

2022 American Craft Made / Baltimore

Welcome to American Craft Made Baltimore! Please review this Exhibitor Service Kit for important information on rentals, electric, material handling and labor. The dates for this years' show are as follows:

Retail Show Friday, February 11 - Sunday, February 13, 2022

Booth fees cover the following: Floor space rental, booth sign, wifi (limited to checking emails and completing sales transactions), exhibitor badge plus one assistant badge, stock storage, empty crate removal and storage, 24 hour security, listing in print show directory, listing in online show directory, national, regional, local marketing campaigns and digital promo kits.

Booth fees **DO NOT** include: Furnishings such as pipe and drape, furniture, carpet, shipping or electricity. Use this kit to order these items.

* All booths must have 8 foot tall "walls" that cover the interior of the entire booth. Exhibitors must either rent pipe and drape or hard walls from the general contractor or, alternatively, provide their own "wall" structures.

IMPORTANT DEADLINES

Discount price deadline for custom Shepard orders: January 12, 2022

First day for warehouse deliveries without a surcharge: January 12, 2022

Discount price deadline for standard Shepard orders: January 21, 2022

Last day for warehouse deliveries without a surcharge: February 2, 2022

Last day for warehouse deliveries: February 7, 2022

First day freight can arrive at show facility: February 9 at 8:00am

Advance payment price for all Edlen **electrical** orders: January 21, 2022.

Pipe and Drape All booths must have 8 foot tall "walls" that cover the interior of the entire booth. Exhibitors must either rent pipe and drape or hard walls from the general contractor or, alternatively, provide their own "wall" structures. Please be advised that pipe and drape is NOT designed to support light fixtures or other items you may want to hang in your booth. If you hang lights or other items from the pipe & drape structure, you do so at your own risk and any damage that occurs as a result will be the sole responsibility of the exhibitor. It must be of sound construction and can in no way obstruct or endanger the neighboring booths or the public.

Electrical Electricity is not included with your booth fee. Edlen Electrical Services provides exclusive electrical, air, water and drain services at the Baltimore Convention Center. To place your order online please visit ordering.edlen.com. If you have any questions or need assistance

please email Baltimore@edlen.com referencing the event you are participating in. For all other inquiries please contact Edlen at (410) 649-7321 or visit the Edlen website at

Union labor and power tools All use of power tools is prohibited without the assistance of hired labor. Exhibitors are not permitted to use power tools (electric drills, power saws, etc.) on booths of any size. Manual tools such as hammers, screwdrivers, ratchets, pry bars, etc. are allowable for exhibitor use within the size and time frame limitation. Exhibitors may not borrow tools, ladders or other equipment from the exhibit facility or from Shepard.

Material Handling This is the process of unloading/loading your freight from your shipping carrier or vehicle and delivering it to your booth. The unloading and reloading of vehicles fall under the labor union jurisdictions in Baltimore. There is information in the exhibitor kit regarding hand carrying items that pertain to other trade shows at the Baltimore Convention Center (not American Craft Made). Please read the information below carefully and contact show management with any questions.

POV (Personally Owned Vehicle) Exhibitors may unload, reload and transport all items in their personal vehicles without the assistance of hired labor if they arrive in a Class 1 vehicle with no trailer. However, if you arrive in a vehicle class that requires hiring labor you will be charged the rates below.

Even if you choose not to allow anyone to handle your craft items the spirit of the regulation still exists and you will be charged for hiring onsite labor. All rates are round trip to include unloading and loading after the show.

Vehicles that may be unloaded without hired labor Exhibitors who arrive in Class 1 2-axle vehicles (cars, vans 500 cubic feet or less, pickup trucks) NOT pulling a trailer that contain materials for a single booth space, will be allowed to unload and reload the entire contents of their vehicle (with the exception of raw materials like sheetrock or lumber) without the assistance of hired labor. Shepard will not have carts to borrow so please bring your own cart to dolly to your booth.

Vehicles that require hired labor for unloading

- **Class 1 vehicles pulling trailers**
- **Class 2 vehicles** – (including box trucks, RV's, vans 500 cubic feet or more, etc.)
- **Freight Carriers, Class 3 Vehicles or larger** - (UPS, FedEx, Yellow Freight, DAX, Art In Motion, etc...) all vehicles in these categories must be entirely unloaded and reloaded by the onsite labor service. The cost for this service will be at prevailing drayage rates, or predetermined cost.

Labor rates for unloading/reloading vehicles

- **Class 1 vehicle** (*optional*) \$120.00
- **Class 2 sprinter van – 500 cubic feet or less** (*optional*) \$243.25
- **Class 1 vehicles pulling trailer** (*required*) \$347.00

- **Class 2 vehicles** including box trucks, vans over 500 cf (**required**) \$365.00
- **RV'S (**required**)** \$216.20
- **Freight Carriers, Class 3 Vehicles or larger (**required**)** All vehicles in these categories must be entirely unloaded and reloaded by the onsite labor service. Cost for this service will be at prevailing drayage rates (see kit), or predetermined cost.

If you have questions regarding the exhibitor services outlined in this kit, please contact us at shows@craftcouncil.org



Shepard

EXHIBITOR SERVICE MANUAL

American Craft Made / Baltimore

Baltimore Convention Center | Baltimore, MD
February 11 - 13, 2022

M178420222

SHOW INFORMATION

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

Booth Package

Your booth fee includes a booth ID sign, empty container storage and accessible stock storage. New this year, your booth fee includes wireless internet (limited to checking emails and completing sales transactions)!

Your booth fee does not include electricity, furnishings, drape or carpet.

Pipe and Drape packages can be rented on the "Booth Equipment Rentals" pages.

Exhibit Show Schedule

GENERAL EXHIBITOR MOVE-IN

Wednesday, February 9, 2022 • 9:00AM to 6:00PM

Thursday, February 10, 2022 • 9:00AM to 6:00PM

EXHIBIT HOURS

Friday, February 11, 2022 • 10:00AM to 6:00PM

Saturday, February 12, 2022 • 10:00AM to 6:00PM

Sunday, February 13, 2022 • 11:00AM to 5:00PM

EXHIBITOR MOVE OUT

Sunday, February 13, 2022 • 5:00PM to 11:45PM

FREIGHT REROUTE BEGINS*

*All outbound carriers must be checked in by this time

Sunday, February 13, 2022 | 9:00PM

IMPORTANT DEADLINES

Discount Price Deadline for Custom Shepard Rentals

Wednesday, January 12, 2022

Exhibitor Appointed Contractor Notification Deadline

Wednesday, January 12, 2022

First Day for Warehouse Deliveries Without a Surcharge

Wednesday, January 12, 2022

Discount Price Deadline for Standard Shepard Orders

Friday, January 21, 2022

Last Day for Warehouse Deliveries Without a Surcharge

Wednesday, February 2, 2022

Last Day for Warehouse Deliveries*

Monday, February 7, 2022

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

First Day Freight Can Arrive at Show Site

Wednesday, February 09, 2022 | 8:00AM

Shipping Addresses

ADVANCE WAREHOUSE SHIPMENT ADDRESS

Exhibiting Co. Name & Booth Number

American Craft Made / Baltimore

c/o Shepard Exposition Services

7079 Oakland Mills Rd

Columbia, MD 21046

DIRECT TO SHOW SITE SHIPMENT ADDRESS

c/o Shepard Exposition Services

Exhibiting Co. Name & Booth Number

American Craft Made / Baltimore

Baltimore Convention Center

1 West Pratt Street

Baltimore, MD 21201

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ADVANCE DEADLINE DATE (STANDARD ORDERS): FRIDAY, JANUARY 21, 2022

Due to liability concerns and/or labor jurisdictions, exhibitors or their Exhibitor Appointed Contractors (EACs) may not operate any type of mechanical or powered equipment including forklifts, manual or electric pallet jacks, overhead lifts, etc.

Shepard Mailing Address

1531 Carroll Drive, NW
Atlanta, GA 30318
Phone: 404-720-8600
Email: orders@shepardes.com

Service Desk Hours *(subject to change)*

Wednesday, February 9, 2022 • 9:00AM to 6:00PM
Thursday, February 10, 2022 • 9:00AM to 6:00PM
Friday, February 11, 2022 • 10:00AM to 6:00PM
Saturday, February 12, 2022 • 10:00AM to 6:00PM
Sunday, February 13, 2022 • 11:00AM to 11:45PM

Exhibitor Move Out

Sunday, February 13, 2022 • 5:00PM to 11:45PM

Dismantle & Move Out Information

Shepard will begin returning empty containers and skids as soon as the aisle carpet is removed and/or plastic protection is installed on top of the floor. All exhibitor materials must be removed from the facility by **Sunday, February 13, 2022 | 9:00PM.**

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

To ensure all exhibitor materials are removed from the facility during the exhibitor move out, please have all carriers checked in with Shepard no later than **Sunday, February 13, 2022 | 9:00PM.**

Post Show Paperwork & Labels

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

Outbound Shipping

It is the responsibility of each exhibitor to arrange for transportation of booth materials after the event. Our Customer Service Representatives are available pre show, during the show, and during move out to assist you in arranging shipping through our official carrier Shepard Logistics. For peace of mind and easy set up, contact Shepard Logistics before the event for transportation services to and from the event. Shepard does not provide UPS, FED-EX, or other carrier specific labels. Exhibitors must schedule pick ups directly with all carriers as well as provide carrier specific shipping labels.

Pick Up Address

Baltimore Convention Center
1 West Pratt Street
Baltimore, MD 21201

ONLINE ORDERING


IT'S EASY.

American Craft Made / Baltimore

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Order online through the Shepard Exhibitor Portal at www.shepardes.com/intro.asp. Login or Create an Account and follow the simple instructions for ordering. If you need assistance during your shopping experience, contact us using our  chat feature on the right side of the screen. Representatives are available Monday - Friday, 8AM - 5PM EST.

1. Go to: www.shepardes.com/intro.asp.
2. Select the Event.
3. Login from the Show Information page by clicking the **Login for Online Ordering** button.
4. Select your event, enter your email address and password then click Login.
User Name = **Your Email Address**
(provided by Event Management)
Password = **craft2021**
5. Don't have an account, click "Create an Account."
6. Once logged in, please confirm your profile information. If you need to update your information, please contact us at **customerservice@shepardes.com**.
7. To order, utilize the grey category drop-down menus above the Welcome message.
8. After making your selections, click the add to cart button on the bottom right of the page.
9. To view your order click the Shopping Cart Icon at the top right of the page.
10. Confirm your order, click and complete the payment process.

Login

If you are already registered for online ordering, please login below.

You'll need to select and event first. After you login you will have access to your other events as well.

Select an Event

Select a Show ▼

Email Address

youremail@yourcompany.com ▼

Password

Login

[Forgot your password?](#)

Create an Account

Registration is easy. To create an account we need your email address, name, and company information.

Select an Event

Select a Show ▼

Creating an account will allow you to order online.

First, we will need your email address.

youremail@yourcompany.com **Let's do this!**

METHOD OF PAYMENT

American Craft Made / Baltimore

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Please review the information and complete your payment information online.

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

Shepard no longer accepts cash payments for any Shepard Services. Once a payment is processed by credit card, any changes to the payment method will be charged a fee of 5% of the total invoice. 10010-Change Of Payment Method Transaction Fee

Shepard Exposition Services only accepts payment information electronically. Place your order online with Shepard or follow the steps below to provide your payment information electronically and submit your order forms.

Complete your payment information online.

Login to your account at <https://www.shepardes.com/payment-methods> and choose the event you are submitting payment for.

Discount Pricing Deadlines

Orders received without payment or after the discount price deadline will be charged at the standard price.

Online: Friday, January 21, 2022 All paid orders placed online prior to the deadline date.

Discount Deadline: Friday, January 21, 2022 All paid orders placed via pdf prior to the deadline date.

ACH/Wire Transfers

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

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

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

NAME OF SHOW BEING ATTENDED: **American Craft Made / Baltimore**

EVENT CODE: **M178420222**

EXHIBITING COMPANY NAME: _____ BOOTH NUMBER: _____

Account Name: Shepard Exposition Services, Inc.	Routing Number: 041000124	SWIFT CODE (US): PNCCUS33	Please include the show name, event code and your booth number if you are sending a physical check.
Bank Name: PNC Bank N.A., Pittsburgh, PA 15219 USA	Account Number: 42-6061-9772	SWIFT CODE (INTL): PNCCUS33	

TAX EXEMPT? Please submit tax exemption certificate to: orders@shepardes.com. If you are tax exempt, you must provide a tax exemption certificate for the state in which the event is being held.

TERMS & CONDITIONS

American Craft Made / Baltimore

Baltimore Convention Center | Baltimore, MD

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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 a part of the contract between Shepard Exposition Services, and you, the Exhibitor.

Exhibitor is deemed to accept these terms and conditions when any of the following conditions are met:

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

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

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

use, unauthorized alteration, or negligent handling of Shepard equipment; or (3) exhibitor's violation of Federal, State, or Local ordinance; or violation of show regulations and/or rules as published by the Facility and/or Show Management.

Payments are due prior to delivery of services or equipment to EXHIBITOR unless other credit arrangements have been made. All payments shall be in U.S. currency, MasterCard, VISA, or American Express, debit cards, or check, provided there is sufficient customer credit in Exhibitor's form of payment to completely satisfy the amount owed by EXHIBITOR to Shepard. Undersigned authorizer acknowledges and agrees that all applicable charges for services rendered to the EXHIBITOR will be applied to the credit card on file in the event other form of payment is not tendered prior to the close of the trade show. In no instance shall any Exhibitor be extended credit beyond 30 days after the close of the Show. If there are any outstanding balances owed by EXHIBITOR to Shepard which have not been paid after 30 days following the close of the Show, then these unpaid balances shall bear interest at the rate of 1-1/2% per month (18% per annum). Exhibitor will be responsible for all charges incurred by Shepard while endeavoring to collect this account. If EXHIBITOR provides a credit card for payment and the credit card transaction is declined, EXHIBITOR hereby authorizes Shepard to process the outstanding balance in multiple smaller increments that total the amount of the outstanding payment obligation. In the event that a THIRD PARTY (AGENT) orders on behalf of the EXHIBITOR and the named THIRD PARTY does not discharge payment of the invoice prior to the last day of the show, charges will revert back to the EXHIBITOR. All invoices are due and payable upon receipt, by either party.

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

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

three weeks prior to show opening. If your elected Third Party Provider fails to pay for Shepard Services, the exhibitor is still responsible for paying all invoices to Shepard.

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

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

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

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

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

continued on the next page

TERMS & CONDITIONS (continued)

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

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

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

Tax Rates: State tax regulations and tax rates can change after the date of publication. Prevailing state tax rates will supersede any published rate.

Exhibitor Information: Exhibitor permits all contact information provided to Shepard to be used by Shepard and shared with other entities assisting in the production of the event in question. Facsimiles and email communications may include show information, promotional materials, advertising statements and other commercial notices. Permission may be revoked by the EXHIBITOR in writing.

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

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

Claim(s) for Loss and Payment For Services: Exhibitor agrees that any and all claims for loss or damage shall be submitted to Shepard prior to the conclusion of the show when the alleged loss or damage occurred prior to that time, and in all cases within 30 days of the conclusion of the show. For claim reporting purposes, the "conclusion" of the show shall be construed as the end of the day on which exhibitor

must vacate the show site. All claims reported after the 30-day period will be rejected. In no event shall a suit or action be brought against Shepard more than one year after the date the loss or damage occurred. Payment for services may not be withheld. In the event of any dispute between Shepard and the exhibitor relative to any loss or damage claim, the exhibitor shall not be entitled to and shall not withhold payment for Shepard services as an offset against the amount of the alleged loss or damage. Any claim against Shepard shall be considered a separate transaction and shall be resolved on its own merit.

Limits of Liability: If found liable for any loss, Shepard's sole and exclusive maximum liability for loss or damage to Exhibitors materials and Exhibitor's sole and exclusive remedy is limited to \$.50 (USD) per pound per article with a maximum liability of \$100.00 (USD) per item, or \$1,500.00 (USD) per shipment whichever is less. All shipment weights are subject to correction and final charges determined by the actual or re-weighed weight of the shipment. Shepard shall in no event be liable for collateral, exemplary, indirect costs or damages, or loss of sales resulting from, or related to, a claim for loss of or damage to material.

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

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

COVID-19 CANCELLATION POLICY

American Craft Made / Baltimore

Baltimore Convention Center | Baltimore, MD

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Cancellation Policy Statement for Exhibitors on Events Impacted by Coronavirus

(COVID-19) The impact of COVID-19 has been unlike anything our live events industry and the global community have ever experienced. We understand that our exhibitors are disappointed in the lost opportunity to connect with attendees and grow their businesses. Due to these unprecedented circumstances, we have temporarily revised our policy to support our customers.

This policy will apply to events that cancel prior to Shepard's commencement of moving in the event:

- We will offer 100% refunds on standard furnishings, accessories, executive furnishings and standard carpet/padding. Custom products such as premium, special cut carpets and graphics will be refunded at 70-100%, based on cancellation date.
- Custom rental exhibits will be refunded based on cancellation date and production status.
- We will charge for work performed on labor, material handling and transportation.
- Custom fabrication items are non-refundable.
- All products/services not listed above will be charged per contracted terms.
- The Shepard customer services team will reach out to exhibitors to assist with freight, as well as answer any questions regarding orders. They will be able to assist on both cancelled and postponed shows.

Frequently Asked Questions

How do I cancel my order?

As soon as we are informed of a cancelled event, we will begin working through canceling orders. You will be emailed a final invoice showing any applicable charges and/or credits.

If I just sent in my order, will it be processed, and will my card be charged?

If we have been notified by the event organizer that the event has been cancelled, we will not process the order.

When will I get a refund?

If a refund is due, we will send a check for monies due to the address on file. Wire transfers will be refunded and issued by the Shepard Accounts Receivable department as soon as invoices are finalized.

Will I still be charged material handling for my shipment?

Yes, material handling charges will apply and will be based on where your freight was shipped and if it had been taken to show site by the time of cancellation.

I already shipped my freight to the Shepard advance warehouse or the event. Can you send it back to me?

Yes, with the shipment already in our possession, we can easily return your freight to the destination of your choice using Shepard Logistics. Please contact us at logistics@shepardes.com.

Shepard reserves the right to modify this and other policies at any time.

SAFETY FIRST PLAN

CREATING SAFE & SUCCESSFUL LIVE EVENTS IN A COVID WORLD.

Changes are taking place at our events.
With Shepard, You Can.

To support the production and maintenance of clean and healthy environments—both at Shepard offices and event sites—we've implemented a series of solutions and standards for all associates and event personnel.

Our Commitment!

Shepard is committed to partnering with our facility, organizer and vendor partners to implement an enhanced safety environment.



Masks Required

Associates and union personnel are required to wear a mask while working at Shepard offices and event sites.



Health Screening

Associates and union personnel are required to complete a daily health screening before reporting in for work.



Temperature Check

Shepard is conducting a temperature check for all personnel entering Shepard offices and event sites.



Hand Hygiene

Personnel is required to follow hand hygiene protocols placed in all restrooms and break areas.



Safety Signage

Shepard signage with health and safety reminders are placed at entrance and exit points.



Hand Sanitizing Stations

Hand sanitizing stations are placed at Shepard check-in areas and work stations.



Exhibitor Service Center

Area has enhanced safety measures, including sneeze guards to protect customer service associates and customers during all interactions.



Daily Safety Briefings

We have incorporated COVID-19 preventative practices into existing daily safety briefings.



Social Distancing/No Contact Rule

Personnel is encouraged to keep a distance of at least 6 feet away from other associates in all areas. Please refrain from physical contact greetings.



COVID-19 Training

All associates are required to complete training and courses on COVID-19 safety and infectious disease prevention.



Team Meeting Areas

General meeting areas will follow social distancing guidelines and any additional preventative measures.

THIRD PARTY PAYMENT

American Craft Made / Baltimore

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Baltimore Convention Center | Baltimore, MD

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DEADLINE: WEDNESDAY, JANUARY 12, 2022

Return this form when a third party (any party other than exhibiting company) should be billed for services. Both parties **MUST** sign this form indicating acceptance; otherwise, request will be denied.

When a third party is handling your display and/or paying for any services on your behalf, we will agree to this third party arrangement if the following payment is agreed upon and all signatures are properly completed. By signing this form, both parties agree and understand that the exhibiting firm is responsible for all charges. **In the event that the named third party does not make payment by show close, Shepard will be paid by the exhibiting firm on demand at show site.** The show site invoice may or may not include any outbound services, such as additional material handling, rigging, and/or shipping charges.

Step 1. Provide the exhibiting company contact information and signature.

EXHIBITING COMPANY NAME: _____ BOOTH NUMBER: _____

EXHIBITING COMPANY ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

CONTACT EMAIL ADDRESS: _____ PHONE NUMBER: _____

EXHIBITING COMPANY AUTHORIZED NAME (please print): _____

SIGNATURE FROM EXHIBITING COMPANY: _____

Step 2. Check services below to bill to the third party.

☐ **ALL SERVICES**

☐ Booth Cleaning

☐ Material Handling

☐ Carpet

☐ Furniture

☐ Exhibit Rentals

☐ Overhead Rigging/Labor

☐ Installation/Dismantling Labor

☐ Logistics/Transportation

Other (please specify): _____

Step 3. Provide third party contact information.

3RD PARTY COMPANY NAME: _____

CONTACT NAME: _____

EXHIBITING COMPANY ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

CONTACT EMAIL ADDRESS: _____ PHONE NUMBER: _____

Step 4. Complete your payment information online.

Login to your account at <https://www.shepardes.com/payment-methods> and choose the event you are submitting payment for.

EXHIBITOR APPOINTED CONTRACTOR (EAC)

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

DEADLINE: WEDNESDAY, JANUARY 12, 2022

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

EXHIBITING COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT EMAIL ADDRESS: _____ PHONE NUMBER: _____

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

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

EXHIBITOR APPOINTED CONTRACTOR: _____

CONTACT NAME: _____ PHONE NUMBER: _____

STREET ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

DESCRIPTION OF PROPOSED SERVICE FOR EXHIBITOR: _____

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

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

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

The EAC must confine its operations to the exhibit area of its clients. No service desks, storage areas or other work facilities will be located anywhere in the facility. Show aisles and public areas are not part of the Exhibitor's booth space.

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

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

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

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

EXHIBITOR SIGNATURE: _____



Email completed form to: customerservice@shepardes.com

shepardes.com | 12

BOOTH EQUIPMENT RENTAL: 3 SIDED PACKAGES

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

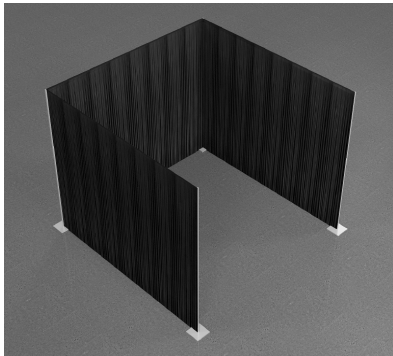
ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, JANUARY 12, 2022

Please select the booth style, size, and drape color from the selections below.

Additional booth equipment may be found on the Uprights, Crossbars, and Additional Drapes or "Drape, Skirting, & Miscellaneous" order forms.

Booths with Pipe AND Drapes

Pipes are all 1 & 7/8 inches in diameter



Step 1: Select Your Package:

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
A13 (50327A13)	5' D X 10' W		\$254.65	\$292.85	\$328.00	
A1 (50332A1)	5' D X 20' W		\$293.90	\$338.00	\$378.55	
A3 (50332A3)	10' D X 8' W		\$274.30	\$315.45	\$353.30	
A4 (50332A4)	10' D X 10' W		\$293.90	\$338.00	\$378.55	
A5 (50332A5)	10' D X 15' W		\$342.80	\$394.20	\$441.50	
A6 (50332A6)	10' D X 20' W		\$391.85	\$450.65	\$504.75	

Step 2: Select Your Drapes Color:

* Black drapes will be supplied to any booth without a color selected



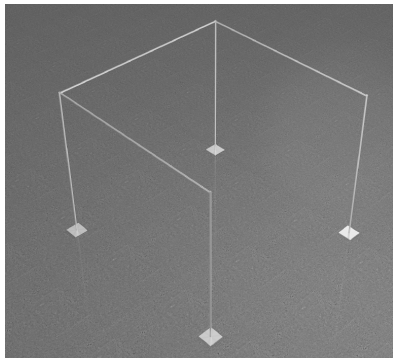
White (03)



Black (06)

Booths with Pipe ONLY:

Pipes are all 1 & 7/8 inches in diameter



CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
A14 (50327A14)	5' D X 10' W		\$206.15	\$237.05	\$265.50	
A7 (50332A7)	5' D X 20' W		\$237.90	\$273.60	\$306.45	
A9 (50332A9)	10' D X 8' W		\$222.00	\$255.30	\$285.95	
A10 (50332A10)	10' D X 10' W		\$237.90	\$273.60	\$306.45	
A11 (50332A11)	10' D X 15' W		\$277.55	\$319.20	\$357.50	
A12 (50332A12)	10' D X 20' W		\$317.20	\$364.80	\$408.60	

Please refer to your contract with American Craft Council for you exact booth size.

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. All orders cancelled by the exhibitor within 30 days of first day of exhibitor move in day may be subject to cancellation fees up to 100% of the total order, based upon the status of move-in, work performed and/or Shepard set-up costs or expenses.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

CONTACT EMAIL ADDRESS: _____



Email completed form to: customerservice@shepardes.com

BOOTH EQUIPMENT RENTAL: 2 SIDED PACKAGES

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

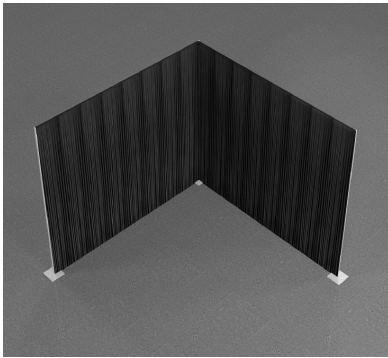
ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, JANUARY 12, 2022

Please select the booth style, size, and drape color from the selections below.

Additional booth equipment may be found on the Uprights, Crossbars, and Additional Drapes or "Drape, Skirting, & Miscellaneous" order forms.

Booths with Pipe AND Drapes

Pipes are all 1 & 7/8 inches in diameter



Step 1: Select Your Package:

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
B13 (50327813)	5' D X 10' W		\$176.35	\$202.80	\$227.15	
B1 (5033281)	5' D X 20' W		\$244.80	\$281.50	\$315.30	
B3 (5033283)	10' D X 8' W		\$176.35	\$202.80	\$227.15	
B4 (5033284)	10' D X 10' W		\$195.95	\$225.35	\$252.40	
B5 (5033285)	10' D X 15' W		\$244.80	\$281.50	\$315.30	
B6 (5033286)	10' D X 20' W		\$198.25	\$228.00	\$255.35	

Step 2: Select Your Drapes Color:

* Black drape will be supplied to any booth without a color selected



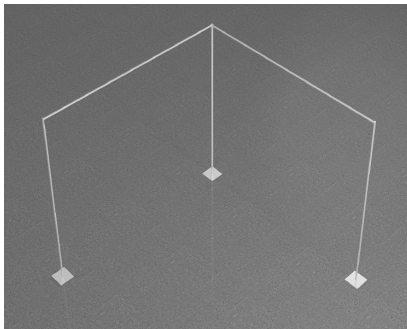
White (03)



Black (06)

Booths with Pipe ONLY:

Pipes are all 1 & 7/8 inches in diameter



CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
B14 (50327814)	5' D X 10' W		\$142.70	\$164.10	\$183.80	
B7 (5033287)	5' D X 20' W		\$198.25	\$228.00	\$255.35	
B9 (5033289)	10' D X 8' W		\$142.30	\$163.65	\$183.30	
B10 (5033290)	10' D X 10' W		\$158.60	\$182.40	\$204.30	
B11 (5033291)	10' D X 15' W		\$198.30	\$228.05	\$255.40	
B12 (5033292)	10' D X 20' W		\$238.00	\$273.70	\$306.55	

Please refer to your contract with American Craft Council for you exact booth size.

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

CONTACT EMAIL ADDRESS: _____



Email completed form to: customerservice@shepardes.com

UPRIGHTS, CROSSBARS, AND ADDITIONAL DRAPE

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, JANUARY 12, 2022

Crossbars

Pipes are all 1 & 7/18 inches in diameter

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
50322	5' End Cap/Dolan rod		\$26.00	\$29.90	\$33.50	
50349	6'-10' Crossbar		\$26.35	\$30.30	\$33.95	
50348	7'-12' Crossbar		\$26.35	\$30.30	\$33.95	
50350	8'-14' Crossbar		\$36.40	\$41.85	\$46.85	

Uprights

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
50088	8' Upright w/ base		\$39.60	\$45.55	\$51.00	
52065	3' Upright w/ base		\$39.60	\$45.55	\$51.00	

Drape and Sateen

Per linear foot, min 5' linear feet rental

CODE	ITEM	LINEAR FEET	COLOR	ONLINE	DISCOUNT	REGULAR	TOTAL
50073	8' High drape on a cross bar (per linear foot)			\$28.65	\$32.95	\$36.90	
50074	3' High drape on a cross bar (per linear foot)			\$21.25	\$24.45	\$27.40	
50058	Sateen (per linear foot)			\$24.55	\$28.25	\$31.65	

COLORS: Red (01), White (03), Gold (04), Blue (05), Black (06), Burgundy (07), Grey (10)

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

CONTACT EMAIL ADDRESS: _____



Email completed form to: customerservice@shepardes.com

JEWELRY CASE RENTALS

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, JANUARY 12, 2022

Half View Showcase

Step 1: Choose your case:

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
50071	4' - 38"Hx20"D with 20"H View		\$388.75	\$447.05	\$500.70	
50129	5' - 38"Hx20"D with 20"H View		\$388.75	\$447.05	\$500.70	
50072	6' - 38"Hx20"D with 20"H View		\$388.75	\$447.05	\$500.70	

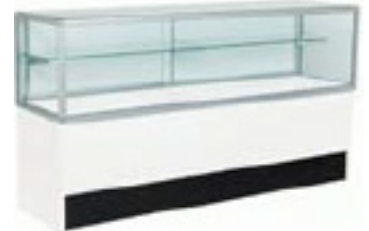
Step 2: Choose your color: *White cases will be supplied to any booth without a color selected



White (03)



Black (06)



Full View Showcase

Step 1: Choose your case:

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
50067	4' - 38"Hx20"D with 34"H View		\$388.75	\$447.05	\$500.70	
50127	5' - 38"Hx20"D with 34"H View		\$388.75	\$447.05	\$500.70	
50068	6' - 38"Hx20"D with 34"H View		\$388.75	\$447.05	\$500.70	



Jewelry Showcase

Step 1: Choose your case:

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
50069	4' - 38"Hx20"D with 12"H View		\$388.75	\$447.05	\$500.70	
50070	6' - 38"Hx20"D with 12"H View		\$388.75	\$447.05	\$500.70	

Step 2: Choose your color: *White cases will be supplied to any booth without a color selected



White (03)



Black (06)



TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. All orders canceled by the exhibitor within 30 days of first day of exhibitor move in day may be subject to cancellation fees up to 100% of the total order, based upon the status of move-in, work performed and/or Shepard set-up costs or expenses.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

CONTACT EMAIL ADDRESS: _____



Email completed form to: customerservice@shepardes.com

JEWELRY CASE RENTALS

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, JANUARY 12, 2022

Corner Showcase (Jewelry View Only)

Step 1: Choose your case:

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
50285	38"Hx20"D with 12"H View (24" L rear rail)		\$447.60	\$514.75	\$576.50	

Step 2: Choose your color: *White cases will be supplied to any booth without a color selected



White (03)



Black (06)



Halogen Tower Showcase

Step 1: Choose your case:

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
50280	72"Hx16"Wx16"H view, Base 48"H + 8" halogen light cap		\$340.35	\$391.40	\$438.35	

Step 2: Choose your color: *White cases will be supplied to any booth without a color selected



White (03)



Black (06)



TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. All orders canceled by the exhibitor within 30 days of first day of exhibitor move in day may be subject to cancellation fees up to 100% of the total order, based upon the status of move-in, work performed and/or Shepard set-up costs or expenses.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

CONTACT EMAIL ADDRESS: _____



Email completed form to: customerservice@shepardes.com

BOOTH LIGHTING

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, JANUARY 12, 2022

Stemlights

Light bulbs are 45 W - 130 V - 230 Lumens



CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66051	Stem Lighting		\$78.65	\$90.45	\$101.30	

Track Lights

Lights are 43 inches long and have 3 lights per track



CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66058	Track Lighting		\$80.75	\$92.85	\$104.00	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. All orders canceled by the exhibitor within 30 days of first day of exhibitor move in day may be subject to cancellation fees up to 100% of the total order, based upon the status of move-in, work performed and/or Shepard set-up costs or expenses.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

CONTACT EMAIL ADDRESS: _____



Email completed form to: customerservice@shepardes.com

shepards.com | 19

SHIPPING VS. MATERIAL HANDLING

Make freight management easy.
With Shepard, You Can.



What is shipping?

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



What is material handling?

Material Handling is the process of receiving a shipment from your carrier and managing on-site handling of the shipment through the event cycle. It is a standard event procedure with associated costs typically based on shipment weight.

Material Handling Process:

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

One easy way to keep charges low?

Consolidate. Whether you ship to the advance warehouse or directly to show site, it is in your best interest to consolidate your shipment as much as possible. Each shipment that arrives separately is assessed the minimum charge.

So, keep your charges low by skidding items so that they are sure to arrive together.

SHEPARD LOGISTICS

EFFICIENT. ON-TIME. GUARANTEED.

Enjoy convenience and confidence.
With Shepard Logistics, You Can.

Shepard Logistics is the official event carrier. Our dedicated team of logistics specialists will provide you with personalized and efficient shipping solutions to make sure your freight arrives on time.



Inbound & Outbound Services

- Small package
- Standard ground
- Next Day, 2-Day, and 3-Day service levels
- Air-ride
- Flatbed
- Dedicated truckload
- Volume discounts
- Caravan services



Material Handling

- Handle-with-care approach
- On-time delivery
- Fast resolution in case of damage
- Signature series material handling 10% discount to all round-trip customers



Value-Added Services

- Personalized service
- Priority empty return for all inbound with Shepard Logistics
- Transparent quotes with no hidden fees
- Available 7-days a week
- Late fees waived at Shepard events
- Outbound shrink wrap at no charge
- Shepard Logistics personnel on-site at your service for assistance

SHEPARD LOGISTICS SERVICES (SLS)

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

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

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

Step 1. Complete exhibiting company information.

EXHIBITING COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____ PHONE NUMBER: _____

CITY: _____ STATE: _____ ZIP CODE: _____

EMAIL ADDRESS: _____

Step 2. Where are we picking up the shipment?

COMPANY NAME: _____

STREET ADDRESS: _____ PHONE NUMBER: _____

CITY: _____ STATE: _____ ZIP CODE: _____

Is there a loading dock? ☐ Yes ☐ No

Is the building in a residential area? ☐ Yes ☐ No

Do we need a lift gate on our truck? ☐ Yes ☐ No

Do we need to go inside your office to pick up your items? ☐ Yes ☐ No

Any thing else we should know about your building?

Step 3. When are we picking up the shipment?

DATE: _____ HOURS OF OPERATION: _____

Step 4. Where is the shipment going?

☐ Advanced Warehouse ☐ Direct to Facility/Show Site

Step 5. What are we shipping?

QTY	ITEM	LENGTH	WIDTH	HEIGHT	WEIGHT
	Crates				
	Cartons (cardboard)				
	Cases/Trunks				
	Skids/Pallets				

QTY	ITEM	LENGTH	WIDTH	HEIGHT	WEIGHT
	Carpet (color)				
	Monitors				
	Other				
TOTAL					

Step 6. What type of service is need (how fast do you need it)?

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

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

Step 7. After the event is over, are we shipping it back to you?

☐ YES! ☐ No, I will arrange another carrier.

EXHIBITING COMPANY NAME: _____ BOOTH NUMBER: _____

STREET ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

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



Email completed form to: logistics@shepardes.com



Agility

Fairs & Events

The experts in International Event Logistics

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

Our complete services include:

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

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

Agility Fairs and Events
1100 Tamiami Trail S.
Suite B
Venice, FL 34285

Tel: 941-861-8930
Contact: Kelly O'Neill-Exley
koneill@agility.com

www.agility.com
expousa@agility.com

**To request a free quote for
international shipping CLICK HERE.**



CLICK HERE to learn more about Agility Fairs & Events.

OUTBOUND MATERIAL HANDLING AUTHORIZATION & LABEL REQUEST

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

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

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

**\$\$\$\$\$
SAVING TIP!**

Use Shepard Logistics for inbound and outbound and receive a discount on your Material Handling fees!

Step 1. Complete exhibiting company information.

EXHIBITING COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____ PHONE NUMBER: _____

EMAIL ADDRESS: _____

Step 2. Where is the shipment going?

COMPANY NAME: _____

STREET ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

Step 3. How many pieces are in your shipment?

OF CRATES: _____ # OF SKIDS: _____ # OF CASES: _____ # OF CARTONS: _____ APPROX. TOTAL WEIGHT: _____

Step 4. What are we shipping?

QTY	ITEM	LENGTH	WIDTH	HEIGHT	WEIGHT
	Crates				
	Cartons (cardboard)				
	Cases/Trunks				
	Skids/Pallets				

QTY	ITEM	LENGTH	WIDTH	HEIGHT	WEIGHT
	Carpet (color)				
	Monitors				
	Other				
TOTAL					

Is there a loading dock? ☐ Yes ☐ No

Is the building in a residential area? ☐ Yes ☐ No

Do we need a lift gate on our truck? ☐ Yes ☐ No

Do we need to go inside your office to pick up your items? ☐ Yes ☐ No

Any thing else we should know about your building?

Step 5. How many labels do you need? _____

Step 6. Who is picking up your shipment?

☐ Official Show Carrier: SHEPARD LOGISTICS ☐ Other (Truckload, Specialized) _____

If selecting a carrier other than Shepard Logistics, you must schedule the pickup. This includes Fed Ex, UPS, etc. If using FedEx or UPS you must have and apply their shipping labels.

Step 7. What type of service is need (how fast do you need it)?

☐ Ground ☐ 2nd Day ☐ Expedited Ground (3-5 Days) ☐ Overnight

Step 8. What do we do with your items if your carrier doesn't show up?

☐ Send out via Shepard Logistics or available carrier ☐ Return to warehouse for pickup, \$400 minimum charge

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



Email completed form to: logistics@shepardes.com

ADVANCED SHIPPING LABEL

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

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

ADVANCED WAREHOUSE	 Shepard	
	ADVANCED WAREHOUSE	
	TO:	
	_____ (Exhibiting Company Name)	
	_____ (Exhibiting Company Booth Number)	
RUSH	c/o Shepard Exposition Services 7079 Oakland Mills Rd Columbia, MD 21046	
	FOR:	
	American Craft Made / Baltimore	
	<hr/>	
	Delivery Hours: Monday - Friday, 8:00AM - 4:00PM	
	First day freight can arrive without a surcharge: Wednesday, January 12, 2022	
	Last day freight can arrive without a surcharge: Wednesday, February 2, 2022	

DIRECT SHIPPING LABEL

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

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

**DIRECT TO
SHOW SITE**

RUSH

 **Shepard**
DIRECT TO SHOW SITE

TO:

(Exhibiting Company Name)

(Exhibiting Company Booth Number)

**c/o Shepard Exposition Services
Baltimore Convention Center
1 West Pratt Street
Baltimore, MD 21201**

FOR:
American Craft Made / Baltimore

MUST NOT BE DELIVERED PRIOR TO:
Wednesday, February 09, 2022 | 8:00AM

MATERIAL HANDLING RATES

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

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

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

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

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

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

Blended Rates The rates stated are blended to include overtime based on the schedule at publication. Changes in schedule or if your carrier delivers your freight outside of published hours may result in additional fees. Please see Material Handling page for a complete listing of all possible charges.

Advanced Warehouse Shipments**

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

FIRST DAY FREIGHT CAN ARRIVE: Wednesday, January 12, 2022

LAST DAY FREIGHT CAN ARRIVE: Monday, February 7, 2022

CODE	ITEM	WEIGHT		PRICE/CWT	TOTAL
35010	Crated		X	\$143.06	
35036	Special Handling		X	\$186.00	

Light Weight Shipments****

**** Shipments 40 pounds or less.

CODE	ITEM	WEIGHT		PRICE	TOTAL
35400	Light Weight		X	\$71.50	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

Direct to Facility/Show Site Shipments***

*** Large pieces of machinery and uncrated shipments can be accepted at show site.

FIRST DAY FREIGHT CAN ARRIVE: Wednesday, February 9, 2022

CODE	ITEM	WEIGHT		PRICE/CWT	TOTAL
35030	Crated		X	\$136.99	
35043	Uncrated		X	\$205.50	
35038	Special Handling		X	\$178.00	

Other Material Handling Services

CODE	ITEM	QTY		PRICE	TOTAL
35490	Banding Service Per 4x4 Skid/Pallet		X	\$75.00	
35491	Shrink-wrap Service Per 4x4 Skid/Pallet		X	\$75.00	

Only Shepard personnel are allowed to operate mechanical equipment. We understand that your calculation is only an estimate. Invoicing will be calculated from actual certified weight ticket or reweigh ticket on inbound material handling receiving report. Adjustments will be made accordingly. Any adjustments to charges must be made at show site. Acceptance of said terms and conditions will be construed when any of the following conditions are met: This Material Handling Agreement (MHA) is signed; Exhibitor's materials are delivered to Shepard's warehouse or to an event site for which Shepard is the Official Show Contractor or an order for labor and/or rental equipment is placed by Exhibitor with Shepard. Please be aware that disposal of exhibit properties is not included as part of your material handling charges. Please contact Shepard for your quoted rates and rules applicable to disposal of your exhibit properties. All Material Handling charges are billable and will be charged to the credit card on file.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

MATERIAL HANDLING INFORMATION

American Craft Made / Baltimore

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Special Handling Definitions

Rate as shown on Material Handling Rate Form, approx. 30%.

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

Constricted Space

Freight packed in trailer to full capacity. Shipments are not easily accessible because trailer is loaded by cubic space, or top to bottom and side to side.

Stacked Shipments

Shipments with multiple pieces stacked on top of one another throughout the majority of the truck or trailer requiring unstacking during the unloading process.

Mixed Shipments

Mixed shipments are shipments that contain a mixture of uncrated and crated materials, and the uncrated portion is minimal deeming the shipment special handling but not uncrated. But in cases where greater than 50% of the load by volume is uncrated the load will be categorized as uncrated.

Shipment Integrity

Shipments loaded on a carrier in a manner requiring separating or sorting to reestablish the integrity of each shipment.

Carpet/Pad Only

Carpet and/or pad only shipments are time and labor intensive, and require additional manpower and tools (e.g. carpet poles, flatbed carts or scooters, dollies).

No Documentation

Shipments received from small package carriers (including, among others, Fed Ex, UPS, & DHL) that are delivered without documentation or bills of lading that require additional sorting, processing, and tools for delivery.

Designated Piece Unloading

Shipments loaded in such a manner that require the unloading/loading crew to be directed by driver remove items in a particular order, or unloading and reloading items to reach certain pieces behind others remaining on the trailer.

Padded Van Deliveries

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

Disposal Fee

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

Overtime/Double-time

SURCHARGE: Overtime: 30% • Double Time: 50%
Shipments that are moved and/or handled on overtime and/or double time hours will incur a surcharge based on the handling times noted on the receiving/shipping documents. Drivers picking up outbound shipments will be sequenced for loading ONLY after a bill of lading is submitted to the Shepard Service Desk AND the driver has checked in.

Warehouse Overtime/Double-time

SURCHARGE: Overtime: 30% • Double Time: 50%
Advanced shipments may be received during straight time hours at the warehouse location, however an overtime/double time surcharge may be applied to an advanced warehouse shipment due to required delivery schedule based on show move-in and move out hours beyond our control. This would also be true if freight was received after hours at the warehouse trapping facility.

Early/Late Shipments to the Warehouse

SURCHARGE: 25% • 35003
A surcharge will apply to shipments not arriving within the published dates (refer to Show Information page for dates) for advance warehouse or arriving on show site after show opening. Any shipment arriving to show site after show open will be charged a surcharge.

Uncrated Shipments

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

Off-Target Deliveries

SURCHARGE: 15% • 35004
For targeted shows (exhibitors who received/ requested a Targeted Date/Time), a surcharge will apply if shipment is not delivered (or carrier has not checked in) during assigned target date/time.

Marshaling Yard

FEE: \$30 per Shipment • 35250
Where Shepard Exposition Services as the show contractor must lease space for Marshaling Yard operations because no space is provided by the facility, Shepard may charge a one time fee per shipment processed inbound and/or outbound through the Marshaling Yard.

Reweigh of Shipments

FEE: \$25.00 per forklift load • 35282
An additional charge per forklift load will be applied to shipments that have to be reweighed at the dock due to the lack of a certified weight ticket, or an incorrect or understated weight on a delivery document.

Empty Crate Storage

FEE: \$25.00 per piece • 35105
A charge per crate, carton or skid applies when Shepard handles the storage and return of empties from a shipment not received by Shepard and therefore not subject to material handling charges.

Light Weight Shipments

Shipments weighing 40 lbs. or less will qualify for the light weight shipment rate. Shipments exceeding 40 lbs. will be billed standard Material Handling fees at the prevailing show rates. All shipments must have certified weight tickets.

Envelope Deliveries

FEE: \$10.50 per envelope • 35007
During show hours at the show facility, a charge will apply to receiving and delivering envelope packages to your booth.

Priority Empty Labels

FEE: \$75.00 per label • 35064
Limited quantities available on a per event basis.

Mobile Spotting

FEE: \$200 per round trip
All vehicles must be escorted in and out of building by Shepard personnel.

MATERIAL HANDLING 101

Shepard Exposition Services is the sole provider of Material Handling Services. Exhibitors or their hired EAC/Carriers may not deliver freight to exhibit spaces or operate any type of mechanical or powered equipment. Material handling is a billable service.

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

What is the definition of "freight"? Any exhibit materials shipped or delivered to the advance warehouse or show facility via shipping carrier, POV, or delivery truck.

What is the difference between material handling and shipping? Shipping is the process of transporting your shipment from its origin to its final destination. Material handling begins at the time your shipment arrives to the docks (please refer to "What is material handling?" for the full definition.) These are 2 different items and are billed differently.

Do I need to order a forklift to unload or reload my freight? No, please do not order a forklift for unloading/reloading of your materials.

What does CWT mean? CWT is an acronym for Century Weight.

What determines how much I'm charged? Charges are based on certified inbound weight ticket included with your shipment as well as the type of service required.

How do I calculate material handling charges? Material handling, whether used completely or in part are offered as a round trip service. When recording weight, round up to the next 100 lbs. EXAMPLE: 285 lbs. = 300 lbs./100 lbs. = 3 X RATE = \$ Amount or minimum charge, whichever is greater.

Will there be any additional charges? Additional charges may apply. Please review the Material Handling Authorization and Material Handling Additional Services forms included in the manual for all applicable fees.

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

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

How do I calculate my Light Weight shipment?

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

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

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

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

What are Advanced Shipments? All shipments that are addressed to the advance warehouse address (please refer to "Advance Warehouse" shipping labels included in this manual). Shepard will begin accepting your shipments 30 days prior to first show open day (date may vary depending on show schedule).

The warehouse will receive shipments Monday-Friday, 8:00 AM - 4:00 PM, excluding holidays. Shipments must arrive by advanced warehouse deadline date to avoid late surcharge. (Please refer to the "Show Information" page included with this manual for deadline date.)

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

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

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

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

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

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

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

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

What is and why would I need liability insurance? Accidents happen, therefore, most show organizers and facilities require liability insurance. Please refer to your booth contract for exact minimums required.

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

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

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

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

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

Equipment. Exhibitors or their EACs may not utilize or operate any type of material handling mechanical or powered equipment. If you need assistance, please contact us to order labor and equipment.

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Please check in with Shepard's Exhibitor Service Center upon your arrival.

Exhibitors may unload the entire contents of their personal vehicles (POV) without the assistance of hired labor if they arrive in a Class 1 vehicle with no trailer. However, if you arrive in a vehicle class that requires hiring labor you will be charged at the following rates.

***This service does not include couriers, carriers, or any item delivered by a third party. Please refer to Material Handling Rates for pricing.*

Vehicle Type:	Per Round Trip:	Date:	Time In:	Time Out:
Class 1 Vehicles (Optional service, 35335)	\$120.00			
Class 2 Sprinter Vans *500 cubic feet or less (Optional Service, 35339)	\$243.25			
Class 1 Vehicles Pulling Trailers (Required Service, 35336)	\$347.00			
Class 2 Vehicles Pulling Trailers *Including box trucks, sprinters, and vans over 500 cubic feet (Required Service, 35337)	\$365.00			
RVs (Required Service, 35338)	\$216.20			

Important Information:

Any vehicle not included in the above list falls under our regular material handling rates.

Charges are roundtrip rate only. No discounts for one-way.

Maximum 1 person for 1 hour of inbound service. Maximum 1 person for 1 hour of outbound service.

After 1 hour, charges will be assessed at a cost of \$55.00 per 1/2 hour increments.

To order this service, please indicate type of vehicle, complete the information box at the top, and return with full payment to Shepard Exposition Services.

Exhibitor is responsible for ensuring all items have been loaded into the vehicle. Shepard Exposition Services is not responsible for items left in the facility.

Only Shepard personnel are allowed to operate mechanical equipment. No refunds or exchanges once service has been rendered. Cancellations must be received in writing within 48 hours of first day of exhibitor move in.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____

MOBILE SPOTTING FEE

American Craft Made / Baltimore

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Displaying a Vehicle at the Event?

(including rolling stock, self-propelled, towed and/or pushed vehicles/machinery)

All vehicles must be escorted on and off the floor by a Shepard representative. Shepard charges a round-trip fee, per vehicle, to place a vehicle on the trade show floor. Additional charges may apply when additional labor and equipment are required.

Step 1.

If you have a vehicle, make sure it is shown on the official floorplan by alerting Customer Service or your Event Management.

Step 2.

Contact Customer Service to schedule your move in and out. Vehicle placement must be supervised by the exhibitor.

Important Rules and Regulations

- Battery Cables must be disconnected.
- Gas Cap must either be taped shut or have a lockable gas cap.
- Must contain less than 1/4 tank of gas.
- Exhibitor is responsible for checking local Fire Marshal rules and regulations for additional requirements.

All vehicles must be removed no later than:

Sunday, February 13, 2022 | 9:00PM

Any vehicles left after that time are subject to removal by towing or other means. Exhibitors are responsible for all removal charges.

CODE	ITEM	QTY	RATE	TOTAL
35106	Motorized Unit/Vehicle Spotting		\$200.00	

TOTAL ESTIMATE \$ _____

TAX *(All tax rates are subject to change)* 6.00%

AMOUNT DUE \$ _____

Additional fees may apply if mobile spot cannot be driven into place and must be assisted or if scheduled mobile spot time is missed.

No refunds or exchanges once service has been rendered. Cancellations must be received in writing 48 hours prior to first day of exhibitor move in.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

FORKLIFTS & GROUND RIGGING

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

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DISCOUNT DEADLINE:* FRIDAY, JANUARY 21, 2022

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

Labor Hours

Straight Time (ST): Monday - Friday | 8:00AM - 5:00PM

Overtime (OT): Monday - Friday | 5:00PM - 8:00AM. All hours Saturday and Sunday

Double Time (DT): Holidays

Holidays: NY Eve, NY Day, ML King Day, Easter, Memorial Day, 4th of July, Labor Day, Thanksgiving, Christmas Eve, Christmas Day.

Step 1: Describe the work.

☐ Uncrating Materials ☐ Spotting Equipment ☐ Booth Work/Ground Rigging

Will you need: ☐ Straps ☐ Extended Blades Weight of Heaviest Piece: _____

Step 2. When are we moving it?

(times are not guaranteed)

Install Date/Time: _____

Dismantle Date/Time: _____

Step 3. Choose your lift size.

FORKLIFT RENTAL - UP TO 5,000 LB. CAPACITY						
CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
35028	ST Hourly Rental		\$446.90	\$513.95	\$575.60	
35039	OT Hourly Rental		\$585.80	\$673.65	\$754.50	
35067	DT Hourly Rental		\$724.75	\$833.45	\$933.45	

FORKLIFT RENTAL - UP TO 10,000 LB. CAPACITY						
CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
35029	ST Hourly Rental		\$893.75	\$1,027.80	\$1,151.15	
35049	OT Hourly Rental		\$1,171.65	\$1,347.40	\$1,509.10	
35069	DT Hourly Rental		\$1,449.50	\$1,666.95	\$1,867.00	

FORKLIFT RENTAL - UP TO 15,000 LB. CAPACITY						
CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
35455	ST Hourly Rental		\$1,117.20	\$1,284.80	\$1,439.00	
35456	OT Hourly Rental		\$1,464.55	\$1,684.25	\$1,886.35	
35457	DT Hourly Rental		\$1,811.90	\$2,083.70	\$2,333.75	

FORKLIFT RENTAL - UP TO 20,000 LB. CAPACITY						
CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
35035	ST Hourly Rental		\$1,340.65	\$1,541.75	\$1,726.75	
35066	OT Hourly Rental		\$1,757.45	\$2,021.05	\$2,263.60	
35070	DT Hourly Rental		\$2,174.25	\$2,500.40	\$2,800.45	

FORKLIFT RENTAL - UP TO 30,000 LB. CAPACITY						
CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
35255	ST Hourly Rental		\$1,787.50	\$2,055.65	\$2,302.35	
35256	OT Hourly Rental		\$2,343.25	\$2,694.75	\$3,018.10	
35257	DT Hourly Rental		\$2,899.00	\$3,333.85	\$3,733.90	

FORKLIFT RENTAL - 4 STAGE						
CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
35593	ST Hourly Rental		\$670.30	\$770.85	\$863.35	
35594	OT Hourly Rental		\$878.70	\$1,010.50	\$1,131.75	
35595	DT Hourly Rental		\$1,087.15	\$1,250.20	\$1,400.20	

Rate structure includes forklift and one (1) operator only. Minimum crews are based on scope of work and area jurisdiction. Additional labor and groundmen will be billed at the hourly rate. **PLEASE NOTE:** Per riggers jurisdiction, a rigging crew (up to 3 riggers) may require a 4-hour minimum to install any hanging sign, truss and/or motors, or structures requiring hoisting. Rates are per lift and crew per hour.

RIGGING SUPERVISOR RATES (PER MAN HOUR)						
CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
35085	ST Hourly Rental		\$213.75	\$245.80	\$275.30	
35086	OT Hourly Rental		\$320.63	\$368.70	\$412.95	
35099	DT Hourly Rental		\$427.50	\$491.60	\$550.60	

RIGGERS & MATERIAL HANDLERS (PER MAN HOUR)						
CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
35087	ST Hourly Rental		\$171.00	\$196.65	\$220.25	
35100	OT Hourly Rental		\$256.50	\$294.95	\$330.35	
35101	DT Hourly Rental		\$342.00	\$393.30	\$440.50	

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

TOTAL ESTIMATE \$ _____

TAX (All tax rates are subject to change) 6.00%

AMOUNT DUE \$ _____

Only Shepard personnel are allowed to operate mechanical equipment. Orders cancelled without 48-hour written notice will be charged a one (1) hour cancellation fee. Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

WAREHOUSE STORAGE

American Craft Made / Baltimore

M178420222

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

Pricing

- Warehouse storage rates are billed \$10.00 per cwt per month (\$100.00 a month minimum charge) (35006).
- Each shipment returned to the warehouse for storage will be billed \$20.00 per cwt (\$400.00 minimum) (35005).
- For liability reasons, only shipments for which material handling drayage charges have been paid to Shepard will be eligible for Shepard storage services.
- All packages must be properly packed & labeled. Shepard Exposition Services' limit of liability will be \$5.00 per pound. or \$500.00 per package or container, whichever is less. No uncrated material will be accepted at the warehouse.

Step 1. Complete exhibiting company information.

EXHIBITING COMPANY NAME: _____ BOOTH NUMBER: _____

ON-SITE CONTACT NAME: _____ ON-SITE CELL PHONE: _____

EMAIL ADDRESS: _____

Step 2. What needs to be stored?

TOTAL NUMBER OF PIECES TO BE STORED: _____

PIECE	LENGTH	WIDTH	HEIGHT	WEIGHT	CRATE/SKID
1					
2					
3					
4					
5					
6					

PIECE	LENGTH	WIDTH	HEIGHT	WEIGHT	CRATE/SKID
7					
8					
9					
10					
11					
12					

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

Step 3. How long are we storing your items?

FROM DATE: _____ TO DATE: _____

Fees will continue until storage is picked up.

Step 4. What do we do with your items at the end of the storage period?

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

☐ Ship to another destination via Shepard Logistics* ☐ Transport to another Shepard event*

*Additional fees will apply

☐ Pick-up is arranged with another carrier: _____

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. Storage Items will not be stored or released without a valid credit card on file.

PRINTED NAME: _____



Email completed form to: orders@shepardes.com

BOOTH & CARPET CLEANING

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

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ONLINE & DISCOUNT DEADLINE:* FRIDAY, JANUARY 21, 2022

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

As the General Service Contractor, Shepard has the exclusive cleaning contract for this show. Other service contractors will not be permitted to provide this service on the show floor. Minimum 100 square foot order for all cleaning services.

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

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

Booth Vacuuming

VACUUM ONCE						
CODE	SERVICE	SQ. FT.	ONLINE	DISCOUNT	REGULAR	TOTAL
47050	0-399 sq. ft.		\$0.50	\$0.60	\$0.65	
47051	400-900 sq. ft.		\$0.45	\$0.50	\$0.55	
47052	900+ sq. ft.		\$0.40	\$0.45	\$0.50	

VACUUM DAILY						
CODE	SERVICE	SQ. FT.	ONLINE	DISCOUNT	REGULAR	TOTAL
47055	0-399 sq. ft.		\$1.50	\$1.70	\$1.90	
47056	400-900 sq. ft.		\$1.35	\$1.55	\$1.75	
47057	900+ sq. ft.		\$1.25	\$1.45	\$1.60	

Porter Service

Includes emptying wastebaskets within the booth every two hours during the show.

PORTER SERVICE						
CODE	SERVICE	SQ. FT.	ONLINE	DISCOUNT	REGULAR	TOTAL
47030	One Time Porter		\$0.65	\$0.75	\$0.85	
47031	Daily Porter		\$1.95	\$2.25	\$2.50	

Specialty Services

MOPPING & CARPET SHAMPOOING						
CODE	SERVICE	SQ. FT.	ONLINE	DISCOUNT	REGULAR	TOTAL
47042	Mop One Time		\$0.65	\$0.75	\$0.85	
47022	Mop Daily		\$1.65	\$1.90	\$2.15	
47013	Shampoo One Time		\$0.65	\$0.75	\$0.85	

DISPLAY WIPE DOWN (CHARGED PER HOUR)						
CODE	SERVICE	SQ. FT.	ONLINE	DISCOUNT	REGULAR	TOTAL
47043	One Time		\$158.60	\$182.40	\$204.30	
47044	Daily		\$432.55	\$497.45	\$557.15	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

Vacuuming, Porter Service, Mopping, and Shampooing are based on total booth sq. ft. regardless of area being cleaned. Minimum order of 100 sq. ft. Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. No refunds once the service has been performed in your booth. Cancellations must be received in writing prior to 48 hours of 1st day of exhibitor move in.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

EXHIBIT DISINFECTING SERVICES

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* FRIDAY, JANUARY 21, 2022

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

Clean + Disinfecting Services—specialized protocols to combat biological threats.

In response to the COVID-19 crisis, we elevated our cleaning services to ensure we effectively neutralize environments and safeguard participants from unwanted germs. Following GBAC Star accreditation guidelines and utilizing cleaning products approved by government regulatory agencies, we are committed to the highest standard of cleaning and disinfecting solutions.

As the General Services Contractor, Shepard has the exclusive cleaning contract for this show. Other service contractors will not be permitted to provide sanitizing or electrostatic fogging services on the show floor. Minimum 100 square foot order for all cleaning services. If you have any issues at all regarding cleaning services during the event, please contact the Shepard Service Desk immediately so that we can make it right. Please do not wait until the end of the event.

Display Wipe Down with Sanitizing Disinfectant

CODE	ITEM	PER HOUR	ONLINE	DISCOUNT	REGULAR	TOTAL
47070	One Time Wipe Down Disinfectant		\$164.70	\$189.40	\$212.15	

Disinfectant and sanitizing of furniture and product delivered to booths. Service provided one time prior to show open.

CODE	ITEM	SERVICE	ONLINE	DISCOUNT	REGULAR	TOTAL
47071	Daily Wipe Down Disinfectant		\$449.18	\$516.55	\$578.55	

Disinfecting and sanitizing of furniture and product delivered to booths. Service provided each day of the event, prior to show open. Cost covers service for each day of the event.

CODE	ITEM	PER HOUR	ONLINE	DISCOUNT	REGULAR	TOTAL
47072	Multi Visit Wipe Down Disinfectant		\$149.73	\$172.20	\$192.85	

Disinfecting and sanitizing of furniture and product delivered to the booths. Service times to be pre scheduled by exhibitor throughout event open days. Minimum order of two (2) visits per day. Each visit billed by hour. **Please provide cleaning schedule to orders@shepardes.com. Include show name, company name, booth number, onsite contact name and cleaning schedule broken down by days and times.**

Electrostatic Fogging

CODE	ITEM	SQ. FT.	ONLINE	DISCOUNT	REGULAR	TOTAL
47073	Electrostatic Fogging per Sq. Ft.		\$1.00	\$1.15	\$1.30	

Nightly fogging of exhibit area and equipment for all event open days. Electrostatic Fogging services may only be performed when booth and surrounding area is clear of people. Fogging is a mist and the exhibitor is responsible for protecting electrical equipment and other fragile/sensitive items.

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

Shepard is not responsible for any damage, discoloration etc. of exhibit items resulting from disinfecting or fogging chemicals. Disinfecting wipe down is a minimum of one hour. Electrostatic fogging services are based on total booth sq. ft. regardless of area being cleaned. Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. There are no refunds once service has been performed. Cancellations must be received in writing 24 hours prior to first exhibitor move in day.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

BULK WASTE REMOVAL

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* FRIDAY, JANUARY 21, 2022

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Abandoned Carpet/Floor Coverings and Display Materials

Exhibitors are required to remove all floor coverings and display materials from their exhibit space prior to leaving the facility during move out. Exhibitors who abandon floor coverings and/or displays, leave large or heavy amounts of trash will be charged labor plus disposal fees for Shepard to remove the materials. The rates for this service are shown below. If you need to dispose of your exhibit, carpet, padding, or other large/heavy materials, please pre-arrange the removal with us!

Labor and Forklifts will be billed per man hour. Dumpster fees will be billed per amount of space used.

All related disposal fees will be added to the payment method on file.

Labor

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
68066	Labor - Straight Time		\$158.60	\$182.40	\$204.30	
68067	Labor - Overtime		\$237.90	\$273.60	\$306.45	
68068	Labor - Double Time		\$317.20	\$364.80	\$408.60	

Forklift

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
35028	5k Forklift - Straight Time		\$446.90	\$513.95	\$575.60	
35039	5k Forklift - Overtime		\$585.80	\$673.65	\$754.50	
35067	5k Forklift - Double Time		\$724.75	\$833.45	\$933.45	

Dumpster Fee

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
35330	Per Full Dumpster		\$500.00	\$575.00	\$644.00	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

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COMPANY NAME: _____ BOOTH NUMBER: _____

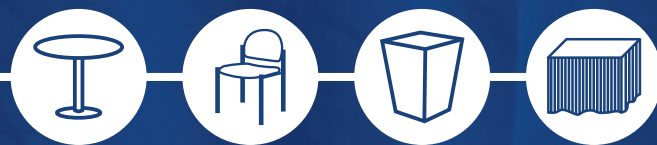
CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

SHEPARD FURNISHINGS & DECOR CATALOG



Dress up your space.
With Shepard, You Can.

TABLES

The product photos shown are representative of the products. Actual products and colors may vary from the images shown. Not every item or every color will be available on every event.

UNSKIRTED



Display Table
#50040
4' x 24" x 30"
Unskirted



Display Table
#50041
4' x 24" x 42"
Unskirted



Display Table
#50044
6' x 24" x 30"
Unskirted



Display Table
#50045
6' x 24" x 42"
Unskirted



Display Table
#50048
8' x 24" x 30"
Unskirted



Display Table
#50049
8' x 24" x 42"
Unskirted

SKIRTED

6' and 8' Long Tables are Skirted on 3 Sides. For Skirting on 4 Sides, please order 4th Side Skirt.



Display Table
#50042
4' x 24" x 30"
Skirted



Display Table
#50043
4' x 24" x 42"
Skirted



Display Table
#50046
6' x 24" x 30"
Skirted



Display Table
#50047
6' x 24" x 42"
Skirted



Display Table
#50050
8' x 24" x 30"
Skirted



Display Table
#50051
8' x 24" x 42"
Skirted

PEDESTAL & SIDE



30" Natural Pedestal Table
#50706
30" x 36"
Natural Feel Pedestal Table, Maple Top, Black Base



42" Natural Pedestal Table
#50707
42" x 36"
Natural Feel Pedestal Table, Maple Top, Black Base



30" Pedestal Table
#50032
30" x 36"
Pedestal Table, Grey Fleck Top, Chrome Base



42" Pedestal Table
#51089
42" x 36"
Round High Pedestal Table, Grey Fleck Top, Chrome Base



Round Side Table
#50030
18" x 24"



Square Side Table
#50031
18" x 18" x 24"

CHAIRS

The product photos shown are representative of the products. Actual products and colors may vary from the images shown. Not every item or every color will be available on every event.

STOOLS & CHAIRS WITH ARMS



Director's Stool
#51090
Black Fabric,
Maple Wood



Natural Feel Stool
#50705
Light Maple Back,
Black Fabric Seat



Padded Stool
#50024
Padded Stool with
Back, Grey Fabric



Director's Chair
#51086
Black Fabric,
Maple Wood



Upholstered Arm Chair
#50021
Upholstered Arm Chair,
Grey Fabric

CHAIRS WITHOUT ARMS



Natural Feel Chair
#50704
Light Maple Back,
Black Fabric Seat



Upholstered Side Chair
#50020
Upholstered Side Chair,
Grey Fabric

DISPLAYS

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FOR HANGING



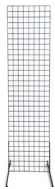
Bag Rack
#50175
9" x 12" x 71"
Adjustable Heights



Coat Rack
#50092
2" x 22" x 69"
Silver



Spiral Garment Rack
#50093
30" x 70"
Silver



2' x 8' Grid with Legs
#50236
2' x 8'
Chrome
Also Available Without
Legs (#50237)



3.5' x 8' Slatwall
#66147
3.5' x 8'
Grey



8' x 4' & 4' x 8' Peg Board
66148 (horz)
8' x 4'

#66149 (vert)
4' x 8'
White



6" Hooks for Peg Board
#50104
Silver



7-Ball Waterfall Grid Attachment
#50242
Silver
Also Available for Slat
Wall #50243

UPRIGHT, CROSSBARS & DRAPERY



8' High Upright with Base
#50088
Crossbar rented
separately



6' - 10' Crossbar
#50349
1 1/4" D



7' - 12' Crossbar
#50348
1 1/4" D



3' High Drape
#50074



8' High Drape
#50074

SHELVING



4' x 12" Display Shelf
#50296
4' x 12"
White Shelf with Black
Bases



6' x 12" Display Shelf
#50297
6' x 12"
White Shelf with Black
Bases



Tensa Barrier Stanchion
#50427
Barrier with Black Belt
Barrier 13" x 41"
Black Belt 117"
Rented individually,
not a set

BARRIER

DISPLAYS & SHOWCASES

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FOR SIGNS & LITERATURE



Horizontal Tackboard
#50060
4' x 8'
Black Legs, Grey Fabric



Vertical Tackboard
#50061
8' x 4'
Black Legs, Grey Fabric



Literature Rack
#50245
16" x 10" x 59"



Chrome Sign Holder
#50095
Holds 22" x 28" Sign



Floor Easel
#50094
31" x 31" x 64"

OTHER



Wastebasket
#50091



Mini Refrigerator
#50098



Drawing Bowl
#50185



Sand Bag
#51087

SHOW CASES



4' Full View Showcase
#50067

6' Full View Showcase
#50068



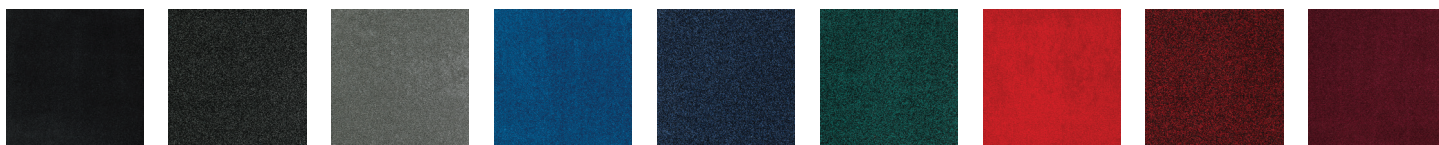
4' Quarterview Showcase
#50069

6' Quarterview Showcase
#50070

FLOORING

The product photos shown are representative of the products. Actual products and colors may vary from the images shown. Not every item or every color will be available on every event.

EXPO - 13 OZ



Black

Tuxedo

Grey

Blue

Eclipse

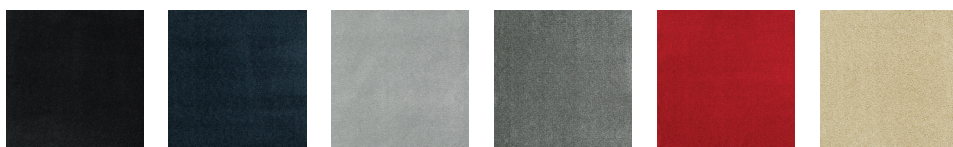
Peacock

Red

Cayenne

Burgundy

PREMIUM - 28 OZ



Black

Deep Navy

Silver Cloud

Charcoal

Red

Beige

PLUSH - 50 OZ



Black

Dark Grey

Silver Dollar

Sand

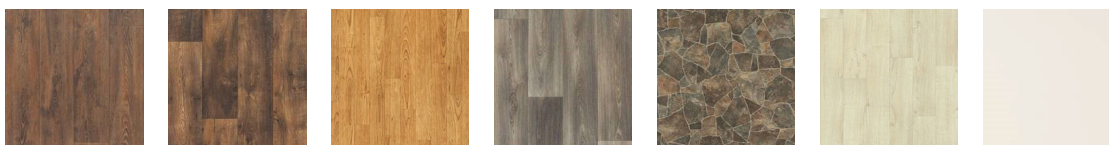
White

Electric Blue

Navy

Crimson

VINYL - CUSTOM ORDER ONLY



Laurel Brown

Vineyard
Brown

Maple

Mountain
Grey

Rosemary
Stone

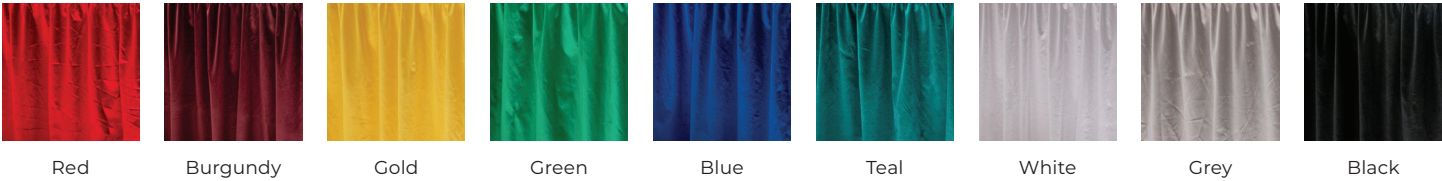
Whitewash

Snow

SKIRT & DRAPE

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SKIRT



SKIRT - SPANDEX



DRAPE



STANDARD FURNISHINGS

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

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Tables

6' and 8' Skirted Tables have skirts on 3 sides, to have drape on all 4 sides you must order 4th side drape.

COLORS: Red (01), Green (02), White (03), Gold (04), Blue (05), Black (06), Burgundy (07), Grey (10), Teal (13) • **Spandex:** Red (01), White (03), Blue (05), Black (06)

CODE	ITEM	QTY	COLOR	ONLINE	DISCOUNT	REGULAR	TOTAL
50042	4' (l) x 24" (w) x 30" (h) Skirted Table			\$178.95	\$205.80	\$230.50	
50046	6' (l) x 24" (w) x 30" (h) Skirted Table			\$219.90	\$252.90	\$283.25	
50050	8' (l) x 24" (w) x 30" (h) Skirted Table			\$278.85	\$320.70	\$359.20	
50043	4' (l) x 24" (w) x 42" (h) Skirted Table			\$217.50	\$250.10	\$280.10	
50047	6' (l) x 24" (w) x 42" (h) Skirted Table			\$278.55	\$320.35	\$358.80	
50051	8' (l) x 24" (w) x 42" (h) Skirted Table			\$327.65	\$376.80	\$422.00	
50052	4th Side Skirt for 30" High Table			\$108.80	\$125.10	\$140.10	
50171	4th Side Skirt for 42" High Table			\$108.80	\$125.10	\$140.10	
50040	4' (l) x 24" (w) x 30" (h) UnSkirted Table		n/a	\$121.40	\$139.60	\$156.35	
50044	6' (l) x 24" (w) x 30" (h) UnSkirted Table		n/a	\$144.90	\$166.65	\$186.65	
50048	8' (l) x 24" (w) x 30" (h) UnSkirted Table		n/a	\$170.80	\$196.40	\$219.95	
50041	4' (l) x 24" (w) x 42" (h) UnSkirted Table		n/a	\$136.75	\$157.25	\$176.10	
50045	6' (l) 24" x (w) x 42" (h) UnSkirted Table		n/a	\$170.80	\$196.40	\$219.95	
50049	8' (l) x 24" (w) x 42" (h) UnSkirted Table		n/a	\$190.65	\$219.25	\$245.55	
51089	42" (h) Pedestal Table, 36" Diameter, Grey Fleck Top		n/a	\$306.00	\$351.90	\$394.15	
50032	30" (h) Pedestal Table, 36" Diameter, Grey Fleck Top		n/a	\$286.15	\$329.05	\$368.55	
50030	Round Side Table - 24" (w) x 18" (h)		n/a	\$144.05	\$165.65	\$185.55	
50031	Square Side Table - 24" (w) x 18" (h)		n/a	\$144.05	\$165.65	\$185.55	
50706	30" (h) Natural Pedestal Table, 36" Diameter, Maple Top		n/a	\$374.35	\$430.50	\$482.15	
50707	42" (h) Natural Pedestal Table, 36" Diameter, Maple Top		n/a	\$390.25	\$448.80	\$502.65	
50700	White Fabric Table Cover w/ 6'x30" Table		03	\$310.70	\$357.30	\$400.20	
50700	Red Fabric Table Cover w/ 6'x30" Table		01	\$310.70	\$357.30	\$400.20	
50700	Blue Fabric Table Cover w/ 6'x30" Table		05	\$310.70	\$357.30	\$400.20	
50700	Black Fabric Table Cover w/ 6'x30" Table		06	\$310.70	\$357.30	\$400.20	

Seating

CODE	ITEM	QTY	COLOR	ONLINE	DISCOUNT	REGULAR	TOTAL
50020	Side Chair Grey Fabric		n/a	\$110.75	\$127.35	\$142.65	
50021	Arm Chair Grey Fabric		n/a	\$151.00	\$173.65	\$194.50	
50024	Stool with Back Grey Fabric		n/a	\$183.95	\$211.55	\$236.95	
51086	Director's Chair Black Fabric		n/a	\$114.25	\$131.40	\$147.15	
51090	Director's Stool Black Fabric		n/a	\$204.50	\$235.15	\$263.35	
50705	Natural Feel Stool Maple Back, Black Fabric Seat		n/a	\$223.00	\$256.45	\$287.20	
50704	Natural Feel Chair, Maple Back, Black Fabric Seat		n/a	\$183.15	\$210.60	\$235.85	

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TOTAL ESTIMATE \$ _____

TAX (All tax rates are subject to change) 6.00%

AMOUNT DUE \$ _____

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

SPECIALTY, DISPLAYS & DRAPERY

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* FRIDAY, JANUARY 21, 2022

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CODE	ITEM	QTY	COLOR	ONLINE	DISCOUNT	REGULAR	TOTAL
50091	Wastebasket		n/a	\$19.00	\$19.00	\$19.00	
50094	Floor Easel, Chrome		n/a	\$61.30	\$70.50	\$78.95	
50245	Literature Rack Silver, Glass		n/a	\$226.20	\$260.15	\$291.35	
50175	Bag Rack, Chrome		n/a	\$299.50	\$344.40	\$385.75	
50092	Coat Rack, Chrome		n/a	\$106.35	\$122.30	\$137.00	
50093	Garment Rack, Chrome		n/a	\$299.50	\$344.40	\$385.75	
50427	Tensabarrier, Per Stem, Black		n/a	\$126.35	\$145.30	\$162.75	
50095	Sign Holder, 22" x 28" Chrome		n/a	\$139.55	\$160.50	\$179.75	
50185	Drawing Bowl, Clear		n/a	\$56.25	\$64.70	\$72.45	
50296	4' x 12" Display Riser White and Black		n/a	\$126.55	\$145.55	\$163.00	
50297	6' x 12" Display Riser White and Black		n/a	\$157.45	\$181.05	\$202.80	
50098	Mini Refrigerator, Approx. 3 cubic feet		n/a	\$477.75	\$549.40	\$615.35	
50067	4' Full View Showcase, White		n/a	\$388.75	\$447.05	\$500.70	
50068	6' Full View Showcase, White		n/a	\$388.75	\$447.05	\$500.70	
50069	4' Quarter View Showcase, White		n/a	\$388.75	\$447.05	\$500.70	
50070	6' Quarter View Showcase, White		n/a	\$389.80	\$448.25	\$502.05	
50060	4' x 8' Horizontal Posterboard Grey Fabric		n/a	\$365.55	\$420.40	\$470.85	
50061	4' x 8' Vertical Posterboard Grey Fabric		n/a	\$365.55	\$420.40	\$470.85	
50236	Grids 2' x 8' with Legs, Each		n/a	\$270.00	\$310.50	\$347.75	
50237	Grid 2' x 8' without Legs, Each		n/a	\$202.20	\$232.55	\$260.45	
50242	7-Ball Waterfall for Grids		n/a	\$18.60	\$21.40	\$23.95	
50104	6" Hooks (12) for Peg Boards		n/a	\$58.45	\$67.20	\$75.25	

50073	8' High Drape on a Cross Bar, per linear foot (minimum 5' linear feet rental)			\$28.65	\$32.95	\$36.90	
50074	3' High Drape on a Cross Bar, per linear foot (minimum 5' linear feet rental)			\$21.25	\$24.45	\$27.40	
50088	8' Upright with Base		n/a	\$39.60	\$45.55	\$51.00	
52065	3' Upright with Base		n/a	\$39.60	\$45.55	\$51.00	
50349	6'-10' Crossbar		n/a	\$26.35	\$30.30	\$33.95	
50348	7'-12' Crossbar		n/a	\$26.35	\$30.30	\$33.95	
50058	Sateen, per linear foot (minimum 5' linear feet rental)			\$24.55	\$28.25	\$31.65	

DRAPERY COLORS: Red (01), White (03), Gold (04), Blue (05), Black (06), Burgundy (07), Grey (10)

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* FRIDAY, JANUARY 21, 2022 PREMIUM PLUSH & PREMIUM VINYL DEADLINE:** WEDNESDAY, JANUARY 12, 2022

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

CODE	ITEM	SQ. FT.	COLOR	ONLINE	DISCOUNT	REGULAR	TOTAL
46004	Premium Plush Carpet** - 50 oz. (per sq. ft.)*** Rental includes installation and removal of carpet and visqueen.			\$12.10	\$13.90	\$15.55	
AVAILABLE COLORS: White (03), Black (06), Navy (22), Sand (33), Silver Dollar (34), Dark Grey (35), Crimson(74), Electric Blue (91) *** Minimum 100 sq. ft. order required.							

CODE	ITEM	SQ. FT.	COLOR	ONLINE	DISCOUNT	REGULAR	TOTAL
46005	Premium Vinyl** (per sq. ft.)*** Rental includes installation and removal of carpet and visqueen.			\$15.60	\$17.95	\$20.10	
46007	1/2" Padding for Vinyl (per sq. ft.)***		n/a	\$5.70	\$6.55	\$7.35	
AVAILABLE COLORS: Vineyard Brown (61), Laurel Brown (62), Mountain Grey (63), Rosemary Stone (64), White Wash (65), Maple (66), Snow (89) *** Minimum 100 sq. ft. order required.							

CODE	ITEM	SQ. FT.	COLOR	ONLINE	DISCOUNT	REGULAR	TOTAL
46001	Premium Carpet - 28 oz. Rental/Sq. Ft.*** Rental includes installation and removal of carpet and visqueen.			\$8.70	\$10.00	\$11.20	
46003	Premium Carpet - 28 oz. Rental 1000+ Sq. Ft.*** Rental includes installation and removal of carpet and visqueen.			\$7.60	\$8.75	\$9.80	
46002	Premium Carpet - 28 oz. Purchase Sq. Ft.*** Rental includes installation and removal of carpet and visqueen.			\$21.45	\$24.65	\$27.60	
100% ULTRA CUT PILE WITH ACTION BACK OR JUTE BACKING AVAILABLE COLORS: Red (01), Black (06), Beige (14), Silver Cloud (18), Charcoal (17), Deep Navy (22) *** Minimum 100 sq. ft. order required.							

CODE	ITEM	SQ. FT.	COLOR	ONLINE	DISCOUNT	REGULAR	TOTAL
50255	Expo Carpet - 13 oz. (Regular & Speical Cut) 10' x 10'			\$305.70	\$351.55	\$393.75	
50256	Expo Carpet - 13 oz. (Regular & Special Cut) 10' x 20'			\$570.45	\$656.00	\$734.70	
50257	Expo Carpet - 13 oz. (Regular & Special Cut) 10' x 30'			\$850.80	\$978.40	\$1,095.80	
50258	Expo Carpet - 13 oz. (Regular & Special Cut) 10' x 40'			\$1,131.20	\$1,300.90	\$1,457.00	
50400	Expo Carpet - 13 oz. (Regular & Special Cut) 10' x 15'		Tuxedo ONLY	\$534.95	\$615.20	\$689.00	
RECOMMENDED FOR: Standard Size and Inline Booths AVAILABLE COLORS: Red (01), Blue (05), Black (06) Tuxedo (50) Teal (13) Burgundy (07) · Variation in dye lot may occur when ordering more than one cut of carpet unless ordered as Special Cut.							

CODE	ITEM	SQ. FT.	COLOR	ONLINE	DISCOUNT	REGULAR	TOTAL
50580	Special Cut 0-399 Sq. Ft. Rental includes installation and removal of carpet and visqueen.			\$7.20	\$8.30	\$9.30	
50581	Special Cut 400-900 Sq. Ft. Rental includes installation and removal of carpet and visqueen.			\$6.55	\$7.55	\$8.45	
50582	Special Cut 900+ Sq. Ft. Rental includes installation and removal of carpet and visqueen.			\$6.05	\$6.95	\$7.80	
RECOMMENDED FOR: Island and Large Area Exhibits AVAILABLE COLORS: Red (01), Blue (05), Black (06) Tuxedo (50) Teal (13) Burgundy (07) · Order Special Cut when it is important that dye lots match.							

CODE	ITEM	SQ. FT.	COLOR	ONLINE	DISCOUNT	REGULAR	TOTAL
50009	1/2" Padding		n/a	\$1.55	\$1.80	\$2.00	
50008	1" Padding		n/a	\$3.05	\$3.50	\$3.90	
50010	Visqueen		n/a	\$0.45	\$0.50	\$0.55	

ENTICE ATTENDEES TO LINGER IN YOUR SPACE WITH SOFT, COMFORTABLE PADDING.

Interested in Elevated Hardwood? Contact us for a quote at: exhibits@shepardes.com.

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing 14 days prior to first exhibitor move in day. Rental items found and in use in your booth are subject to "Regular" pricing.

TOTAL ESTIMATE \$ _____

TAX (All tax rates are subject to change) 6.00%

AMOUNT DUE \$ _____

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com



TRADESHOW

FURNISHINGS | 2021

Soft Seating Collections

Valencia

VALCHA Chair
(spice orange velvet)
28"L 30.5"D 31"H

VALSOF Sofa
(coffee brown velvet)
63"L 30.5"D 31"H



Level The Field!:

Low and casual seating makes clients more comfortable and open to learn about your product.

Pair loveseats and sofas with the Sofa/Table Divider to create individual spaces.



Fairfax

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

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



Sterling

STECHA Chair
(gray fabric)
33"L 33.5"D 32"H

STESOF Sofa
(gray fabric)
82"L 33.5"D 32"H



NOTE: Items may be discontinued without notice at any time.

Soft Seating Collections

Allegro

CHR002 Chair
(blue fabric)
36"L 34.5"D 30"H

SFA002 Sofa
(blue fabric)
73"L 34.5"D 30"H



Palm Beach

PALSOF Sofa
(white vinyl)
69"L 29"D 33"H



Key Largo

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

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

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



NOTE: Items may be discontinued without notice at any time.

Soft Seating Collections


Baja

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

BSFWHT Sofa
(white vinyl)
86"L 30"D 28"H

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



Powered Products 



Naples

NPLCHP Chair, Powered
(black vinyl)
36"L 30"D 33.25"H
Also available with
standard arm (NPLCHR).

NPLSOP Sofa, Powered
(black vinyl)
87"L 30"D 33.25"H
Also available with
standard arms (NPLSOF).

NPLLLOP Loveseat, Powered
(black vinyl)
62"L 30"D 33.25"H
Also available with
standard arms (NPLLLOV).

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

NOTE: Items may be discontinued without notice at any time.

Powered[⚡] Seating

Naples Collection



A.



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

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

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



B.



C.

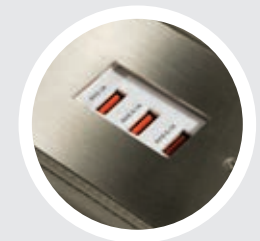
Charge It!

Providing powered capabilities within your booth encourages guests to stay longer as they recharge and engage with your brand.



Tech Tablet Chair

TCHGRY Tech Tablet Chair
(gray vinyl, white metal tablet,
chrome base)
30.5"L 29"D 33.5"H
Also available without tablet.



POWERED
DETAIL

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

NOTE: Items may be discontinued without notice at any time.

Accent Chairs



Bowery
BOWCHA Swivel Chair
(ochre fabric, chrome)
29.75"L 31"D 27.25"H



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



Swanson
SWAN Swivel Chair
(white vinyl, chrome)
28"L 25"D 30"H

Make it ●
swivel



10'x20' - Meeting Booth



Wentworth
WENCHA Swivel Chair
(brown vinyl, black)
31"L 24"D 31.5"H

NOTE: Items may be discontinued without notice at any time.

Accent Chairs



**Madrid
BCW Chair**
(white, chrome)
30"L 30"D 31"H



A.



B.



C.



D.



E.



F.



**Montreal
MONCHA Chair**
(blue, black metal)
30"L 23.25"D 30"H



**Lena
LENCHA Chair**
(moss green leather, bronze)
27"L 25"D 31"H

Create Space

Design with a wide selection of standout accent chairs to facilitate sales and demos while properly distancing. Pair each seat with an end table for individually-owned spaces.

A) TCHP Tech Chair, No Tablet
(gray vinyl, chrome base)
30.5"L 29"D 33.5"H

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

C) CNTCHR Century Chair
(gray velvet) 30"L 30"D 31"H

D) ATHCHA Atherton Chair
(distressed brown leather,
blackened steel) 27"L 31"D 30"H

**E) PROGB Pro Executive
Guest Chair**
(black vinyl) 24"L 26"D 36"H

F) PASCHR Pasadena Chair
(white molded plastic w/ chrome
tower base) 27"L 25"D 26"H

NOTE: Items may be discontinued without notice at any time.



CHAIRS

17.5"L19.5"D35"H



A) MARCBR (brown fabric) **B) MARCBE** (ocean blue fabric)
C) MARCRD (red fabric) **D) MARCWH** (white vinyl) **E) MARCBK** (black vinyl)

All frames brushed metal.

NOTE: Items may be discontinued without notice at any time.

Individual Seating

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



**Lucent
LUCHCL Chair**
(frosted acrylic, chrome)
19.5"L 19.75"D 32.5"H



A.



B.



C.

A) CS4 Syntax Chair
(black, chrome)
23"L 19"D 32.25"H

B) XCHR Christopher Chair
(white vinyl, chrome)
17"L 19"D 35"H

C) SC3 Brewer Chair
(onyx, black) 20"L 20"D 32"H



D.



E.



F.

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

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

F) Duet Stack Chair
(black, chrome) 21"L 23"D 33"H



G.



H.



I.

G) SC10 Razor Armless Chair
(white) 15.5"L 15.5"D 30.5"H

H) OCMWHT Meeting Chair
(white vinyl, wenge)
25.5"L 23.5"D 34"H

Malba Chair
I) MALGRN (green, chrome)
J) MALGRY (gray, chrome)
20"L 20"D 32"H



J.



K.



L.

Blade Chair
K) BLDCSB (sky blue)
L) BLDCRD (red)
20.5"L 19"D 30.5"H



SMALL BENCH

OTTOMANS

30"L20"D18"H



- A) BVSMOR** (orange fabric) **B) BVSMON** (olive green fabric) **C) BVSMWH** (white vinyl)
D) BV SMBK (black vinyl) **E) BV SMBL** (ocean blue fabric) **F) BV SMBN** (brown fabric)
G) BV SMGY (gray fabric) **H) BV SMLN** (linen fabric) **I) BV SMLV** (lavender fabric)
J) BV SMRD (red fabric) **K) BV SMYL** (yellow fabric)

NOTE: Items may be discontinued without notice at any time.



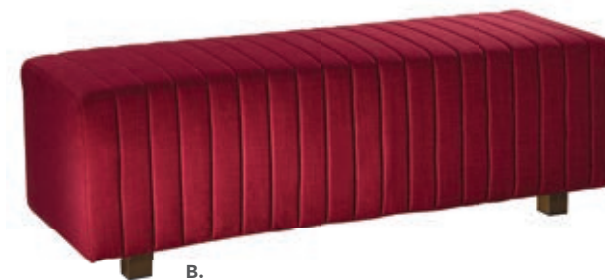
BENCH

OTTOMANS

60"L20"D18"H



A.



B.



C.



D.



E.



F.



G.

A) BVLYWH (white vinyl) **B) BVLYRD** (red fabric) **C) BVLYGR** (gray fabric) **D) BVLYOB** (ocean blue fabric)
E) BVLYBK (black vinyl) **F) BVLYLN** (linen fabric) **G) BVLYBN** (brown fabric)

NOTE: Items may be discontinued without notice at any time.

Ottomans

Squares

Endless

END02B (black vinyl, chrome)

END02W (white vinyl, chrome)

34"L 34"D 15"H



Demo Down

Square, circular, or curved - ottomans are a great way to design theater-style seating for demonstrations.

Curves

Endless

END01W (white vinyl, chrome)

END01B (black vinyl, chrome)

60.5"L 37.5"D 15"H

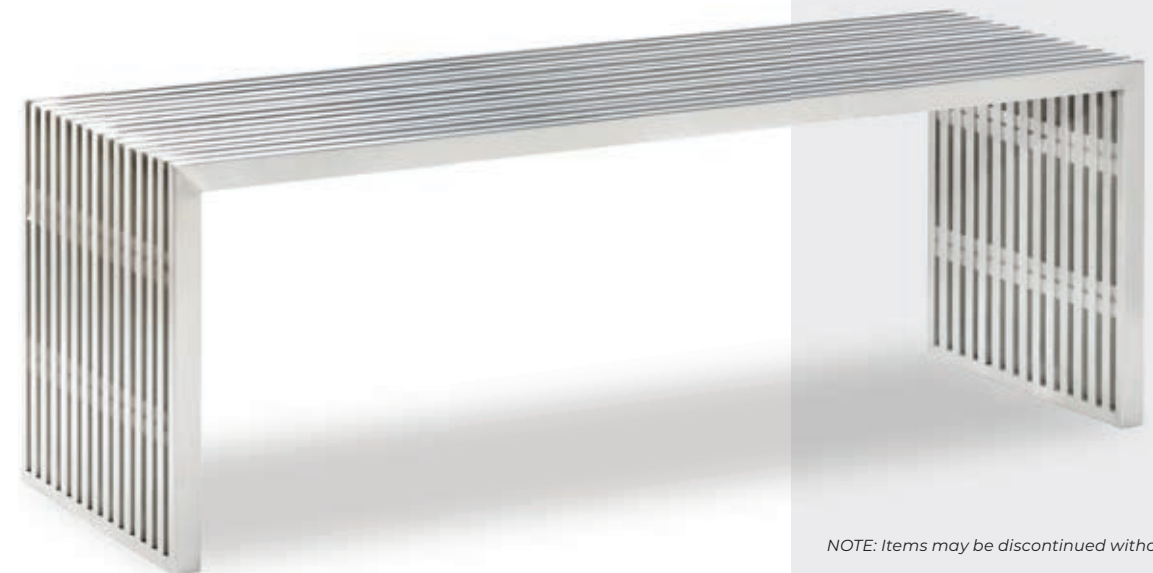


Bench

REGBEN Regis

(brushed metal)

47"L 15.5"D 16"H



NOTE: Items may be discontinued without notice at any time.

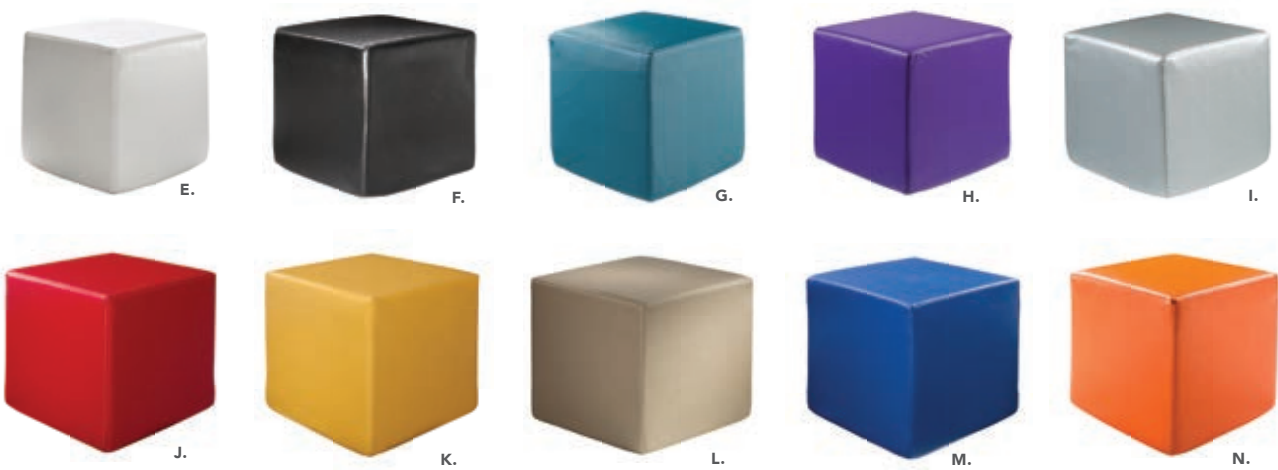
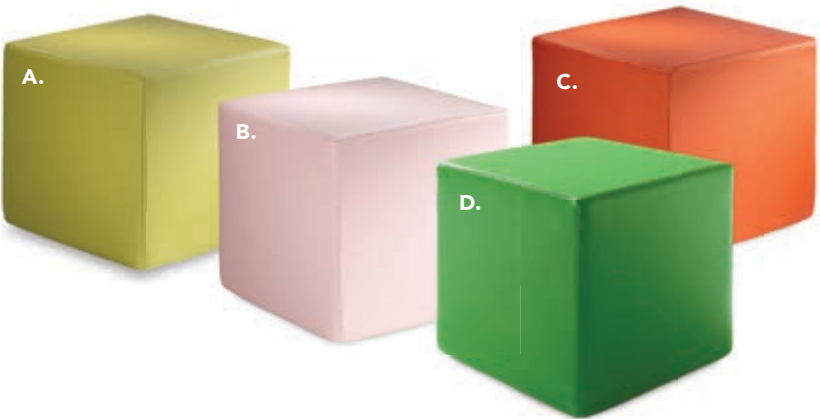


Provide a Pop!
Colorful furnishings attract more attention while reinforcing brand themes. Amplify your organization's color palette, or simply go bold to catch passing eyes.

CUBE

OTTOMANS

18" L 18" D 18" H



- A) VIB14** (citrus green vinyl) **B) VIB17** (desert rose vinyl) **C) VIB16** (spice orange vinyl)
D) VIB01 (green vinyl) **E) VIB09** (white vinyl) **F) VIB10** (black vinyl) **G) VIB11** (steel blue vinyl)
H) VIB13 (purple vinyl) **I) VIB12** (silver vinyl) **J) VIB04** (red vinyl) **K) VIB05** (bright yellow vinyl)
L) VIB15 (taupe vinyl) **M) VIB02** (blue vinyl) **N) VIB08** (orange vinyl)

NOTE: Items may be discontinued without notice at any time.



SWIVEL

OTTOMANS

17" RND 18"H



- A) MAR011** (orange fabric) **B) MAR16** (Ivory Faux Sheep Fur) **C) MAR009** (pear yellow fabric)
D) MAR001 (white vinyl) **E) MAR006** (rose quartz fabric) **F) MAR007** (plum fabric)
G) MAR010 (blue fabric) **H) MAR002** (gray fabric) **I) MAR003** (linen fabric) **J) MAR004** (raspberry fabric)
K) MAR008 (meadow green fabric) **L) MAR015** (black vinyl) **M) MAR012** (forest green vinyl)
N) MAR013 (teal velvet) **O) MAR014** (distressed brown vinyl)

NOTE: Items may be discontinued without notice at any time.



M E S A



ACCENT

COCKTAIL & END TABLES

32.25" RND 17.25" H | 20.5" RND 21.25" H



A) MESCTW Cocktail Table / B) MESETW End Table (barnwood top)

C) MESCTB Cocktail Table / D) MESETB End Table (black top)

E) MESCTG Cocktail Table / F) MESETG End Table (glass top)

All frames bronze finish.

NOTE: Items may be discontinued without notice at any time.



A L O N D R A



ACCENT

COCKTAIL & END TABLES

47" L 24" D 16" H | 20" L 20" D 20" H



A) ALC100 Cocktail Table / B) ALE100 End Table (glass top)
C) ALC200 Cocktail Table / D) ALE200 End Table (wood top)

All frames chrome finish.

NOTE: Items may be discontinued without notice at any time.



ACCENT

COCKTAIL & END TABLES



A) C1C Cocktail Table / B) E1C End Table (glass top, chrome) 50"L 22"D 16"H | 26"L 26"D 20"H
C) C1FWB Cocktail Table / D) E1FWB End Table (wood top, black) 47"L 24"D 17"H | 20"L 20"D 21"H

NOTE: Items may be discontinued without notice at any time.



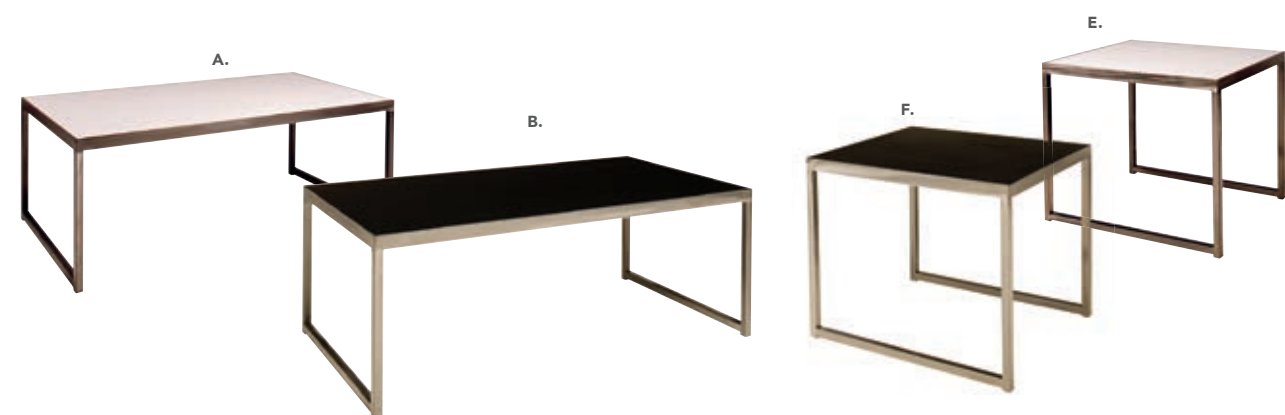
S Y D N E Y



ACCENT

COCKTAIL & END TABLES

48" L 26" D 18" H | 27" L 23" D 22" H



A/B Powered options available.



Cocktail Tables A) C1W (white) B) C1Y (black) C) SYDBEC (blue) D) SYDWDC (barnwood)
End Tables E) E1W (white) F) E1Y (black) G) SYDBEE (blue) H) SYDWDE (barnwood)

All frames brushed steel.

NOTE: Items may be discontinued without notice at any time.



TAOS | SEDONA

SIDE

TABLES

15.75 "L 15.75 "D 24 "H



A.

B.

C.



D.

E.

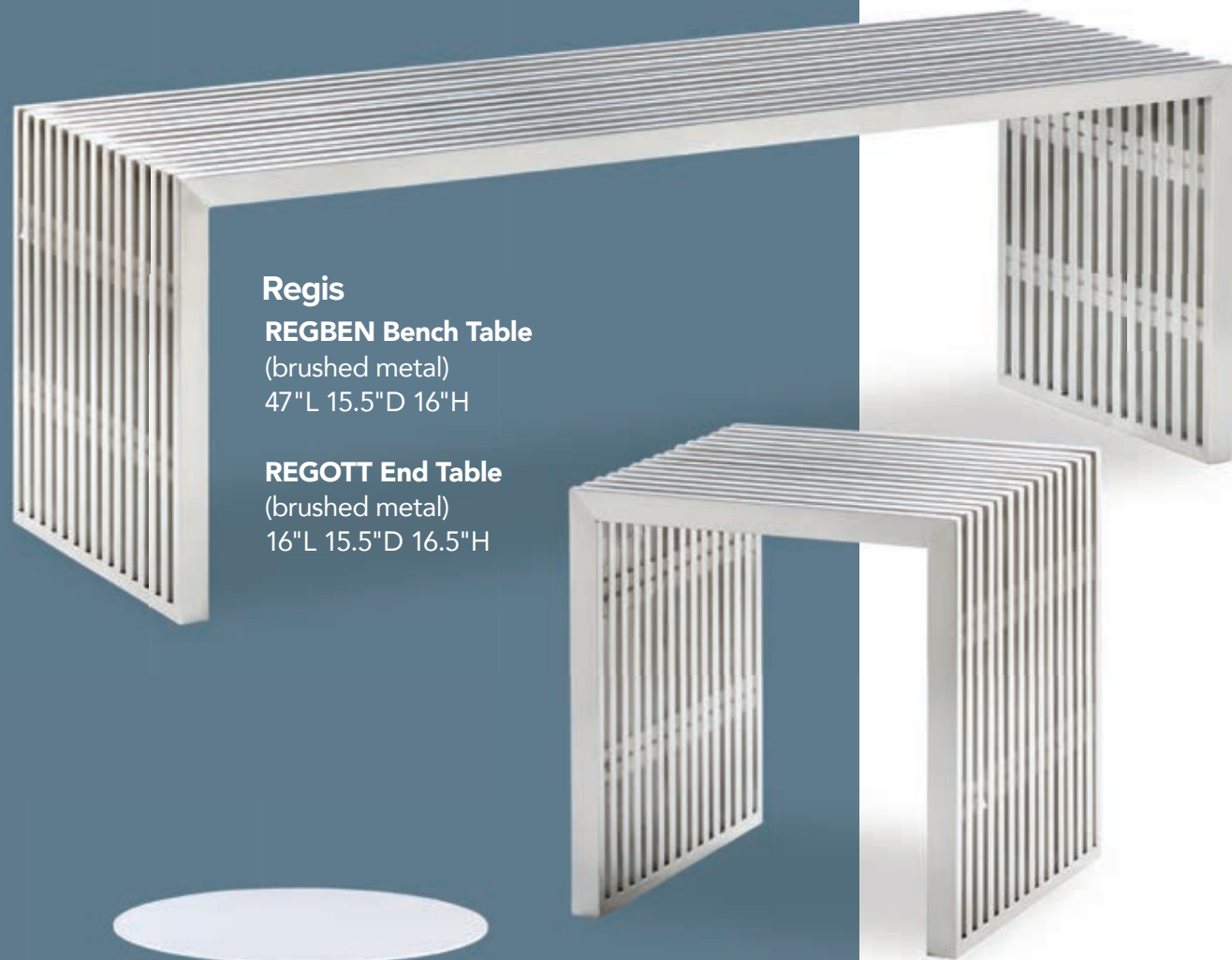
F.

Taos Tables A) TAOBWH (white top) **B) TAOBBK** (black top) **C) TAOBWD** (barnwood top)
Sedona Tables D) SEDBWH (white top) **E) SEDBBK** (black top) **F) SEDBWD** (barnwood top)

All frames bronze finish.

NOTE: Items may be discontinued without notice at any time.

Accent Tables



Regis
REGBEN Bench Table
(brushed metal)
47"L 15.5"D 16"H

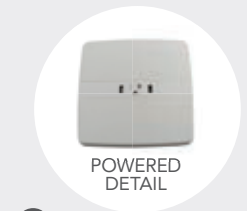
REGOTT End Table
(brushed metal)
16"L 15.5"D 16.5"H



Aura
AURA Round Table
(white metal)
15"RND 22"H



Timber
TMBTBL End Table
(wood)
16"RND 17"H



Wireless
CUBPOW Charging Table,
Powered
(white, AC plug-in)
20"L 20"D 18"H

Gather Round

Seat guests around accent tables to create an informal campfire setting for small group discussions, or pair with individual seats for a safely "owned" space.



Silverado
C1E Cocktail Table
(glass top, chrome)
36"RND 17"H
E1E End Table
(glass top, chrome)
24"RND 22"H

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

NOTE: Items may be discontinued without notice at any time.

Bar & Cafe Tables

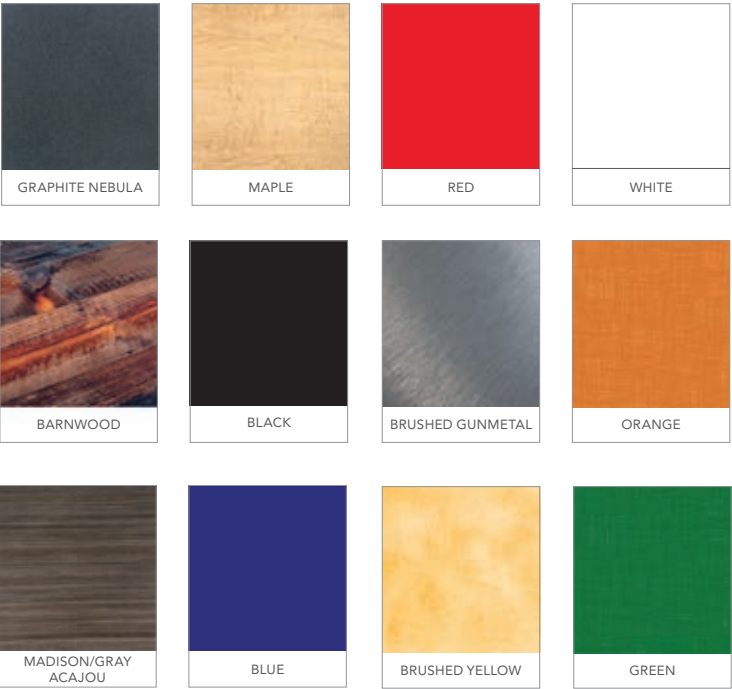


Rustique
RSTSQT Square
Metal Bar Table
(gunmetal)
23.75"L 23.75"D 41.25"H

- Bar Tables**
Standard Black Base
30" RND 42"H
VTJ (graphite nebula top)
VTK (maple top)
VTB (red top)
30WH42 (white top)
30WDBB (barnwood top)
30BKSB (black top)
30AGBB
(brushed gunmetal top)
30OSBB (orange top)
VTA
(Madison/gray acajou top)
30BEBB (blue top)
30YBBB (brushed yellow top)
30GSBB (green top)
- 36" RND 42"H
VTN (graphite nebula top)
VTP (maple top)
VTW (white top)
36BKSB (black top)

- Bar Tables**
Hydraulic Chrome Base
30" RND 45"H
30GRHB
(graphite nebula top)
30MTHB (maple top)
30BRHB (red top)
30WHHB (white top)
30WDHB (barnwood top)
30BKHB (black top)
30AGHB
(brushed gunmetal top)
30OSHB (orange top)
30MAHB
(Madison/gray acajou top)
30BEHB (blue top)
30YSHB (brushed yellow top)
30GSHB (green top)
- 36" RND 45"H
36GRHB (graphite nebula)
36MTHB (maple top)
36WTHB (white)
36BKHB (black top)

1. Choose your base: black or chrome...
2. Then pick a color that suits your design.



Create Space
Mix and match table
tops with base options
to create the perfect
combination for
your needs.

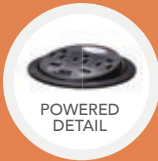


- Cafe Tables**
Hydraulic Chrome Base
30" RND 29"H
30GRHC (graphite nebula top)
30MTHC (maple top)
30BRHC (red top)
30WHHC (white top)
30WDHC (barnwood top)
30BKHC (black top)
30AGHC (brushed gunmetal top)
30OSHC (orange top)
30MAHC (Madison/gray acajou top)
30BEHC (blue top)
30YSHC (brushed yellow top)
30GSHC (green top)
- 36" RND 29"H
36GRHC (graphite nebula top)
36MTHC (maple top)
36WTHC (white top)
36BKHC (black top)

- Cafe Tables**
Standard Black Base
30" RND 29"H
ZTJ (graphite nebula top)
ZTK (maple top)
ZTB (red top)
30WH29 (white top)
30WDBC (barnwood top)
30BKSC (black top)
30AGBC (brushed gunmetal top)
30OSBC (orange top)
ZTA (Madison/gray acajou top)
30BEBC (blue top)
30YSBC (brushed yellow top)
30GSBC (green top)
- 36" RND 29"H
ZTN (graphite nebula top)
ZTP (maple top)
ZTQ (white top)
36BKSC (black top)

NOTE: Items may be discontinued without notice at any time.

Midtown Counter & Bar



Powered Counter ⚡
60”L 18”D 42”H (taupe glass top, pewter)
MTCPUL (unlighted)
MTCLPI (lighted with plug in)



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



20'x20' - Midtown
Greenery Booth

Bar
60”L 18”D 42”H (taupe glass top, pewter)
A) MTBUUL (unlighted)
B) MTBLPI (lighted with plug-in)



NOTE: Items may be discontinued without notice at any time.



M A R I N A

BARSTOOL

COLLECTION

21" L 17.5" D 41.5" H



A.



B.



C.



D.



E.

A) MARBBE (ocean blue fabric) **B) MARBBR** (brown fabric)
C) MARBRD (red fabric) **D) MARBWH** (white vinyl) **E) MARBBK** (black vinyl)

All frames brushed metal.

NOTE: Items may be discontinued without notice at any time.



BARSTOOL

COLLECTION

15 "RND 23 - 33.5 "H



A) ROLLWH (white vinyl) **B) ROLLRD** (red vinyl)
C) ROLLBL (black vinyl) **D) ROLLGY** (gray vinyl)

All bases crome finish.

NOTE: Items may be discontinued without notice at any time.



ZOEY | BANANA

BARSTOOL

COLLECTIONS



Zoey Barstool 15"L 16"D 30-34.75"H **A) BS002** (white)
Banana Barstool 21"L 22"D 41"H **B) BSS** (black) **C) BST** (white)

All bases chrome finish.

NOTE: Items may be discontinued without notice at any time.



42" ROUND



CONFERENCE

TABLES
42" RND 29" H



A) CONF42 (white top) **B) CB1** (graphite nebula top)
C) CB8 (Madison/gray acajou top) **D) 42BKCT** (black top)

All bases black finish.

NOTE: Items may be discontinued without notice at any time.

G E O

CONFERENCE

TABLES



Rounded Square Tables 42"L 42"D 29"H **A) CF1** (glass top, black) **B) CE1** (glass top, chrome)
Rectangular Tables 60"L 36"D 29"H **C) CF2** (glass top, black) **D) CE2** (glass top, chrome)

NOTE: Items may be discontinued without notice at any time.

Conference Tables

Styling Tip:
Create safe separation with clear dividers, and limit the number of seats at each table. Looking to spruce up plain conference tables? Use them as product displays, or bring in tabletop greenery for an organic touch.

**Atomic
Round Table**
(glass, chrome)
42ATO 42"RND 30"H
36ATO 36"RND 30"H



Rectangular
A) BKC10N 10' Table (black top, silver) 120"L 48"D 29"H
B) BKCT8N 8' Table (black top, silver) 96"L 48"D 29"H
C) BKCT5N 5' Table (black top, silver) 60"L 48"D 29"H



**Work Table
WD3**
(white top, white)
48"L 24"D 30"H

NOTE: Items may be discontinued without notice at any time.



MADISON



CONFERENCE TABLES



A.



B.



C.



Dividers | pg 16

- A) MADC05 5' Table (gray acajou top) 60"L 48"D 29"H
- B) MADC08 8' Table (gray acajou top) 96"L 60"D 29"H
- C) MADC10 10' Table (gray acajou top) 120"L 48"D 29"H

All frames silver finish.

NOTE: Items may be discontinued without notice at any time.

Ventura

Powered & Communal Tables



Powered Bar Table

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

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

Communal Bar Table

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

C) VNTMNP (solid)
VNTBMW (grommets)
White Top
D) VNTBWW (grommets)
VNTWNP (solid)
Black Top
E) VNTBNP (solid)



TABLE TOP OPTIONS

Colors not available in all table options.
Please check options listed.



Powered Cafe Table

(silver frame)
72.25"L 26.25"D 30"H

F) VNTCBK (black top)
G) VNTCWH (white top)

Communal Cafe Table

(silver frame)
72.25"L 26.25"D 30"H
Maple Top

H) VNTCMN (solid)
VNTCMW (grommets)
White Top
I) VNTCWW (grommets)
VNTCWN (solid)
Black Top
J) VNTCBN (solid)

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

NOTE: Items may be discontinued without notice at any time.

Powered⚡ Communal Tables



Ventura Bar Tables, Powered

A) VNTWHT (white top)

B) VNTBLK (black top)

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



Styling Tip:

One chair or barstool at each end of a communal table is exactly 6' apart, perfect for safe networking in any sized space.

Ventura Cafe Tables, Powered

C) VNTCWH (white top)

D) VNTCBK (black top)

(silver frame) 72.25"L 26.25"D 30"H



Use Ventura 6' Bar or Cafe Tables

in your design to facilitate conversations while physical distancing.

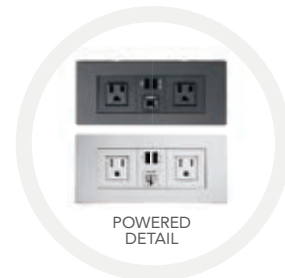


Please Note: Client is responsible for providing labor and an electrical power source to the furniture. One 110V power source is required for each charging panel. Two charging units can be daisy chained together. 10A max per charging panel.

NOTE: Items may be discontinued without notice at any time.

Powered[⚡] Tables

Sydney Powered Cocktail Tables



**Sydney Powered
Cocktail Tables**
C1WP (white top)
C1YP (black top)
(brushed steel)
48"L 26"D 18"H



10'x20' -
Wireless Charging
Demonstration
Booth

Wireless Charging Table

**CUBPOW Wireless
Charging Table, Powered**
(white, AC plug-in) 20"L 20"D 18"H
Mobile devices must have Qi
wireless charging capability.



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

NOTE: Items may be discontinued without notice at any time.

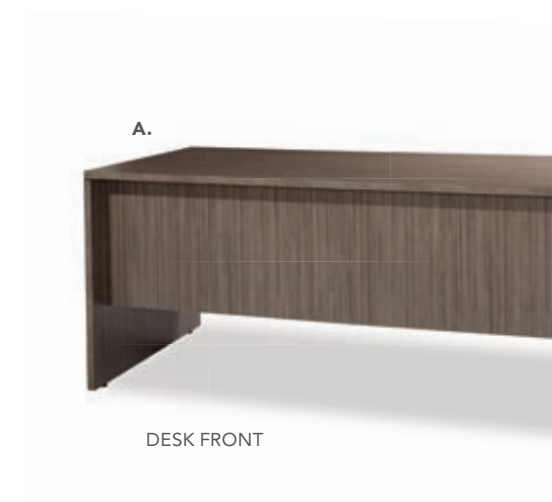


MADISON



10'x20' Madison Presentation Booth

EXECUTIVE
DESK & STORAGE



- A) JD8 Executive Desk (gray acajou) 60"L 30"D 29"H
B) BC8 Bookcase (gray acajou) 36"L 12"D 72"H

NOTE: Items may be discontinued without notice at any time.

Executive Seating

Pro High Back Executive Chairs
A) PROEXE
(white vinyl, chrome)

B) PROEXB
(black vinyl, chrome)
25"L 24"D 45 48"H
Adjustable height



Pro Mid Back Executive Chairs
C) PROMID
(white vinyl, chrome)

D) PROMDB
(black vinyl, chrome)
24"L 22"D 36.75 39.75"H
Adjustable height



Pro Guest
PROGB Executive Chair
(black vinyl, chrome)
24"L 26"D 36"H



Cupertino
CUPCHA Mid Back Chair
(black vinyl, chrome)
27"L 30.5"D 40-43"H
Adjustable height



Genesis
GENCHA Chair
(black fabric, black)
27.5"L 27.5"D 40-43.5"H
Adjustable height



Task
TASKST Stool
(black fabric, black)
27.5"L 27.5"D 32.75"- 40.25"H
Adjustable height



NOTE: Items may be discontinued without notice at any time.

Dividers

- Clear Dividers**
A) DIVFRE Freestanding
(Silver, Clear) 39"L 1.5"D 72"H
- B) DIVFWL Freestanding Wall Unit**
(Silver, Clear) 40"L 1.5"D 72"H
- C) DIVFCR Freestanding Corner**
(Silver, Clear) 39"L 39"D 72"H



- Clear Dividers**
D) DIVBAR Bar/Counter
(Silver, Clear)
48-70"L 12"D 31.5"H

- E) DIVFST Sofa/Table**
(Silver, Clear)
34"L 11"D 47-74"H
Adjustable height.



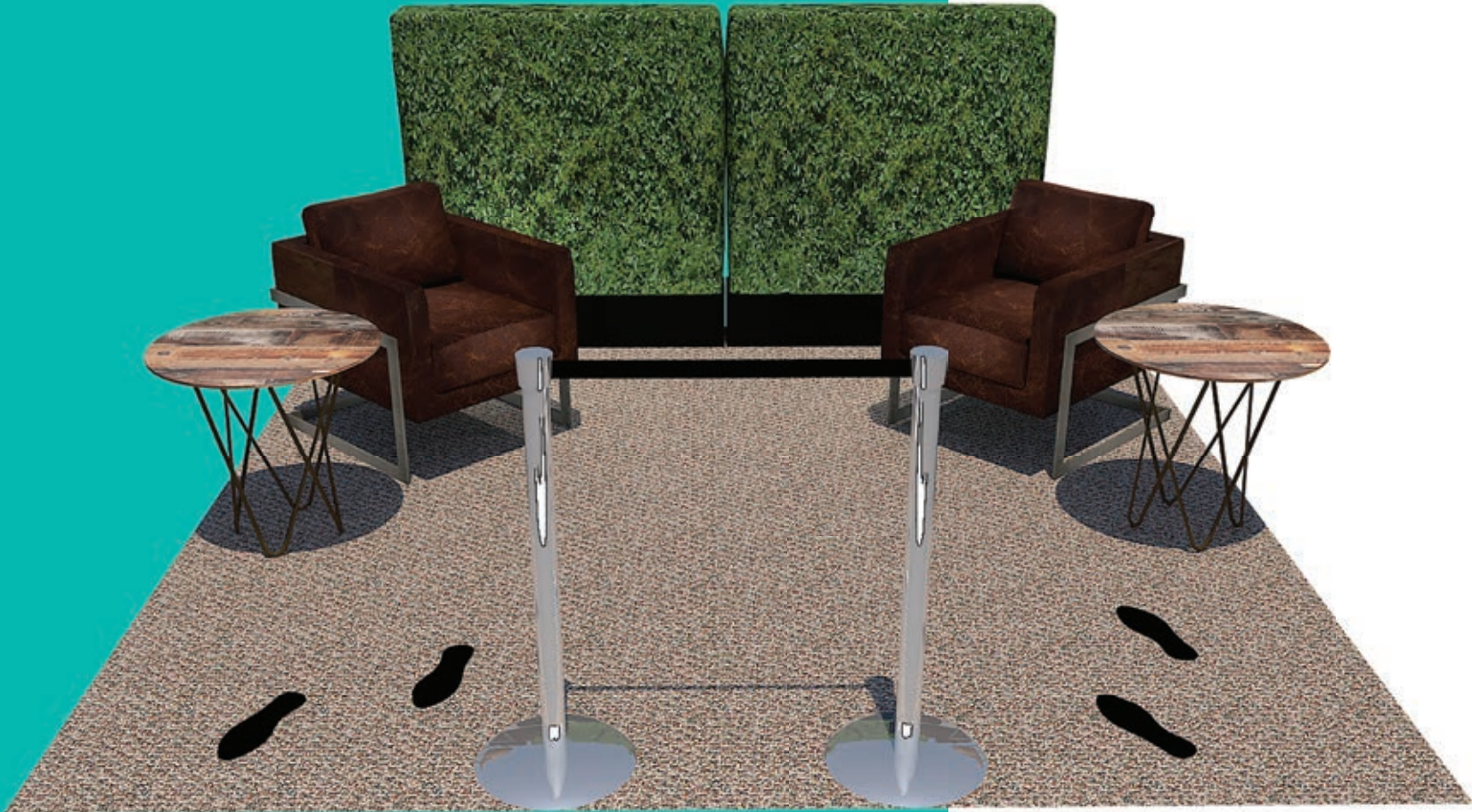
Attract, Connect and Inspire.

Choose from a complete collection of trendy furnishings, helping you design unique and safely spaced selling environments that are clean, comfortable, and give your clients peace of mind.



NOTE: Items may be discontinued without notice at any time.

Dividers



A.

Stanchion w/ Retractable Belt
A) STNCH1
(black, chrome) 96"L 37"H

B) STNSGN Stanchion Sign Holder
(black, chrome) 10"L 13"H



C) DIVFWB Clear Divider, Freestanding Whiteboard
(Silver, Clear) 39"L 1.5"D 72"H



D) MIRWHT Miramar Divider, White
(molded plastic)
Vertical: 63"L 23"D 83"H
Horizontal: 83"L 23"D 63"H



NOTE: Items may be discontinued without notice at any time.

Boxwood Hedges

A) HDG7FT Boxwood Hedge, 7'
36.5"L 12"D 84"H

B) HDG4FT Boxwood Hedge, 4'
46"L 9"D 47"H



Keep it Green

Lifelike greenery is an easy yet sophisticated way to bridge the distance between seats for a warmer, organic environment.

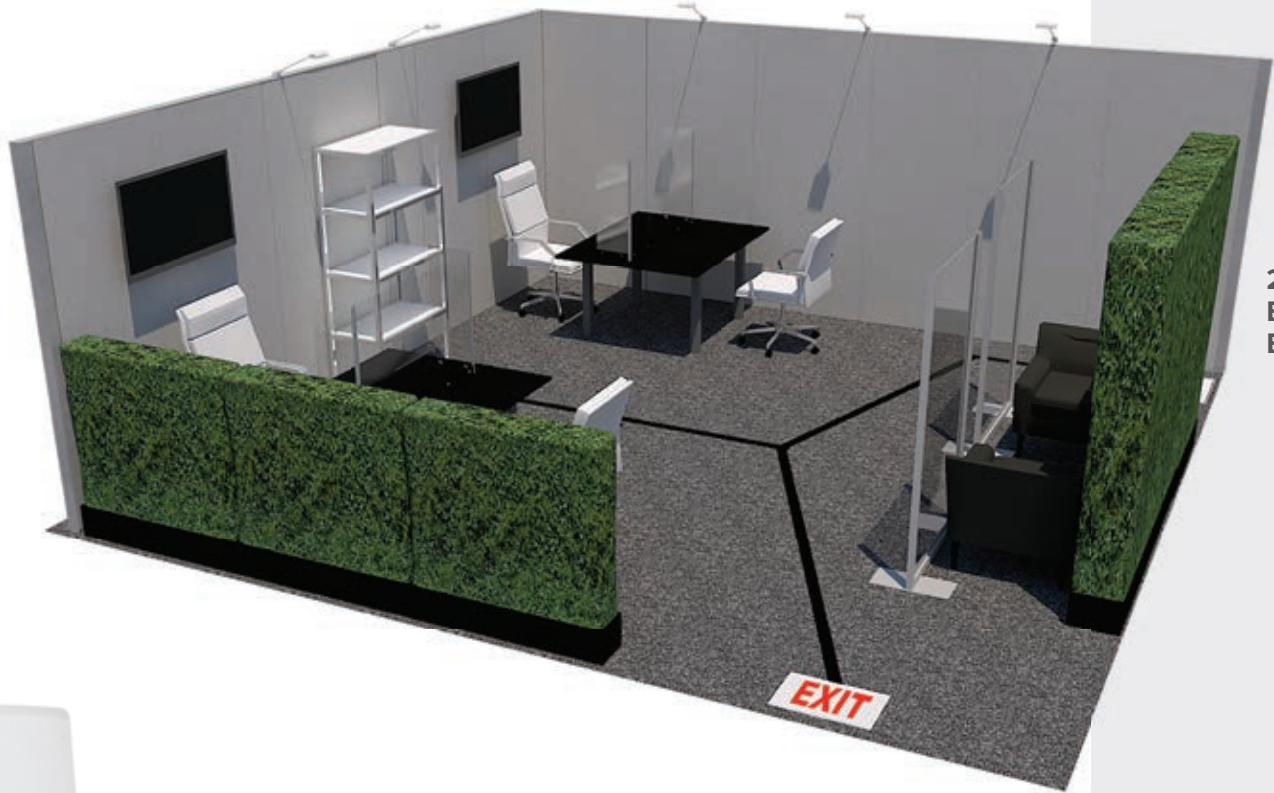


NOTE: Items may be discontinued without notice at any time.

Office Accessories & Decor

Embrace The Organic

It's easy to divide space and maintain distance by adding greenery to your booth environment for a warm organic feel.



20'x20' -
Executive Meeting
Booth



Boxwood Hedge
A) HDG7FT
Boxwood Hedge, 7'
36.5"L 12"D 84"H
B) HDG4FT
Boxwood Hedge, 4'
46"L 9"D 47"H



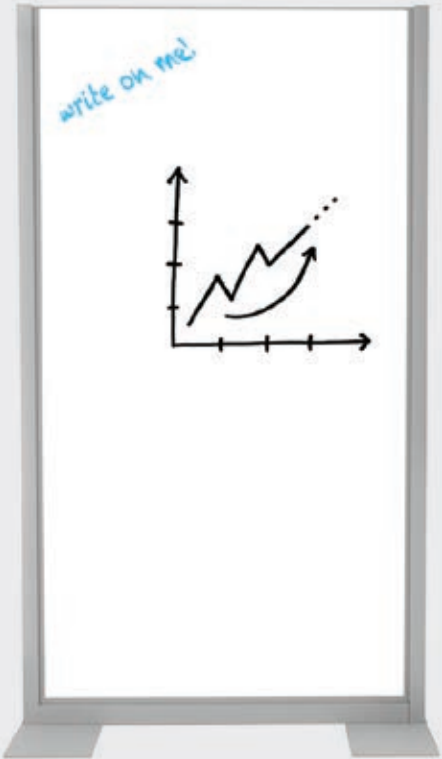
Mason Lamps
(brushed silver)
A) LA15 Floor Lamp
18" RND 55"H
B) LA14 Table Lamp
16" RND 26"H



Posh Shelving
PSHCCS 36"L 18"D 72"H
(chrome, acrylic)



**Clear Divider,
Freestanding Whiteboard**
DIVFWB (silve, white)
39"L 9"D 72"H



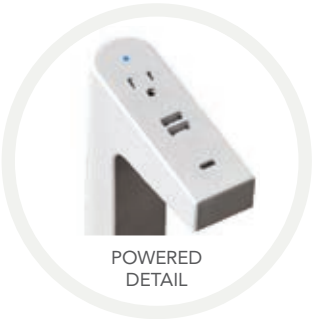
NOTE: Items may be discontinued without notice at any time.

Powered[⚡] Products

Village Charging Hub



VILHUB
Village Charging Hub
(cream)
12"L 12"D 28.25"H



Styling Tip:
Standalone hubs let guests plug in with a minimal footprint, while powered pedestals serve a dual purpose: keeping items secure while charging devices.



Powered Pedestals

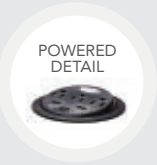
The flip-top electrical units rotate 180° to let devices charge on or inside the cabinet.



Powered Locking Pedestals

White
PDL36W 24"L 24"D 36"H
PDL42W 24"L 24"D 42"H

Black
PDL36B 24"L 24"D 36"H
PDL42B 24"L 24"D 42"H



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

NOTE: Items may be discontinued without notice at any time.

SOFT SEATING COLLECTIONS

American Craft Made / Baltimore

M178420222


Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022


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Loveseats

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
BLVWHT	Baja Loveseat - White Vinyl		\$1,295.95	\$1,490.35	\$1,669.20	
KEYLOV	Key Largo Loveseat - Black Fabric, Wood		\$596.95	\$686.50	\$768.90	
NPLLOV	Naples Loveseat - Black Vinyl		\$1,144.40	\$1,316.05	\$1,474.00	
NPLLOP	 POWERED Naples Loveseat - Black Vinyl		\$1,425.95	\$1,639.85	\$1,836.65	

Sofas

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
SFA002	Allegro Sofa - Blue Fabric, Brushed Metal		\$1,138.30	\$1,309.05	\$1,466.15	
BSFWHT	Baja Sofa - White Vinyl		\$1,377.80	\$1,584.45	\$1,774.60	
FAIRSW	Fairfax Sofa - White Vinyl, Brushed Metal		\$776.35	\$892.80	\$999.95	
KEYSOF	Key Largo Sofa - Black Fabric, Wood		\$770.20	\$885.75	\$992.05	
NPLSOF	Naples Sofa - Black Vinyl		\$1,360.95	\$1,565.10	\$1,752.90	
NPLLOP	 POWERED Naples Sofa - Black Vinyl		\$1,657.95	\$1,906.65	\$2,135.45	
PALSOF	Palm Beach Sofa - White Vinyl		\$1,081.10	\$1,243.25	\$1,392.45	
STESOF	Sterling Sofa - Grey Fabric		\$1,283.45	\$1,475.95	\$1,653.05	
VALSOF	Valencia Sofa - Coffee Brown Velvet		\$724.30	\$832.95	\$932.90	

 = **Electrical Power** (Client is responsible for providing labor and an electrical power source to the furniture.)

NOTE: Items may be discontinued without notice at any time.

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

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ACCENT CHAIRS

American Craft Made / Baltimore



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CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
CHR002	Allegro Chair - Blue Fabric, Brushed Metal		\$798.05	\$917.75	\$1,027.90	
ATHCHA	Atherton Chair - Brown Leather, Black Metal		\$661.80	\$761.05	\$852.40	
BCHWHT	Baja Chair - White Vinyl		\$884.65	\$1,017.35	\$1,139.45	
BOWCHA	Bowery Chair - Ochre Fabric		\$621.65	\$714.90	\$800.70	
CNTCHR	Century Chair - Gray Velvet		\$633.45	\$728.45	\$815.85	
FAIRCW	Fairfax Chair - White Vinyl, Brushed Metal		\$559.85	\$643.85	\$721.10	
KEYCHR	Key Largo Chair - Black Fabric, Wood		\$510.40	\$586.95	\$657.40	
LABREA	La Brea Swivel Chair - Charcoal Gray Fabric, Chrome		\$668.05	\$768.25	\$860.45	
LENCHA	Lena Chair - Moss Green Leather, Bronze		\$557.80	\$641.45	\$718.40	
BCW	Madrid Chair - White Vinyl, Chrome		\$1,215.65	\$1,398.00	\$1,565.75	
MONCHA	Montreal Chair - Blue, Black Metal		\$683.10	\$785.55	\$879.80	
MNCHCH	Munich Armless Chair - Gray Fabric, Black		\$918.65	\$1,056.45	\$1,183.20	
NPLCHP	 POWERED Naples Chair - Black Vinyl		\$1,030.05	\$1,184.55	\$1,326.70	
NPLCHR	Naples Chair - Black Vinyl		\$949.60	\$1,092.05	\$1,223.10	
STECHE	Sterling Chair - Gray Fabric		\$881.65	\$1,013.90	\$1,135.55	
SWAN	Swanson Swivel Chair - White Vinyl, Chrome		\$581.50	\$668.70	\$748.95	
TCHP	Tech Chair, No Tablet - Gray Vinyl, Chrome Base		\$486.90	\$559.95	\$627.15	
TCHGRY	 POWERED Tech Tablet Chair - Gray Vinyl, White Metal Tablet, Chrome Base		\$475.10	\$546.35	\$611.90	
VALCHA	Valencia Chair - Spice Orange Velvet		\$487.30	\$560.40	\$627.65	
WENCHA	Wentworth Swivel Chair - Brown Vinyl		\$534.25	\$614.40	\$688.15	

 = **Electrical Power** (Client is responsible for providing labor and an electrical power source to the furniture.)

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INDIVIDUAL SEATING

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

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CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
BLDCRD	Blade Chair - Red		\$109.65	\$126.10	\$141.25	
BLDCSB	Blade Chair - Sky Blue		\$109.65	\$126.10	\$141.25	
SC3	Brewer Chair - Onyx, Chrome		\$284.50	\$327.15	\$366.40	
XCHR	Christopher Chair - White Vinyl, Chrome		\$170.15	\$195.65	\$219.15	
DUET	Duet Stack Chair - Black, Chrome		\$105.15	\$120.90	\$135.40	
LMCHR	Laguna Chair - Maple, Chrome		\$241.30	\$277.50	\$310.80	
LUCHCL	Lucent Chair - Frosted Acrylic, Chrome		\$295.25	\$339.55	\$380.30	
MALGRN	Malba Chair - Green, Chrome		\$185.60	\$213.45	\$239.05	
MALGRY	Malba Chair - Gray, Chrome		\$185.60	\$213.45	\$239.05	
MARCBE	Marina Chair - Ocean Blue Fabric, Brushed Metal		\$239.00	\$274.85	\$307.85	
MARCBK	Marina Chair - Black Vinyl, Brushed Metal		\$239.00	\$274.85	\$307.85	
MARCBR	Marina Chair - Brown Fabric, Brushed Metal		\$239.00	\$274.85	\$307.85	
MARCRD	Marina Chair - Red Fabric, Brushed Metal		\$239.00	\$274.85	\$307.85	
MARCWH	Marina Chair - White Vinyl, Brushed Metal		\$239.00	\$274.85	\$307.85	
OCMWHT	Meeting Chair - White		\$408.25	\$469.50	\$525.85	
PASCHR	Pasadena Chair - White Molded Plastic w/Chrome Tower Base		\$385.25	\$443.05	\$496.20	
SC10	Razor Armless Chair - White		\$126.80	\$145.80	\$163.30	
RSTDIN	Rustique Chair w/ Arms - Gunmetal		\$213.40	\$245.40	\$274.85	
CS4	Syntax Chair - Black, Chrome		\$337.15	\$387.70	\$434.20	
ZENCHR	Zenith Chair - White, Chrome		\$272.15	\$312.95	\$350.50	

NOTE: Items may be discontinued without notice at any time.

TOTAL ESTIMATE	\$ _____
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BENCHES & OTTOMANS

American Craft Made / Baltimore

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Baltimore Convention Center | Baltimore, MD

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Beverly Benches

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
BVSMBK	Beverly Small Bench Ottoman - Black Vinyl		\$342.75	\$394.15	\$441.45	
BVSMBL	Beverly Small Bench Ottoman - Ocean Blue Fabric		\$342.75	\$394.15	\$441.45	
BVSMBN	Beverly Small Bench Ottoman - Brown Fabric		\$342.75	\$394.15	\$441.45	
BVSMGN	Beverly Small Bench Ottoman - Olive Green Fabric		\$342.75	\$394.15	\$441.45	
BVSMGY	Beverly Small Bench Ottoman - Grey Fabric		\$342.75	\$394.15	\$441.45	
BVSM LN	Beverly Small Bench Ottoman - Linen Fabric		\$342.75	\$394.15	\$441.45	
BVSM LV	Beverly Small Bench Ottoman - Lavender Fabric		\$342.75	\$394.15	\$441.45	
BVSMOR	Beverly Small Bench Ottoman - Orange Fabric		\$342.75	\$394.15	\$441.45	
BVSMRD	Beverly Small Bench Ottoman - Red Fabric		\$342.75	\$394.15	\$441.45	
BVSMWH	Beverly Small Bench Ottoman - White Vinyl		\$342.75	\$394.15	\$441.45	
BVSMYL	Beverly Small Bench Ottoman - Yellow Fabric		\$342.75	\$394.15	\$441.45	
BVLYBK	Beverly Bench - Black Vinyl		\$655.70	\$754.05	\$844.55	
BVLYBN	Beverly Bench - Brown Fabric		\$655.70	\$754.05	\$844.55	
BVLYGR	Beverly Bench - Grey Fabric		\$655.70	\$754.05	\$844.55	
BVLYLN	Beverly Bench - Linen Fabric		\$655.70	\$754.05	\$844.55	
BVLYOB	Beverly Bench - Ocean Fabric		\$655.70	\$754.05	\$844.55	
BVLYRD	Beverly Bench - Red Fabric		\$655.70	\$754.05	\$844.55	
BVLYWH	Beverly Bench - White Vinyl		\$655.70	\$754.05	\$844.55	

Metal Bench

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
REG BEN	Regis Bench/Table - Brushed Metal		\$467.05	\$537.10	\$601.55	

Ottomans

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
END01B	Endless Curved Ottoman - Black Vinyl, Chrome		\$680.50	\$782.55	\$876.45	
END01W	Endless Curved Ottoman - White Vinyl, Chrome		\$680.50	\$782.55	\$876.45	
END02B	Endless Square Ottoman - Black Vinyl, Chrome		\$426.85	\$490.90	\$549.80	
END02W	Endless Square Ottoman - White Vinyl, Chrome		\$426.85	\$490.90	\$549.80	

NOTE: Items may be discontinued without notice at any time.

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

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CUBE & SWIVEL OTTOMANS

American Craft Made / Baltimore

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Baltimore Convention Center | Baltimore, MD

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Vibe Cubes

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
VIB01	Vibe Cube - Green		\$228.95	\$263.30	\$294.90	
VIB02	Vibe Cube - Blue		\$228.95	\$263.30	\$294.90	
VIB04	Vibe Cube - Red		\$228.95	\$263.30	\$294.90	
VIB05	Vibe Cube - Yellow		\$228.95	\$263.30	\$294.90	
VIB08	Vibe Cube - Orange		\$228.95	\$263.30	\$294.90	
VIB09	Vibe Cube - White Waterproof		\$228.95	\$263.30	\$294.90	
VIB10	Vibe Cube - Black Waterproof		\$228.95	\$263.30	\$294.90	
VIB11	Vibe Cube - Steel Blue Vinyl		\$228.95	\$263.30	\$294.90	
VIB12	Vibe Cube - Silver Vinyl		\$228.95	\$263.30	\$294.90	
VIB13	Vibe Cube - Purple Vinyl		\$228.95	\$263.30	\$294.90	
VIB14	Vibe Cube - Cirtus Green		\$228.95	\$263.30	\$294.90	
VIB15	Vibe Cube - Taupe Vinyl		\$228.95	\$263.30	\$294.90	
VIB16	Vibe Cube - Spice Orange		\$228.95	\$263.30	\$294.90	
VIB17	Vibe Cube - Desert Rose		\$228.95	\$263.30	\$294.90	

Marche Swivel

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
MAR001	Marche Swivel - White		\$303.10	\$348.55	\$390.40	
MAR002	Marche Swivel - Grey		\$303.10	\$348.55	\$390.40	
MAR003	Marche Swivel - Linen		\$303.10	\$348.55	\$390.40	
MAR004	Marche Swivel - Raspberry		\$303.10	\$348.55	\$390.40	
MAR005	Marche Swivel - Red		\$303.10	\$348.55	\$390.40	
MAR006	Marche Swivel - Rose Qtz		\$303.10	\$348.55	\$390.40	
MAR007	Marche Swivel - Plum		\$303.10	\$348.55	\$390.40	
MAR008	Marche Swivel - Meadow Green		\$303.10	\$348.55	\$390.40	
MAR009	Marche Swivel - Pear		\$303.10	\$348.55	\$390.40	
MAR010	Marche Swivel - Blue		\$303.10	\$348.55	\$390.40	
MAR011	Marche Swivel - Orange		\$303.10	\$348.55	\$390.40	
MAR012	Marche Swivel - Forest Green		\$303.10	\$348.55	\$390.40	
MAR013	Marche Swivel - Teal Velvet		\$303.10	\$348.55	\$390.40	
MAR014	Marche Swivel - Distressed Brown		\$303.10	\$348.55	\$390.40	
MAR015	Marche Swivel - Black Vinyl		\$303.10	\$348.55	\$390.40	
MAR016	Marche Swivel - Ivory Faux Sheep Fur		\$303.10	\$348.55	\$390.40	

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TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

COMPANY NAME: _____ BOOTH NUMBER: _____

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ACCENT TABLES: COCKTAIL & END

American Craft Made / Baltimore

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Cocktail Tables

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
ALC100	Alondra Cocktail Table - Glass Top, Chrome		\$544.40	\$626.05	\$701.20	
ALC200	Alondra Cocktail Table - Brandy Maple Top, Chrome		\$544.40	\$626.05	\$701.20	
CIC	Geo Cocktail Table - Glass Top, Chrome		\$408.25	\$469.50	\$525.85	
CIFWB	Geo Cocktail Table - Brandy Maple Top, Black		\$476.30	\$547.75	\$613.50	
MESCTB	Mesa Cocktail Table - Black Top, Bronze		\$315.30	\$362.60	\$406.10	
MESCTG	Mesa Cocktail Table - Glass Top, Bronze		\$315.30	\$362.60	\$406.10	
MESCTW	Mesa Cocktail Table - Barnwood Top, Bronze		\$315.30	\$362.60	\$406.10	
CIE	Silverado Cocktail Table - Glass Top, Chrome		\$451.60	\$519.35	\$581.65	
CIW	Sydney Cocktail Table - White Top, Brushed Steel		\$457.75	\$526.40	\$589.55	
CIY	Sydney Cocktail Table - Black Top, Brushed Steel		\$457.75	\$526.40	\$589.55	
CIWP	 POWERED Sydney Cocktail Table - White Top, Brushed Steel		\$581.50	\$668.70	\$748.95	
CIYP	 POWERED Sydney Cocktail Table - Black Top, Brushed Steel		\$581.50	\$668.70	\$748.95	
SYDBEC	Sydney Cocktail Table - Blue Top, Brushed Steel		\$463.95	\$533.55	\$597.60	
SYDWDC	Sydney Cocktail Table - Barnwood Top, Brushed Steel		\$421.80	\$485.05	\$543.25	

End Tables

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
ALE100	Alondra End Table - Glass Top, Chrome		\$392.85	\$451.80	\$506.00	
ALE200	Alondra End Table - Brandy Maple Top, Chrome		\$392.85	\$451.80	\$506.00	
CUBPOW	 POWERED Wireless Charging Table - White, AC Plug In		\$700.20	\$805.25	\$901.90	
EIC	Geo End Table - Glass Top, Chrome		\$402.15	\$462.45	\$517.95	
EIFWB	Geo End Table - Brandy Maple Top, Black		\$414.50	\$476.65	\$533.85	
MESETB	Mesa End Table - Black Top, Bronze		\$208.35	\$239.60	\$268.35	
MESETG	Mesa End Table - Glass Top, Bronze		\$208.35	\$239.60	\$268.35	
MESETW	Mesa End Table - Barnwood Top, Bronze		\$208.35	\$239.60	\$268.35	
REGOTT	Regis End Table - Brushed Metal		\$343.40	\$394.90	\$442.30	
EIE	Silverado End Table - Glass, Chrome		\$429.90	\$494.40	\$553.75	
EIW	Sydney End Table - White Top, Brushed Steel		\$414.50	\$476.65	\$533.85	
EIY	Sydney End Table - Black Top, Brushed Steel		\$414.50	\$476.65	\$533.85	
SYDBEE	Sydney End Table - Blue Top, Brushed Steel		\$407.75	\$468.90	\$525.15	
SYDWDE	Sydney End Table - Barnwood Top, Brushed Steel		\$407.75	\$468.90	\$525.15	

 = **Electrical Power** (Client is responsible for providing labor and an electrical power source to the furniture.)
NOTE: Items may be discontinued without notice at any time.

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TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

ACCENT TABLES: SIDE

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* FRIDAY, JANUARY 21, 2022

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Side Tables

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
AURA	Aura Round Table - White Metal		\$235.05	\$270.30	\$302.75	
SEDBBK	Sedona Side Table - Black Top, Bronze		\$210.20	\$241.75	\$270.75	
SEDBWD	Sedona Side Table - Wood Top, Bronze		\$210.20	\$241.75	\$270.75	
SEDBWH	Sedona Side Table - White Top, Bronze		\$210.20	\$241.75	\$270.75	
TAOBBK	Taos Side Table - Black Top, Bronze		\$210.20	\$241.75	\$270.75	
TAOBWD	Taos Side Table - Wood Top, Bronze		\$210.20	\$241.75	\$270.75	
TAOBWH	Taos Side Table - White Top, Bronze		\$210.20	\$241.75	\$270.75	
TMBTBL	Timber Table - Wood		\$278.40	\$320.15	\$358.55	

NOTE: Items may be discontinued without notice at any time.

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

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BAR TABLES, BARS & COUNTERS

American Craft Made / Baltimore

M178420222

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30" Round Bar Table with Black Base

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
30ACBB	30" Round Bar Table w/ Standard Black Base - Brushed Gunmetal Top		\$407.75	\$468.90	\$525.15	
30BEBB	30" Round Bar Table w/ Standard Black Base - Blue Top		\$407.75	\$468.90	\$525.15	
30BKSB	30" Round Bar Table w/ Standard Black Base - Black Top		\$407.75	\$468.90	\$525.15	
30GSBB	30" Round Bar Table w/ Standard Black Base - Green Top		\$407.75	\$468.90	\$525.15	
30OSBB	30" Round Bar Table w/ Standard Black Base - Orange Top		\$407.75	\$468.90	\$525.15	
30WDBB	30" Round Bar Table w/ Standard Black Base - Barnwood Top		\$407.75	\$468.90	\$525.15	
30WH42	30" Round Bar Table w/ Standard Black Base - White Top		\$423.75	\$487.30	\$545.80	
30YBBB	30" Round Bar Table w/ Standard Black Base - Brushed Yellow Top		\$407.75	\$468.90	\$525.15	
VTB	30" Round Bar Table w/ Standard Black Base - Red Top		\$402.15	\$462.45	\$517.95	
VTJ	30" Round Bar Table w/ Standard Black Base - Graphite Nebula Top		\$402.15	\$462.45	\$517.95	
VTK	30" Round Bar Table w/ Standard Black Base - Maple Top		\$402.15	\$462.45	\$517.95	
VTA	30" Round Madison Bar Table w/ Standard Black Base - Gray Acajou Top		\$402.15	\$462.45	\$517.95	

36" Round Bar Table with Black Base

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
36BKSB	36" Round Bar Table w/ Standard Black Base - Black Top		\$402.15	\$462.45	\$517.95	
VTN	36" Round Bar Table w/ Standard Black Base - Graphite Nebula Top		\$429.90	\$494.40	\$553.75	
VTW	36" Round Bar Table w/ Standard Black Base - White Top		\$429.90	\$494.40	\$553.75	
VTP	36" Round Bar Table w/ Standard Black Base - Maple Top		\$429.90	\$494.40	\$553.75	

30" Round Bar Table with Hydraulic Base

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
30AGHB	30" Round Bar Table w/ Hydraulic Base - Brushed Gunmetal Top		\$492.10	\$565.90	\$633.80	
30BEHB	30" Round Bar Table w/ Hydraulic Base - Blue Top		\$492.10	\$565.90	\$633.80	
30BKHB	30" Round Bar Table w/ Hydraulic Base - Black Top		\$492.10	\$565.90	\$633.80	
30BRHB	30" Round Bar Table w/ Hydraulic Base - Red Top		\$488.75	\$562.05	\$629.50	
30GRHB	30" Round Bar Table w/ Hydraulic Base - Graphite Nebula Top		\$488.75	\$562.05	\$629.50	
30GSHB	30" Round Bar Table w/ Hydraulic Base - Green Top		\$492.10	\$565.90	\$633.80	
30MTHB	30" Round Bar Table w/ Hydraulic Base - Maple Top		\$532.00	\$611.80	\$685.20	
30OSHB	30" Round Bar Table w/ Hydraulic Base - Orange Top		\$492.10	\$565.90	\$633.80	
30WDHB	30" Round Bar Table w/ Hydraulic Base - Barnwood Top		\$492.10	\$565.90	\$633.80	
30WHHB	30" Round Bar Table w/ Hydraulic Base - White Top		\$528.95	\$608.30	\$681.30	
30YSHB	30" Round Bar Table w/ Hydraulic Base - Brushed Yellow Top		\$492.10	\$565.90	\$633.80	
30MAHB	30" Round Madison Bar Table w/ Hydraulic Base - Gray Acajou Top		\$488.75	\$562.05	\$629.50	

36" Round Bar Table with Hydraulic Base

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
36BKHB	36" Round Bar Table w/ Hydraulic Base - Black Top		\$492.10	\$565.90	\$633.80	
36GRHB	36" Round Bar Table w/ Hydraulic Base - Graphite Nebula Top		\$532.00	\$611.80	\$685.20	
36MTHB	36" Round Bar Table w/ Hydraulic Base - Maple Top		\$532.00	\$611.80	\$685.20	
36WTHB	36" Round Bar Table w/ Hydraulic Base - White Top		\$532.00	\$611.80	\$685.20	



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BAR TABLES, BARS & COUNTERS CONTINUED

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Metal Bar Table

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
RSTSQT	Rustique Square Metal Bar Table - Gunmetal		\$445.40	\$512.20	\$573.65	

Ventura Communal Bar Tables

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
VNTBNP	Ventura Communal Bar Table - Black Top, Silver		\$1,079.50	\$1,241.40	\$1,390.35	
VNTMNP	Ventura Communal Bar Table - Maple Top, Silver		\$1,079.50	\$1,241.40	\$1,390.35	
VNTWNP	Ventura Communal Bar Table - White Top, Silver		\$1,079.50	\$1,241.40	\$1,390.35	
VNTBMW	Ventura Communal Bar Table w/ Grommet Holes - Maple Top, Silver		\$1,079.50	\$1,241.40	\$1,390.35	
VNTBWW	Ventura Communal Bar Table w/ Grommet Holes - White Top, Silver		\$1,079.50	\$1,241.40	\$1,390.35	
VNTBLK	 POWERED Ventura Communal Bar Table, Powered - Black Top, Silver		\$1,274.40	\$1,465.55	\$1,641.40	
VNTWHT	 POWERED Ventura Communal Bar Table, Powered - White Top, Silver		\$1,274.40	\$1,465.55	\$1,641.40	

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Bars

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
MTBLPI	Midtown Bar, Lighted w/ Plug In - Taupe Glass Top, Pewter		\$2,404.15	\$2,764.75	\$3,096.50	
MTBUUL	Midtown Bar, Unlighted - Taupe Glass Top, Pewter		\$2,249.50	\$2,586.90	\$2,897.35	

Counters

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
MTCLPI	Midtown Powered Counter, Lighted w/ Plug In - Taupe Glass Top, Pewter		\$2,404.15	\$2,764.75	\$3,096.50	
MTCPUL	Midtown Powered Counter, Unlighted - Taupe Glass Top, Pewter		\$2,263.55	\$2,603.10	\$2,915.45	

NOTE: Items may be discontinued without notice at any time.

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30" Round Café Table with Black Base

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
30AGBC	30" Round Cafe Table w/ Standard Black Base - Brushed Gunmetal Top		\$365.55	\$420.40	\$470.85	
30BEBC	30" Round Cafe Table w/ Standard Black Base - Blue Top		\$365.55	\$420.40	\$470.85	
30BKSC	30" Round Cafe Table w/ Standard Black Base - Black Top		\$365.55	\$420.40	\$470.85	
30GSBC	30" Round Cafe Table w/ Standard Black Base - Green Top		\$365.55	\$420.40	\$470.85	
30OSBC	30" Round Cafe Table w/ Standard Black Base - Orange Top		\$365.55	\$420.40	\$470.85	
30WDBC	30" Round Cafe Table w/ Standard Black Base - Barnwood Top		\$365.55	\$420.40	\$470.85	
30WH29	30" Round Cafe Table w/ Standard Black Base - White Top		\$386.60	\$444.60	\$497.95	
30YSBC	30" Round Cafe Table w/ Standard Black Base - Brushed Yellow Top		\$365.55	\$420.40	\$470.85	
ZTA	30" Round Madison Cafe Table w/ Standard Black Base - Gray Acajou Top		\$377.30	\$433.90	\$485.95	
ZTB	30" Round Cafe Table w/ Standard Black Base - Red Top		\$365.00	\$419.75	\$470.10	
ZTJ	30" Round Cafe Table w/ Standard Black Base - Graphite Nebula Top		\$365.00	\$419.75	\$470.10	
ZTK	30" Round Cafe Table w/ Standard Black Base - Maple Top		\$365.00	\$419.75	\$470.10	

36" Round Café Table with Black Base

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
36BKSC	36" Round Cafe Table w/ Standard Black Base - Black Top		\$398.95	\$458.80	\$513.85	
ZTN	36" Round Cafe Table w/ Standard Black Base - Graphite Nebula Top		\$398.95	\$458.80	\$513.85	
ZTP	36" Round Cafe Table w/ Standard Black Base - Maple Top		\$398.95	\$458.80	\$513.85	
ZTQ	36" Round Cafe Table w/ Standard Black Base - White Top		\$398.95	\$458.80	\$513.85	

30" Round Café Table with Chrome Hydraulic Base

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
30AGHC	30" Round Cafe Table w/ Hydraulic Base - Brushed Gunmetal Top		\$491.40	\$565.10	\$632.90	
30BEHC	30" Round Cafe Table w/ Hydraulic Base - Blue Top		\$492.10	\$565.90	\$633.80	
30BKHC	30" Round Cafe Table w/ Hydraulic Base - Black Top		\$491.40	\$565.10	\$632.90	
30BRHC	30" Round Cafe Table w/ Hydraulic Base - Red Top		\$488.75	\$562.05	\$629.50	
30GRHC	30" Round Cafe Table w/ Hydraulic Base - Graphite Nebula Top		\$532.00	\$611.80	\$685.20	
30GSHC	30" Round Cafe Table w/ Hydraulic Base - Green Top		\$491.40	\$565.10	\$632.90	
30MTHC	30" Round Cafe Table w/ Hydraulic Base - Maple Top		\$488.75	\$562.05	\$629.50	
30OSHC	30" Round Cafe Table w/ Hydraulic Base - Orange Top		\$491.40	\$565.10	\$632.90	
30WDHC	30" Round Cafe Table w/ Hydraulic Base - Barnwood Top		\$492.10	\$565.90	\$633.80	
30WHHC	30" Round Cafe Table w/ Hydraulic Base - White Top		\$528.95	\$608.30	\$681.30	
30YSHC	30" Round Cafe Table w/ Hydraulic Base - Brushed Yellow Top		\$491.40	\$565.10	\$632.90	
30MAHC	30" Round Madison Cafe Table w/ Hydraulic Base - Gray Acajou Top		\$488.75	\$562.05	\$629.50	

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36" Round Café Table with Chrome Hydraulic Base

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
36BKHC	36" Round Cafe Table w/ Hydraulic Base - Black Top		\$532.00	\$611.80	\$685.20	
36GRHC	36" Round Cafe Table w/ Hydraulic Base - Graphite Nebula Top		\$532.00	\$611.80	\$685.20	
36MTHC	36" Round Cafe Table w/ Hydraulic Base - Maple Top		\$532.00	\$611.80	\$685.20	
36WTHC	36" Round Cafe Table w/ Hydraulic Base - White Top		\$532.00	\$611.80	\$685.20	

Ventura Communal Café Tables

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
VNTCBN	Ventura Communal Cafe Table - Black Top, Silver		\$829.55	\$954.00	\$1,068.50	
VNTCMN	Ventura Communal Cafe Table - Maple Top, Silver		\$829.55	\$954.00	\$1,068.50	
VNTCWN	Ventura Communal Cafe Table - White Top, Silver		\$829.55	\$954.00	\$1,068.50	
VNTCMW	Ventura Communal Cafe Table w/ Grommet Holes - Maple Top, Silver		\$829.55	\$954.00	\$1,068.50	
VNTCWW	Ventura Communal Cafe Table w/ Grommet Holes - White Top, Silver		\$829.55	\$954.00	\$1,068.50	
VNTCBK	 POWERED Communal Ventura Cafe Table - Black Top, Silver		\$942.00	\$1,083.30	\$1,213.30	
VNTCWH	 POWERED Communal Ventura Cafe Table - White Top, Silver		\$942.00	\$1,083.30	\$1,213.30	

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NOTE: Items may be discontinued without notice at any time.

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

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BAR STOOLS

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Bar Stools

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
BSS	Banana Barstool - Black, Chrome		\$405.20	\$466.00	\$521.90	
BST	Banana Barstool - White, Chrome		\$405.20	\$466.00	\$521.90	
BLDBRD	Blade Barstool - Red		\$210.85	\$242.50	\$271.60	
BLDBSB	Blade Barstool - Sky Blue		\$210.85	\$242.50	\$271.60	
XBAR	Christopher Barstool - White Vinyl, Chrome		\$293.80	\$337.85	\$378.40	
LMBAR	Laguna Barstool - Maple, Chrome		\$303.10	\$348.55	\$390.40	
ROLLBL	Lift Barstool - Black Vinyl, Chrome		\$343.40	\$394.90	\$442.30	
ROLLGY	Lift Barstool - Gray Vinyl, Chrome		\$343.40	\$394.90	\$442.30	
ROLLRD	Lift Barstool - Red Vinyl, Chrome		\$343.40	\$394.90	\$442.30	
ROLLWH	Lift Barstool - White Vinyl, Chrome		\$343.40	\$394.90	\$442.30	
LUBSCL	Lucent Barstool - Frosted Acrylic, Chrome		\$421.80	\$485.05	\$543.25	
MARBBE	Marina Barstool - Ocean Blue Fabric, Brushed Metal		\$342.75	\$394.15	\$441.45	
MARBBK	Marina Barstool - Black Vinyl, Brushed Metal		\$342.75	\$394.15	\$441.45	
MARBBR	Marina Barstool - Brown Fabric, Brushed Metal		\$342.75	\$394.15	\$441.45	
MARBRD	Marina Barstool - Red Fabric, Brushed Metal		\$342.75	\$394.15	\$441.45	
MARBWH	Marina Barstool - White Vinyl, Brushed Metal		\$342.75	\$394.15	\$441.45	
RSTSTL	Rustique Barstool - Gunmetal		\$235.05	\$270.30	\$302.75	
BS001	Shark Barstool - White, Chrome		\$516.50	\$593.95	\$665.20	
BSR	Syntax Barstool - Black, Chrome		\$368.10	\$423.30	\$474.10	
ZENBAR	Zenith Barstool - White, Chrome		\$272.15	\$312.95	\$350.50	
BS002	Zoey Barstool - White, Chrome		\$473.25	\$544.25	\$609.55	

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CONFERENCE & WORK TABLES

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Conference Tables

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
BKCT0N	10' Table - Black Top, Silver		\$1,054.20	\$1,212.35	\$1,357.85	
BKCT0P	 POWERED 10' Table - Black Top, Silver		\$1,316.55	\$1,514.05	\$1,695.75	
CB8	42" Round Madison Table - Gray Acajou, Black		\$552.30	\$635.15	\$711.35	
42BKCT	42" Round Table - Black Top, Black		\$567.85	\$653.05	\$731.40	
CB1	42" Round Table - Graphite Nebula Top		\$624.85	\$718.60	\$804.85	
CONF42	42" Round Table - White Top		\$624.85	\$718.60	\$804.85	
BKCT5N	5' Table - Black Top, Silver		\$529.45	\$608.85	\$681.90	
BKCT5P	 POWERED 5' Table - Black Top, Silver		\$685.45	\$788.25	\$882.85	
BKCT8N	8' Table - Black Top, Silver		\$1,054.20	\$1,212.35	\$1,357.85	
BKCT8P	 POWERED 8' Table - Black Top, Silver		\$1,316.55	\$1,514.05	\$1,695.75	
36ATO	Atomic 36" Round Table - Glass Top, Chrome		\$516.50	\$593.95	\$665.20	
42ATO	Atomic 42" Round Table - Glass Top, Chrome		\$516.50	\$593.95	\$665.20	
CE2	Geo Table, Rectangle - Glass Top, Chrome		\$733.05	\$843.00	\$944.15	
CF2	Geo Table, Rectangle - Glass Top, Black		\$733.05	\$843.00	\$944.15	
CE1	Geo Table, Rounded Square - Glass Top, Chrome		\$516.50	\$593.95	\$665.20	
CF1	Geo Table, Rounded Square - Glass Top, Black		\$516.50	\$593.95	\$665.20	
MADC05	Madison 5' Table - Gray Acajou, Chrome		\$782.55	\$899.95	\$1,007.95	
MADC08	Madison 8' Table - Gray Acajou, Chrome		\$1,562.00	\$1,796.30	\$2,011.85	
MADC10	Madison 10' Table - Gray Acajou, Chrome		\$1,562.00	\$1,796.30	\$2,011.85	

Work Table

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
WD3	Work Table - White Top, White		\$538.20	\$618.95	\$693.20	

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EXECUTIVE SEATING, DESKS & STORAGE

American Craft Made / Baltimore

M178420222

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Seating

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
CUPCHA	Cupertino Mid Back Chair - Black Vinyl		\$450.45	\$518.00	\$580.15	
GENCHA	Genesis Chair - Black		\$393.10	\$452.05	\$506.30	
PROGB	Pro Executive Guest Chair - Black Vinyl, Chrome		\$423.75	\$487.30	\$545.80	
PROEXB	Pro Executive High Back Chair - Black Vinyl, Chrome		\$603.15	\$693.60	\$776.85	
PROEXE	Pro Executive High Back Chair - White Vinyl, Chrome		\$603.15	\$693.60	\$776.85	
PROMDB	Pro Executive Mid Back Chair - Black Vinyl, Chrome		\$395.90	\$455.30	\$509.95	
PROMID	Pro Executive Mid Back Chair - White Vinyl, Chrome		\$383.55	\$441.10	\$494.05	
TASKST	Task Stool - Black Fabric, Black		\$239.00	\$274.85	\$307.85	

Desks

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
TECH	 POWERED Tech Desk - Black Metal, Black Laminate w/ Electrical Unit		\$733.05	\$843.00	\$944.15	
TECH3B	 POWERED Tech Desk w/ 3 Drawer File Cabinet - Black Metal, Black Laminate w/ Electrical Unit		\$906.30	\$1,042.25	\$1,167.30	
JD8	Madison Executive Desk - Gray Acajou, Chrome		\$986.70	\$1,134.70	\$1,270.85	

Storage

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
BC8	Madison Bookcase - Gray Acajou, Chrome		\$714.50	\$821.65	\$920.25	
TECH3	Cabinet on Castors - Black Top, Black Metal		\$241.30	\$277.50	\$310.80	

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Boxwood Hedges

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
HDC4FT	4' Boxwood Hedge		\$717.00	\$824.55	\$923.50	
HDC7FT	7' Boxwood Hedge		\$1,166.95	\$1,342.00	\$1,503.05	

Stanchions

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
STNSGN	Stanchion Sign Holder - Chrome		\$63.80	\$73.35	\$82.15	
STNCHI	Stanchion w/ Retractable Belt - Black, Chrome		\$73.25	\$84.25	\$94.35	

Dividers

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
DIVBAR	Bar/Counter Divider - Clear, Black		\$205.65	\$236.50	\$264.90	
DIVFRE	Freestanding Divider - Clear, Silver		\$413.65	\$475.70	\$532.80	
DIVFCR	Freestanding Corner Divider - Clear, Silver		\$827.25	\$951.35	\$1,065.50	
DIVFWL	Freestanding Wall Divider - Clear, Silver		\$413.65	\$475.70	\$532.80	
DIVFST	Sofa/Table Divider - Clear, Silver		\$371.10	\$426.75	\$477.95	
DIVFWB	Freestanding Whiteboard Divider - White, Silver		\$515.25	\$592.55	\$663.65	
MIRWHT	Miramar Divider - White Molded Plastic		\$529.45	\$608.85	\$681.90	

NOTE: Items may be discontinued without notice at any time.

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing 14 days prior to first exhibitor move in day. Rental items found and in use in your booth are subject to "Regular" pricing.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____

ACCESSORIES

American Craft Made / Baltimore

M178420222


Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* FRIDAY, JANUARY 21, 2022

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





Charging Hub

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
VILHUB	 POWERED Village Charging Hub - Cream		\$309.65	\$356.10	\$398.85	

Lamps

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
LA14	Mason Silver Table Lamp - Brushed Silver		\$235.05	\$270.30	\$302.75	
LA15	Mason Silver Floor Lamp - Brushed Silver		\$358.80	\$412.60	\$462.10	

Pedestals

PDL36B	 POWERED 36" Locking Pedestal - Black		\$819.65	\$942.60	\$1,055.70	
PDL36W	 POWERED 36" Locking Pedestal - White		\$819.65	\$942.60	\$1,055.70	
PDL42B	 POWERED 42" Locking Pedestal - Black		\$971.25	\$1,116.95	\$1,251.00	
PDL42W	 POWERED 42" Locking Pedestal - White		\$971.25	\$1,116.95	\$1,251.00	

Shelving

PSHCCS	Posh Shelving - Chrome, Acrylic		\$838.25	\$964.00	\$1,079.70	
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= Electrical Power (Client is responsible for providing labor and an electrical power source to the furniture.

NOTE: Items may be discontinued without notice at any time.

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

shepardes.com | 101

DISCOUNT DEADLINE:* WEDNESDAY, JANUARY 12, 2022

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

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

Please see our Graphic Guidelines page for specific file/artwork information and the Graphic Upload page for a step by step guide on uploading your artwork.

Foam Core Signs, Single Sided

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
70009	22" x 28" Vertical		\$228.65	\$262.95	\$294.50	
70010	22" x 28" Horizontal		\$228.65	\$262.95	\$294.50	
70011	28" x 44" Vertical		\$348.25	\$400.50	\$448.55	
70012	28" x 44" Horizontal		\$348.25	\$400.50	\$400.50	
70027	38.25" x 90.75" Meter Board, Trovicel Panel		\$704.85	\$810.60	\$907.85	
70138	39" x 84" Meter Board, Ultraboard		\$409.50	\$470.90	\$527.40	

Printed Vinyl Banners (per sq. ft.)

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
70065	Vertical with Grommets		\$29.00	\$33.35	\$37.35	
70071	Horizontal with Grommets		\$29.00	\$33.35	\$37.35	
70066	Vertical with Pockets		\$31.20	\$35.90	\$40.20	
70072	Horizontal with Pockets		\$31.20	\$35.90	\$40.20	

Table Clings

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
70034	36" x 36" Round Table Cling <i>Table clings are made to fit our standard pedestal table tops.</i>		\$243.25	\$279.75	\$313.30	

Accessories

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
70017	4' x 8' Blank Foamcore		\$62.10	\$71.40	\$79.95	
70021	Velcro/per ft. (Minimum of 5')		\$4.05	\$4.65	\$5.20	
70004	7" x 44" ID Sign		\$68.40	\$78.65	\$88.10	
50094	Floor Easel		\$61.30	\$70.50	\$78.95	
50095	22" x 28" Chrome Sign Holder		\$139.55	\$160.50	\$179.75	
50508	Cardboard Meter Board Base, Black		\$27.30	\$31.40	\$35.15	

TOTAL ESTIMATE \$ _____

TAX (All tax rates are subject to change) 6.00%

AMOUNT DUE \$ _____

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. Due to the custom nature of this product, no refunds or cancellations are available once ordered.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

UPLOADING GRAPHICS 101

ADDING FILES TO THE FTP.

American Craft Made / Baltimore

Baltimore Convention Center | Baltimore, MD

M178420222

February 11 - 13, 2022

All graphic files for ordered products should be uploaded to our FTP site. Please see Graphic Guidelines page for detailed file specifications.

Before Sending Files

1. Please name your files for easy identification using the following format:

Company Name_Booth#_Panel Letter

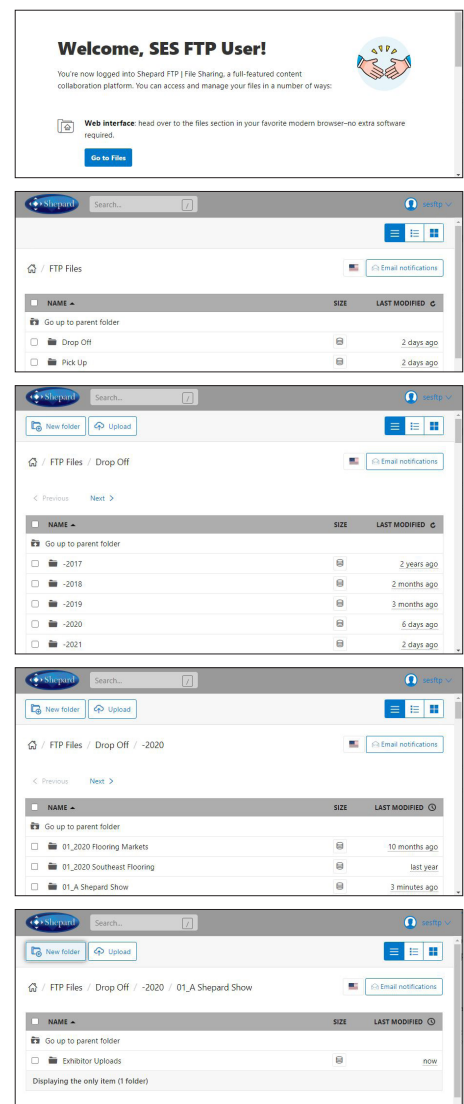
example: Shepard_Booth1905_Panel A.pdf

2. Packaged files should be compressed (.zip) and include document, fonts and images needed.

Submitting Your Files

1. Go to: files.shepardes.com.
2. Login to the FTP site.
User Name = sesftp
Password = ftpftp
3. Click the **Go to Files** button.
4. Select the "Drop Off" folder.
5. Navigate to the show folder using the following path:
Year → Month → Show Name → Exhibitor Uploads
example: 2020 → 01_Shepard Show → Exhibitor Uploads
6. Upload files by drag and drop OR by selecting the **Upload** button and browse to the files you want to upload.
NOTE: You can create additional folders using the New Folder button to help with organizing uploads. Be careful when doing this, as you can not delete these.
7. When upload is complete, email the name of your files to:
orders@shepardes.com with the subject line: "Show Name" FTP Upload.

Failure to follow these steps could result in delayed graphics.



SHEPARD GRAPHIC GUIDELINES

DIRECT TO SUBSTRATE PRINTING.

Ensure your brand is professionally showcased.
With Shepard, You Can.





Our talented, in-house design team provides graphic layout services to ensure a seamless transfer of files for print and production. If files are being provided, please provide these guidelines to your designer to use as a roadmap for designing and submitting graphics.

Document Size & Specs

- All artwork should be created at 100% size at 150 dpi or in a proportionally scaled down format.
examples: 50% at 300 dpi OR 25% at 600 dpi
- Please mark artwork size if scaled down.
example: DESIGNED AT 50%
- All content should be kept within the live area, leave approximately 2" all the way around artwork to ensure sign holder or structure metal does not cut off content.
- When working between Adobe programs, DO NOT copy & paste objects from Illustrator to InDesign files. This causes objects to not print correctly. Save elements from Illustrator and place them in InDesign.

Acceptable File Formats

Shepard uses the most current version of Adobe Creative Cloud®. If providing native files from another version, please also provide an .idml file. **WE DO NOT ACCEPT:** Microsoft® Word®, Excel®, or PowerPoint® files.

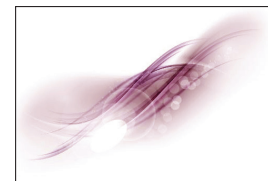
PROGRAM	FILE EXTENSION	SPECIAL CONSIDERATIONS
 Acrobat	.pdf	Must be high resolution with fonts embedded.
 InDesign	.indd or .idml	Images embedded and fonts changed to outlines or send a packaged file with fonts and images.
 Illustrator	.ai or .eps	Vector artwork. Images embedded and fonts changed to outlines or send a packaged file with fonts and images.
 Photoshop	.psd .tiff .jpeg .eps	Raster artwork. Must be built in CMYK color space.

Color

- Artwork must be created in the **CMYK color space**.
- If **PMS color matching** is required during the printing process, please **use Pantone®+ Solid Coated swatches** in your artwork.
- Converting color from RGB to CMYK will change the vibrancy and the look of some effects, DO NOT design artwork in RGB. Colors may vary due to output devices.



RGB Color Space.



CMYK Color Space.

Fonts & Links

If creating artwork in Adobe® InDesign® or Illustrator® there are two options when supplying fonts.

- **Change fonts to outlines.** This prevents fonts defaulting or being substituted throughout the layout and production process. *REMEMBER: if creating outlines, text is no longer editable.*
- **Package the fonts.** From InDesign or Illustrator select File → Package → Check “Copy Fonts” and submit PC format TTF fonts or OTF fonts with your artwork.
- **Package the links.** From InDesign or Illustrator select File → Package → Check “Copy Linked Graphics” and submit all images with your artwork.

SHEPARD GRAPHIC GUIDELINES

CONTINUED

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

Vector

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

Raster

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



Vector Logo at 100% scale.



Vector Logo at 200% scale.



Raster Logo at 100% scale.



Raster Logo at 200% scale.

Resolution

- Artwork should scale to 150 dpi at 100% scale to ensure the artwork remains high resolution when printed at full size. See examples and samples below.

*examples: 1:1 or 100% - resolution no less than 150 dpi
2:1 or 50% - resolution no less than 300 dpi
4:1 or 25% - resolution no less than 600 dpi*

- Images pulled from the Internet are NOT suitable for high quality, large format printing. These images are low resolution and will not reproduce well.
- Verify resolution by viewing artwork on the screen at full size in high definition. Observe image from different distances away, artwork is typically view from a couple feet away.

Before Sending Files

- Please name your files appropriately for easy identification.

*examples: Poster_22x28.pdf
Panel A_1920x898_Qty3.pdf
Shepard_Booth1905_Panel A.pdf*

- Clients should compress information that they transfer electronically (.zip).

NOTE: Please provide a JPEG thumbnail or low resolution PDF of the graphic for the Account Executive to view, this helps when creating/entering orders in our system.

Submitting Your Files

- **FTP.** Ask your Account Executive to create a folder in the "Dropoff Folder." Packaged files should be compressed (.zip).

Website: files.shepardes.com

Login: [sesftp](#)

Password: [ftpftp](#)

- **Email Attachment.** MAXIMUM SIZE: 10MB
- **Large File Transfer Site.** DropBox, YouSendIt, WeTransfer, Hightail, etc.

ELEVATE YOUR EXHIBIT

With Shepard, You Can.

What are *your* exhibit goals?

Whether you're new to the exhibits space or a seasoned pro, Shepard's here to help. We're your go-to exhibits partner.

- ☐ Bring your brand to life
- ☐ Attract attention
- ☐ Generate traffic
- ☐ Create an engaging experience
- ☐ Make exhibiting easy



High-impact Exhibits

Whatever your needs (or budget), Shepard's got you covered.

- **Custom Fabrication** for a signature look & feel
- **Custom Rental** for ultimate flexibility
- **Fabric Panels** for maximum ease



Offering innovative exhibit frameworks...and more!

- Graphic design & printing
- Equipment & furnishings
- Audio visual
- Logistics



Why Shepard?

- **Complimentary consultation:**
We listen, we strategize—and propose on-target ideas
- **Blue Diamond customer service:**
Fast, courteous, thoughtful—Shepard's there for you
- **Smart, strategic solutions:**
Shepard delivers exhibits that engage your audiences

SHIELDS & BARRIERS

American Craft Made / Baltimore

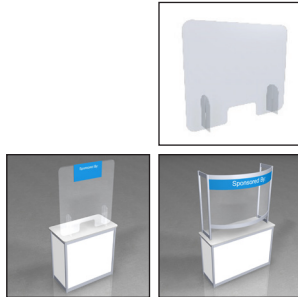
M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

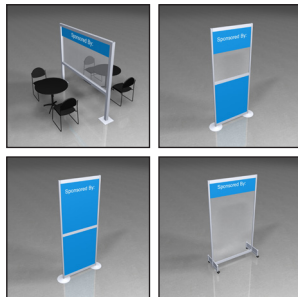
ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, JANUARY 12, 2022

* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Counters and Furnishings not included.



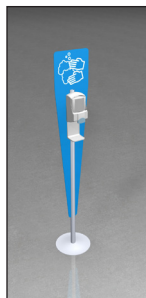
Plexi Shields

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66651	Standard Plexi Shield (CVPS1) 40" (l) x 36" (h)		\$422.50	\$485.85	\$544.15	
66652	Tall Plexi Shield (CVPS2) 40" (l) x 44" (h)		\$520.00	\$598.00	\$669.75	
66653	Curved Plexi Shield (CVPS3) 4' 8.75" (l) x 4' (h) x 2' 2.25" (d)		\$650.00	\$747.50	\$837.20	



Walls & Dividers

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66654	Large Wall Divider (CVDW1) 9' 1.25" (l) x 7' (h) x 11.85" (d) base 30" from floor		\$650.00	\$747.50	\$837.20	
66655	Plexi/Trovisel Panel Wall Divider (CVDW2) 3' 4.5" (l) x 8' high x Approx. 6" (d) base		\$455.00	\$523.25	\$586.05	
66656	Trovisel/Trovisel Wall Divider (CVDW3) 3' 4.5" (l) x 8' (h) x 1' 9" (d) base		\$390.00	\$448.50	\$502.30	
66657	Plexi Rolling Baffle (CVDW4) 4' 2.5" (l) x 7' (h) x 1' 9" (d) base		\$812.50	\$934.35	\$1,046.45	



Sanitizer Kiosk

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66650	Sanitizer Kiosk A (CVSK1) 40" (l) x 36" (h)		\$487.50	\$560.65	\$627.95	

TOTAL ESTIMATE \$ _____

TAX (All tax rates are subject to change) 6.00%

AMOUNT DUE \$ _____

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. There are no exchanges or refunds once item has been delivered to your booth. Cancellations must be received in writing 30 days prior to first exhibitor move in day. Rental items found and in use in your booth are subject to "Regular" pricing.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: exhibits@shepardes.com

EXHIBIT COUNTER RENTALS

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

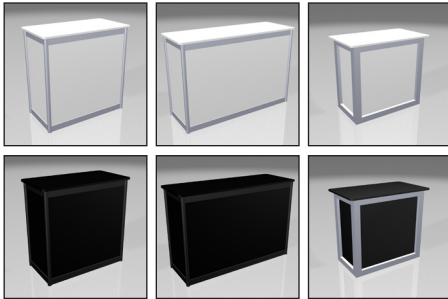
ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, JANUARY 12, 2022

* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Additional Rush charges may be applied to orders placed after deadline or on-site.

Choose Your Counter & Customize to Fit Your Exhibit!

AVAILABLE COLORS FOR ALL PRODUCTS:

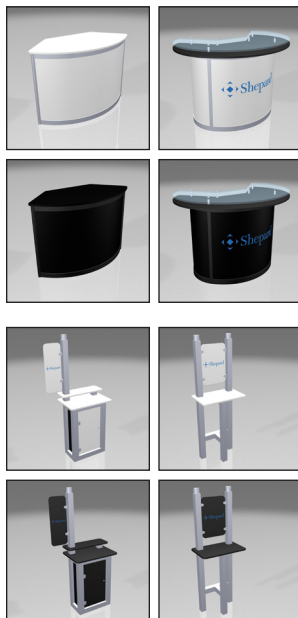
Metal Colors: Black (06) or Silver (15) and **Panel Colors:** White (03) or Black (06)



Locking Cabinets

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	METAL COLOR	PANEL COLOR
66282	1 Meter Locking Cabinet (LC1) 3' 6" (l) x 3' 6" (h) x 1' 9" (d) Graphic Size: 968mm x 898mm		\$1,069.05	\$1,229.40	\$1,376.95		
66283	1.5 Meter Locking Cabinet (LC2) 5' (l) x 3' 6" (h) x 1' 9" (d) Graphic Size: 1463mm x 898mm		\$1,297.25	\$1,491.85	\$1,670.85		
66284	Locking Cabinet (LC3) 3' 9" (l) x 3' 6" (h) x 2' 3" (d) Graphic Size: 922mm x 872mm		\$788.60	\$906.90	\$1,015.75	Silver ONLY	

Reception Counters



CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	METAL COLOR	PANEL COLOR
66275	Reception Counter (RC2) 4'10.75" (l) x 40" (h) x 2' 4.75" (d) Graphic Size: 1530mm x 898mm		\$1,099.35	\$1,264.25	\$1,415.95		
66276	Reception Counter (RC3) 5' 2.75" (l) x 42" (h) x 3' 5.5" (d) Graphic Size: 1080mm x 898mm		\$2,384.80	\$2,742.50	\$3,071.60		

Computer Stands - Silver Metal Only (graphic included!)

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	METAL COLOR	PANEL COLOR
66285	Computer Stand 1 (CS1) 3' (l) x 6' 3" (h) x 1' 9" (d) Graphic Size: 250mm x 700mm		\$1,386.85	\$1,594.90	\$1,786.30	Silver ONLY	
66286	Computer Stand 2 (CS2) 2' 3" (l) x 6' 3" (h) x 1' 6" (d) Graphic Size: 380mm x 580mm		\$808.35	\$929.60	\$1,041.15	Silver ONLY	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions.
All orders cancelled by the exhibitor within 30 days of first day of exhibitor move in day may be subject to cancellation fees up to 100% of the total order, based upon the status of move-in, work performed and/or Shepard set-up costs or expenses.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: exhibits@shepardes.com

PRODUCT DISPLAYS & CHARGING STATION RENTALS

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

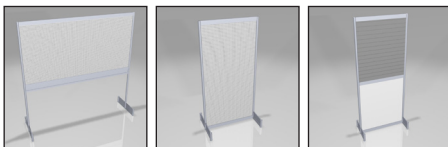
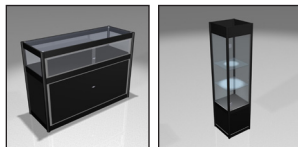
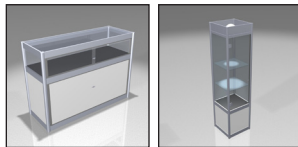
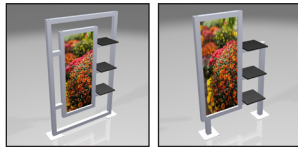
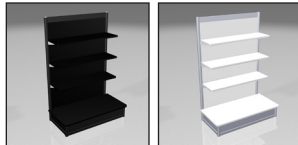
ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, JANUARY 12, 2022

* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Additional Rush charges may be applied to orders placed after deadline or on-site.

Choose Your Unit & Customize to Fit Your Products!

AVAILABLE COLORS FOR ALL PRODUCTS:

Metal Colors: Black (06) or Silver (15) and **Panel Colors:** White (03) or Black (06)



Product Displays

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	METAL COLOR	PANEL COLOR
66277	Gondola 3' 6" (l) x 4' 6" (h) x 1' 3" (d)		\$749.15	\$861.50	\$964.90		
66278	GL1 5' 4" (l) x 8' (h) x 1' 3" (d) Graphic Sizes: 674mm x 1682mm		\$740.55	\$851.65	\$953.85	Silver ONLY	
66279	GL2 4' 3" (l) x 7' (h) x 1' 3" (d) Graphic Sizes: 674mm x 1682mm		\$1,276.45	\$1,467.90	\$1,644.05	Silver ONLY	

Showcases

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	METAL COLOR	PANEL COLOR
66270	Quarterview Showcase (Qtrview) 4' 6" (l) x 3' 3" (h) x 1' 9" (d)		\$1,442.35	\$1,658.70	\$1,857.75		
66272	Square Showcase (Square) 1' 9" (l) x 7' (h) x 1' 9" (d)		\$1,556.70	\$1,790.20	\$2,005.00		

Charging Unit

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	METAL COLOR	PANEL COLOR
66430	Phone Charging Station (PCS) 3' (l) x 6' 3" (h) x 1' 9" (d) Graphic Size: 250mm x 700mm		\$2,450.45	\$2,818.00	\$3,156.15		Black ONLY

Perforated/Peg Boards

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	METAL COLOR	PANEL COLOR
66148	8' x 4' Pegboard Panel (PerfH)		\$364.20	\$418.85	\$469.10	Silver ONLY	n/a
66149	4' x 8' Pegboard Panel (PerfV)		\$364.20	\$418.85	\$469.10	Silver ONLY	n/a
50104	6" Pegs - 1 dozen (6"Pegs)		\$59.50	\$68.40	\$76.60	n/a	n/a
66147	3.5' x 8' Slat Wall, Grey (Slatwall)		\$364.20	\$418.85	\$469.10	Silver ONLY	n/a

TOTAL ESTIMATE \$ _____

TAX (All tax rates are subject to change) 6.00%

AMOUNT DUE \$ _____

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: exhibits@shepardes.com

INLINE BOOTH RENTALS

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, JANUARY 12, 2022

* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Additional Rush charges may be applied to orders placed after deadline or on-site.

Turnkey Rental Designs Make Exhibiting Easier!

Carpet and Electricity not included. Please order as needed. All Exhibit Booth Rentals include installation/dismantling and graphic panels as shown for print-ready graphics. If graphics submitted are not print-ready, additional fees may apply. Monitor and lighting options available.

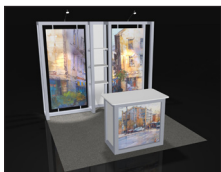
Don't see what you are looking for or need a tweak to a design? Let one of our incredible designers create a space just for you! Please contact an Exhibit Team member with any questions or customization requests.



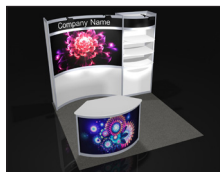
The Eddie



The Jonathon



The Pierce



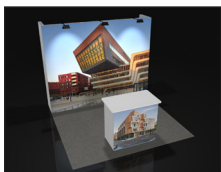
The Madison



The Grant



The Harrison



The Hamilton



The Lucy

Inline Booths

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66470	The Eddie - 10' x 10'		\$4,348.30	\$5,000.55	\$5,600.60	
66471	The Eddie - 10' x 20'		\$7,080.85	\$8,143.00	\$9,120.15	
CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66474	The Jonathon - 10' x 10'		\$3,033.50	\$3,488.50	\$3,907.10	
66475	The Jonathon - 10' x 20'		\$5,309.85	\$6,106.35	\$6,839.10	
CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66477	The Pierce - 10' x 10'		\$3,762.70	\$4,327.10	\$4,846.35	
66478	The Pierce - 10' x 20'		\$7,144.35	\$8,216.00	\$9,201.90	
CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66484	The Madison - 10' x 10'		\$4,562.95	\$5,247.40	\$5,877.10	
66485	The Madison - 10' x 20'		\$5,407.85	\$6,219.05	\$6,965.35	
CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66486	The Grant - 10' x 10'		\$4,816.30	\$5,538.75	\$6,203.40	
66487	The Grant - 10' x 20'		\$6,675.30	\$7,676.60	\$8,597.80	
CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66492	The Harrison - 10' x 10'		\$4,427.75	\$5,091.90	\$5,702.95	
66493	The Harrison - 10' x 20'		\$6,506.25	\$7,482.20	\$8,380.05	
CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66467	The Hamilton - 10' x 10'		\$3,085.35	\$3,548.15	\$3,973.95	
66468	The Hamilton - 10' x 20'		\$5,405.20	\$6,216.00	\$6,961.90	
CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66473	The Lucy - 10' x 10'		\$2,788.45	\$3,206.70	\$3,591.50	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. All orders cancelled by the exhibitor within 30 days of first day of exhibitor move in day may be subject to cancellation fees up to 100% of the total order, based upon the status of move-in, work performed and/or Shepard set-up costs or expenses.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: exhibits@shepardes.com

FABEX BOOTH RENTALS

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

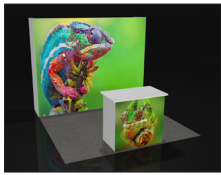
ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, JANUARY 12, 2022

* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Additional Rush charges may be applied to orders placed after deadline or on-site.

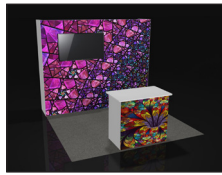
Carpet is not included. Please use the Flooring Order Form to order carpet or other flooring options.

All Exhibit Booth Rentals include installation/dismantling and graphic panels as shown for print-ready graphics. If graphics submitted are not print-ready, additional fees may apply. Monitor and lighting options available.

Please contact an Exhibit Team member with any questions.



FX2I



FX2M1



FX2H1



FX2MIH

10' x 10' Fabric Booth

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66557	10' x 10' Booth (FX2I)		\$2,867.30	\$3,297.40	\$3,693.10	
66558	10' x 10' Booth with Monitor (FX2M1)		\$5,187.05	\$5,965.10	\$6,680.90	
66561	10' x 10' Booth with Header (FX2H1)		\$3,508.45	\$4,034.70	\$4,518.85	
66562	10' x 10' Booth with Header and Monitor (FX2MIH)		\$5,828.30	\$6,702.55	\$7,506.85	

GRAPHIC SIZE SPECIFICATIONS

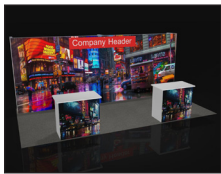
Backwall Graphic Size	3042mm x 2432mm	Side Panel Colors	<input type="checkbox"/> White <input type="checkbox"/> Black
Counter Graphic Size	1070mm x 1020mm	Monitor = 66620	
Header Graphic Size	2440mm x 380mm		



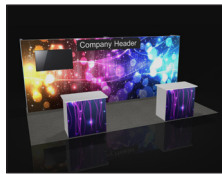
FX22



FX2M2



FX2H2



FX2M2H

10' x 20' Fabric Booth

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66559	10' x 20' Booth (FX22)		\$4,969.95	\$5,715.45	\$6,401.30	
66560	10' x 20' Booth with Monitor (FX2M2)		\$7,289.80	\$8,383.25	\$9,389.25	
66567	10' x 20' Booth with Header (FX2H2)		\$5,543.45	\$6,374.95	\$7,139.95	
66563	10' x 20' Booth with Header and Monitor (FX2M2H)		\$7,863.30	\$9,042.80	\$10,127.95	

GRAPHIC SIZE SPECIFICATIONS

Backwall Graphic Size	6012mm x 2432mm	Side Panel Colors	<input type="checkbox"/> White <input type="checkbox"/> Black
Counter Graphic Size	1070mm x 1020mm	Monitor = 66620	
Header Graphic Size	2440mm x 380mm		

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: exhibits@shepardes.com

FABEX BACKLIT BOOTH RENTALS

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, JANUARY 12, 2022

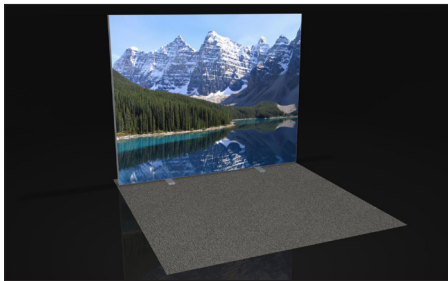
* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Additional Rush charges may be applied to orders placed after deadline or on-site.

Freestanding 8' High Backlit Backwalls with Full Color Graphics

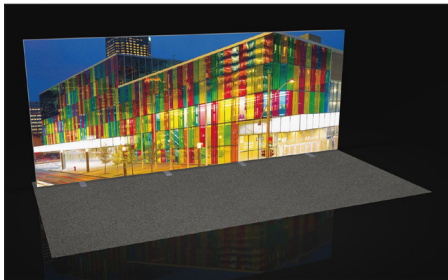
Carpet/flooring, furnishings, electrical and accessories not included. Please use the appropriate order forms to order these items.

All Exhibit Booth Rentals include installation/dismantling and graphic panels as shown for print-ready graphics. If graphics submitted are not print-ready, additional fees may apply. Monitor and lighting options available.

Please contact an Exhibit Team member with any questions.



FX11



FX12



FX13

Freestanding 8' High Backlit Backwalls with Full Color Graphics

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66564	8' x 10' Backlit Backwall with Graphics (FX11) Graphic Size: 3042mm x 2436mm		\$2,891.20	\$3,324.90	\$3,723.90	
66565	8' x 20' Backlit Backwall with Graphics (FX12) Graphic Size: 6088mm x 2436mm		\$4,468.15	\$5,138.35	\$5,754.95	
66566	8' x 30' Backlit Backwall with Graphics (FX13) Graphic Size: 8992mm x 2436mm		\$6,045.20	\$6,952.00	\$7,786.25	

TOTAL ESTIMATE \$ _____

TAX (All tax rates are subject to change) 6.00%

AMOUNT DUE \$ _____

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: exhibits@shepardes.com

ISLAND BOOTH RENTALS

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, JANUARY 12, 2022

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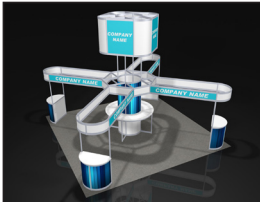
Turnkey Rental Designs Make Exhibiting Easier!

Carpet and electricity not included. Please order as needed. All Exhibit Booth Rentals include installation/dismantling and graphic panels as shown for print-ready graphics. If graphics submitted are not print-ready, additional fees may apply. Monitor and lighting options available.

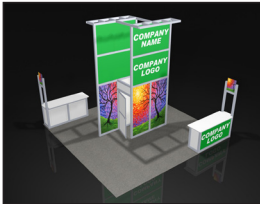
Please contact an Exhibit Team member with any questions.



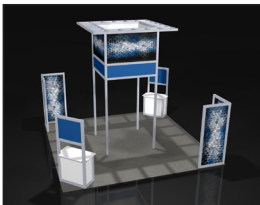
The Monroe



The Washington



The Tyler



The Garfield

Island Booths

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66494	The Monroe		\$11,069.10	\$12,729.45	\$14,257.00	
66368	The Washington		\$15,885.55	\$18,268.40	\$20,460.60	
66495	The Tyler		\$11,821.25	\$13,594.45	\$15,225.80	
66496	The Garfield		\$11,576.10	\$13,312.50	\$14,910.00	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: exhibits@shepardes.com

FABRIC HANGING SIGNS

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, JANUARY 12, 2022

* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Additional Rush charges may be applied to orders placed after deadline or on-site.

Full Color Fabric Signs - High Visibility, Cost Effective Rental!

All rentals include:**

- Dye Sublimation Printed Fabric Pillow Case
- Basic Harness
- Weighs Under 75 Pounds
- Rental Frame
- Blockout Liner

** Rigging not included

DON'T FORGET!

To place an order for building and hanging your sign!!



Circle



Square



Triangle



Wave

Circle Hanging Signs

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
69140	10' x 48" Circle Hanging Sign (HSC10)		\$6,971.10	\$8,016.75	\$8,978.75	
69142	16' x 48" Circle Hanging Sign (HSC16)		\$11,079.40	\$12,741.30	\$14,270.25	

Square Hanging Sign

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
69143	10' x 48" Square Hanging Sign (HSS10)		\$8,476.85	\$9,748.40	\$10,918.20	

Triangle Hanging Sign

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
69144	10' x 48" Triangle Hanging Sign (HST10)		\$6,859.45	\$7,888.35	\$8,834.95	

Wave Hanging Signs

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
69145	10' x 48" Single Sided Wave Hanging Sign (HSWS)		\$3,020.90	\$3,474.05	\$3,890.95	
69146	10' x 48" Double Sided Wave Hanging Sign (HSWD)		\$4,019.80	\$4,622.75	\$5,177.50	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: exhibits@shepardes.com

ADVANCED SHIPPING HANGING SIGN LABEL

M178420222

February 11 - 13, 2022

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

ADVANCED
WAREHOUSE

RUSH

ADVANCED WAREHOUSE HANGING SIGN

TO:

(Exhibiting Company Name)

(Exhibiting Company Booth Number)

**c/o Shepard Exposition Services
7079 Oakland Mills Rd
Columbia, MD 21046**

**FOR:
American Craft Made / Baltimore**

Delivery Hours: Monday - Friday, 8:00AM - 4:00PM

First day freight can arrive without a surcharge:

Wednesday, January 12, 2022

Last day freight can arrive without a surcharge:

Wednesday, February 2, 2022

STRUCTURAL INTEGRITY STATEMENT

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* FRIDAY, JANUARY 21, 2022

* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Additional Rush charges may be applied to orders placed after deadline or on-site.

This form must be completed for all suspended structures. Please include the completed form with your hanging sign order forms.

As the contracted exhibitor, the display house or builder for the below exhibitor, I do hereby certify and guarantee that the stress points for the hanging structure have been properly engineered and tested. We further certify that the structure can be hung safely and has been constructed to meet all applicable regulations and safety measures. We hereby release, indemnify and forever hold harmless the following:

Baltimore Convention Center

1 West Pratt Street

Baltimore, MD 21201

SHEPARD EXPOSITION SERVICES

along with their subsidiaries, their directors, officers, employees, representatives, agents and contractors from and against any and all liability, claims, damage, loss, fines, or penalties arising from the installation, use or dismantling of this structure. All hang points supporting in excess of 200 lbs. may be verified (metered) on-site at the exhibitor's expense.

EXHIBITING COMPANY NAME: _____

EMAIL ADDRESS: _____

AUTHORIZED NAME (printed): _____

AUTHORIZED SIGNATURE: _____ DATE: _____

DISPLAY HOUSE/BUILDER (if applicable): _____

EMAIL ADDRESS: _____

AUTHORIZED NAME (printed): _____

AUTHORIZED SIGNATURE: _____ DATE: _____



Email completed form to: customerservice@shepardes.com



HANGING SIGNS 101

THINGS TO KNOW.

All signs must be designed to comply with Show Organizer rules and regulations and facility limitations. Shepard is responsible for assembly, installation, and removal of all hanging signs, overhead truss, attachment and removal of light fixtures for truss and lights, as well as any additional installation required for chain motors, span sets or other packages.

Only Shepard personnel are allowed in aerial lifts or operate mechanical equipment.

Only Shepard certified riggers can install and remove any and all hanging materials that will be flown overhead.

All signs, with the exception of banners, must have structural rigging points and signs exceeding 200 pounds must include detailed construction plans with a current structural engineer's stamp. Send these plans to Customer Service in advance of the first day of move in.

Include engineer-stamped drawings with hanging instructions as well as a set of assembly instructions (placement/orientation/height from floor) with the order. Shepard accepts no liability for any work completed without such instructions, when required.

If your sign requires electricity, make sure it is in working order and in accordance with the National Electric Code.

Overhead Signs should be sent in a separate container directly to the advance warehouse using the Advance Hanging Sign Shipping Label.

Additional charges may be applied by Shepard due to regulations at the facility, weight limits, union jurisdictions, facility contracts, and in house providers. Including but not limited to: spanner truss for load points, additional labor for power and/or lighting specifics, additional materials, facility pick point ceiling fees, facility and/or in house exclusive labor charges, etc.

Hanging Sign Checklist

- ☐ Submit Method of Payment Online
- ☐ Order Assembly labor to have your sign built by Shepard Certified Riggers
- ☐ Order Rigging Install and Removal labor for all Hanging Signs, Truss and Motors
- ☐ Order necessary Chain Motors, Rotating Motors and Truss
- ☐ Place electrical orders (if necessary)
- ☐ Submit Diagrams with orientation, dimensions and placement for ALL materials that will be flown overhead
- ☐ Package Hanging Sign(s) in a separate container from exhibit materials
- ☐ Label Hanging Sign(s) using the Hanging Sign Shipping Label from this service manual
- ☐ Ship Hanging Sign(s) to the Advance Warehouse by: **Wednesday, February 2, 2022**

OVERHEAD RIGGING LABOR

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* FRIDAY, JANUARY 21, 2022

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

Only Shepard Exposition Services may operate machinery. Exhibitors and their EACs may not utilize, operate, or be inside equipment.

Additional charges may be applied by Shepard due to regulations at the facility, ensuring structural integrity of sign, weight limits, union jurisdictions, facility contracts, and in house providers. Including but not limited to: spanner truss for load points, additional labor for power and/or lighting specifics, additional materials, facility pick point ceiling fees, facility and/or in house exclusive labor charges, etc. Please note: Per riggers jurisdiction, a rigging crew (up to 3 riggers) may require a 4-hour minimum to install any hanging sign, truss and/or motors, or structures requiring hoisting. Rates are per lift and crew per hour.

Labor Hours

Straight Time (ST): Monday - Friday | 8:00AM - 5:00PM

Overtime (OT): Monday - Friday | 5:00PM - 8:00AM. All hours Saturday and Sunday

Double Time (DT): Holidays

Holidays: NY Eve, NY Day, ML King Day, Easter, Memorial Day, 4th of July, Labor Day, Thanksgiving, Christmas Eve, Christmas Day.

Step 1. Tell us about your hanging sign.

TYPE: ☐ Cloth ☐ Wood ☐ Truss ☐ Metal

☐ Other: _____

SHAPE: ☐ Circle ☐ Square ☐ Triangle ☐ Rectangle

☐ Other: _____

Step 2. Order assembly/disassembly labor.

Shepard Certified Riggers are required to assemble all hanging signs to ensure structural integrity.

SIGN ASSEMBLY LABOR - EXHIBITOR SUPERVISED						
CODE	ITEM	EST. LABOR HOURS	ONLINE	DISCOUNT	REGULAR	TOTAL
69150	ST		\$152.50	\$175.40	\$196.45	
69151	OT		\$228.75	\$263.05	\$294.60	
69152	DT		\$305.00	\$350.75	\$392.85	

SIGN ASSEMBLY LABOR - SHEPARD SUPERVISED						
CODE	ITEM	EST. LABOR HOURS	ONLINE	DISCOUNT	REGULAR	TOTAL
69190	ST		\$198.25	\$228.00	\$255.35	
69191	OT		\$297.38	\$342.00	\$383.05	
69192	DT		\$396.50	\$455.95	\$510.65	

DATE OF ASSEMBLY: _____ START TIME: _____

HOW MANY LABORERS WILL YOU REQUIRE?: _____

Should hanging sign or supervision not be present at time the crew arrives a 1 Hour Crew Minimum charge will be applied.

SIGN DISASSEMBLY LABOR - EXHIBITOR SUPERVISED						
CODE	ITEM	EST. LABOR HOURS	ONLINE	DISCOUNT	REGULAR	TOTAL
69153	ST		\$152.50	\$175.40	\$196.45	
69154	OT		\$228.75	\$263.05	\$294.60	
69155	DT		\$305.00	\$350.75	\$392.85	

SIGN DISASSEMBLY LABOR - SHEPARD SUPERVISED						
CODE	ITEM	EST. LABOR HOURS	ONLINE	DISCOUNT	REGULAR	TOTAL
69193	ST		\$198.25	\$228.00	\$255.35	
69194	OT		\$297.38	\$342.00	\$383.05	
69195	DT		\$396.50	\$455.95	\$510.65	

DATE OF ASSEMBLY: _____ START TIME: _____

HOW MANY LABORERS WILL YOU REQUIRE?: _____

Should hanging sign or supervision not be present at time the crew arrives a 1 Hour Crew Minimum charge will be applied.

Step 3. Order overhead rigging crew.

Rates are per lift and crew (up to 3 riggers) per hour. One hour minimum per lift/crew - lift/crew thereafter is charged in 1/2 increments. Should hanging sign or supervision not be present at time the crew arrives a 1 Hour Crew Minimum charge will be applied.

OVERHEAD RIGGING INSTALLATION & IN BOOTH SCISSOR LIFTS						
CODE	ITEM	EST. LABOR HOURS	ONLINE	DISCOUNT	REGULAR	TOTAL
69156	Lift		\$803.69	\$924.25	\$1,035.15	
68120	Scissor Lift Install		\$803.69	\$924.25	\$1,035.15	

OVERHEAD RIGGING REMOVAL & IN BOOTH SCISSOR LIFTS						
CODE	ITEM	EST. LABOR HOURS	ONLINE	DISCOUNT	REGULAR	TOTAL
69157	Lift		\$803.69	\$924.25	\$1,035.15	
68121	Scissor Lift Install		\$803.69	\$924.25	\$1,035.15	

DATE OF INSTALL: _____ START TIME: _____

DATE OF REMOVAL: _____ START TIME: _____

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. Cancellations must be received in writing within 48 hours of 1st day of exhibitor move in. Equipment cancellations must be made in writing within 14 days of exhibitor move in.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

OVERHEAD RIGGING EQUIPMENT

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, JANUARY 12, 2022

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

Charges will apply for additional supplies required to ensure structural integrity of overhead sign.

Truss**

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
6909415	12" Silver Box Truss (Per Ft.)		\$24.05	\$27.65	\$30.95	
6909406	12" Black Box Truss (Per Ft.)		\$24.05	\$27.65	\$30.95	
69038	12" Silver Corner Block		\$90.15	\$103.65	\$116.10	
6903806	12" Black Corner Block		\$90.15	\$103.65	\$116.10	
70067	Design Fee (Hourly)		\$195.35	\$224.65	\$251.60	

** If you are ordering truss, you also need to order motors!

Truss Details

QTY: _____ SIZE: _____

Motors

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
69017	One Ton Hoist/Chain Motor		\$510.90	\$587.55	\$658.05	
69016	Half Ton Hoist/Chain Motor		\$450.80	\$518.40	\$580.60	
69101	1/4 Ton Hoist/Chain Motor		\$270.45	\$311.00	\$348.30	
69019	Rotating Motor 500 LB Limit		\$480.80	\$552.90	\$619.25	
69020	Rotating Motor 200 LB Limit		\$270.45	\$311.00	\$348.30	

☐ Rotate Clockwise (right) ☐ Rotate Counterclockwise (left)

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

Include the following items with your Truss and Motor Order:

- ☐ Hanging Sign Instructions
- ☐ Sign/Hanging Diagram
- ☐ Placement Grid
- ☐ Overhead Rigging Labor Order

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. No refunds or exchanges once item has been delivered to your booth. Labor Cancellations must be received in writing within 48 hours of 1st day of exhibitor move in. Equipment cancellations must be made in writing within 14 days of exhibitor move in.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

LABOR RULES & REGULATIONS

Maryland/DC Area

LABOR

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

EXHIBIT LABOR JURISDICTION

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

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

MATERIAL/FREIGHT HANDLING JURISDICTION

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

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

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

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

GRATUITIES /BREAKS

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

IN GENERAL

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

SAFETY

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

SHEPARD BLUE LABOR

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* FRIDAY, JANUARY 21, 2022

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

Labor Hours

Straight Time (ST): Monday - Friday | 8:00AM - 5:00PM

Overtime (OT): Monday - Friday | 5:00PM - 8:00AM. All hours Saturday and Sunday

Double Time (DT): Holidays

Holidays: NY Eve, NY Day, ML King Day, Easter, Memorial Day, 4th of July, Labor Day, Thanksgiving, Christmas Eve, Christmas Day.

Shepard Blue Supervised Labor

INSTALL LABOR**					
CODE	ITEM	ONLINE	DISCOUNT	REGULAR	ESTIMATED TOTAL***
68066	ST	\$158.60	\$182.40	\$204.30	
68067	OT	\$237.90	\$273.60	\$306.45	
68068	DT	\$317.20	\$364.80	\$408.60	

DISMANTLE LABOR**					
CODE	ITEM	ONLINE	DISCOUNT	REGULAR	ESTIMATED TOTAL***
68070	ST	\$158.60	\$182.40	\$204.30	
68071	OT	\$237.90	\$273.60	\$306.45	
68072	DT	\$317.20	\$364.80	\$408.60	

**Pricing includes Supervisory fee of 30% over standard labor.

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

Step 1. Choose your service.

☐ Installation ☐ Dismantling ☐ Both Installation & Dismantling

Step 2. How many people are needed?

INSTALLATION NUMBER OF PEOPLE: _____

DISMANTLING NUMBER OF PEOPLE: _____

BOTH INSTALLATION & DISMANTLING NUMBER OF PEOPLE: _____

Step 3. How many hours?***

*** Hours are based on estimates. You will be invoiced for actual time incurred. Minimum one hour per person ordered and half increments thereafter.

INSTALLATION HOURS: _____ DISMANTLING HOURS: _____

BOTH INSTALLATION & DISMANTLING HOURS: _____

Step 4. When should the build be complete?

If using Shepard Blue Labor for both install and dismantle, please complete BOTH date and time fields.

INSTALLATION DATE: _____ INSTALLATION TIME: _____

DISMANTLING DATE: _____ DISMANTLING TIME: _____

Step 5. Tell us about your exhibit.

Section MUST be completed before Shepard can begin any work on your exhibit.

BOOTH SIZE: _____ x _____

INBOUND FREIGHT: ☐ Advanced Warehouse ☐ Direct to Show Site

CARRIER NAME: _____

TRACKING OR PRO NUMBER: _____

ESTIMATED ARRIVAL DATE: _____

NUMBER OF PIECES: _____ ESTIMATED WEIGHT: _____

SET UP INFORMATION

COMPANY CONTACT NAME: _____

EMAIL: _____

CELL PHONE NUMBER: _____

DRAWINGS/PHOTOS/INSTRUCTIONS

☐ Attached ☐ Emailed to Shepard ☐ With the Exhibit ☐ In Crate #: _____

GRAPHICS

☐ With Exhibit ☐ Shipped Separately

ELECTRICAL PLACEMENT (exhibitor is responsible to order)

☐ Emailed to Shepard ☐ Drawing Attached ☐ Drawing with Exhibit
☐ Run Under Carpet

CARPET

☐ Ordered from Shepard ☐ Exhibitor Owned ☐ Carpet Padding

OTHER SERVICES ORDERED

☐ Overhead Rigging ☐ Cleaning ☐ Audio Visual (AV)

Step 6. Tell us about outbound shipping.****

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

NUMBER OF CRATES: _____ NUMBER OF CARTONS: _____

NUMBER OF FIBER CASES: _____ NUMBER OF PALLETS: _____

METHOD: ☐ Ground ☐ 2-Day Air ☐ Next Day Air ☐ Other

NAME OF CARRIER: _____

PHONE NUMBER: _____

DATE SCHEDULE TO PICKUP FREIGHT: _____

MUST ARRIVE AT DESTINATION BY: _____

IF YOUR CARRIER DOESN'T SHOW UP?

☐ Re-route with Shepard Logistics Service
☐ Send to advanced warehouse for pickup (\$400 minimum charge)

Submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. Orders cancelled without 48-hour written notice will be charged a one (1) hour cancellation fee.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

EXHIBITOR SUPERVISED LABOR

American Craft Made / Baltimore

M178420222

Baltimore Convention Center | Baltimore, MD

February 11 - 13, 2022

ONLINE & DISCOUNT DEADLINE:* FRIDAY, JANUARY 21, 2022

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

Labor Hours

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Overtime (OT): Monday - Friday | 5:00PM - 8:00AM. All hours Saturday and Sunday

Double Time (DT): Holidays

Holidays: NY Eve, NY Day, ML King Day, Easter, Memorial Day, 4th of July, Labor Day, Thanksgiving, Christmas Eve, Christmas Day.

Exhibitor Supervised Labor

INSTALL LABOR**					
CODE	ITEM	ONLINE	DISCOUNT	REGULAR	ESTIMATED TOTAL***
68060	ST	\$122.00	\$140.30	\$157.15	
68061	OT	\$183.00	\$210.45	\$235.70	
68062	DT	\$244.00	\$280.60	\$314.25	

DISMANTLE LABOR**					
CODE	ITEM	ONLINE	DISCOUNT	REGULAR	ESTIMATED TOTAL***
68063	ST	\$122.00	\$140.30	\$157.15	
68064	OT	\$183.00	\$210.45	\$235.70	
68065	DT	\$244.00	\$280.60	\$314.25	

** When ordering dismantle labor, due to show break down and returning empties to your booth, labor ordered through Shepard at the close of the event may not be available until one hour after show close.

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	6.00%
AMOUNT DUE	\$ _____

Step 1. Choose your service.

☐ Installation ☐ Dismantling ☐ Both Installation & Dismantling

Step 2. How many people are needed?

INSTALLATION NUMBER OF PEOPLE: _____

DISMANTLING NUMBER OF PEOPLE: _____

BOTH INSTALLATION & DISMANTLING NUMBER OF PEOPLE: _____

Step 3. How many hours?***

*** Hours are based on estimates. You will be invoiced for actual time incurred. Minimum one hour per person ordered and half increments thereafter.

INSTALLATION HOURS: _____ DISMANTLING HOURS: _____

BOTH INSTALLATION & DISMANTLING HOURS: _____

Step 4. Where is the carpet coming from?

☐ Ordered from Shepard ☐ Exhibitor Owned ☐ Carpet Padding

Step 5. Provide a list of any tools or additional details that would be needed.

☐ Ladders ☐ Lifts ☐ Special Tools: _____

ADDITIONAL DETAILS: _____

Step 6. Tell us about the schedule?

Requested times are not guaranteed and are based on availability.

INSTALLATION REQUEST DATE: _____

START TIME: _____ END TIME: _____

DISMANTLE REQUEST DATE: _____

START TIME: _____ END TIME: _____

Step 7. Provide on-site contact information.

ON-SITE CONTACT NAME: _____

ON-SITE CONTACT PHONE NUMBER: _____

EMAIL ADDRESS: _____

Signature and submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. Orders cancelled without 48-hour written notice will be charged a one (1) hour cancellation fee.

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____ PHONE NUMBER: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

UTILITY & ANCILLARY VENDORS

American Craft Made / Baltimore

Baltimore Convention Center | Baltimore, MD

M178420222

February 11 - 13, 2022

UTILITIES AND FACILITY INFORMATION

<https://www.bccenter.org/p/plan-exhibit/planning-documents>

MEETING PLANNER TOOLKIT

<https://www.bccenter.org/p/plan-exhibit/meeting-planner-toolkit>

American Craft Made—Baltimore

February 11-13, 2022



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INTERNET-TELECOM SERVICE AGREEMENT

EVENT:		EVENT DATES:	
EXHIBITOR NAME:	MOVE IN DATE:	ONSITE CONTACT/CELL#:	BOOTH/ROOM:
COMPANY BILLING NAME:	BILLING ADDRESS:		
CONTACT:	PHONE:	EMAIL ADDRESS:	

* Advance rates are applied to orders received WITH PAYMENT 21 days prior to the first show move-in date

SERVICES	QTY	ADVANCE*	STANDARD	TOTAL
Internet, Wired Shared Network Services - Best for Web Surfing, Email, and Social Media				
1. Basic Shared Wired Internet Service (up to 2 Mbps + 1 DHCP IP address)-Covers 1st device		\$795	\$1,125	
2. Additional DHCP IP Address per Device-Covers additional devices		\$135	\$165	
Internet, Wireless Shared Network Services - Good for Web Surfing, Email, and Social Media				
3. Wireless Internet Access - First Device (Up to 5 Mbps)		\$735	\$895	
4. Wireless Internet Access per Each Additional Device (Up to 5 Mbps)		\$135	\$165	
5. Wireless Internet Buyout (From 100 to 7,000 Devices)	Call (410) 649-7097 for a quote			
Internet, Dedicated Network Services - Best for Video Streaming, Web Casting, and Video Broadcasting				
1. Dedicated wired, 5 Mbps + 5 static or DHCP IP addresses		\$3,395	\$4,225	
2. Dedicated wired, 8 Mbps + 13 static or DHCP IP addresses		\$5,850	\$7,300	
3. Dedicated wired, 12 Mbps + 29 static or DHCP IP addresses		\$7,850	\$9,800	
4. Dedicated wired, 15 Mbps + 29 static or DHCP IP addresses		\$9,850	\$11,650	
5. Dedicated wired, over 15 Mbps	Call (410) 649-7097 for a quote			
Internet, Other Network Services/Equipment				
1. Switch Rental - unmanaged 8 Port 16 Port 24 Port		\$220	\$260	
2. Patch Cable (25' - 50' Cat 5)		\$45	\$60	
3. VLAN/Shared or Non-Shared		\$375	\$375	
4. Cable TV - Comcast (per connection)		\$315	\$470	
5. Technical Support (per hour with min 1 hour charge)		\$80	\$80	
Telephone Services				
1. Single Analog Line with Unlimited Local Services		\$315	\$415	
2. Polycom Conference Phone		\$110	\$160	
3. Dedicated Analog Line (best for Credit Cards & Modem Services)		\$325	\$425	
4. Multi Line/Digital Line with Unlimited Local Services (PBX service dial "2" for outside line)		\$395	\$475	
5. Long Distance Capability? Yes No (indicate Qty. of lines with LD)		\$0.28 per minute		
6. Telephone Handsets Required? Yes No		free of charge		
7. Voice Mail (per line)		\$20	\$20	
8. Call Forwarding (per line)		\$5	\$5	
9. Call Waiting (per line)		\$10	\$10	
10. ISDN BRI Line		\$645	\$795	
<div>• Credit card users may fax their orders at 1-877-819-4023 or email to BCC_support@mcdean.com</div> <div>• A 3.5% fee will be applied for all credit card payment processing</div> <div>• Checks must be made payable to M.C. Dean, Inc. and mailed to PO Box 532232, Atlanta, GA 30353-2232</div> <div>• For online orders please go to bcc.mcdean.com</div> <div>• For service and order inquiries please call at 410-649-7097</div>		SUBTOTAL		
		6% TAX		
		3.5% FEE (applied to subtotal)		
		GRAND TOTAL		

All credit card charges will appear under the name "Openband." Payment in full is required prior to the event.

CREDIT CARD:	CREDIT CARD NUMBER:	EXP DATE:	SECURITY CODE:
VISA MASTERCARD AMEX		__/__/__	
CREDIT CARD HOLDER NAME:	CREDIT CARD HOLDER SIGNATURE AND ACCEPTANCE OF TERMS AND CONDITIONS:		DATE:
			__/__/__
<p>With execution of this document the Customer hereby authorizes M.C. Dean, Inc. to provide services as requested herein, is authorized to request such services and acknowledges full and complete understanding of Terms & Conditions. In case of using wireless services the Customer hereby attests to his or her understanding of limitations and vulnerabilities of the wireless services provided by M.C. Dean, Inc. as well as admits that in case of using this service for any reason including, but not limited to, demonstrating, showcasing or presenting own product(s), M.C. Dean will not be held liable for the possibility of interference.</p> <p style="text-align: center;">http://www.bccenter.org/downloads/files/MCDeanTerms.pdf</p>			