorator colors. Custom Plush carpet price includes laying, trimming, seaming, wastage, edge taping, rental and removal of carpet specifically cut to your exact measurements. Order must be received by Discount Deadline in order to ensure availability of color selection.

CUSTOM PLUSH CARPET PACKAGE

Custom Plush Carpet Package includes carpet and padding

| QTY | ITEM # | DESCRIPTION | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|-----------------------------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 335 | 10 ft. x 10 ft. Custom Plush Carpet & Padding | \$ 271.50 | \$ 366.50 | \$ _____ |
| <input type="checkbox"/> | 336 | 10 ft. x 20 ft. Custom Plush Carpet & Padding | \$ 543.00 | \$ 733.00 | \$ _____ |
| <input type="checkbox"/> | 337 | 10 ft. x 30 ft. Custom Plush Carpet & Padding | \$ 814.25 | \$ 1,099.25 | \$ _____ |
| <input type="checkbox"/> | 338 | 10 ft. x 40 ft. Custom Plush Carpet & Padding | \$ 1,085.75 | \$ 1,465.75 | \$ _____ |

CUSTOM PLUSH CARPET ONLY

| QTY | ITEM # | DESCRIPTION | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|-------------------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 331 | 10 ft. x 10 ft. Custom Plush Carpet | \$ 201.75 | \$ 272.25 | \$ _____ |
| <input type="checkbox"/> | 332 | 10 ft. x 20 ft. Custom Plush Carpet | \$ 403.50 | \$ 544.75 | \$ _____ |
| <input type="checkbox"/> | 333 | 10 ft. x 30 ft. Custom Plush Carpet | \$ 605.25 | \$ 817.00 | \$ _____ |
| <input type="checkbox"/> | 334 | 10 ft. x 30 ft. Custom Plush Carpet | \$ 807.00 | \$ 1,089.50 | \$ _____ |

COMPLETE AREA (requires a minimum order of 100 sq. ft.)

Please select option(s) below and calculate square footage.

Prices below are per sq. ft.

| QTY | ITEM # | DESCRIPTION | SQUARE FOOTAGE | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|---------------------|---------------------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 328 | Custom Plush Carpet | _____ ft. x _____ ft. = _____ sq. ft. | \$ 3.40 | \$ 5.00 | \$ _____ |
| <input type="checkbox"/> | 350 | Padded Area Size | _____ ft. x _____ ft. = _____ sq. ft. | \$ 0.81 | \$ 1.17 | \$ _____ |
| <input type="checkbox"/> | 360 | Plastic Covering | _____ ft. x _____ ft. = _____ sq. ft. | \$ 0.16 | \$ 0.23 | \$ _____ |

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Exhibiting Company Name: _____ Booth # _____

custom plush carpet rental

112811-102818



EXPOSITION & EVENT SERVICES

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama
05-11230-12

125 Fernco Drive
Nashville, TN 37207
Phone: 615.256.0357
Fax: 615.256.0490
email: nashville@fernexpo.com

Discount Deadline:
January 04, 2012

For color choices, please refer to the Carpet Brochure.

STANDARD CARPET

- Black (04) Blue (06) Gray (09) Madison (80)
 Maroon (11) Plum (19) Red (14) Seafoam (20)

Standard carpet is a 13 oz. carpet available in 8 colors in 9 ft. width. Standard carpet price includes rental, installation, removal and front edge taping only. If additional color options are desired, refer to the Custom Plush Carpet Rental form.

STANDARD CARPET PACKAGE

Standard Carpet Package includes carpet & padding

| QTY | ITEM # | DESCRIPTION | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|------------------------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 309 | 9 ft. x 10 ft. Standard Carpet & Padding | \$ 204.50 | \$ 276.00 | \$ _____ |
| <input type="checkbox"/> | 310 | 9 ft. x 20 ft. Standard Carpet & Padding | \$ 409.00 | \$ 552.25 | \$ _____ |
| <input type="checkbox"/> | 311 | 9 ft. x 30 ft. Standard Carpet & Padding | \$ 613.50 | \$ 828.25 | \$ _____ |
| <input type="checkbox"/> | 312 | 9 ft. x 40 ft. Standard Carpet & Padding | \$ 818.00 | \$ 1,104.05 | \$ _____ |

STANDARD CARPET ONLY

| QTY | ITEM # | DESCRIPTION | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|--------------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 301 | 9 ft. x 10 ft. Standard Carpet | \$ 139.00 | \$ 201.70 | \$ _____ |
| <input type="checkbox"/> | 302 | 9 ft. x 20 ft. Standard Carpet | \$ 278.00 | \$ 403.01 | \$ _____ |
| <input type="checkbox"/> | 303 | 9 ft. x 30 ft. Standard Carpet | \$ 417.00 | \$ 605.00 | \$ _____ |
| <input type="checkbox"/> | 304 | 9 ft. x 40 ft. Standard Carpet | \$ 556.00 | \$ 806.00 | \$ _____ |

COMPLETE AREA (requires a minimum order of 100 sq. ft.)

Please select option(s) below and calculate square footage.

Prices below are per sq. ft.

| QTY | ITEM # | DESCRIPTION | SQUARE FOOTAGE | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|------------------|---------------------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 314 | Standard Carpet | _____ ft. x _____ ft. = _____ sq. ft. | \$ 3.00 | \$ 4.00 | \$ _____ |
| <input type="checkbox"/> | 350 | Padded Area Size | _____ ft. x _____ ft. = _____ sq. ft. | \$ 0.81 | \$ 1.17 | \$ _____ |
| <input type="checkbox"/> | 360 | Plastic Covering | _____ ft. x _____ ft. = _____ sq. ft. | \$ 0.16 | \$ 0.23 | \$ _____ |

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Exhibiting Company Name: _____ Booth # _____

standard carpet rental

112811-102818

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama

05-11230-12

Discount Deadline:
January 04, 2012

FLORAL and PLANTS

Charges listed include delivery to your booth, rental (not sale) during the event and removal. All floral is provided on a 7 day or less rental basis. Any floral missing at time of pick-up will be invoiced at prevailing replacement cost in addition to rental rates.

POTTED PLANTS - Please select color or type

| QTY | ITEM # | DESCRIPTION | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|----------------------------------------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 1502 | Bromeliads - Select color: Red / Orange / Pink | \$ 35.00 | \$ 47.00 | \$ _____ |
| <input type="checkbox"/> | 1503 | Chrysanthemums - Select color: White / Yellow / Lavender | \$ 39.00 | \$ 51.00 | \$ _____ |
| <input type="checkbox"/> | 1505 | Ferns - Select type: Floor / Hanging | \$ 46.00 | \$ 59.00 | \$ _____ |
| <input type="checkbox"/> | 1549 | Ivy | \$ 43.75 | \$ 55.75 | \$ _____ |
| <input type="checkbox"/> | 1506 | Seasonal Flowering Plants Please specify: _____ | \$ 49.00 | \$ 63.00 | \$ _____ |

TROPICAL GREEN PLANT - Please select size and shape

| QTY | ITEM # | DESCRIPTION | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|---------------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 1507 | 3 FT - Select type: Slim / Full | \$ 57.00 | \$ 74.00 | \$ _____ |
| <input type="checkbox"/> | 1509 | 4 FT - Select type: Slim / Full | \$ 65.00 | \$ 85.00 | \$ _____ |
| <input type="checkbox"/> | 1511 | 5 FT - Select type: Slim / Full | \$ 82.00 | \$ 106.00 | \$ _____ |
| <input type="checkbox"/> | 1513 | 6 FT - Select type: Slim / Full | \$ 98.00 | \$ 127.00 | \$ _____ |
| <input type="checkbox"/> | 1515 | 7 FT - Select type: Slim / Full | \$ 147.00 | \$ 191.00 | \$ _____ |

FRESH CUT FLOWER ARRANGEMENTS - Please select size and specify color

| QTY | ITEM # | DESCRIPTION | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|----------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 1545 | Small - Color _____ | \$ 65.00 | \$ 77.00 | \$ _____ |
| <input type="checkbox"/> | 1546 | Medium - Color _____ | \$ 77.00 | \$ 89.00 | \$ _____ |
| <input type="checkbox"/> | 1548 | Large - Color _____ | \$ 95.00 | \$ 107.00 | \$ _____ |

FLORAL PACKAGES

| QTY | ITEM # | DESCRIPTION | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|-------------------------------------------------------------------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 1521 | Floral Package A - Two 3' Tropical Green Plants and One Flowering Plant | \$ 149.00 | \$ 161.00 | \$ _____ |
| <input type="checkbox"/> | 1523 | Floral Package B - Two 3' and One 4' Tropical Green Plants, and One Flowering Plant | \$ 214.00 | \$ 226.00 | \$ _____ |

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| | |
|-------------|----------|
| Sub Total | \$ _____ |
| Tax 10.000% | \$ _____ |
| Grand Total | \$ _____ |

No refunds on orders cancelled after the deadline date.

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Exhibiting Company Name: _____ Booth # _____

floral & plant rental

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama

05-11230-12

Discount Deadline:
January 04, 2012

BULLETIN BOARDS

| QTY | ITEM # | DESCRIPTION | STYLE (Please circle selection) | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|----------------------------------|------------------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 603 | 4' x 8' Velcro Board (gray only) | V / H | \$ 90.00 | \$ 125.00 | \$ _____ |

PERFORATED BOARD

| QTY | ITEM # | DESCRIPTION | STYLE * (Please circle selection) | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|--------------------------|--------------------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 613 | 2' x 8' perf board panel | V / H / B / C | \$ 60.00 | \$ 87.00 | \$ _____ |
| <input type="checkbox"/> | 615 | 4' x 8' perf board panel | V / H / B / C | \$ 75.00 | \$ 105.00 | \$ _____ |

Perforated board hooks are NOT provided

Standard perforated board is white. Other colors are available upon request at additional cost.

| | | | | | | |
|--------------------------|-----|---------------------------------------|--|----------|----------|----------|
| <input type="checkbox"/> | 617 | Special color for 2' x 8' (per panel) | | \$ 40.00 | \$ 56.00 | \$ _____ |
| <input type="checkbox"/> | 619 | Special color for 4' x 8' (per panel) | | \$ 40.00 | \$ 56.00 | \$ _____ |

Please specify color _____

SHELVING (for Perforated Board)

| QTY | ITEM # | DESCRIPTION | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|---------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 631 | 4' long x 6" deep - white | \$ 10.00 | \$ 14.00 | \$ _____ |
| <input type="checkbox"/> | 635 | 8' long x 6" deep - white | \$ 17.50 | \$ 25.00 | \$ _____ |
| <input type="checkbox"/> | 637 | Special color (per shelf) | \$ 10.00 | \$ 14.00 | \$ _____ |

Please specify color _____

- Style "V" (Vertical) - One (1) 4'x8' panel
 - Style "H" (Horizontal) - One (1) 4'x8' panel
 - Style "B" requires two (2) 4'x8' panels and one (1) 2'x8' panel per 10' backwall
 - Style "C" requires two (2) 4'x8' panels and one (1) 2'x8' panel per backwall.
- Sidewings can be orderd as either two (2) 4'x8' panels or two (2) 2'x8' panels.

Please note: Styles "B" and "C" are available in perforated board only.

| | | |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|----------|
| <input type="checkbox"/> Yes, I have completed and included the Payment Authorization Form. | Sub Total | \$ _____ |
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Exhibiting Company Name: _____ Booth # _____

panelboard rental

1.12811-102818



EXPOSITION & EVENT SERVICES

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama

05-11230-12

125 Fernco Drive
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FOUR COLOR DIGITAL SIGNS

Prices indicated are based upon process color printing, mounting and laminating on showcard or foam core. Signs other than sizes listed will be prepared on a sq. ft. basis, rounded to the nearest 1/2 ft. x 1/2 ft. Minimum order is \$30.00.

Emblems, trademarks, logos, special style lettering, etc., are inclusive of the above prices, if provided in a PC vector format if available, or PC Raster is the second option. If you can only provide in Mac format, we will attempt to convert but cannot guarantee 100% accuracy in conversion. If you have any questions on formats supported please contact Fern Exposition and Event Services.

| QTY | ITEM # | DESCRIPTION | DISCOUNT RATE | STANDARD RATE | AMOUNT |
|--------------------------|--------|--------------------------|---------------|---------------|----------|
| <input type="checkbox"/> | 861 | 7" x 11" Digital | \$ 30.00 | \$ 45.00 | \$ _____ |
| <input type="checkbox"/> | 863 | 11" x 14" Digital | \$ 40.00 | \$ 60.00 | \$ _____ |
| <input type="checkbox"/> | 865 | 14" x 22" Digital | \$ 50.00 | \$ 75.00 | \$ _____ |
| <input type="checkbox"/> | 867 | 7" x 44" Digital | \$ 50.00 | \$ 75.00 | \$ _____ |
| <input type="checkbox"/> | 871 | 14" x 44" Digital | \$ 75.00 | \$ 112.50 | \$ _____ |
| <input type="checkbox"/> | 873 | 22" x 28" Digital | \$ 75.00 | \$ 112.50 | \$ _____ |
| <input type="checkbox"/> | 875 | 28" x 44" Digital | \$ 95.00 | \$ 142.50 | \$ _____ |
| <input type="checkbox"/> | 879 | 24" x 96" Digital | \$ 240.00 | \$ 360.00 | \$ _____ |
| <input type="checkbox"/> | 881 | 48" x 96" Digital | \$ 480.00 | \$ 720.00 | \$ _____ |
| <input type="checkbox"/> | 882 | Foam core _____ x _____ | \$ 15.00 | \$ 22.50 | \$ _____ |
| <input type="checkbox"/> | 883 | Sentra _____ x _____ | \$ 16.50 | \$ 24.75 | \$ _____ |
| <input type="checkbox"/> | 885 | SGL Banner _____ x _____ | \$ 16.50 | \$ 24.75 | \$ _____ |
| <input type="checkbox"/> | 887 | DBL Banner _____ x _____ | \$ 26.25 | \$ 34.00 | \$ _____ |

Sign Copy: _____

Color of Background: _____

Color of Lettering: _____

Sign Orientation: Vertical Horizontal

| | | |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|----------|
| <input type="checkbox"/> Yes, I have completed and included the Payment Authorization Form. | Sub Total | \$ _____ |
| If you have any questions or concerns about your invoice, please visit the Fern Exhibitor Service Desk at your show/event prior to leaving. No credits or refunds will be issued after close of the show/event on items and/or services ordered and not received. | Tax 10.000% | \$ _____ |
| | Grand Total | \$ _____ |

No refund on orders cancelled after the deadline date.

Requests made after the deadline will be filled, as available, at the standard rate

All orders are subject to the terms and conditions as outlined on the Payment Terms & Conditions Form (TC-03) in the Exhibitor Kit

Exhibiting Company Name: _____ Booth # _____

graphics

112811-102818



EXPOSITION & EVENT SERVICES

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama

05-11230-12

125 Fernco Drive
 Nashville, TN 37207
 Phone: 615.256.0357
 Fax: 615.256.0490
 email: nashville@fernexpo.com

Discount Deadline:
January 04, 2012

CLEANING SERVICES

All rental carpets ordered from Fern Exposition and Event Services are installed in clean condition. Any cleaning service required within your booth space for debris accumulated during set-up and exhibit hours should be ordered below. Cleaning will be done each evening. Any cleaning service required within your booth the following morning will result in a re-vacuum charge of \$0.21 per sq. ft. There will be an additional charge for cleaning carpets that are subjected to excessive wear and tear such as wood or metal shavings generated by demonstrations, food sampling, landscape, etc.

VACUUM/SHAMPOO/MOP

All rates are based on the total square footage of your exhibit space
 (100 sq. ft. minimum)

Prices below are
 per sq. ft.

| | | | | | |
|--------------------------|-----|------------------------------------------------------------------------------------------------------|----|------|-----------------------|
| <input type="checkbox"/> | 903 | Vacuum - DAILY of carpet, empty wastebaskets before initial opening of exhibit and daily thereafter. | \$ | 0.30 | (Per Day) |
| <input type="checkbox"/> | 901 | Vacuum - ONCE of carpet, empty wastebaskets ONCE before initial opening of exhibit. | \$ | 0.33 | |
| <input type="checkbox"/> | 931 | DAILY Vacuum of carpet, empty wastebaskets for space more than 1,000 sq. ft. | \$ | 0.25 | |
| <input type="checkbox"/> | 905 | Shampoo - ONCE before initial opening of exhibit. | \$ | 0.49 | |
| <input type="checkbox"/> | | Mopping - tile / linoleum / floor covering | | | Please call for quote |

PORTER SERVICE

Price is per day

Porter Service includes emptying wastebaskets and policing exhibit space at two hour intervals during show hours. These services are offered on a daily basis.

\$ 105.00

DISPLAY WIPE DOWN

| | | | | | |
|--------------------------|-----|---------------------------------------------------------|----|-------|-----------|
| <input type="checkbox"/> | 911 | Display wipe down before initial opening (4 hr minimum) | | | |
| | | 26.00 per hr ST 39.00 per hr OT | \$ | 52.00 | per hr DT |
| <input type="checkbox"/> | 913 | Display wipe down daily (4 hr minimum) | | | |
| | | 26.00 per hr ST 39.00 per hr OT | \$ | 52.00 | per hr DT |

Please indicate any special instructions: _____

ESTIMATED CLEANING SERVICE COST

Exhibit Space: _____ ft. X _____ ft. = _____ sq. ft. (100 sq. ft. minimum) X \$ _____ per sq. ft. X _____ days = \$ _____

Porter Service: \$ 105.00 X _____ days = \$ _____

Display Wipe Down: _____ hrs. (4 hr. minimum per day) X _____ days X \$ _____ = \$ _____

| | |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|
| <input type="checkbox"/> Yes, I have completed and included the Payment Authorization Form. | Sub Total \$ _____ |
| If you have any questions or concerns about your invoice, please visit the Fern Exhibitor Service Desk at your show/event prior to leaving. No credits or refunds will be issued after close of the show/event on items and/or services ordered and not received. | Grand Total \$ _____ |

*Cancellation of any portion of cleaning order after deadline date will be charged at 25% of order
 Requests made after the deadline will be filled as work force is available*

All orders are subject to the terms and conditions as outlined on the Payment Terms & Conditions Form (TC-03) in the Exhibitor Kit

Exhibiting Company Name: _____ **Booth #** _____

cleaning services

112811-102818



EXPOSITION & EVENT SERVICES

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama
05-11230-12

125 Fernco Drive
Nashville, TN 37207
Phone: 615.256.0357
Fax: 615.256.0490
email: nashville@fernexpo.com

Deadline to Return this Form:
January 04, 2012

INSTALLATION & DISMANTLE LABOR SERVICES

Plan A (Supervised by Fern Exposition & Event Services)

- 1001 Labor for Installation # of Laborers Req: _____ Est. Hours: _____
- 1003 Labor for Dismantle # of Laborers Req: _____ Est. Hours: _____

30% charge for Fern Supervised services with a minimum of \$ 45.00

Professionally trained personnel are used on installation/dismantle, and when possible, all work is performed on straight time.

Emergency Contact: _____ Phone: _____

Plan B (Supervised by Exhibitor Personnel)

- 1001 Labor for Installation # of Laborers Req: _____ Est. Hours: _____
Start time*: _____ End Time: _____ Start Date: _____
- 1003 Labor for Dismantle # of Laborers Req: _____ Est. Hours: _____
Start time*: _____ End Time: _____ Start Date: _____

Supervisor will be: _____ Phone: _____

Estimated Display Labor Cost for Advanced Payment

Installation:

Straight time _____ X _____ X _____ = _____ \$ _____
of Laborers # of Hours # of Days Total Straight Time hours Estimated Cost

Over time _____ X _____ X _____ = _____ \$ _____
of Laborers # of Hours # of Days Total Over Time hours Estimated Cost

Double time _____ X _____ X _____ = _____ \$ _____
of Laborers # of Hours # of Days Total Double Time hours Estimated Cost

Plan A - Add **30%** for Fern Exposition Supervision \$ _____

Dismantle:

Straight time _____ X _____ X _____ = _____ \$ _____
of Laborers # of Hours # of Days Total Straight Time hours Estimated Cost

Over time _____ X _____ X _____ = _____ \$ _____
of Laborers # of Hours # of Days Total Over Time hours Estimated Cost

Double time _____ X _____ X _____ = _____ \$ _____
of Laborers # of Hours # of Days Total Double Time hours Estimated Cost

Plan A - Add **30%** for Fern Exposition Supervision \$ _____

| Installation Labor Rate | | |
|-------------------------|----|--------|
| Straight Time | \$ | 64.00 |
| Over Time | \$ | 96.00 |
| Double Time | \$ | 128.00 |

Charges for labor service are based on prevailing rates of labor and materials. All labor before 8:00 AM and after 4:00 PM weekdays and all hours Saturday will be charged at over time rate. Sundays and holidays will be charged at double time rate. Minimum charge one (1) hour per man & 1/2 hour increments after the first hour.

For information and cost relative to unloading and reloading, please see the Material Handling & Freight Service Order form enclosed.

Your company is encouraged to carry insurance covering potential injury, damages or loss associated with your display. Fern Exposition & Event Services will NOT be responsible for injury to personnel or display damage or loss of display materials. Liability of Fern Exposition & Event Services will be limited to a maximum of 50% of the total labor bill, not to exceed \$1000. It is important that exhibit representative check in at the service desk to pick up labor ordered. Exhibit representative must also check the labor back in at the service desk upon completion of work. All work is to be done under supervision of the exhibitor or its representative.
* Start time is approximate and is based on availability of labor.

Yes, I have completed and included the Payment Authorization Form.
If you have any questions or concerns about your invoice, please visit the Fern Exhibitor Service Desk at your show/event prior to leaving. No credits or refunds will be issued after close of the show/event on items and/or services ordered and not received.

| | | |
|-------------|----|-------|
| Sub Total | \$ | _____ |
| Grand Total | \$ | _____ |

Cancellation of any portion of labor order within 48 hours of start will be charged one hour minimum per man of applicable hourly rate.
 Requests received after deadline date will be filled as work force is available.
 All orders are subject to the terms and conditions as outlined on the Payment Terms & Conditions Form (TC-03) in the Exhibitor Kit.

Exhibiting Company Name: _____ Booth # _____

display labor service



EXPOSITION & EVENT SERVICES

125 Fernco Drive
Nashville, TN 37207
Phone: 615.256.0357
Fax: 615.256.0490
email: nashville@fernexpo.com

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama
05-11230-12

Deadline to Return this Form:
January 04, 2012

FERN TRANSPORTATION

Fern Exposition and Event Services offers personalized service with a representative who is an expert in exhibit transportation and is familiar with all details pertaining to each tradeshow. We also provide pre-printed labels and shipping documents for inbound and outbound shipments. For your convenience, our representative will be on show site and available to assist with all your transportation needs.

For a quote, please contact Fern Transportation at:

1.800.580.3735

Inbound Shipments

Company Name: Booth #

Company Address:

City: State: Zip Code:

Contact Name: Phone:

Fax: Email:

Shipment Information

Level of Service: Ground Transportation Air Transportation Overnight 2nd Day 3rd Day

Declared Value: \$ Note: Declared value constitutes an insurance contract. Additional insurance cost is \$1.00 per \$100.00

Pkg #1 Dimensions: Est. Wt. lbs. Pkg #4 Dimensions: Est. Wt. lbs.

Pkg #2 Dimensions: Est. Wt. lbs. Pkg #5 Dimensions: Est. Wt. lbs.

Pkg #3 Dimensions: Est. Wt. lbs. Pkg #6 Dimensions: Est. Wt. lbs.

Payment Information

Use Credit Card submitted with Payment Authorization Form for Fern Transportation Services

Use following Credit Card information for Fern Transportation Services

Card Type: VISA MC AMEX DISC

Card Number:

Expiration: /

Card Holder Name:

Card Holder Address:

Street or PO Box

City

State

Zip

Card Holder

Signature:

Signature box

By signing this Credit Card Payment Authorization, you and/or your company agree to payment terms & conditions as listed in the show Exhibitor Services Manual and the limits of liability (listed below) outlined by Fern Exposition & Event Services.

Shipments moving via Second Day/Next Day: liability will be limited to \$0.50 per pound. Excessive valuation coverage is available at the exhibitor's expense at the rate of \$1.00 per \$100.00 of value declared. Minimum charge of \$10.00. Cardholder signature acknowledges agreement to these terms. Shipments moving via Ground Transportation: Exhibitor agrees (i) Forwarder's liability to Exhibitor shall be limited to \$25.00 per pound per package and shall not exceed \$100,000 under any circumstances; and (ii) Forwarder shall have no liability for special, incidental, PUNITIVE, or consequential damages arising from any loss, damage, mis-delivery or delay of shipment HOWEVER CAUSED.

Exhibiting Company Name: Booth #

inbound exhibit transportation

112811-102818



EXPOSITION & EVENT SERVICES

125 Fernco Drive
Nashville, TN 37207
Phone: 615.256.0357
Fax: 615.256.0490
email: nashville@fernexpo.com

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama
05-11230-12

Deadline to Return this Form:
January 04, 2012

FERN TRANSPORTATION

Fern Exposition and Event Services offers personalized service with a representative who is an expert in exhibit transportation and is familiar with all details pertaining to each tradeshow. We also provide pre-printed labels and shipping documents for inbound and outbound shipments. For your convenience, our representative will be on show site and available to assist with all your transportation needs.

For a quote, please contact Fern Transportation at:

1.800.580.3735

Outbound Shipments

Company Name: Booth #

Company Address:

City: State: Zip Code:

Contact Name: Phone:

Fax: Email:

Shipment Information

Level of Service: Ground Transportation Air Transportation Overnight 2nd Day 3rd Day

Declared Value: \$ Note: Declared value constitutes an insurance contract. Additional Insurance cost is \$1.00 per \$100.00

Pkg #1 Dimensions: Est. Wt. lbs. Pkg #4 Dimensions: Est. Wt. lbs.

Pkg #2 Dimensions: Est. Wt. lbs. Pkg #5 Dimensions: Est. Wt. lbs.

Pkg #3 Dimensions: Est. Wt. lbs. Pkg #6 Dimensions: Est. Wt. lbs.

Payment Information

Use Credit Card submitted with Payment Authorization Form for Fern Transportation Services

Use following Credit Card information for Fern Transportation Services

Card Type: VISA MC AMEX DISC

Card Number:

Expiration: /

Card Holder Name:

Card Holder Address:

Street or PO Box

City

State

Zip

Card Holder

Signature:

Signature box

By signing this Credit Card Payment Authorization, you and/or your company agree to payment terms & conditions as listed in the show Exhibitor Services Manual and the limits of liability (listed below) outlined by Fern Exposition & Event Services.

Shipments moving via Second Day/Next Day: liability will be limited to \$0.50 per pound. Excessive valuation coverage is available at the exhibitor's expense at the rate of \$1.00 per \$100.00 of value declared. Minimum charge of \$10.00. Cardholder signature acknowledges agreement to these terms. Shipments moving via Ground Transportation: Exhibitor agrees (i) Forwarder's liability to Exhibitor shall be limited to \$25.00 per pound per package and shall not exceed \$100,000 under any circumstances; and (ii) Forwarder shall have no liability for special, incidental, PUNITIVE, or consequential damages arising from any loss, damage, mis-delivery or delay of shipment HOWEVER CAUSED.

Exhibiting Company Name: Booth #

outbound exhibit transportation

112811-102818



EXPOSITION & EVENT SERVICES

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama
05-11230-12

125 Fernco Drive
Nashville, TN 37207
Phone: 615.256.0357
Fax: 615.256.0490

email: nashville@fernexpo.com

**Deadline to Return this Form:
January 04, 2012**

MATERIAL HANDLING & FREIGHT SERVICE

FREIGHT RATE SCHEDULE

Rates below include receipt of your freight; delivery to the booth; storage and return of empty crates; and reloading. Additional charges may apply if your shipment does not arrive/depart during the designated move-in/out times.

A 200 lb. minimum per shipment applies.

| Category | Description | Received At | Rate per cwt |
|----------|--------------------------------------------------------------------------------------|-------------------|--------------|
| A | Crated or skidded shipment via common carrier | Advance Warehouse | \$ 64.00 |
| B | Crated or skidded shipment via van lines or specialized carrier, Fed Ex, UPS or USPS | Advance Warehouse | \$ 81.00 |
| C | Loose or uncrated shipment or shipment requiring special handling | Advance Warehouse | \$ 102.00 |
| L | Shipment received late to warehouse | Advance Warehouse | \$ 128.00 |
| D | Crated or skidded shipment via common carrier | Event Site | \$ 58.00 |
| E | Crated or skidded shipment via van lines or specialized carrier, Fed Ex, UPS or USPS | Event Site | \$ 73.00 |
| F | Loose or uncrated shipment or shipment requiring special handling | Event Site | \$ 88.00 |
| M | Shipment received early to event site | Event Site | \$ 110.00 |

ADVANCE WAREHOUSE

Label each piece of shipment(s) as follows:

(Exhibiting Company Name)

Fern Exposition & Event Services

c/o YRC/Fern Transportation

5680 Old Hayneville Road

Montgomery, AL 36108

**Alabama Music Education
Conference**

(Booth #)

Shipments must arrive by:

Tuesday, January 17, 2012

DIRECT TO EVENT SITE

Label each piece of shipment(s) as follows:

(Exhibiting Company Name)

Fern Exposition & Event Services

c/o Montgomery Renaissance Convention Ce

201 Tallapoosa Street

Montgomery, AL 36104

**Alabama Music Education
Conference**

(Booth #)

Shipments cannot arrive before:

Wednesday, January 18, 2012

INSTRUCTIONS

1. The Advance Warehouse will ONLY accept packaged shipments, including crates, boxes and skids. Uncrated or unwrapped pieces should be sent DIRECTLY to the CONVENTION FACILITY to arrive AFTER 8:00AM on the first day of exhibitor installation.

2. Rates are based on per shipment basis. A shipment is considered freight received from one shipping origin on one day. Each separate delivery is considered a separate shipment.

3. Complete terms and conditions are outlined in the Terms & Conditions (TC-01 & TC-02)

ESTIMATED FREIGHT PAYMENT CALCULATION

| | Category | # of pieces | Weight (200 lb Min.) | Rate | Estimated Total |
|------------|----------|-------------|----------------------|------------|-----------------|
| Shipment 1 | _____ | _____ | _____ X _____ | = \$ _____ | |
| Shipment 2 | _____ | _____ | _____ X _____ | = \$ _____ | |
| Shipment 3 | _____ | _____ | _____ X _____ | = \$ _____ | |

Yes, I have completed and included the Payment Authorization Form.

If you have any questions or concerns about your invoice, please visit the Fern Exhibitor Service Desk at your show/event prior to leaving. No credits or refunds will be issued after close of the show/event on items and/or services ordered and not received.

Sub Total \$ _____

Grand Total \$ _____

All orders are subject to the terms and conditions as outlined on the Payment Terms & Conditions Form (TC-03) in the Exhibitor Services Manual.

Exhibiting Company Name: _____ Booth # _____

material handling and freight service

112811-102818

STRAIGHT TIME RATES QUOTED are for Monday through Friday 8:00am - 4:00pm. Freight handled on OVERTIME, before 8:00am and after 4:00pm on weekdays and on Saturday, Sunday or a Holiday, an additional 25% per cwt will be charged.

RATES APPLY to each pound subject to the published minimum weight and are based on the actual or estimated INBOUND weight. No allowance will be made for attrition during the convention. Each shipment is considered separately. NO cumulative weights will be allowed on minimums, split shipments, free astrays, etc. Special service rates will not be split for mixed shipments.

SHIPMENTS OR EQUIPMENT REQUIRING SPECIAL HANDLING at the convention facility will be subject to a surcharge as indicated on the freight rate schedule. This classification shall be applied to, but not limited to, van shipments or shipments which are packed in such a manner as to require unloading by hand (i.e. loose display parts, uncrated equipment not delivered on a flat bed truck, etc.). Material will be unloaded from vans, exhibitor's truck or trucks of others at the convention facility, delivered to the exhibitor's booth, picked up at the close of the show, moved to the loading area and reloaded on trucks. It is incumbent on the exhibitor to provide written and accurate weight information on each shipment. Shipments received without receipts or freight bills such as UPS or U.S. Mail will be delivered to the booth without guarantee of piece count or condition. No liability will be assumed for such shipments.

SPECIAL SERVICES AND RATES - Fern Exposition & Event Services will provide steel banding services at \$<Enter Rate>.00 per ln. ft. as well as shrink wrap services for packaging of displays and equipment at \$<Enter Rate>.00 per skid-shrink wrap. Please see the Fern Exposition & Event Services Desk. Forklifts and drivers are available for spotting equipment in the booth at prevailing rates for equipment and labor. Mobile equipment will be moved in and out of the exhibit facility for \$<Enter Rate>.00 per round trip.

COLLECT SHIPMENTS may be refused or accepted at the option of Fern Exposition & Event Services. In cases where Fern Exposition & Event Services elects to receive such shipments, the responsible exhibitor or shipper will be notified immediately and payment in full for all charges due must be wired to Fern Exposition & Event Services within 24 hours. A twenty-five percent (25%) special service will be added to the freight bill for handling any consignments under these conditions. A \$10.00 MINIMUM fee will apply to this service

HAULING TO OR FROM LOCAL FACILITIES will be charged at prevailing hourly rates. In addition, appropriate weight charges for services rendered in accordance with the freight rate schedule will be applied.

INBOUND AND OUTBOUND TRAFFIC SCHEDULES are the responsibility of Fern Exposition and Event Services. To assure orderly and expeditious handling of exhibit material into and out of the convention hall, it is suggested that exhibitors, including local companies, clear all movement of exhibit material through Fern Exposition & Event Services, who is prepared to handle local pick-ups and deliveries on a co-ordinated schedule. In order to minimize congestion and comply with union requirements, all shipments should be channeled through Fern Exposition & Event Services.

EXHIBITS TO BE STORED will be charged at a rate of \$<Enter Rate>/lb per month, with a minimum monthly rate of \$<Enter Rate>.00 or fraction thereof. No charge for storage will be made for inbound shipments when received <Enter Days> days prior to the show.

EXHIBIT LOSS OR DISAPPEARANCE - Please refer to Terms and Conditions (TC-01 and TC-02) in this Exhibitor Services Manual.

DISPUTES - Please refer to Terms and Conditions (TC-01 and TC-02) in this Exhibitor Services Manual

INSURANCE - Please refer to Terms and Conditions (TC-01 and TC-02) in this Exhibitor Services Manual.

EXHIBIT MATERIAL

RUSH

ADVANCE WAREHOUSE

To: _____

(Exhibiting Company Name)

**Fern Exposition & Event Services
c/o YRC/Fern Transportation
5680 Old Hayneville Road
Montgomery, AL 36108**

**Alabama Music Education
Conference**

Booth Number: _____

**Must Arrive By:
Tuesday, January 17, 2012**

GEORGE
fern
EXPOSITION & EVENT SERVICES

EXHIBIT MATERIAL

RUSH

ADVANCE WAREHOUSE

To: _____

(Exhibiting Company Name)

**Fern Exposition & Event Services
c/o YRC/Fern Transportation
5680 Old Hayneville Road
Montgomery, AL 36108**

**Alabama Music Education
Conference**

Booth Number: _____

**Must Arrive By:
Tuesday, January 17, 2012**

GEORGE
fern
EXPOSITION & EVENT SERVICES

EXHIBIT MATERIAL

RUSH

EVENT SITE

To: _____

(Exhibiting Company Name)

**Fern Exposition & Event Services
c/o Montgomery Renaissance Convention Center
201 Tallapoosa Street
Montgomery, AL 36104**

**Alabama Music Education
Conference**

Booth Number: _____

**Cannot Arrive Before:
Wednesday, January 18, 2012**



EXHIBIT MATERIAL

RUSH

EVENT SITE

To: _____

(Exhibiting Company Name)

**Fern Exposition & Event Services
c/o Montgomery Renaissance Convention Center
201 Tallapoosa Street
Montgomery, AL 36104**

**Alabama Music Education
Conference**

Booth Number: _____

**Cannot Arrive Before:
Wednesday, January 18, 2012**





EXPOSITION & EVENT SERVICES

Alabama Music Education Conference

January 19 - 20, 2012

Renaissance Montgomery Conv. Ctr., Birmingham, Alabama

05-11230-12

125 Fernco Drive
Nashville, TN 37207
Phone: 615.256.0357
Fax: 615.256.0490
email: nashville@fernexpo.com

**Deadline to Return this Form:
January 04, 2012**

OUTBOUND BILL OF LADING REQUEST

SHIP TO ADDRESS INFORMATION

Company Name: _____

Contact Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Email: _____ Phone: _____

Quantity of labels: _____

BILL TO ADDRESS INFORMATION Same as Ship To address

Company Name: _____

Contact Name: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Email: _____ Phone: _____

CARRIER SELECTION

Fern Transportation (House Carrier)

Outside Carrier Name: _____

If you choose to use carrier other than Fern Transportation, you will need to schedule the pick up.

Freight carriers must be checked in by: 6:00 PM Friday, January 20, 2012

c/o Montgomery Renaissance Convention Center
201 Tallapoosa Street
Montgomery, AL 36104

Every outbound shipment must be properly labeled and requires a Fern Bill of Lading for each destination.

1. Exhibitor must complete request for and send back before the deadline date noted above.
2. Fern will create a Bill of Lading and shipping labels that will be printed and delivered to your exhibit or held at the Exhibitor Service Desk.
3. Exhibitor must properly pack each shipment and apply labels.
4. Exhibitor must return the signed Bill of Lading to Exhibitor Service Desk with complete piece count and estimated weight.

Important Notice: Any shipments left on the show floor without paperwork completed and submitted to the Fern Exhibitor Service Desk will be returned to the warehouse or re-route onto the house carrier at the exhibitor's expense. In the event of a carrier no-show we will send the shipment via the house carrier or return it to the warehouse at an additional charge and hold the shipment until payment is received.

Yes, I have completed and included the Payment Authorization Form.

If you have any questions or concerns about your invoice, please visit the Fern Exhibitor Service Desk at your show/event prior to leaving. No credits or refunds will be issued after close of the show/event on items and/or services ordered and not received.

All orders are subject to the terms and conditions as outlined on the Payment Terms & Conditions Form (TC-03) in the Exhibitor Kit.

Exhibiting Company Name: _____ Booth # _____

outbound bill of lading

112811-102818