

## QUICK REFERENCE

### Mark Your Calendar!

- Tuesday, September 26, 2023**      **FIRST DAY ADVANCE WAREHOUSE RECEIVING**  
 The advance warehouse will begin accepting freight on this date.  
**Advance Warehouse receiving is M-F 8:00 AM – 4:00 PM**
- Tuesday, October 3, 2023**      **ADVANCE ORDER DISCOUNT DEADLINE**  
 Forms must be received by Viper with full payment. Artwork for modular rentals is due.  
 No refunds for cancellations are provided after this date.
- Tuesday, October 17, 2023**      **LATE TO WAREHOUSE**  
 Advance Warehouse must receive your freight by this date to avoid late charges.
- Friday, October 20, 2023**      **LAST DAY OF ADVANCE WAREHOUSE RECEIVING**  
 Last day Advance Warehouse will accept exhibit material. (You will be charged a late fee but your freight will be in your booth at the start of exhibitor move-in!)
- SHOW SITE DELIVERIES**  
 Not available on this show due to the short move in time frame. All shipments must arrive at the advance warehouse.

### Your Show Outline

<b>Move-In/Installation</b>	Tuesday	October 24, 2023	7:30 AM – 8:00 AM
<b>Exhibit Hours</b>	Tuesday	October 24, 2023	8:00 AM – 5:00 PM
	Wednesday	October 25, 2023	8:00 AM – 5:00 PM
<b>Move-Out/Teardown</b>	Wednesday	October 25, 2023	8:00 AM – 5:15 PM

MATERIAL HANDLING	ADVANCE WAREHOUSE	OUTBOUND SHIPPING
Material handling will apply to all shipments sent to the advance warehouse. Please refer to the material handling form for rates.	<b>WASDA FALL MEETING Exhibitor Name/Booth Number</b> Viper Tradeshow Services 2205-B Distribution Center Dr Charlotte, NC 28269	Viper Transportation is the Official Carrier for this show. All other carriers must pick up between 10 AM – 2 PM on Thursday, October 26, 2023 at the advance warehouse.

### Each 10' x 10' booth will include:

8' high black drape on three sides, 8' high blue drape on the front side, 1 – 6' table skirted black, 4 – padded side chairs, 1 – wastebasket and 1 – id sign. Standard electrical service (through show management). The booths are carpeted.

To purchase additional rental items/services, please visit <https://order.vipertradeshow.com>

**Viper Show Coordinator:** Lesa Davis | p: 816.786.0567 | f: 816.541.8026 | [Ldavis@vipertradeshow.com](mailto:Ldavis@vipertradeshow.com)  
**Show Management Contact:** Kaitlin O'Brien | p: 630.672.3670 | [KaitlinO@cmservices.com](mailto:KaitlinO@cmservices.com)

## PRE-SHOW TIPS

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These tips can help you be fully prepared on show site. Should you have any questions, please contact your Viper Show Coordinator listed on the Quick Reference Page.

- **Submit orders early to receive the discounted rate** – This can be done by completing the necessary forms found in this kit or online at <https://order.vipertradeshow.com>. Standard pricing will apply to all orders received after the published deadline and at show site.
- **Preparing freight shipments** – Freight can only be sent to the advance warehouse. Show site shipments are not permitted due to the short move in time. Some cost-saving tips are to have all your freight delivered in a single shipment on an LTL freight carrier & arrange for the freight to be received on or before the Late to Warehouse Deadline to avoid late charges.
- **Review Quick Reference Page** – It is helpful to be familiar with the important dates outlined along with the show schedule. Be sure your travel plans accommodate for a smooth setup and move out; the return of the empty freight can take at least an hour after the close of the show.
- **Shipment tracking** – It is recommended you track your shipment prior to the show to confirm it has been delivered. You can send the tracking information to your Viper Show Coordinator as soon as your freight is shipped.

## SHOW SITE TIPS

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- **Viper Service Desk** – The service desk will be located on the show floor for any questions or show site orders.
- **Booth orders & freight delivery** – A booth and freight check will be completed prior to setup and everything that was pre-ordered and/or sent to the Advance Warehouse will be in your booth. A Viper representative will be at the Viper Service Desk if you see any discrepancy. Credits are not provided to claims made post show.
- **Empty Storage** – Material Handling (drayage) service includes the storage of empty containers for the duration of the show. “Empty” stickers will be available at the Viper Service Desk. One sticker is to be placed on each of your empty crates/skids/boxes/ or items you want Viper to store. All items will be returned at the close of the show but can take at least an hour to all be returned.
- **Labor orders** – All exhibitor supervised labor orders will need to check in at the Viper Service Desk once ready for the labor.
- **Show Site Shipping** – Is not permitted on this show due to the short move in time, send to the advance warehouse.



## MOVE OUT INFORMATION

All outbound shipments will require a Viper Tradeshow Services Bill of Lading (BOL), even if you have shipping paperwork from your office. Please follow these instructions.

1. Complete the Viper Transportation Form (if you would like us to ship for you) or the Pre-Printed Bill of Lading/Labels form (if you have your own carrier) prior to the show and email to Lesa at [Ldavis@vipertradeshow.com](mailto:Ldavis@vipertradeshow.com) so that they can be delivered to your booth. This saves time for you or your people on site. Or pick up a Bill of Lading at the Viper Service Desk at show site to complete.
2. Schedule your carrier to pick up on Thursday, October 26, 2023 between 10 AM – 2 PM at the address below.

**Viper Tradeshow Services**  
**2205-B Distribution Center Drive**  
**Charlotte, NC 28269**

**Reference WASDA, Exhibitor Name & Booth Number**

3. For liability reasons, and ensuring exhibitor's freight is loaded properly, all carriers MUST check in at Viper and be able to request your shipment by booth and company name. Please be sure to instruct your carrier to do so.
4. **Do not leave any UPS or FedEx shipments in your booth assuming it will be picked up!** We need a Bill of Lading submitted for all items/freight left in your booth and material handling (drayage) must be paid in full.
5. Once you have packed up all of your materials, please hand in your BOL to the Viper Service Desk. (Do not leave it in your booth.) We will sign it and give you a copy, keep a copy and give the driver a copy. Please note, material handling must be paid in full.

\*In the event you fail to turn in your BOL or your carrier does not check in between 10 AM – 2 PM on October 26, 2023 deadline, your freight will be re-consigned to the house carrier, Viper Tradeshow Transportation. No liability will be assumed by Viper as a result of such rerouting or handling and exhibitor will be charged standard shipping rates of \$2.75/pound for shipments 1000 lbs. or more, \$3.25/pound for shipments 999 lbs. or less; with a **\$725.00 minimum**. Charges will be applied to the credit card on file. Any freight left on the floor without proper paperwork or return labels will be deemed as trash and will be discarded. \*AV equipment and computers hold very specific packaging instructions in order to be covered by insurance. Viper Tradeshow Services is not liable and does not cover any AV equipment or other alike equipment. The Exhibitor holds all responsibility for such and should carry coverage for their own AV and computer equipment.

**Viper Transportation is the Official Carrier for this show.** If you would like Viper to be your carrier, simply complete and send us the shipping order form. Your BOL and labels will be delivered to your booth before the last days' exhibit hours.

PLEASE CONTACT YOUR SHOW COORDINATOR WITH ANY QUESTIONS OR COME TO THE VIPER SERVICE DESK ON SITE. [Lesa Davis](#) | [Ldavis@vipertradeshow.com](mailto:Ldavis@vipertradeshow.com) | mobile: 816.786.0567



# METHOD OF PAYMENT

## Exhibitor Information

Company Name: \_\_\_\_\_ Booth #: \_\_\_\_\_ Booth Size: \_\_\_\_\_  
 Street Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
 Contact: \_\_\_\_\_ Phone: \_\_\_\_\_  
 Fax #: \_\_\_\_\_ Email Address: \_\_\_\_\_  
 Show Site Contact: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

## Ways to Order:

Online via Credit Card | Login & Place Orders | <https://order.vipertradeshow.com>  
 Email: [Ldavis@vipertradeshow.com](mailto:Ldavis@vipertradeshow.com) (Les Davis)  
 Fax: Send completed forms to 816.541.8026  
 Mail: Send completed forms to Viper Tradeshow Services – 2575 Northwest Parkway Elgin, IL 60124

## Payment Terms

Full payment is due upon receipt of invoice

Payment must be received prior to the discount deadline to receive the discounted rates

ACH or Wire Transfer payments need to be received prior to the show. A Method of Payment form must be submitted for final balances

## Viper Tradeshow Services Orders

Shipping (Viper Transportation):	\$
Material Handling Estimate:	\$
Booth Cleaning:	\$
Installation & Dismantle Labor:	\$
Standard Furniture & Accessories:	\$
Viper Custom Furnishings:	\$
Modular Rental Displays:	\$

**Estimated Total Viper Tradeshow Services Orders: \$ \_\_\_\_\_**

*\*A receipt with actual totals will be emailed to contact on file.*

## Method of Payment / Credit Card Charges\*

**\*3.5% convenience fee will be applied | All state and local taxes apply.**

By submitting this payment form, you are authorizing to charge your credit card account for your advance orders, and any additional amounts incurred as a result of weight adjustments or show site orders placed by your representative; including labor, material handling and shipping.

**Please circle appropriate credit card:**      MasterCard      Visa      American Express

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

**Expiration Date:** \_\_\_\_\_

**Cardholder Signature:** \_\_\_\_\_

**Name Printed:** \_\_\_\_\_

**Address (if different from above):** \_\_\_\_\_

Company Check # (Please note show name on check): \_\_\_\_\_ Date check mailed: \_\_\_\_\_





## TERMS AND DEFINITIONS:

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### IN ORDER TO RECEIVE A DISCOUNT:

Payment must accompany your advance order and be received prior to the early deadline date and with completed Payment Authorization Form. All payments to be in US currency.

### OUTSTANDING PAYMENTS:

Viper Tradeshow Services requires payment for all services upon presentation of an invoice statement at the exhibit site.

It is the responsibility of the Exhibitor to advise the Viper Tradeshow Services Service Center representative of any problems with any orders before the start of the show. No credits will be issued after the exhibition closing.

**Government Agencies please note:** If your firm or agency requires a purchase order be issued for any services rendered such purchase order must accompany the order forms.

All materials and equipment are on a rental basis, except where specifically identified as a sale, and remain the property of Viper Tradeshow Services.

Exhibitors with a history of delinquent payments and/or open balances will be required to settle their past due accounts and forward an advance deposit to cover the estimated costs of service and, if such deposit is not sufficient, will be required to settle their accounts prior to the close of the exhibition. Viper Tradeshow Services reserves the right to hold any exhibitor freight who has unpaid material handling fees. Such fees must be paid prior to the release of freight onsite.

Viper Tradeshow Services will accept payment by cash, company check, or Method of Payment for Visa, MasterCard or American Express. Viper Tradeshow Services reserves the right to check the credit available on any card presented. If the exhibitor fails to pay their invoice prior to the close of the show, the charges will automatically be applied to the credit card on file.

International Exhibitors will be required to settle their accounts in full prior to the close of the exhibition. Payments must be made in US Funds or by credit card, cash, check, or bank wire transfer, when previously arranged by Viper Tradeshow Services.

**Tax Exemption Status:** If you are exempt from payment of sales tax, we require you to forward an exemption certificate for the state in which the services are to be used. Resale certificates are not valid unless you are rebilling these charges to your customers. Payment for all labor, equipment, and services, whether ordered by the exhibitor, display builder, non-official contractor or other parties, shall be the responsibility of the exhibitor at the event.

**Insurance:** Be sure your materials are insured from the time they leave your firm until they are returned after the show. It is suggested that exhibitors arrange all-risk coverage. This can usually be done by "riders" to existing policies.

**Material Handling Form (MHA) aka Bill of Lading (BOL):** Your bill of lading must be turned in no later than the force times listed on the Quick Reference page. Each exhibitor is responsible for turning in a Bill of Lading to the Exhibitor Service desk after dismantling and completion of packing and labeling all boxes, crates, etc. The Bill of Lading is the official "permission" of the exhibitor allowing removal of freight from the booth to the carrier of choice (personal vehicle, truck, van line, airfreight, etc.) *Any unconsigned shipment left in the exhibit hall after dismantling hours will be shipped via the Official Show Carrier, Viper Transportation, at the expense of the exhibitor! Your bill of lading must be turned in no later than the force times listed on the Quick Reference Page.*

**Small Package Shipments:** Includes cartons received without documentation and delivered to the booth without guarantee of piece count and documentation, including but not limited to FedEx, UPS, Airborne, and DHL.

**"Hand Carry":** The ability for an exhibitor to "hand carry" their materials onto the exhibit hall without the use of wheels, including but not limited to, luggage carts, four wheel or two-wheel dollies, baggage carts.

**Cancellation of orders:** Exhibitor orders must be cancelled on or by the discount/cancellation deadline in order to receive a refund. Any orders cancelled after the deadline will be charged at full. Credits will not be given for orders cancelled after this deadline or at show site. This is void for any full show cancellations at which point Viper will communicate policy.

**Final Show Audit:** Viper Tradeshow Services reserves the right to perform a Final Audit of this event for up to 120 days after the move out date of the event. (Also, an end of the year review in December. If additional charges for any service, labor or equipment are found, it will be added to the Exhibitor's invoice and the credit card on file will be charged. A Final Audit Invoice with explanation of any additional charges will be sent to the Exhibitor. If Viper does not have payment information, the invoice sent to the Exhibitor will be due upon receipt.



# STANDARD FURNITURE

\*No credit will be given after close of event on items ordered but not received. Cancellation Policy: No refunds on orders cancelled after discount deadline.\*

## 30" Tall Tables

CIRCLE COLOR SELECTION BELOW



BLUE



RED



WHITE



GREEN



BLACK



UNSKIRTED

ITEM:

- Qty: \_\_\_\_\_ 4' Table
- Qty: \_\_\_\_\_ 6' Table
- Qty: \_\_\_\_\_ 8' Table
- Qty: \_\_\_\_\_ 4<sup>th</sup> Side Drape
- Qty: \_\_\_\_\_ Undraped Table

DISCOUNT:

- \$222.75
- \$281.00
- \$317.50
- \$56.00
- \$54.00 Less than list price above

STANDARD:

- \$281.00
- \$317.50
- \$340.25
- \$76.00

## 42" Tall Counters

CIRCLE COLOR SELECTION BELOW



BLUE



RED



WHITE



GREEN



BLACK



UNSKIRTED

ITEM:

- Qty: \_\_\_\_\_ 4' Counter
- Qty: \_\_\_\_\_ 6' Counter
- Qty: \_\_\_\_\_ 8' Counter
- Qty: \_\_\_\_\_ 4<sup>th</sup> Side Drape
- Qty: \_\_\_\_\_ Undraped Counter

DISCOUNT:

- \$270.25
- \$328.25
- \$363.00
- \$68.00
- \$54.00 Less than price list above

STANDARD:

- \$328.25
- \$363.00
- \$465.50
- \$88.00

## Accessories

ITEM:

- Qty: \_\_\_\_\_ Wastebasket
- Qty: \_\_\_\_\_ Tripod Easel
- Qty: \_\_\_\_\_ Plastic Folding Chair
- Qty: \_\_\_\_\_ 4' Single Tier Table Riser
- Qty: \_\_\_\_\_ 6' Single Tier Table Riser
- Qty: \_\_\_\_\_ 8' Single Tier Table Riser
- Qty: \_\_\_\_\_ Bag Rack
- Qty: \_\_\_\_\_ Rope & Stanchions, ea.
- Qty: \_\_\_\_\_ 4' x 8' Poster Board

DISCOUNT:

- \$50.00
- \$89.75
- \$91.50
- \$142.00
- \$179.50
- \$216.75
- \$145.25
- \$210.75
- \$431.00

STANDARD:

- \$68.00
- \$110.50
- \$115.00
- \$187.75
- \$224.50
- \$262.00
- \$201.50
- \$276.25
- \$492.50

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



# CUSTOM FURNISHINGS

\*No credit will be given after close of event on items ordered but not received. Cancellation Policy: No refunds on orders cancelled after discount deadline.\*



Black Leather Sofa  
Qty: \_\_\_\_  
**\$1,061.50 Discount**  
**\$1,380.00 Standard**



Black Leather Loveseat  
Qty: \_\_\_\_  
**\$985.00 Discount**  
**\$1,280.50 Standard**



Black Leather Chair  
Qty: \_\_\_\_  
**\$830.50 Discount**  
**\$1,080.00 Standard**



Gray Sofa  
Qty: \_\_\_\_  
**\$857.00 Discount**  
**\$1,114.25 Standard**



Gray Loveseat  
Qty: \_\_\_\_  
**\$780.50 Discount**  
**\$1,014.75 Standard**



Gray Chair  
Qty: \_\_\_\_  
**\$704.00 Discount**  
**\$915.25 Standard**



Cocktail Table  
Qty: \_\_\_\_  
**\$473.00 Discount**  
**\$615.00 Standard**



End Table  
Qty: \_\_\_\_  
**\$421.25 Discount**  
**\$547.75 Standard**



Oak Desk  
Qty: \_\_\_\_  
**\$857.00 Discount**  
**\$1,114.25 Standard**



6' Conference Table  
Qty: \_\_\_\_  
**\$783.75 Discount**  
**\$1,019.00 Standard**



8' Conference Table  
Qty: \_\_\_\_  
**\$860.00 Discount**  
**\$1,118.00 Standard**



Black Leather Executive  
Qty: \_\_\_\_  
**\$549.50 Discount**  
**\$714.50 Standard**



Black Office Chair  
Qty: \_\_\_\_  
**\$447.75 Discount**  
**\$582.25 Standard**



Accordion Lit Stand  
Qty: \_\_\_\_  
**\$321.00 Discount**  
**\$417.50 Standard**



Coat Rack  
Qty: \_\_\_\_  
**\$116.50 Discount**  
**\$151.50 Standard**



Refrigerator  
Qty: \_\_\_\_  
**\$532.25 Discount**  
**\$692.00 Standard**



30" x 30" Table  
Qty: \_\_\_\_  
**\$371.25 Discount**  
**\$483.00 Standard**



Side Chair  
Qty: \_\_\_\_  
**\$140.25 Discount**  
**\$182.50 Standard**



Arm Chair  
Qty: \_\_\_\_  
**\$166.50 Discount**  
**\$216.50 Standard**



42" x 30" Bar Table  
Qty: \_\_\_\_  
**\$397.50 Discount**  
**\$516.75 Standard**



Euro Barstool  
Qty: \_\_\_\_  
**\$346.00 Discount**  
**\$450.00 Standard**



Gray Bar Stool  
Qty: \_\_\_\_  
**\$243.00 Discount**  
**\$316.00 Standard**

Exhibitor: \_\_\_\_\_

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



# MODULAR RENTALS – Includes custom graphics!

**Artwork and payment for Modular Rental Displays must be submitted BY the discount deadline**

## 10x10 Displays – Contact Viper for Additional Custom Exhibit Options!

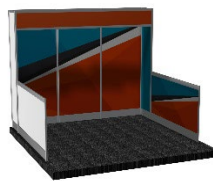
\*All prices include shipping, labor, custom graphics & rental carpet | Please contact your Viper Rep for Artwork Guidelines.



**10' INLINE BOOTH 1**  
Discount: \$5,172.25  
Standard: \$6,548.50



**10' INLINE BOOTH 2**  
Discount: \$5,172.25  
Standard: \$6,548.50



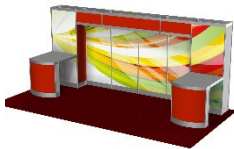
**10' STANDARD BOOTH**  
Discount: \$5,172.25  
Standard: \$6,548.50



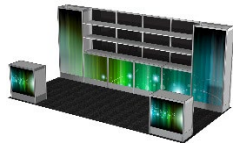
**10' POPUP LIGHTBOX RENTAL\***  
Discount: \$5,250.00  
Standard: \$6,825.00  
3 WEEKS LEAD TIME\*

## 10x20 Displays - Contact Viper for Additional Custom Exhibit Options!

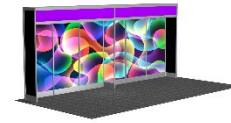
\*All prices include shipping, labor, custom graphics & rental carpet | Please contact your Viper Rep for Artwork Guidelines.



**20' INLINE BOOTH 1**  
Discount: \$11,121.25  
Standard: \$14,261.50



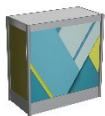
**20' SHELF BOOTH 2**  
Discount: \$11,121.25  
Standard: \$14,261.50



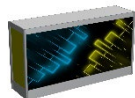
**20' STANDARD BOOTH**  
Discount: \$11,121.25  
Standard: \$14,261.50

## A La Carte

\*All prices include custom graphic panels | white or black panels available on request.



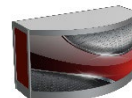
**1M COUNTER**  
Discount: \$523.75  
Standard: \$677.75



**2M COUNTER**  
Discount: \$950.50  
Standard: \$1,198.00



**1M CURVED COUNTER**  
Discount: \$582.00  
Standard: \$755.75



**2M CURVED COUNTER**  
Discount: \$1,035.25  
Standard: \$1,343.25



**DISPLAY CASE**  
Discount: \$1,226.50  
Standard: \$1,590.75

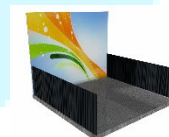
## MISC. ITEMS



**6' CUSTOMIZEABLE TABLE COVER\***  
Discount: \$625.00  
Standard: \$812.50  
3 WEEKS LEAD TIME\*



**22x28 SIGN \*w/HOLDER**  
Discount: \$187.00  
Standard: \$243.25



**10'W X 8'H BACKWALL BANNER**  
Discount: \$1,932.50  
Standard: \$2,512.25

\*Banner is yours to keep. Includes install/dismantle

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





# BOOTH CLEANING

\*Please contact your Viper Show Coordinator for a quote if you have specific cleaning requests.

## Vacuuming

A Booth Unit = One (1) 10' x 10' / 8' x 10' Booth (Please circle booth size). 10' x 20' = 2 Units, 20' x 20' = 4 Units and so on. Please be sure to include ALL units.

Number of Booth Units: \_\_\_\_\_ x \$130.00 Discount / \$169.00 Standard

Subtotal: \$ \_\_\_\_\_

Subtotal x Number of Days: \_\_\_\_\_ TOTAL: \$ \_\_\_\_\_

## Porter Service

Emptying refuse from containers as necessary throughout the show hours. A Booth Unit = One (1) 10' x 10' / 8' x 10' Booth (Please circle booth size). 10' x 20' = 2 Units, 20' x 20' = 4 Units and so on. Please be sure to include ALL units.

Straight Time (ST) | Monday – Friday: 8:00 am – 4:30 pm  
Over Time (OT) | Monday – Friday before 8:00 am & after 4:30 pm  
Double Time (DT) | Any time Saturday, Sunday & Holidays

### DISCOUNT

ST: \$109.25 per day, per booth unit  
OT: \$130.00 per day, per booth unit  
DT: \$152.50 per day, per booth unit

### STANDARD

ST: \$164.00 per day, per booth unit  
OT: \$194.50 per day, per booth unit  
DT: \$228.75 per day, per booth unit

Number of Booth Units: \_\_\_\_\_ x use appropriate rates from above

Subtotal: \$ \_\_\_\_\_

Subtotal x Number of Days: \_\_\_\_\_ TOTAL: \$ \_\_\_\_\_

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



## MATERIAL HANDLING

ADVANCE WAREHOUSE	SHOWSITE
<p><b>WASDA Fall Meeting</b>                      Viper Tradeshow Services                      2205-B Distribution Center Drive                      Charlotte, NC 28269</p> <p><b>Must arrive between September 26 – October 17</b>  <b>Receiving Hours: Monday – Friday, 8 AM – 4 PM</b></p>	<p><b><i>Not available on this show due to the short move in time. Ship to the advance warehouse and your items will be in your booth when you arrive.</i></b></p>

### A 200-pound minimum (2 CWT) applies to every shipment

- Rates for this show are on actual or dimensional weight, whichever is greater, for every hundred pounds (cwt or hundred-weight) rounded up to the nearest whole number.
- If a shipment is split up and pieces are delivered at different times, the minimum 2 CWT will apply every time freight is received.
- A weight ticket must be presented at the time of delivery. Post Show weight tickets will not be accepted. If a weight ticket is unavailable at the time of delivery and the freight needs to be weighed by Viper, special handling will be applied to the material handling.
- 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/move-out times.

#### Calculate your CWT (hundred weight)

Estimated Weight of Shipment: \_\_\_\_\_ Pounds

Pounds Divided by 100, rounded up: \_\_\_\_\_ Your CWT (no less than 2)

#### Advance Warehouse Rates (CWT = 100 lbs, 200 lb min)

	RATE PER CWT
Boxed, crated, or skidded shipment via common carrier.....	\$182.00 / CWT
Boxed, crated, or skidded shipment via POV, or specialized carrier, FedEx, UPS, or USPS.....	\$236.60/ CWT
Common carrier shipment received late, after <b>10/17/23</b> .....	\$236.60/ CWT
POV, specialized carrier, FedEx, UPS or USPS shipment received late, after <b>10/17/23</b> .....	\$307.60/ CWT

Estimated CWT \_\_\_\_\_ x \_\_\_\_\_ (Rate listed above) = \_\_\_\_\_ Estimated Total

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



## VTS MATERIAL HANDLING TERMS & CONDITIONS

Advance shipments will be accepted at the Viper Tradeshow Services warehouse and allowed up to 28 days free storage if delivered by the advance deadline receiving date listed below, and includes delivering freight direct to the exhibitor's booth storage of empties during the show, delivery of empties at the end of the show to an exhibitor's booth, and turning in Bill of Lading to the service desk and loading of materials onto outbound transportation carrier. Show Site shipments receive the same services except for warehouse storage.

### Special Handling 30% Surcharge

Special Handling rates shall be applied to the total standard charges, but are not limited to the following types of shipments. Multiple scenarios may incur multiple special handling charges.

<b>Moving Van Shipments</b>	Shipments delivered by a moving van or shipments by any vehicle which, because of the height, cannot be unloaded at the docks.
<b>Loose Freight</b>	Shipments packed in such a manner as to require special handling (i.e., loose display parts, loose carpet rolls unskidded, uncrated equipment, stacked freight, etc.) regardless of the kind of carrier or vehicle used, including small package shipments.
<b>Mixed/Undetermined Description</b>	Description of the shipment is such that the type of materials or equipment cannot be determined (i.e., 1 lot 20 assorted pieces, etc.) Including any mixed lot/multiple shipments that are delivered together.
<b>Must be Delivered by Hand</b>	Materials must be moved "by hand" to the booth due to facility situations beyond Viper Tradeshow Services' control (i.e., elevators, rooms forklifts cannot be used, etc.)
<b>Small Package Carriers (SPC)</b>	The use of small package carriers such as FedEx, UPS, DHL, etc. do not provide BOL and deliver large quantities on the dock requiring additional time to sort and identify.

### Overtime or Off Target 30% Surcharge

Shipments that qualify for overtime rates are any shipments unloaded or received at the warehouse/show site before 8 AM or after 4:30 PM on weekdays, anytime Saturday, Sunday or holidays or after ONE WEEK OUT. Additionally, when warehouse freight must be moved into the exhibit site on overtime, due to scheduling conflict beyond the control of Viper Tradeshow Services, or show move in or move out times are after 4:30 PM on weekdays, on Saturday, Sunday, or Holidays overtime charges will apply.

### Material Handling / Special Handling Definitions

**Material Handling:** Movement of goods. This includes receipt of your freight, delivery to the booth, storage and return of empty crates/boxes, and reloading.

**CWT:** 'Hundred weight' - a unit of measurement for weight, equal to 100 pounds.

**Storage Terms:** Exhibitors may hand deliver their own materials to the exhibit facility through the front doors. The use or rental of dollies, flat trucks or other mechanical equipment is not permitted. Viper Tradeshow Services must control access to the loading docks in order to provide a safe and orderly move-in/out. Material handling fees must be paid in full for any materials that require empty storage.

**Multiple Shipments:** Any shipments received from multiple locations or received at different times/dates are considered separate and will be assessed multiple Material Handling minimums. No cumulative weights will be allowed on minimums or split shipments.

**Ground Loading/Unloading:** Vehicles that are not dock height preventing the use of loading docks, such as U-hauls, flat bed double drop trailers, company vehicles with trailers that are not dock level, etc.

**Constricted Space Loading/Unloading:** Trailer loaded "high and tight" shipments that are not easily accessible. Freight is loaded to full car trailer – top to bottom, side to side.

**Designated Piece Loading/Unloading:** Drivers that require the crew to bring multiple pieces of the freight to the rear of the trailer to the next piece, having to remove freight from the trailer then reload to fit or the trailer must be loaded sequence to ensure all items fit.

**Stacked Shipments:** Shipments loaded in such a manner requiring multiple items to be removed to ground level for delivery to booth. Stacked or "cubed out" shipments, loose items placed on top of crates and/or pallets constitute special handling.

**Shipment Integrity:** Shipment integrity involves shipments on a carrier that are intermingled or delivered in such a manner additional labor is needed to sort through and separate the various shipments on a truck for delivery.

**Alternate Delivery Location:** Alternative delivery location refers to shipments that are delivered by a carrier that requires us to deliver shipments to different levels in the same building, or to other buildings in the same facility.

**Mixed Shipments:** Mixed shipments are defined as shipments of mixed crated and uncrated goods, where the percentage of uncrated is minimal and does not warrant the full uncrated rate for this shipment but does require special handling.

**"No Documentation":** Shipments arrive from a small package carrier (including, not limited to, FedEx, UPS, DHL) without an individual Bill of Lading or shipments without a certified weight ticket which requires additional time, labor and equipment to process.

**Difference Between Crated and Uncrated Shipments:** Crated shipments are those that are packed in any type of shipping container that can be unloaded at the dock with no additional handling required. Such containers include crates, fiber cases, cartons and properly packed skids. An uncrated shipment is material that is shipped loose or pad-wrapped and/or unskidded without proper lifting bars and hooks.



# ADVANCE WAREHOUSE SHIPPING LABELS

For your convenience labels are provided below for advance warehouse delivery.  
We encourage you to make copies and fill in your specific information and tape two labels on each piece of your freight.

<b>SHIPPER INFORMATION</b>	
FROM:	
<b>ADVANCE WAREHOUSE DELIVERY INFORMATION</b>	
TO (Exhibiting Co. Name): _____ BOOTH #: _____	
<b>WASDA FALL MEETING</b> <b>Viper Tradeshow Services</b> <b>2205-B Distribution Center Drive</b> <b>Charlotte NC 28269</b>	<b>Must deliver between</b> <b>September 26 – October 17, 2023</b>
PIECE: _____ OF _____	





# INBOUND SHIPPING INFORMATION

If using your own carrier, please fill out for all shipments that you will be sending into the show. Email form to [Ldavis@vipertradeshow.com](mailto:Ldavis@vipertradeshow.com)

**A 200-pound minimum (2 CWT) applies to every shipment, whether received at the Advance Warehouse or Show Site. Some cost-saving tips are to have all freight delivered in a single shipment on an LTL freight carrier.**

## Shipment 1

Carrier Name: \_\_\_\_\_ Total Pieces: \_\_\_\_\_ Weight: \_\_\_\_\_

Tracking Number(s): \_\_\_\_\_

Shipper: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_

Description of pieces (box, case, etc): \_\_\_\_\_

## Shipment 2

Carrier Name: \_\_\_\_\_ Total Pieces: \_\_\_\_\_ Weight: \_\_\_\_\_

Tracking Number(s): \_\_\_\_\_

Shipper: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_

Description of pieces (box, case, etc): \_\_\_\_\_

## Shipment 3

Carrier Name: \_\_\_\_\_ Total Pieces: \_\_\_\_\_ Weight: \_\_\_\_\_

Tracking Number(s): \_\_\_\_\_

Shipper: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_

Description of piece (box, case, etc): \_\_\_\_\_

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





## VIPER TRANSPORTATION SHIPPING ORDER FORM

Viper offers door to door ground shipping (**7-15 business days**) anywhere in the contiguous United States regardless of destination, at a flat rate of \$3.25/lb. on shipments under 1,000 lbs. and \$2.75/lb. for shipments over 1,000 lbs. **Dimensional weight may apply** and a **\$725.00 minimum** applies for each shipment (destination/or leg). Canadian shipments are provided at a flat rate of \$4.25 for shipments under 1,000 lbs. and \$3.75 for shipments over 1,000 lbs.; a \$950.00 minimum applies. **Material Handling charges apply for all shipments. \*3.5% convenience fee, state & local taxes apply.**

### Inbound shipping from:

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

Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Contact: \_\_\_\_\_ Phone: \_\_\_\_\_

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

Requested Pickup Date/Time: \_\_\_\_\_

Is this a residence:            YES      NO                      Do you have a dock:            YES      NO

Is this a Round Trip shipment:            YES      NO            (if return address is different than above, please provide address below)

**Special Instructions (inside pickup, liftgate required, receiving hours, etc):** \_\_\_\_\_

# of Pieces	Description of Package	Estimated Dims & Weight – INBOUND	Estimated Dims & Weight - OUTBOUND
	Crate (Wooden) Exhibit Material		
	Cardboard Carton		
	Fiber Case		
	Pallets		
	Carpets		
	Miscellaneous		

**Outbound Shipping:** \_\_\_\_\_ **I only need outbound shipping** (if this option is selected, please add your shipping address below)

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

Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Contact: \_\_\_\_\_ Phone: \_\_\_\_\_

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

**Special Instructions (inside delivery, liftgate required, receiving hours, etc):** \_\_\_\_\_

### Acceptance & Payment

I understand that in the absence of added protection and accompanying itemized valuation, the maximum liability for loss or damage is limited to \$50.00 per shipment or \$0.50 per pound, whichever is greater. I accept responsibility for coverage for my products during shipping, otherwise, I am purchasing only supplemental insurance (does not include AV or computer equipment) protection (**up to \$5,000.00**) at \$25.00 for every \$1,000.00 declared value.

**\*Please note Viper Tradeshow is not liable for shipping A/V & computer equipment\*.**

Insurance Cost \$ \_\_\_\_\_ (\$25/\$1000 value) Declared value \$ \_\_\_\_\_

I am **not** purchasing supplemental insurance protection: \_\_\_\_\_ (please sign or initial)

**\*AV equipment and computers hold very specific packaging instructions in order to be covered by insurance. Viper Tradeshow Services is not liable and does not cover any AV equipment or other alike equipment. The Exhibitor holds all responsibility for such and should carry coverage for their own AV and computer equipment\***

Signature to officially place this order and acceptance of terms: \_\_\_\_\_



### \* Request for Pre-printed Bill of Lading (BOL) & Outbound Shipping Labels \*

In order to have a pre-printed bill of lading (BOL) + shipping labels created & delivered to your booth the morning of show close, we must receive this form prior to the show. Email this form to: [Ldavis@vipertadeshow.com](mailto:Ldavis@vipertadeshow.com)

Viper cannot supply shipping labels for any freight that is shipping via FedEx/ UPS/ DHL or others alike. The exhibiting company and/or EAC will need to supply these labels for their shipment. Any freight left on the show floor without a proper label and/or bill of lading (BOL), will be consigned to the house carrier, Viper Transportation, and the exhibitor will be responsible for shipping costs. Viper Transportation cannot guarantee delivery dates, nor compete with other shipping carrier's costs.

#### Carrier pick up location

Viper Tradeshow Services  
2205-B Distribution Center Drive  
Charlotte NC 28269

You must schedule your carrier to pick up on Thursday, October 26 between 10 AM – 2 PM. If your carrier fails to show up, your shipment will be re-routed on Viper Transportation.

#### Exhibitor Information

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

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

#### Shipping Destination 1

\*Please let us know how many shipping labels you will require: \_\_\_\_\_

(Viper cannot supply shipping labels for any freight that is shipping via FedEx/ UPS/ DHL)

OUTBOUND CARRIER: \_\_\_\_\_

Delivering to (Company Name): \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

ATTN: \_\_\_\_\_

Phone: \_\_\_\_\_

#### Freight Charges:

Company \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

ATTN: \_\_\_\_\_

Phone: \_\_\_\_\_

#### Show Site Instructions:

Once your shipment(s) is/are packed and ready to be picked up, **please return the outbound bill of lading (BOL) to the Viper service desk.** Verify the correct piece count, weight, and sign this legal document. Any shipments without paperwork turned in will be reconsigned onto the house carrier at the exhibitor's expense. Viper does not accept responsibility for any exhibitor property left on the show floor unattended at any time, for any reason. Do not leave the bill of lading (BOL) in your booth – you must bring to the Viper service desk. Thank you.

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





# DISPLAY LABOR (Installation & Dismantle) INFO

## Display Labor Hourly Rates

Straight Time (ST) | Monday – Friday: 8:00 am – 4:30 pm

Over Time (OT) | Monday – Friday before 8:00 am & after 4:30 pm

Double Time (DT) | Any time Saturday, Sunday & Holidays

### Exhibitor Supervised:

#### DISCOUNT

ST: \$115.00 per person, per hour

OT: \$172.50 per person, per hour

DT: \$230.00 per person, per hour

#### STANDARD

ST: \$172.50 per person, per hour

OT: \$258.75 per person, per hour

DT: \$345.00 per person, per hour

### Viper Supervised (35% supervision applied)\*\*:

#### DISCOUNT

ST: \$155.25 per person, per hour

OT: \$232.88 per person, per hour

DT: \$310.50 per person, per hour

#### STANDARD

ST: \$232.88 per person, per hour

OT: \$349.32 per person, per hour

DT: \$465.75 per person, per hour

## Labor Definitions

All labor is supervised by Viper Tradeshow Services and charged accordingly unless checked below. Viper will not be responsible for any damage or loss of materials during installation, dismantle, unpacking or packing. There is a 1 hour minimum per worker at 1-hour increments thereafter.

**Viper Tradeshow Services Supervised Labor:** Exhibits are set up prior to exhibitor’s arrival under the direction of Viper Tradeshow Services I&D Supervisors. The charge for this service is an additional 35% of the total installation labor bill. **Please provide complete booth plans, schematics, instructions and photos for this service along with inbound and outbound shipping information.**

**Exhibitor Supervised Labor:** Supervisor must check in at the Viper Tradeshow Services Center to pick up labor. Upon completion of work, supervisor must return to Viper Tradeshow Service Center to release labor. Start time guaranteed only where labor is requested for the start of the working day (8:00 am) unless the official set time begins later in the day.

Please provide supervisors name and cell number: \_\_\_\_\_

## Installation Calculation & Order CIRCLE ONE: Exhibitor Supervision or Viper Supervision\*\*

- Day/Time of set up: \_\_\_\_\_ Hourly Rate as noted above
- Number of Laborers: \_\_\_\_\_ x number of people
- Number of Hours: \_\_\_\_\_ x number of hours
- TOTAL AMOUNT OF HOURS** \_\_\_\_\_ x \_\_\_\_\_ (RATE) \$ \_\_\_\_\_

## Dismantle Calculation & Order CIRCLE ONE: Exhibitor Supervision or Viper Supervision\*\*

- Day/Time of set up: \_\_\_\_\_ Hourly Rate as noted above
- Number of Laborers: \_\_\_\_\_ x number of people
- Number of Hours: \_\_\_\_\_ x number of hours
- TOTAL AMOUNT OF HOURS** \_\_\_\_\_ x \_\_\_\_\_ (RATE) \$ \_\_\_\_\_

*Services cancelled within 21 days of move-in are charged at full value.*

*The time originally secured and processed preshow will not be adjusted if actual is less than ordered, please order labor accordingly.*

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







# EXHIBITOR APPOINTED CONTRACTORS (EAC) GUIDELINES

**\*Please complete and return both EAC forms\***

Viper Tradeshow Services, acting on behalf of all exhibitors and in the best interest of the exposition, has appointed Official Service Contractors to perform and provide necessary services and equipment.

Official Service Contractors are appointed to: ensure the orderly and efficient installation and removal of the overall exposition, assure the distribution of labor to all exhibitors according to need, provide sufficient labor to satisfy the requirements of the exhibitors, and for the exposition itself, see that proper type and limits of insurance are in force, and avoid any conflict with local union and/or exhibit hall regulations and requirements.

The Official Service Contractors will provide all usual trade show services, including labor. Exceptions are: the exhibitor may provide supervision; exhibitor may appoint an exhibit installation contractor or display builder.

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

1. Exhibitor must notify in writing to Viper Tradeshow Services the intention to utilize an independent contractor (EAC) no later than 14 days prior to the first move-in day, furnishing the name, address and telephone number of the firm.
2. Exhibitor shall provide evidence that the EAC has a proper certificate of insurance with a minimum of \$1,000,000 liability coverage, including property damage and Workers' Compensation naming Viper Tradeshow Services as additionally insured, to show managers and Viper Tradeshow Services at least 10 days before the show opening.
3. Exhibitor agrees that they are ultimately responsible for all services in connection with their exhibit, including freight, drayage, rentals and labor.
4. The EAC must have all business licenses, permits and Workers' Compensation insurance required by the state and city governments and the convention facility management prior to commencing work, and shall provide Show Management with evidence of compliance.
5. The EAC will provide Viper Tradeshow Services the number of on-site employees at the time of check-in and see that they have, and wear at all times necessary, identification badges as determined by Show Management.
6. The EAC shall be prepared to show evidence that it has valid authorization from the exhibitor for services. The EAC may not solicit business on the exhibit floor.
7. The EAC must confine its operations to the exhibit area of its clients. No service desk, storage areas or other work facilities will be located anywhere in the building. The show aisles and public spaces are not a part of the exhibitor's booth space.
8. The EAC shall provide, if requested, evidence to Viper Tradeshow Services that it possesses applicable and current labor contracts and must comply with all labor agreements and practices. The EAC must not commit or allow to be committed by persons in its employment any acts that could lead to work stoppages, strikes or labor problems.
9. The exposition floor, aisles, loading docks, service and storage areas will be under the control of the official service contractor, Viper Tradeshow Services. The exhibitor appointed contractor must coordinate all of its activities with Viper Tradeshow Services.
10. For services such as electrical, plumbing, telephone, cleaning and drayage, no contractor other than the official service contractor will be approved. This regulation is necessary because of licensing, insurance and work done on equipment and facilities owned by parties other than the exhibitor. Exhibitors shall provide only the material and equipment they own and is to be used in their exhibit space.

**I have read the Exhibitor Appointed Contractors section of this manual and understand the terms and conditions. I understand that all the contractors listed above must be approved by Viper Tradeshow Services. I understand it is my responsibility to see that each representative from any EAC for my company abides by the rules and regulations of the event. I also understand that any EAC listed above that is not approved by Viper Tradeshow Services will not be permitted on the floor.**

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

Company: \_\_\_\_\_ Date: \_\_\_\_\_

Signature: \_\_\_\_\_





# USE OF AN EAC NOTIFICATION

**\*Please complete and return both EAC forms\***

Please be sure to read the Official Services & Exhibitor Appointed Contractors (EAC) Guidelines. Exhibitors who plan to have an EAC unpack, install, assemble, dismantle and pack displays, equipment or materials must provide this form to Viper Tradeshow Services no later than 14 days before the start of the move-in and see that their EAC adheres to the guidelines outlined on the previous page.

**Notification of EAC:** To be received no later than 14 days in advance

**For Exhibitor (Company Name):**

**Show Name:**

WASDA Fall Meeting & Partnership Forum

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

**Name of Service Firm (EAC):** \_\_\_\_\_

**Address:** \_\_\_\_\_

**Telephone:** \_\_\_\_\_

**Fax:** \_\_\_\_\_

**Contact:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Show Site Contact (if different from above)** \_\_\_\_\_

**Cell Phone #:** \_\_\_\_\_

## EAC Instructions

1. Refer to the Official Service & Exhibitor Appointed Contractors Guidelines form in this kit for additional requirements.  
\*Before submitting service order forms (including this one). Preferably before the early registration deadline.
2. Provide Viper Tradeshow Services the names of all exhibiting companies for whom they have orders on  
\*To be received no later than 10 days before move-in.
3. Check in at the Viper Tradeshow Services Service Desk to proceed with work on the floor  
\*Upon arrival at show site.

**Viper Tradeshow Services reserves the right to refuse any Non-Official Service Contractor (EAC) access to the show floor if any of the above conditions are not met. If there is a problem providing the necessary information within the deadlines, Viper Tradeshow Services must be contacted in advance of the deadline.**





**Service Request Form  
WASDA 2023**

Group: \_\_\_\_\_  
 Date of Request: \_\_\_\_\_  
 Vendor: \_\_\_\_\_  
 Booth: \_\_\_\_\_  
 Email Address: \_\_\_\_\_

**Sheraton Charlotte Hotel**  
 555 S. McDowell  
 Charlotte, NC 28204  
 704.372.4100

**Fax completed form to 704.626.3658 Attn: Justen Hix  
 or email jhix@lemeridiensheratoncharlotte.com**

<b>Power</b> Show Date: _____	# Needed	Regular Price (Includes Service Charge and Tax)	Day of Event Price (Includes Service Charge and Tax)	Total
120 Volts Outlet 15 AMP with Extension Cord and Power Strip		\$67.03	\$134.06	
<b>Audio Visual</b> Date to be installed: _____ Date to be removed: _____ <b>**Location of Line**</b> _____	# Needed	Regular Price (Includes Service Charge and Tax)	Day of Event Price (Includes Service Charge and Tax)	Total
42" LCD Monitor		\$402.19	\$536.25	
Hard Wired Internet		\$134.06	\$268.13	
Easels		\$33.52	\$62.66	
Flipchart Package with Markers		\$73.73	\$147.47	
<b>These charges must be paid 3 days prior to event.</b>				
			<b>Total</b>	

Type of Card: Visa    MasterCard    American Express    Discover

Credit Card Number: \_\_\_\_\_

Expiration Date: \_\_\_\_/\_\_\_\_

Name on Card: \_\_\_\_\_ Address: \_\_\_\_\_

Authorized Signature: \_\_\_\_\_

Email for receipt: \_\_\_\_\_