

Shepard

EXHIBITOR SERVICE MANUAL



ISA Convention

Phoenix Convention Center | Phoenix, AZ
April 18 - 19, 2023

L113690423

Booth Package

Items provided in your booth, per exhibitor:

- 8' High Backwall Drape with 3' High Sidewall Drape
- 7" x 44" Cardstock Identification Sign
- 6' x 30" Skirted Table - Black
- 4 Side Chairs
- Booth Carpet - Blue
- 1 Wastebasket

Show Colors

Show Drape Color(s): Blue

Aisle Carpet Color: Blue

Exhibit Show Schedule

GENERAL EXHIBITOR MOVE-IN

Monday, April 17, 2023 · 8:00AM to 5:00PM

EXHIBIT HOURS

Tuesday, April 18, 2023 · 1:00PM to 5:30PM

Wednesday, April 19, 2023 · 8:00AM to 12:30PM

EXHIBITOR MOVE OUT

Wednesday, April 19, 2023 · 2:30PM to 5:30PM*

**Move Out will commence after Closing Keynote*

FREIGHT REROUTE BEGINS*

*All outbound carriers must be checked in by this time

Wednesday, April 19, 2023 | 5:30PM

IMPORTANT DEADLINES

Discount Price Deadline for Custom Shepard Rentals

Monday, March 20, 2023

Exhibitor Appointed Contractor Notification Deadline

Monday, March 20, 2023

First Day for Warehouse Deliveries Without a Surcharge

Monday, March 20, 2023

Discount Price Deadline for Standard Shepard Orders

Tuesday, March 28, 2023

Last Day for Warehouse Deliveries Without a Surcharge

Monday, April 10, 2023

Last Day for Warehouse Deliveries*

Friday, April 14, 2023

* 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

Monday, April 17, 2023 | 8:00AM

Shipping Addresses

ADVANCE WAREHOUSE SHIPMENT ADDRESS

Exhibiting Co. Name & Booth Number

ISA Convention

c/o Shepard Exposition Services c/o Crane Worldwide Logistics

2800 S. Gilbert Rd.

Chandler, AZ 85286

Warehouse hours: Monday - Thursday 8:00AM - 4:00PM.

Friday 8:00AM - 3:30PM

DIRECT TO SHOW SITE SHIPMENT ADDRESS

c/o Shepard Exposition Services

Exhibiting Co. Name & Booth Number

ISA Convention

Phoenix Convention Center

100 N 3rd St

Phoenix, AZ 85004



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INFORMATION

L113690423

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

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)*

Monday, April 17, 2023 · 8:00AM to 5:00PM
Tuesday, April 18, 2023 · 1:00PM to 5:30PM
Wednesday, April 19, 2023 · 8:00AM to 5:30PM

Exhibitor Move Out

Wednesday, April 19, 2023 · 2:30PM to 5:30PM

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 **Wednesday, April 19, 2023 | 5:30PM**.

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 **Wednesday, April 19, 2023 | 5:30PM**.

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

Phoenix Convention Center
100 N 3rd St
Phoenix, AZ 85004

Ancillary Vendors

Electrical

<http://www.commonwealthexpo.com/>

Internet, Telephone, and Cable TV

https://orders.smartcitynetworks.com/login?ReturnUrl=%2F%3Ffmtm_campaign%3Dexhibitor_guide%26mtm_kwd%3D029

AV

<https://www.avconcepts.com/stores/>

ONLINE ORDERING

IT'S EASY.


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Order online through the Shepard Exhibitor Portal at

<https://apps.shepardes.com/olk/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: <https://apps.shepardes.com/olk/intro.asp>
2. Select the Event.
3. Login from the Show Information page by clicking the  button.
4. Select your event, enter your email address and password then click Login.
User Name = **Your Email Address**
(provided by Event Management)
Password = **ISA23**
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 an 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 

METHOD OF PAYMENT

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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: Tuesday, March 28, 2023 All paid orders placed online prior to the deadline date.

Discount Deadline: Tuesday, March 28, 2023 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: **ISA Convention**

EVENT CODE: **L113690423**

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

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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."

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.



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.



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THIRD PARTY PAYMENT

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DEADLINE: MONDAY, MARCH 20, 2023

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.



Email completed form to: customerservice@shepardes.com



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EXHIBITOR APPOINTED CONTRACTOR (EAC)

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DEADLINE: MONDAY, MARCH 20, 2023

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

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



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



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



SHEPARD LOGISTICS SERVICES (SLS)

ISA Convention

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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)

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.

DSV Fairs & Exhibitions is the Preferred International Freight Forwarder and Customs Broker for Shepard events.

IMPORT ARRIVAL DEADLINE ESTIMATES:

LCL SEA FREIGHT – 5 weeks before the show opens

FCL SEA FREIGHT – 4 weeks before the show opens

AIR FREIGHT – 3 weeks before the show opens



OUR INTERNATIONAL SHIPPING SERVICES INCLUDE:

- Shipment planning - packaging, documentation, scheduling
- Pick-up and international shipping to the US air/port
- Customs clearance & delivery to the Shepard advance whse or show dock
- Pick-up at the show site dock or Shepard warehouse
- Export documents, international shipping and Customs clearance overseas
- Final delivery to the overseas return destination



Fairs & Exhibitions, Solutions USA
Contact: Kelly O'Neill-Exley
Product Specialist
Email: kelly.oneill@dsv.com
Mobile: +1 404 432 8835

Please contact us today
for a free quotation.

DSV Fairs & Exhibitions has an agent office in most countries worldwide. If you do not see your country listed below, then please contact DSV Fairs & Exhibitions USA, so that we can provide local contact details.

Canada

EAS Exhibition Services
1400 Bayly Street
Office Mall 2, Ste 4
Pickering, Ontario
L1W 3R2
Canada
Contact: Paula Collaco
Tel: + 1 647 203 8520
Email: paulacollaco@rogers.com

China

DSV Fairs & Events, Solutions
Rm 2307-2308, 23F
One Indigo
20 Jiuxianqiao Road
Chaoyang District
Beijing 10016, P.R. China
Contact: Roaddy Lu
Tel: + 86 10 8540 7288 / 7299
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Email: roaddy.lu@dsv.com

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Fairs & Events
Center Boulevard 5
2300 Copenhagen S
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Contact: Lars Skovhoej
Tel: +45 43203859
Email: expo@dk.dsv.com

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Contact: Christian Rasche
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Mobile: + 49 171 9793 078
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Hong Kong

DSV Fairs & Exhibitions
13001-11W, 103-04S&106-7S, 13/F
ATL Logistics Centre B, Berth 3
Kwai Chung Container Terminal NT
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Japan

DSV Solutions Co., Ltd.
Toranomon Hills Business Tower
15F, 1-17-1 Toranomon
Minato-ku, Tokyo, 105-6415
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Fax +81 3 6807 5893
Email: JP.FE@dsv.com

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Gangseo-gu, Seoul,
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Senhora da Hora,
4460-208
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Singapore

DSV Solutions Pte Ltd
No.5 Changi North Way
5th Floor, 498771
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Mobile: + 65 9688 9156
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Spain

DSV Fairs & Events, Solutions
Pol. Ind. Riera del Molí
Les Licorelles, Calle A num. 1
08750 Molins de Rei
Barcelona, Spain
Contact: Belina Flores
Tel: + 930 260 838
Mobile: + 34 34 686 902 300
Email: belina.flores.sierra@dsv.com

Taiwan

DSV – Translink
Room 5-2, 5th Floor
No. 99, Chung Shan N. Rd
Sec 2., Taipei 104-48
Taiwan R.O.C.
Contact: Frances Lin
Tel: + 886 2 2581 1133
Fax: + 886 2 2523 9449
Email: frances@trans-link.com.tw

Turkey

DSV – Agility Fairs & Events
Rüzgarlıbahçe mah.
Cumhuriyet Cad. Acarlar Is
Merkezi F Blok K:2 D:8 Beykoz
Istanbul, Turkey
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United Arab Emirates

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Email: garcia.newell@dsv.com

DSV Fairs & Exhibitions, Solutions USA
Contact: Kelly O'Neill-Exley
Product Specialist
Email: kelly.oneill@dsv.com
Mobile: +1 404 432 8835



OUTBOUND MATERIAL HANDLING AUTHORIZATION & LABEL REQUEST

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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

Print at least one 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
RUSH	TO:
	_____ (Exhibiting Company Name)
	_____ (Exhibiting Company Booth Number)
	c/o Shepard Exposition Services c/o Crane Worldwide Logistics 2800 S. Gilbert Rd. Chandler, AZ 85286
	FOR: ISA Convention
	Delivery Hours: Monday - Friday, 8:00AM - 4:00PM
	First day freight can arrive without a surcharge: Monday, March 20, 2023
	Last day freight can arrive without a surcharge: Monday, April 10, 2023

Print at least one 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
Phoenix Convention Center
100 N 3rd St
Phoenix, AZ 85004**

**FOR:
ISA Convention**

MUST NOT BE DELIVERED PRIOR TO:
Monday, April 17, 2023 | 8:00AM



ISA Convention

Phoenix Convention Center | Phoenix, AZ

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MATERIAL HANDLING RATES

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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: Monday, March 20, 2023

LAST DAY FREIGHT CAN ARRIVE: Friday, April 14, 2023

CODE	ITEM	WEIGHT		PRICE/CWT	TOTAL
35010	Crated		X	\$169.00	
35036	Special Handling		X	\$219.75	

Direct to Facility/Show Site Shipments***

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

FIRST DAY FREIGHT CAN ARRIVE: Monday, April 17, 2023

CODE	ITEM	WEIGHT		PRICE/CWT	TOTAL
35030	Crated		X	\$165.10	
35043	Uncrated		X	\$247.75	
35038	Special Handling		X	\$214.75	

Light Weight Shipments****

**** Shipments 40 pounds or less.

CODE	ITEM	WEIGHT		PRICE	TOTAL
35400	Light Weight		X	\$84.50	

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	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
AMOUNT DUE	\$ _____

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

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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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CARTLOAD SERVICE

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Cartload Service provides service to exhibitors arriving in personally owned vehicles (POVs) and have small hand-carried items that need to be delivered to and from the dock/booth location. Exhibitors may not utilize mechanical or powered equipment to unload their items.

Cartload Service includes:

Includes:

- **One laborer**
- **One cart**
- **One trip** (per rate listed below)

Please remember:

- If you arrive with a truck, van, trailer, or truck with trailer filled with exhibit material you will not qualify for this service and will be redirected.
- No personal trucks (one (1) ton & over), no rental trucks, trailers, or bobtails will be unloaded through cartload service.
- All items must fit on flat bed cart (approximately 3' x 4' in size) and weigh less than 200 pounds. If items are designated by Shepard personnel to be too large or too heavy, materials will be billed at regular material handling rates.
- Your vehicle must unload on the receiving dock of the exhibit hall. Shepard personnel will direct vehicles. The cart is not authorized to enter or go to any parking structure. There must be two (2) people with the vehicle; one person to go with your product to the booth space and one person to remove your vehicle from the unloading area to the parking area.

Labor Hours

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

Overtime (OT): Monday - Friday 6:00AM - 8:00AM and 5:00PM - Midnight. All hours Saturdays and Sunday

Double Time (DT): All hours between Midnight and 8:00AM. Holidays.

Holidays: NY Day, ML King Day, Easter, Memorial Day, Independence Day, Labor Day, Veterans Day, Thanksgiving, Christmas Eve Day, Christmas Day, NY Eve Day, Presidents Day

CODE	ITEM	# OF TRIPS	RATE	TOTAL
35151	Dock to Booth ST		\$151.00	
35152	Booth to Dock ST		\$151.00	
35153	Dock to Booth OT		\$206.50	
35154	Booth to Dock OT		\$206.50	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
AMOUNT DUE	\$ _____

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: _____



Email completed form to: orders@shepardes.com

PERSONALLY OPERATED VEHICLE (POV) UNLOADING INFORMATION

Shepard Exposition Services has the responsibility of receiving and handling all the exhibit materials and empty crates that come in via over the road carriers. It is Shepard's responsibility to manage the docks and schedule vehicles for the smooth and efficient move-in and move out of the exhibition. Shepard will not be responsible for any materials they do not handle.



The types of vehicles shown to the left are considered POVs and will be allowed to unload/load in the designated POV ramp area after checking in at the marshaling yard.



✓ **ALLOWED POVs INCLUDE:**

- Passenger Automobile
- Mini Van
- SUV
- Pick-up Truck



Please refer to the Labor Rules and Regulations page for additional information and guidelines.



The types of vehicles shown to the left are considered rental trucks and trailers and will not be allowed access to the dock spaces to self unload/load. Vehicles like shown at the left will be unloaded by dock personnel and not by exhibitors. **NOT ALLOWED IN THE DOCK AREA:**

- ✗ Trailers of any kind
- ✗ No Step Van/Box Truck
- ✗ Full Size Vans



Exhibitors may not operate or utilize any type of powered and mechanical equipment. See examples to the left of equipment that can and cannot be used.



✓ **ALLOWED:**

- Hand Carried Boxes



NOT ALLOWED:

- ✗ 2-wheel or 4-wheel Hand Carts
- ✗ Pallet Jacks





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ON-SITE STORAGE

L113690423

On-site Storage is used when you have product you need to replenish during the event, or if you have items you don't want stored with the empty crates. Do not use this service for "Empty" storage. Two different types of storage are available:

Accessible Storage: Use this type when you need to pull items out of storage during the show. Materials in Accessible Storage will be accessible during the event, but not necessarily by exhibitors. The charge for Accessible Storage is a daily storage fee plus a per hour labor fee each time materials are moved. (\$100.00 Minimum).

Secured Storage: Use this type only if you do not need your items again until the end of the event. Materials will be placed into secured storage and will be returned to your booth after the close of the show. The materials will be accessible during the show by Shepard personnel only. A minimum one-hour material handling labor charge at show rates will apply each time material is handled to or from storage. (\$100.00 Minimum).

Step 1. Complete exhibiting company information.

EXHIBITING COMPANY NAME: _____ BOOTH NUMBER: _____

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

For liability reasons, only shipments for which material handling drayage charges have been paid to Shepard will be eligible for Shepard storage services. All packages must be properly packed & labeled. Shepard Exposition Services' limit of liability will be \$5.00 per pound or \$500.00 per package or container, whichever is less. No uncrated material will be accepted at the warehouse.

Step 2. Choose the type of storage to fit your needs.

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

Accessible Storage

STEP 1:

CODE	ITEM	QTY		COST PER DAY		NUMBER OF DAYS	=	EST TOTAL 1
35166	Pallets/Skids		X	\$35.00	X		=	
35349	1/2 Trailer		X	\$80.00	X		=	
35348	Full Trailer		X	\$120.00	X		=	

STEP 2:

CODE	ITEM	COST PER MOVE		NUMBER OF MOVES	=	EST TOTAL 2
35087	Labor - Straight Time	\$111.00	X		=	
35100	Labor - Overtime	\$166.50	X		=	
35101	Labor - Double Time	\$222.00	X		=	

STEP 3: Add your Estimated Total from Step 1 to the Estimated Total of Step 2.

EST TOTAL 1	+	EST TOTAL 2	=	EST STORAGE TOTAL

Secure Storage

STEP 1:

CODE	COST PER SQ. FT.		EST SQ. FT. NEEDED		NUMBER OF DAYS	=	EST TOTAL 1
35068	.80	X		X		=	

STEP 2:

CODE	ITEM	COST PER MOVE		NUMBER OF MOVES	=	EST TOTAL 2
35087	Labor - Straight Time	\$111.00	X		=	
35100	Labor - Overtime	\$166.50	X		=	
35101	Labor - Double Time	\$222.00	X		=	

STEP 3: Add your Estimated Total from Step 1 to the Estimated Total of Step 2.

EST TOTAL 1	+	EST TOTAL 2	=	EST STORAGE TOTAL

Only Shepard personnel are allowed to operate mechanical equipment. No refunds or exchanges once item has been delivered to your booth. Cancellations must be received in writing within 48 hours of 1st day of exhibitor move in. 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



ISA Convention

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

WAREHOUSE STORAGE

L113690423

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 <i>(All tax rates are subject to change)</i>	8.60%
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



ISA Convention

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

BOOTH & CARPET CLEANING

L113690423

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

* 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.		\$0.47	\$0.55	\$0.60	
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.		\$0.94	\$1.10	\$1.25	
47056	400-900 sq. ft.		\$0.85	\$1.00	\$1.10	
47057	900+ sq. ft.		\$0.80	\$0.90	\$1.00	

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		\$0.50	\$0.60	\$0.65	
47031	Daily Porter		\$1.05	\$1.20	\$1.35	

Specialty Services

MOPPING & CARPET SHAMPOOING						
CODE	SERVICE	SQ. FT.	ONLINE	DISCOUNT	REGULAR	TOTAL
47042	Mop One Time		\$0.60	\$0.70	\$0.80	
47022	Mop Daily		\$1.05	\$1.20	\$1.35	
47013	Shampoo One Time		\$0.60	\$0.70	\$0.80	

DISPLAY WIPE DOWN (CHARGED PER HOUR)						
CODE	SERVICE	QTY IS 1	ONLINE	DISCOUNT	REGULAR	TOTAL
47043	One Time		\$166.40	\$191.35	\$214.30	
47044	Daily		\$302.55	\$347.95	\$389.70	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
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

ISA Convention

L113690423

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

* 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		\$172.80	\$198.70	\$222.55	

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		\$314.18	\$361.30	\$404.65	

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		\$157.09	\$180.65	\$202.35	

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.		\$0.94	\$1.10	\$1.25	

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)	8.60%
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



ISA Convention

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

BULK WASTE REMOVAL

L113690423

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

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

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 would like to schedule their items to be disposed of after the event can request the service below.

This rate includes up to 1 hour of forklift labor and up to 1/4 of dumpster space.

Abandoned floor coverings and/or displays, large or heavy amounts of trash, or otherwise left behind materials will also be charged a fee.

If your service goes over the allotted hour or requires more labor or space in the dumpster, you will be billed for those additional services on top of this fee. All related disposal fees will be added to the payment method on file.

Waste Removal Package

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
47074	Waste Removal Package		\$455.55	\$523.90	\$586.75	

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 "Standard" pricing.

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

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.

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 3/4" D



7' - 12' Crossbar
#50348
1 3/4" D



3' High Drape
#50074



8' High Drape
#50073

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



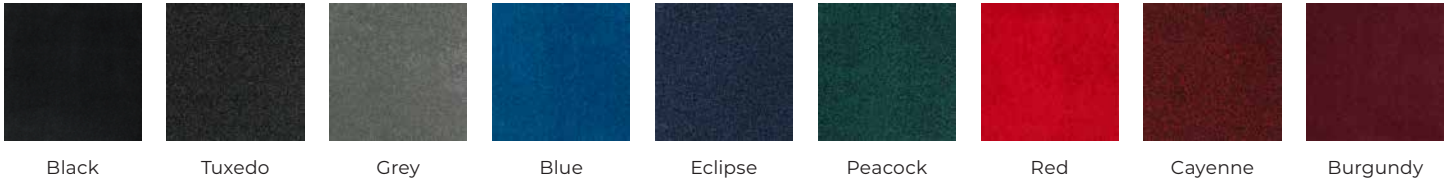
4' Quarterview Showcase
#50069

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



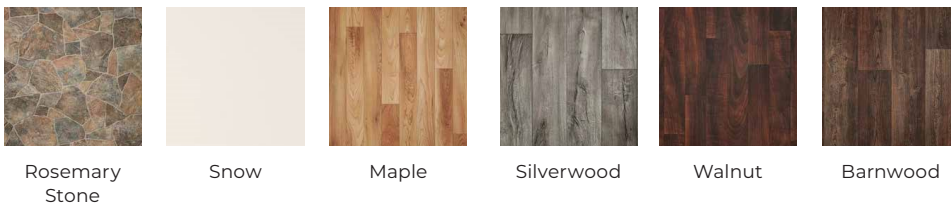
PREMIUM - 28 OZ



PLUSH - 50 OZ



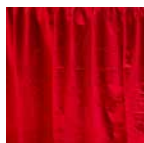
VINYL - CUSTOM ORDER ONLY



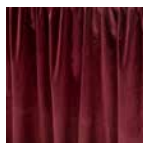
SKIRT & DRAPE

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.

SKIRT



Red



Burgundy



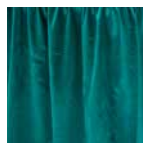
Gold



Green



Blue



Teal



White



Grey



Black

SKIRT - SPANDEX



Red



Blue

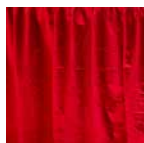


White

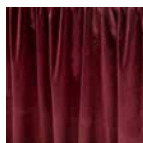


Black

DRAPE



Red



Burgundy



Gold



Green



Blue



Teal



White



Grey



Black



ISA Convention

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

STANDARD FURNISHINGS

L113690423

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

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

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			\$172.55	\$198.45	\$222.25	
50046	6' (l) x 24" (w) x 30" (h) Skirted Table			\$212.05	\$243.85	\$273.10	
50050	8' (l) x 24" (w) x 30" (h) Skirted Table			\$268.85	\$309.20	\$346.30	
50043	4' (l) x 24" (w) x 42" (h) Skirted Table			\$209.70	\$241.15	\$270.10	
50047	6' (l) x 24" (w) x 42" (h) Skirted Table			\$268.55	\$308.85	\$345.90	
50051	8' (l) x 24" (w) x 42" (h) Skirted Table			\$316.00	\$363.40	\$407.00	
50052	4th Side Skirt for 30" High Table			\$104.90	\$120.65	\$135.15	
50171	4th Side Skirt for 42" High Table			\$104.90	\$120.65	\$135.15	
50040	4' (l) x 24" (w) x 30" (h) UnSkirted Table		n/a	\$117.15	\$134.70	\$150.85	
50044	6' (l) x 24" (w) x 30" (h) UnSkirted Table		n/a	\$139.70	\$160.65	\$179.95	
50048	8' (l) x 24" (w) x 30" (h) UnSkirted Table		n/a	\$164.75	\$189.45	\$212.20	
50041	4' (l) x 24" (w) x 42" (h) UnSkirted Table		n/a	\$131.85	\$151.65	\$169.85	
50045	6' (l) 24" x (w) x 42" (h) UnSkirted Table		n/a	\$164.75	\$189.45	\$212.20	
50049	8' (l) x 24" (w) x 42" (h) UnSkirted Table		n/a	\$183.80	\$211.35	\$236.70	
51089	42" (h) Pedestal Table, 36" Diameter, Grey Fleck Top		n/a	\$295.10	\$339.35	\$380.05	
50032	30" (h) Pedestal Table, 36" Diameter, Grey Fleck Top		n/a	\$275.90	\$317.30	\$355.40	
50030	Round Side Table - 24" (w) x 18" (h)		n/a	\$138.90	\$159.75	\$178.90	
50031	Square Side Table - 24" (w) x 18" (h)		n/a	\$138.90	\$159.75	\$178.90	
50706	30" (h) Natural Pedestal Table, 36" Diameter, Maple Top		n/a	\$360.95	\$415.10	\$464.90	
50707	42" (h) Natural Pedestal Table, 36" Diameter, Maple Top		n/a	\$376.30	\$432.75	\$484.70	
50700	White Fabric Table Cover w/ 6'x30" Table		03	\$299.60	\$344.55	\$385.90	
50700	Red Fabric Table Cover w/ 6'x30" Table		01	\$299.60	\$344.55	\$385.90	
50700	Blue Fabric Table Cover w/ 6'x30" Table		05	\$299.60	\$344.55	\$385.90	
50700	Black Fabric Table Cover w/ 6'x30" Table		06	\$299.60	\$344.55	\$385.90	

Seating

CODE	ITEM	QTY	COLOR	ONLINE	DISCOUNT	REGULAR	TOTAL
50020	Side Chair Grey Fabric		n/a	\$106.75	\$122.75	\$137.50	
50021	Arm Chair Grey Fabric		n/a	\$145.65	\$167.50	\$187.60	
50024	Stool with Back Grey Fabric		n/a	\$177.40	\$204.00	\$228.50	
51086	Director's Chair Black Fabric		n/a	\$110.15	\$126.65	\$141.85	
51090	Director's Stool Black Fabric		n/a	\$197.20	\$226.80	\$254.00	
50705	Natural Feel Stool Maple Back, Black Fabric Seat		n/a	\$215.05	\$247.30	\$277.00	
50704	Natural Feel Chair, Maple Back, Black Fabric Seat		n/a	\$176.60	\$203.10	\$227.45	

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)	8.60%
AMOUNT DUE	\$ _____

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com



SPECIALTY, DISPLAYS & DRAPERY

ISA Convention

L113690423

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

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

CODE	ITEM	QTY	COLOR	ONLINE	DISCOUNT	REGULAR	TOTAL
50091	Wastebasket		n/a	\$19.00	\$19.00	\$19.00	
50094	Floor Easel, Chrome		n/a	\$59.15	\$68.00	\$76.15	
50245	Literature Rack Silver, Glass		n/a	\$218.15	\$250.85	\$280.95	
50175	Bag Rack, Chrome		n/a	\$288.85	\$332.20	\$372.05	
50092	Coat Rack, Chrome		n/a	\$102.60	\$118.00	\$132.15	
50093	Garment Rack, Chrome		n/a	\$288.85	\$332.20	\$372.05	
50427	Tensabarrier, Per Stem, Black		n/a	\$121.85	\$140.15	\$156.95	
50095	Sign Holder, 22" x 28" Chrome		n/a	\$134.55	\$154.75	\$173.30	
50185	Drawing Bowl, Clear		n/a	\$54.25	\$62.40	\$69.90	
50296	4' x 12" Display Riser White and Black		n/a	\$122.00	\$140.30	\$157.15	
50297	6' x 12" Display Riser White and Black		n/a	\$151.80	\$174.55	\$195.50	
50098	Mini Refrigerator, Approx. 3 cubic feet		n/a	\$460.70	\$529.80	\$593.40	
50067	4' Full View Showcase, White		n/a	\$1,088.50	\$1,251.75	\$1,401.95	
50068	6' Full View Showcase, White		n/a	\$1,200.50	\$1,380.55	\$1,546.20	
50069	4' Quarter View Showcase, White		n/a	\$1,088.50	\$1,251.75	\$1,401.95	
50070	6' Quarter View Showcase, White		n/a	\$1,200.50	\$1,380.55	\$1,546.20	
50060	4' x 8' Horizontal Posterboard Grey Fabric		n/a	\$352.50	\$405.35	\$454.00	
50061	4' x 8' Vertical Posterboard Grey Fabric		n/a	\$352.50	\$405.35	\$454.00	
50236	Grids 2' x 8' with Legs, Each		n/a	\$260.35	\$299.40	\$335.35	
50237	Grid 2' x 8' without Legs, Each		n/a	\$195.00	\$224.25	\$251.15	
50242	7-Ball Waterfall for Grids		n/a	\$17.95	\$20.65	\$23.15	
50104	6" Hooks (12) for Peg Boards		n/a	\$52.95	\$60.90	\$68.20	

50073	8' High Drape on a Cross Bar, per linear foot (minimum 5' linear feet rental)			\$27.65	\$31.80	\$35.60	
50074	3' High Drape on a Cross Bar, per linear foot (minimum 5' linear feet rental)			\$20.50	\$23.55	\$26.40	
50088	8' Upright with Base		n/a	\$38.15	\$43.85	\$49.10	
52065	3' Upright with Base		n/a	\$38.15	\$43.85	\$49.10	
50349	6'-10' Crossbar		n/a	\$25.35	\$29.15	\$32.65	
50348	7'-12' Crossbar		n/a	\$25.35	\$29.15	\$32.65	
50058	Sateen, per linear foot (minimum 5' linear feet rental)			\$23.65	\$27.20	\$30.45	

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)	8.60%
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: _____



Email completed form to: orders@shepardes.com



ISA Convention

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

FLOORING

L113690423

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023
PREMIUM PLUSH & PREMIUM VINYL DEADLINE: MONDAY, MARCH 20, 2023**

* 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.			\$11.65	\$13.40	\$15.00	

AVAILABLE COLORS: Black (06), Dark Grey (35), Silver Dollar (34), Sand (33), White (03), Electric Blue (91), Navy (22), Crimson (74) *** 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.			\$15.05	\$17.30	\$19.40	
46007	1/2" Padding for Vinyl (per sq. ft.)***		n/a	\$5.50	\$6.30	\$7.05	

AVAILABLE COLORS: Rosemary Stone (64), Snow (89), Maple (66), Silverwood (25), Walnut (39), Barnwood (85) *** 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.			\$8.35	\$9.60	\$10.75	
46003	Premium Carpet - 28 oz. Rental 1000+ Sq. Ft.*** Rental includes installation and removal of carpet and visqueen.			\$7.30	\$8.40	\$9.40	
46002	Premium Carpet - 28 oz. Purchase Sq. Ft.*** Rental includes installation and removal of carpet and visqueen.			\$20.70	\$23.80	\$26.65	

100% ULTRA CUT PILE WITH ACTION BACK OR JUTE BACKING AVAILABLE COLORS: Black (06), Deep Navy (22), Silver Cloud (18), Charcoal (17), Red (01), Beige (14) *** 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'			\$294.75	\$338.95	\$379.60	
50256	Expo Carpet - 13 oz. (Regular & Special Cut) 10' x 20'			\$550.00	\$632.50	\$708.40	
50257	Expo Carpet - 13 oz. (Regular & Special Cut) 10' x 30'			\$820.35	\$943.40	\$1,056.60	
50258	Expo Carpet - 13 oz. (Regular & Special Cut) 10' x 40'			\$1,090.70	\$1,254.30	\$1,404.80	
50400	Expo Carpet - 13 oz. (Regular & Special Cut) 10' x 15'		Tuxedo ONLY	\$515.80	\$593.15	\$664.35	

RECOMMENDED FOR: Standard Size and Inline Booths AVAILABLE COLORS: Black (06), Tuxedo (50), Grey (10), Blue (05), Eclipse (43), Peacock (13), Red (01), Cayenne (92) 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.			\$5.65	\$6.50	\$7.30	
50581	Special Cut 400-900 Sq. Ft. Rental includes installation and removal of carpet and visqueen.			\$5.25	\$6.05	\$6.80	
50582	Special Cut 900+ Sq. Ft. Rental includes installation and removal of carpet and visqueen.			\$4.75	\$5.45	\$6.10	

RECOMMENDED FOR: Island and Large Area Exhibits AVAILABLE COLORS: Black (06), Tuxedo (50), Grey (10), Blue (05), Eclipse (43), Peacock (13), Red (01), Cayenne (92) 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	\$2.90	\$3.35	\$3.75	
50010	Visqueen		n/a	\$0.40	\$0.45	\$0.50	

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) 8.60%

AMOUNT DUE \$ _____

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com



CORT[®]

EVENTS

TRADESHOW
FURNISHINGS | 2022

Powered Seating

Naples Collection



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

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 (TCHP).

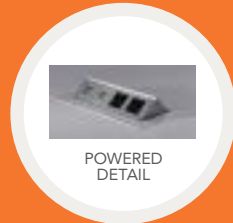


POWERED
DETAIL



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.

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

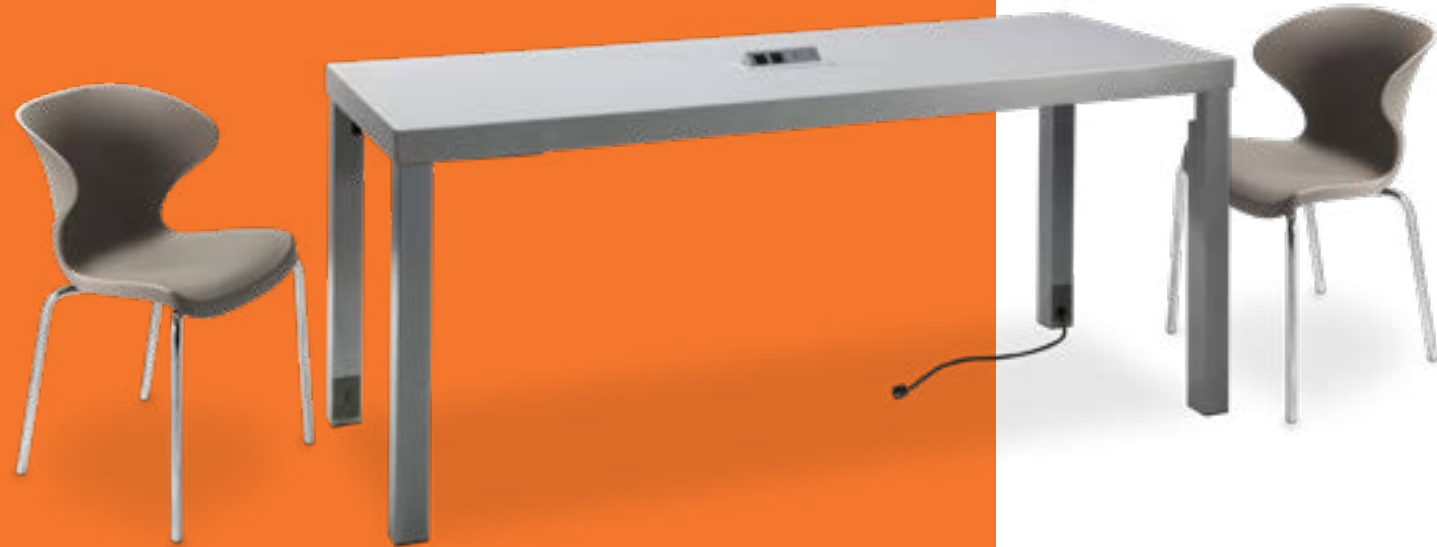


Styling Tip:

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.

Powered Tables

Sydney Powered Cocktail Tables



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

**30" Round Cafe/Bar
Tables, Powered**
P30CWH Cafe (30" RND 29"H)
P30BWH Bar (30" RND 42"H)
(white top, black)



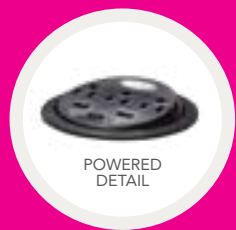
Wireless Charging Table

**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.

Powered Desks & Conference Tables



Tech Powered Desk & File Cabinet

(black metal, laminate)

A) TECH Tech Desk, Powered

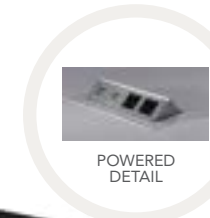
60" L 30" D 30" H

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

60" L 30" D 30" H

C) TECH3 3 Drawer File Cabinet on Castors

16" L 20" D 28" H



Powered Conference Tables 5', 8', 10' (black top, silver)
D) BKCT5P 5' 60" L 48" D 29" H
E) BKCT8P 8' 96" L 48" D 29" H
F) BKC10P 10' 120" L 48" D 29" H

Also available without power.

Non-Powered Conference Tables 5', 8', 10'

(black top, silver)

BKCT5N 5' 60" L 48" D 29" H

BKCT8N 8' 96" L 48" D 29" H

BKC10N 10' 120" L 48" D 29" 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.

Powered Products



Village Charging Hub



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

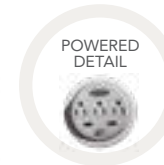


Styling Tip:

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.

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.

Sterling

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

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



Soft Seating Collections

Cordoba

COCHTP Chair
(taupe fabric, black)
37"L 32"D 33"H

COLVTP Loveseat
(taupe fabric, black)
60.5"L 32"D 33"H



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



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



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

NPLCHR Chair, Standard arms
(black vinyl)
36"L 30"D 33.25"H
Powered option available (NPLCHP).

NPLSOF Sofa, Standard arms
(black vinyl)
87"L 30"D 33.25"H
Powered option available (NPLSOP).

NPLLOV Loveseat, Standard arms
(black vinyl)
62"L 30"D 33.25"H
Powered option available (NPLLOP).

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.

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



Brooklyn Meeting
BNMCSW Swivel Chair
(white vinyl, black)
24.5" L 25.5" D 31.75" H

Make it
SWiivel



10'x20' - Meeting Booth



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



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

Accent Chairs

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



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



Brooklyn
BNMCOW Chair
(white vinyl, oak-look)
24.5"L 25.5"D 31.75"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





BROOKLYN

CHAIRS

24.5"L 25.5"D 31.75"H



A.

B.

- A) BNMCOB Brooklyn Meeting Chair (white vinyl, oak-look)
- B) BNMCSW Brooklyn Meeting Chair, Swivel (white vinyl, black)

Frame finish black metal or oak-look.



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.

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.



D.



E.



F.



G.



H.



I.



J.



K.



L.

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

G) SC10 Razor Armless Chair
(white) 15.5"L 23.5"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

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



V I B E

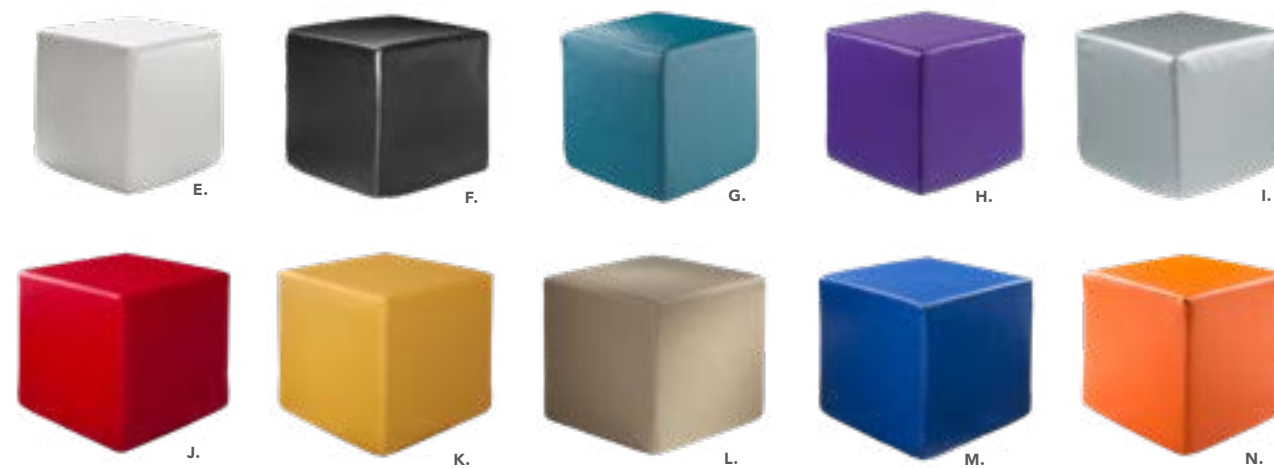
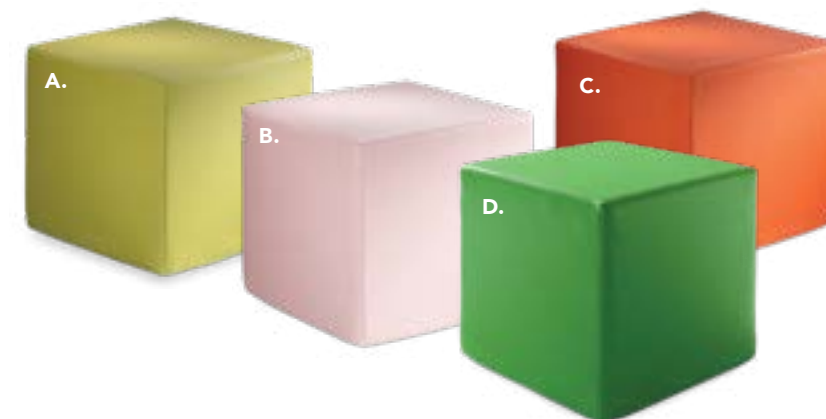
Provide a Pop!

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"L18"D18"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)



BEVERLY

SMALL BENCH

OTTOMANS
30"L20"D18"H



- A) BVSMOR** (orange fabric) **B) BVSMGN** (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)

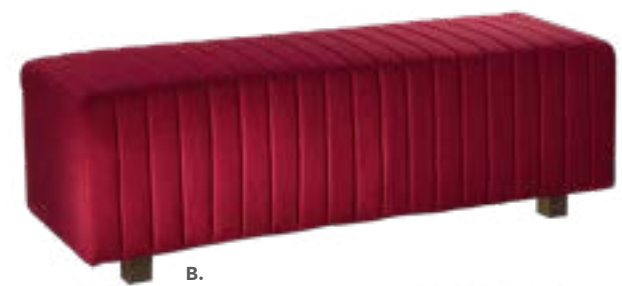


BENCH

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)

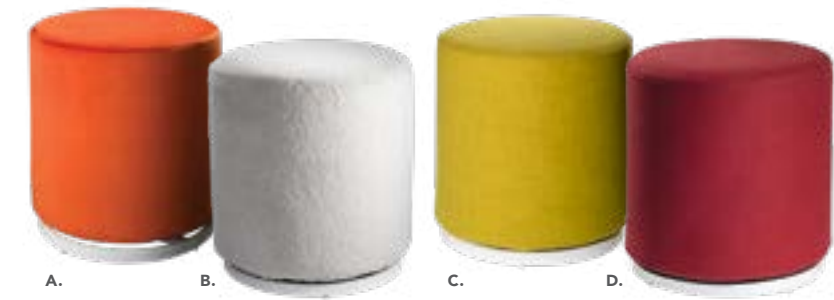


MARCHÉ

SWIVEL

OTTOMANS

17" RND 18"H



A. B. C. D.



E. F. G. H.
I. J. K. L.
M. N. O. P.

- A) MAR011** (orange fabric) **B) MAR016** (ivory faux sheep fur) **C) MAR009** (pear yellow fabric)
- D) MAR005** (red fabric) **E) MAR001** (white vinyl) **F) MAR006** (rose quartz fabric) **G) MAR007** (plum fabric)
- H) MAR010** (blue fabric) **I) MAR002** (gray fabric) **J) MAR003** (linen fabric) **K) MAR004** (raspberry fabric)
- L) MAR008** (meadow green fabric) **M) MAR015** (black vinyl) **N) MAR012** (forest green vinyl)
- O) MAR013** (teal velvet) **P) MAR014** (distressed brown vinyl)

Ottomans



Squares
Endless
END02B (black vinyl, chrome)
END02W (white vinyl, chrome)
34"L 34"D 15"H



Curved
Endless
END01W (white vinyl, chrome)
END01B (black vinyl, chrome)
60.5"L 37.5"D 15"H



Demo Down

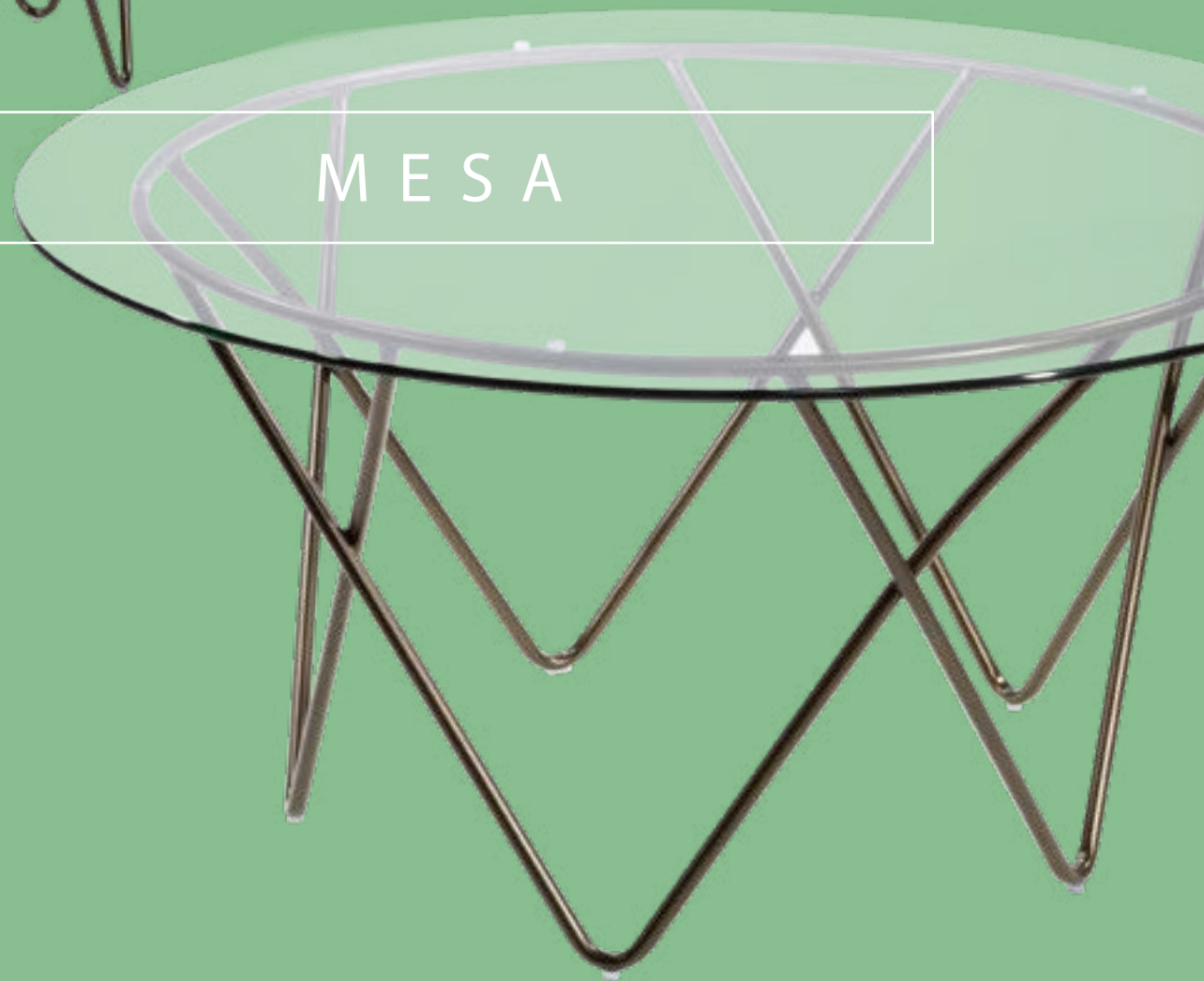
Square, circular, or curved - ottomans are a great way to design theater-style seating for demonstrations.

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





M E S A



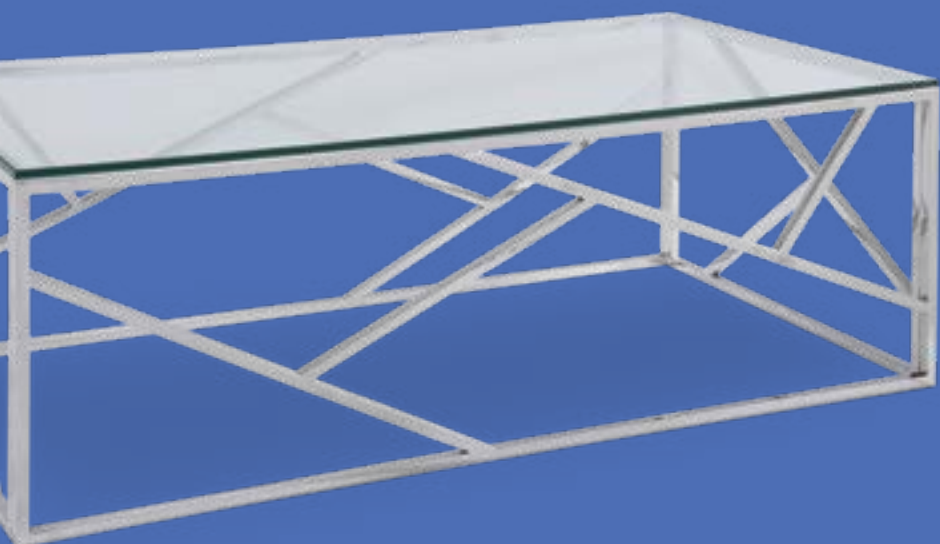
ACCENT

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 36" RND / F) MESETG End Table 24" RND (glass top)

All frames bronze finish.



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.



G E O



ACCENT

COCKTAIL & END TABLES



A.



B.



C.



D.

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



SYDNEY



ACCENT

COCKTAIL & END TABLES
48"L 26"D 18"H | 27"L 23"D 22"H



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.



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.

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



POWERED
DETAIL

 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.

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)

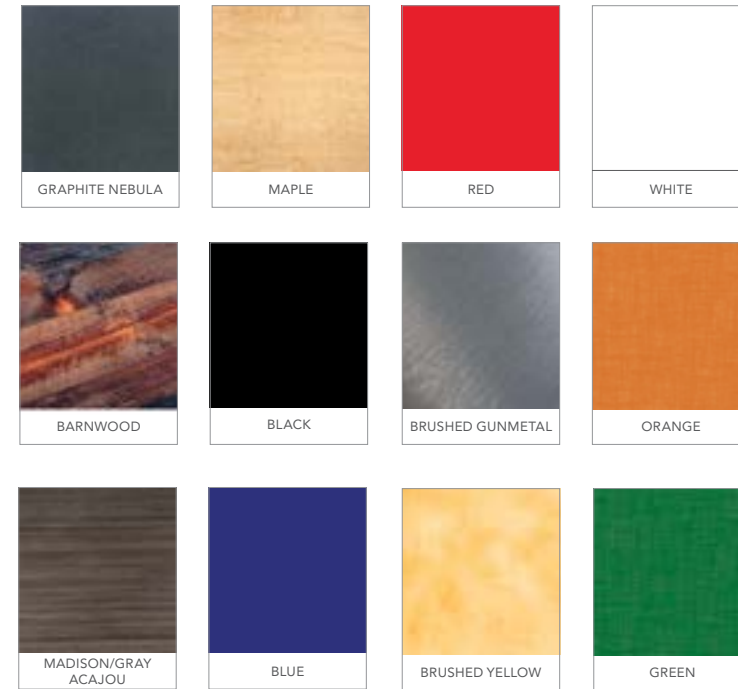
- 36" RND 42"H
VTN (graphite nebula top)
VTP (maple top)
VTW (white top)
36BKSB (black top)

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.

30" Round Cafe/Bar Tables, Powered ⚡
P30BWH Bar
 (30" RND 42"H)
P30CWH Cafe
 (30" RND 29"H)
 (white top, black)



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)



MARINA



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.



LIFT

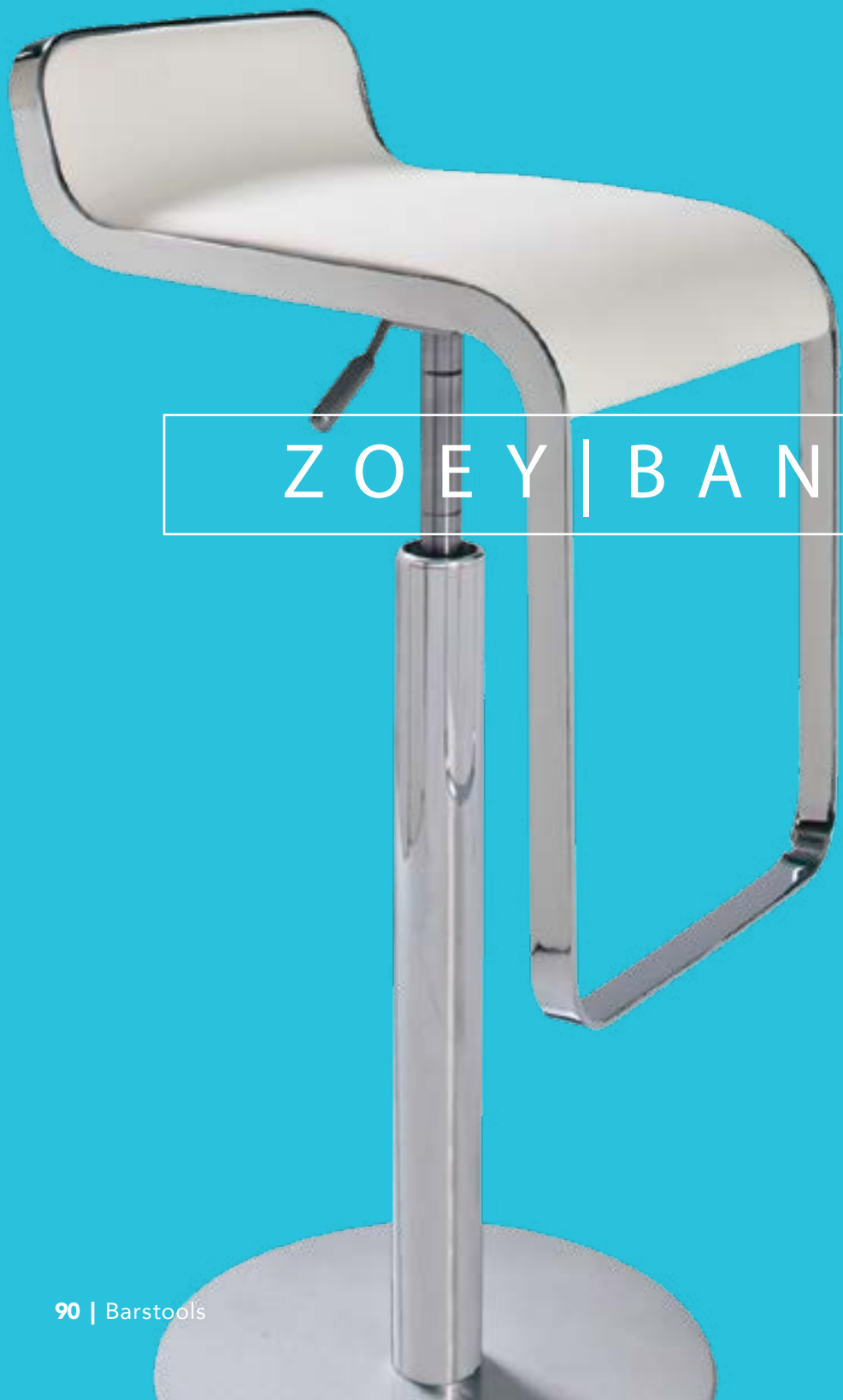
BARSTOOL

COLLECTION
15"RND23 - 33.5"H



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

All bases chrome finish. Adjustable height.



ZOEY | BANANA

BARSTOOL COLLECTIONS



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

All bases chrome finish.

Barstools Styles



Blade
BLDBRD (red)
BLDBSB (sky blue)
20.5"L 20"D 40.5"H



Zenith
ZENBAR Barstool
(white, chrome)
19"L 20"D 44"H



A.



B.



C.



D.



E.

A) XBAR Christopher Barstool
(white vinyl, chrome)
19"L 19"D 41"H

B) BS001 Shark Barstool
(white, chrome, adjustable height)
22"L 19"D 34-44"H

C) BSR Syntax Barstool
(black, chrome)
23"L 19"D 43.25"H

D) LUBSCL Lucent Barstool
(frosted acrylic, chrome)
22"L 22.5"D 45.5"H

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



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

Styling Tip:

Create proper distance between individuals by pairing one barstool with each 30" or 36" round, or placing one barstool at each end of a communal table.

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





42" ROUND



CONFERENCE

TABLES
42" RND 29" H



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

All bases black finish.



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)

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.

Dividers | pg 122



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



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



A.



B.

Madison Conference Tables

(gray acajou top)

A) MADC05 5' 60"L 48"D 29"H

B) MADC08 8' 96"L 60"D 29"H

C) MADC10 10' 120"L 48"D 29"H

C.



B.



A.

Black Conference Tables 5', 8', 10'

(black top, silver)

A) BKCT5N 5' 60"L 48"D 29"H

B) BKCT8N 8' 96"L 48"D 29"H

C) BKCT10N 10' 120"L 48"D 29"H

Also available with power.



C.





MADISON



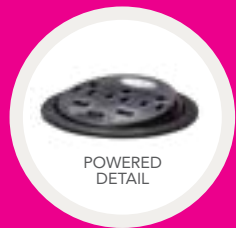
10'x20' - Madison Presentation Booth

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

Powered Desks & Conference Tables



Tech Powered Desk & File Cabinet

(black metal, laminate)

A) TECH Tech Desk, Powered

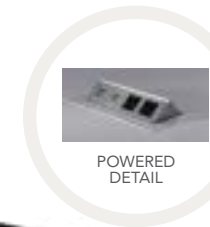
60" L 30" D 30" H

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

60" L 30" D 30" H

C) TECH3 3 Drawer File Cabinet on Castors

16" L 20" D 28" H



Powered Conference

Tables 5', 8', 10'

(black top, silver)

D) BKCT5P 5' 60" L 48" D 29" H

E) BKCT8P 8' 96" L 60" D 29" H

F) BKCT10P 10' 120" L 48" D 29" H

Also available without power.

Non-Powered Conference

Tables 5', 8', 10'

(black top, silver)

BKCT5N 5' 60" L 48" D 29" H

BKCT8N 8' 96" L 60" D 29" H

BKCT10N 10' 120" L 48" D 29" 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.

Ventura

Powered & Communal Tables

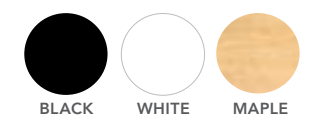



TABLE TOP OPTIONS

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



 **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)



 **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.

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
Accent Chairs | p 36
Executive Seating | p 98
Conference Tables | p 104
Boxwood Hedges | p 116
Dividers | p 122



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



A.



B.

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

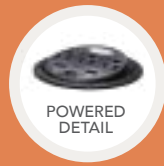
Posh Shelving
PSHCCS 36"L 18"D 72"H
(chrome, acrylic)




Divider, Freestanding
Whiteboard
DIVFWB (silver, white)
39"L 9"D 72"H



Midtown Counter & Bar



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



20'x20' - Midtown
 Greenery Booth
Accent Chairs | p 36
Accent Tables | p 64
Bar & Cafe Tables | p 80
Barstool Collections | p 84
Boxwood Hedges | p 116

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



(back)



(lit-blue) (lit-red) (lit-green) (lit-white)

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.

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



A.

B.



Accent Chairs | p 36
Accent Tables | p 64

Keep it Green

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



Bar & Cafe Tables | p 80
Barstool Collections | p 84

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

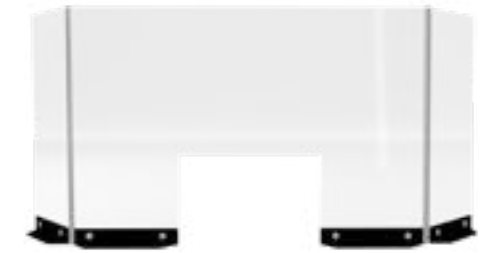
C) DIVFCR Freestanding Corner
(Silver, Clear) 39"L 39"D 72"H



Bar & Cafe Tables | p 80
Barstool Collections | p 84



Bars | p 114



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.

CORT Events offers 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.

Connector Detail



Sofas | p 26



Dividers



Accent Chairs | p 36
 Accent Tables | p 64
 Boxwood Hedges | p 116



Conference Tables | p 100
 Executive Seating | p 98

C) DIVFWB Divider,
 Freestanding Whiteboard
 (silver, white) 39"L 1.5"D 72"H



Accent Chairs | p 36
 Accent Tables | p 64

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



A.
 Stanchion w/ Retractable Belt
A) STNCH1
 (black, chrome) 96"L 37"H
 Rented individually; two needed to
 complete a section.
B) STNSGN Stanchion Sign Holder
 (black, chrome) 10"L 13"H

Making You Look Good, By Design.™

Our team of seasoned event and exhibition experts are here to help you accomplish your goals, while standing out from the competition. We're more than just a furniture supplier - we're your partner in creating an environment that fosters engagement, develops relationships and amplifies your message.

Have a question? Scan the QR code to get in touch with a CORT Events team member today!



Accent Chairs | p 36
Accent Tables | p 64
Boxwood Hedges | p 116
Dividers | p 122

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ISA Convention

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

SOFT SEATING COLLECTIONS

L113690423

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

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

LoveSeats

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
BLVWHT	Baja Loveseat - White Vinyl		\$1,249.65	\$1,437.10	\$1,609.55	
KEYLOV	Key Largo Loveseat - Black Fabric, Wood		\$575.65	\$662.00	\$741.45	
NPLLOV	Naples Loveseat - Black Vinyl		\$1,103.40	\$1,268.90	\$1,421.15	
NPLLOP	POWERED Naples Loveseat - Black Vinyl		\$1,375.00	\$1,581.25	\$1,771.00	
COLVTP	Cordoba Loveseat		\$883.30	\$1,015.80	\$1,137.70	

Sofas

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
SFA002	Allegro Sofa - Blue Fabric, Brushed Metal		\$1,097.60	\$1,262.25	\$1,413.70	
BSFWHT	Baja Sofa - White Vinyl		\$1,328.55	\$1,527.85	\$1,711.20	
FAIRSW	Fairfax Sofa - White Vinyl, Brushed Metal		\$748.60	\$860.90	\$964.20	
KEYSOF	Key Largo Sofa - Black Fabric, Wood		\$742.60	\$854.00	\$956.50	
NPLSOF	Naples Sofa - Black Vinyl		\$1,312.30	\$1,509.15	\$1,690.25	
NPLLOP	POWERED Naples Sofa - Black Vinyl		\$1,598.65	\$1,838.45	\$2,059.05	
PALSOF	Palm Beach Sofa - White Vinyl		\$1,042.40	\$1,198.75	\$1,342.60	
STESOF	Sterling Sofa - Grey Fabric		\$1,237.55	\$1,423.20	\$1,594.00	
VALSOF	Valencia Sofa - Coffee Brown Velvet		\$698.40	\$803.15	\$899.55	

= **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)	8.60%
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: _____



Email completed form to: orders@shepardes.com



ISA Convention

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

ACCENT CHAIRS

L113690423

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

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

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
CHR002	Allegro Chair - Blue Fabric, Brushed Metal		\$770.00	\$885.50	\$991.75	
ATHCHA	Atherton Chair - Brown Leather, Black Metal		\$638.15	\$733.85	\$821.90	
BCHWHT	Baja Chair - White Vinyl		\$853.05	\$981.00	\$1,098.70	
BOWCHA	Bowery Chair - Ochre Fabric		\$599.40	\$689.30	\$772.00	
CNTCHR	Century Chair - Gray Velvet		\$610.85	\$702.50	\$786.80	
FAIRCW	Fairfax Chair - White Vinyl, Brushed Metal		\$539.85	\$620.85	\$695.35	
KEYCHR	Key Largo Chair - Black Fabric, Wood		\$492.15	\$565.95	\$633.85	
LABREA	La Brea Swivel Chair - Charcoal Gray Fabric, Chrome		\$644.15	\$740.75	\$829.65	
LENCHA	Lena Chair - Moss Green Leather, Bronze		\$537.90	\$618.60	\$692.85	
BCW	Madrid Chair - White Vinyl, Chrome		\$1,172.15	\$1,347.95	\$1,509.70	
MONCHA	Montreal Chair - Blue, Black Metal		\$658.70	\$757.50	\$848.40	
MNCHCH	Munich Armless Chair - Gray Fabric, Black		\$885.80	\$1,018.65	\$1,140.90	
NPLCHP	POWERED Naples Chair - Black Vinyl		\$993.20	\$1,142.20	\$1,279.25	
NPLCHR	Naples Chair - Black Vinyl		\$915.65	\$1,053.00	\$1,179.35	
STECHA	Sterling Chair - Gray Fabric		\$850.10	\$977.60	\$1,094.90	
SWAN	Swanson Swivel Chair - White Vinyl, Chrome		\$560.65	\$644.75	\$722.10	
TCHP	Tech Chair, No Tablet - Gray Vinyl, Chrome Base		\$469.50	\$539.90	\$604.70	
TCHGRY	POWERED Tech Tablet Chair - Gray Vinyl, White Metal Tablet, Chrome Base		\$458.10	\$526.80	\$590.00	
VALCHA	Valencia Chair - Spice Orange Velvet		\$469.85	\$540.35	\$605.20	
WENCHA	Wentworth Swivel Chair - Brown Vinyl		\$515.20	\$592.50	\$663.60	
BNMCOW	Brooklyn Meeting Chair		\$412.40	\$474.25	\$531.15	
BNMCSW	Brooklyn Meeting Chair, Swivel		\$412.40	\$474.25	\$531.15	
COCHTP	Cordoba Chair		\$618.55	\$711.35	\$796.70	

= 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)	8.60%
AMOUNT DUE	\$ _____

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CONTACT NAME: _____

EMAIL ADDRESS: _____



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ISA Convention

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

INDIVIDUAL SEATING

L113690423

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

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

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
BLDCRD	Blade Chair - Red		\$105.70	\$121.55	\$136.15	
BLDCSB	Blade Chair - Sky Blue		\$105.70	\$121.55	\$136.15	
SC3	Brewer Chair - Onyx, Chrome		\$274.30	\$315.45	\$353.30	
XCHR	Christopher Chair - White Vinyl, Chrome		\$164.05	\$188.65	\$211.30	
DUET	Duet Stack Chair - Black, Chrome		\$101.40	\$116.60	\$130.60	
LMCHR	Laguna Chair - Maple, Chrome		\$232.65	\$267.55	\$299.65	
LUCHCL	Lucent Chair - Frosted Acrylic, Chrome		\$284.70	\$327.40	\$366.70	
MALGRN	Malba Chair - Green, Chrome		\$178.95	\$205.80	\$230.50	
MALGRY	Malba Chair - Gray, Chrome		\$178.95	\$205.80	\$230.50	
MARCBE	Marina Chair - Ocean Blue Fabric, Brushed Metal		\$230.45	\$265.00	\$296.80	
MARCBK	Marina Chair - Black Vinyl, Brushed Metal		\$230.45	\$265.00	\$296.80	
MARCBR	Marina Chair - Brown Fabric, Brushed Metal		\$230.45	\$265.00	\$296.80	
MARCRD	Marina Chair - Red Fabric, Brushed Metal		\$230.45	\$265.00	\$296.80	
MARCWH	Marina Chair - White Vinyl, Brushed Metal		\$230.45	\$265.00	\$296.80	
OCMWHT	Meeting Chair - White		\$393.70	\$452.75	\$507.10	
PASCHR	Pasadena Chair - White Molded Plastic w/Chrome Tower Base		\$371.45	\$427.15	\$478.40	
SC10	Razor Armless Chair - White		\$122.30	\$140.65	\$157.55	
RSTDIN	Rustique Chair w/ Arms - Gunmetal		\$205.75	\$236.60	\$265.00	
CS4	Syntax Chair - Black, Chrome		\$325.10	\$373.85	\$418.70	
ZENCHR	Zenith Chair - White, Chrome		\$262.40	\$301.75	\$337.95	

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

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
AMOUNT DUE	\$ _____

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ISA Convention

Phoenix Convention Center | Phoenix, AZ
April 18 - 19, 2023

BENCHES & OTTOMANS

L113690423

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

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

Beverly Benches

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
BVSMBK	Beverly Small Bench Ottoman - Black Vinyl		\$330.50	\$380.05	\$425.65	
BVSMBL	Beverly Small Bench Ottoman - Ocean Blue Fabric		\$330.50	\$380.05	\$425.65	
BVSMBN	Beverly Small Bench Ottoman - Brown Fabric		\$330.50	\$380.05	\$425.65	
BVSMGN	Beverly Small Bench Ottoman - Olive Green Fabric		\$330.50	\$380.05	\$425.65	
BVSMGY	Beverly Small Bench Ottoman - Grey Fabric		\$330.50	\$380.05	\$425.65	
BVSM LN	Beverly Small Bench Ottoman - Linen Fabric		\$330.50	\$380.05	\$425.65	
BVSM LV	Beverly Small Bench Ottoman - Lavender Fabric		\$330.50	\$380.05	\$425.65	
BVSMOR	Beverly Small Bench Ottoman - Orange Fabric		\$330.50	\$380.05	\$425.65	
BVSMRD	Beverly Small Bench Ottoman - Red Fabric		\$330.50	\$380.05	\$425.65	
BVSMWH	Beverly Small Bench Ottoman - White Vinyl		\$330.50	\$380.05	\$425.65	
BVSMYL	Beverly Small Bench Ottoman - Yellow Fabric		\$330.50	\$380.05	\$425.65	
BVLYBK	Beverly Bench - Black Vinyl		\$632.30	\$727.15	\$814.40	
BVLYBN	Beverly Bench - Brown Fabric		\$632.30	\$727.15	\$814.40	
BVLYGR	Beverly Bench - Grey Fabric		\$632.30	\$727.15	\$814.40	
BVLYLN	Beverly Bench - Linen Fabric		\$632.30	\$727.15	\$814.40	
BVLYOB	Beverly Bench - Ocean Fabric		\$632.30	\$727.15	\$814.40	
BVLYRD	Beverly Bench - Red Fabric		\$632.30	\$727.15	\$814.40	
BVLYWH	Beverly Bench - White Vinyl		\$632.30	\$727.15	\$814.40	

Metal Bench

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
REGBEN	Regis Bench/Table - Brushed Metal		\$450.35	\$517.90	\$580.05	

Ottomans

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
END01B	Endless Curved Ottoman - Black Vinyl, Chrome		\$656.15	\$754.55	\$845.10	
END01W	Endless Curved Ottoman - White Vinyl, Chrome		\$656.15	\$754.55	\$845.10	
END02B	Endless Square Ottoman - Black Vinyl, Chrome		\$411.60	\$473.35	\$530.15	
END02W	Endless Square Ottoman - White Vinyl, Chrome		\$411.60	\$473.35	\$530.15	

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

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
AMOUNT DUE	\$ _____

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ISA Convention

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

CUBE & SWIVEL OTTOMANS

L113690423

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Vibe Cubes

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
VIB01	Vibe Cube - Green		\$220.75	\$253.85	\$284.30	
VIB02	Vibe Cube - Blue		\$220.75	\$253.85	\$284.30	
VIB04	Vibe Cube - Red		\$220.75	\$253.85	\$284.30	
VIB05	Vibe Cube - Yellow		\$220.75	\$253.85	\$284.30	
VIB08	Vibe Cube - Orange		\$220.75	\$253.85	\$284.30	
VIB09	Vibe Cube - White Waterproof		\$220.75	\$253.85	\$284.30	
VIB10	Vibe Cube - Black Waterproof		\$220.75	\$253.85	\$284.30	
VIB11	Vibe Cube - Steel Blue Vinyl		\$220.75	\$253.85	\$284.30	
VIB12	Vibe Cube - Silver Vinyl		\$220.75	\$253.85	\$284.30	
VIB13	Vibe Cube - Purple Vinyl		\$220.75	\$253.85	\$284.30	
VIB14	Vibe Cube - Cirtus Green		\$220.75	\$253.85	\$284.30	
VIB15	Vibe Cube - Taupe Vinyl		\$220.75	\$253.85	\$284.30	
VIB16	Vibe Cube - Spice Orange		\$220.75	\$253.85	\$284.30	
VIB17	Vibe Cube - Desert Rose		\$220.75	\$253.85	\$284.30	

Marche Swivel

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
MAR001	Marche Swivel - White		\$292.20	\$336.05	\$376.40	
MAR002	Marche Swivel - Grey		\$292.20	\$336.05	\$376.40	
MAR003	Marche Swivel - Linen		\$292.20	\$336.05	\$376.40	
MAR004	Marche Swivel - Raspberry		\$292.20	\$336.05	\$376.40	
MAR005	Marche Swivel - Red		\$292.20	\$336.05	\$376.40	
MAR006	Marche Swivel - Rose Qtz		\$292.20	\$336.05	\$376.40	
MAR007	Marche Swivel - Plum		\$292.20	\$336.05	\$376.40	
MAR008	Marche Swivel - Meadow Green		\$292.20	\$336.05	\$376.40	
MAR009	Marche Swivel - Pear		\$292.20	\$336.05	\$376.40	
MAR010	Marche Swivel - Blue		\$292.20	\$336.05	\$376.40	
MAR011	Marche Swivel - Orange		\$292.20	\$336.05	\$376.40	
MAR012	Marche Swivel - Forest Green		\$292.20	\$336.05	\$376.40	
MAR013	Marche Swivel - Teal Velvet		\$292.20	\$336.05	\$376.40	
MAR014	Marche Swivel - Distressed Brown		\$292.20	\$336.05	\$376.40	
MAR015	Marche Swivel - Black Vinyl		\$292.20	\$336.05	\$376.40	
MAR016	Marche Swivel - Ivory Faux Sheep Fur		\$292.20	\$336.05	\$376.40	

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TOTAL ESTIMATE	\$ _____
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ISA Convention

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ACCENT TABLES:
COCKTAIL & END

L113690423

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

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Cocktail Tables

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
ALC100	Alondra Cocktail Table - Glass Top, Chrome		\$524.85	\$603.60	\$676.05	
ALC200	Alondra Cocktail Table - Brandy Maple Top, Chrome		\$524.85	\$603.60	\$676.05	
CIC	Geo Cocktail Table - Glass Top, Chrome		\$393.70	\$452.75	\$507.10	
CIFWB	Geo Cocktail Table - Brandy Maple Top, Black		\$459.30	\$528.20	\$591.60	
MESCTB	Mesa Cocktail Table - Black Top, Bronze		\$304.05	\$349.65	\$391.60	
MESCTG	Mesa Cocktail Table - Glass Top, Bronze		\$304.05	\$349.65	\$391.60	
MESCTW	Mesa Cocktail Table - Barnwood Top, Bronze		\$304.05	\$349.65	\$391.60	
CIE	Silverado Cocktail Table - Glass Top, Chrome		\$435.45	\$500.75	\$560.85	
CIW	Sydney Cocktail Table - White Top, Brushed Steel		\$441.40	\$507.60	\$568.50	
CIY	Sydney Cocktail Table - Black Top, Brushed Steel		\$441.40	\$507.60	\$568.50	
CIWP	POWERED Sydney Cocktail Table - White Top, Brushed Steel		\$560.65	\$644.75	\$722.10	
CIYP	POWERED Sydney Cocktail Table - Black Top, Brushed Steel		\$560.65	\$644.75	\$722.10	
SYDBEC	Sydney Cocktail Table - Blue Top, Brushed Steel		\$447.35	\$514.45	\$576.20	
SYDWDC	Sydney Cocktail Table - Barnwood Top, Brushed Steel		\$406.65	\$467.65	\$523.75	

End Tables

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
ALE100	Alondra End Table - Glass Top, Chrome		\$378.80	\$435.60	\$487.85	
ALE200	Alondra End Table - Brandy Maple Top, Chrome		\$378.80	\$435.60	\$487.85	
CUBPOW	POWERED Wireless Charging Table - White, AC Plug In		\$675.15	\$776.40	\$869.55	
EIC	Geo End Table - Glass Top, Chrome		\$387.75	\$445.90	\$499.40	
EIFWB	Geo End Table - Brandy Maple Top, Black		\$399.65	\$459.60	\$514.75	
MESETB	Mesa End Table - Black Top, Bronze		\$200.85	\$231.00	\$258.70	
MESETG	Mesa End Table - Glass Top, Bronze		\$200.85	\$231.00	\$258.70	
MESETW	Mesa End Table - Barnwood Top, Bronze		\$200.85	\$231.00	\$258.70	
REGOTT	Regis End Table - Brushed Metal		\$331.10	\$380.75	\$426.45	
EIE	Silverado End Table - Glass, Chrome		\$414.55	\$476.75	\$533.95	
EIW	Sydney End Table - White Top, Brushed Steel		\$399.65	\$459.60	\$514.75	
EIY	Sydney End Table - Black Top, Brushed Steel		\$399.65	\$459.60	\$514.75	
SYDBEE	Sydney End Table - Blue Top, Brushed Steel		\$393.15	\$452.10	\$506.35	
SYDWDE	Sydney End Table - Barnwood Top, Brushed Steel		\$393.15	\$452.10	\$506.35	

= **Electrical Power** (Client is responsible for providing labor and an electrical power source to the furniture.)
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TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
AMOUNT DUE	\$ _____

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ACCENT TABLES: SIDE

L113690423

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Side Tables

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
AURA	Aura Round Table - White Metal		\$226.60	\$260.60	\$291.85	
SEDBBK	Sedona Side Table - Black Top, Bronze		\$202.70	\$233.10	\$261.05	
SEDBWD	Sedona Side Table - Wood Top, Bronze		\$202.70	\$233.10	\$261.05	
SEDBWH	Sedona Side Table - White Top, Bronze		\$202.70	\$233.10	\$261.05	
TAOBBK	Taos Side Table - Black Top, Bronze		\$202.70	\$233.10	\$261.05	
TAOBWD	Taos Side Table - Wood Top, Bronze		\$202.70	\$233.10	\$261.05	
TAOBWH	Taos Side Table - White Top, Bronze		\$202.70	\$233.10	\$261.05	
TMBTBL	Timber Table - Wood		\$268.45	\$308.70	\$345.75	

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TOTAL ESTIMATE	\$ _____
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AMOUNT DUE	\$ _____

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CONTACT NAME: _____

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BAR TABLES, BARS & COUNTERS

ISA Convention

L113690423

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

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30" Round Bar Table with Black Base

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
30AGBB	30" Round Bar Table w/ Standard Black Base - Brushed Gunmetal Top		\$393.15	\$452.10	\$506.35	
30BEBB	30" Round Bar Table w/ Standard Black Base - Blue Top		\$393.15	\$452.10	\$506.35	
30BKSB	30" Round Bar Table w/ Standard Black Base - Black Top		\$393.15	\$452.10	\$506.35	
30GSBB	30" Round Bar Table w/ Standard Black Base - Green Top		\$393.15	\$452.10	\$506.35	
30OSBB	30" Round Bar Table w/ Standard Black Base - Orange Top		\$393.15	\$452.10	\$506.35	
30WDBB	30" Round Bar Table w/ Standard Black Base - Barnwood Top		\$393.15	\$452.10	\$506.35	
30WH42	30" Round Bar Table w/ Standard Black Base - White Top		\$408.55	\$469.85	\$526.25	
30YBBB	30" Round Bar Table w/ Standard Black Base - Brushed Yellow Top		\$393.15	\$452.10	\$506.35	
VTB	30" Round Bar Table w/ Standard Black Base - Red Top		\$387.75	\$445.90	\$499.40	
VTJ	30" Round Bar Table w/ Standard Black Base - Graphite Nebula Top		\$387.75	\$445.90	\$499.40	
VTK	30" Round Bar Table w/ Standard Black Base - Maple Top		\$387.75	\$445.90	\$499.40	
VTA	30" Round Madison Bar Table w/ Standard Black Base - Gray Acajou Top		\$387.75	\$445.90	\$499.40	
P30BWH	POWERED 30" Round Cafe Table w/ Standard Black Base - White Top		\$794.25	\$913.40	\$1,023.00	

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		\$387.75	\$445.90	\$499.40	
VTN	36" Round Bar Table w/ Standard Black Base - Graphite Nebula Top		\$414.55	\$476.75	\$533.95	
VTW	36" Round Bar Table w/ Standard Black Base - White Top		\$414.55	\$476.75	\$533.95	
VTP	36" Round Bar Table w/ Standard Black Base - Maple Top		\$414.55	\$476.75	\$533.95	

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		\$474.55	\$545.75	\$611.25	
30BEHB	30" Round Bar Table w/ Hydraulic Base - Blue Top		\$474.55	\$545.75	\$611.25	
30BKHB	30" Round Bar Table w/ Hydraulic Base - Black Top		\$474.55	\$545.75	\$611.25	
30BRHB	30" Round Bar Table w/ Hydraulic Base - Red Top		\$471.25	\$541.95	\$607.00	
30GRHB	30" Round Bar Table w/ Hydraulic Base - Graphite Nebula Top		\$471.25	\$541.95	\$607.00	
30GSHB	30" Round Bar Table w/ Hydraulic Base - Green Top		\$474.55	\$545.75	\$611.25	
30MTHB	30" Round Bar Table w/ Hydraulic Base - Maple Top		\$513.00	\$589.95	\$660.75	
30OSHB	30" Round Bar Table w/ Hydraulic Base - Orange Top		\$474.55	\$545.75	\$611.25	
30WDHB	30" Round Bar Table w/ Hydraulic Base - Barnwood Top		\$474.55	\$545.75	\$611.25	
30WHHB	30" Round Bar Table w/ Hydraulic Base - White Top		\$510.05	\$586.55	\$656.95	
30YSHB	30" Round Bar Table w/ Hydraulic Base - Brushed Yellow Top		\$474.55	\$545.75	\$611.25	
30MAHB	30" Round Madison Bar Table w/ Hydraulic Base - Gray Acajou Top		\$471.25	\$541.95	\$607.00	

36" Round Bar Table with Hydraulic Base

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
36BKHB	36" Round Bar Table w/ Hydraulic Base - Black Top		\$474.55	\$545.75	\$611.25	
36GRHB	36" Round Bar Table w/ Hydraulic Base - Graphite Nebula Top		\$513.00	\$589.95	\$660.75	
36MTHB	36" Round Bar Table w/ Hydraulic Base - Maple Top		\$513.00	\$589.95	\$660.75	
36WTHB	36" Round Bar Table w/ Hydraulic Base - White Top		\$513.00	\$589.95	\$660.75	



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BAR TABLES, BARS & COUNTERS CONTINUED



ISA Convention

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Metal Bar Table

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
RSTSQT	Rustique Square Metal Bar Table - Gunmetal		\$429.50	\$493.90	\$553.15	

Ventura Communal Bar Tables

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
VNTBNP	Ventura Communal Bar Table - Black Top, Silver		\$1,040.95	\$1,197.10	\$1,340.75	
VNTMNP	Ventura Communal Bar Table - Maple Top, Silver		\$1,040.95	\$1,197.10	\$1,340.75	
VNTWNP	Ventura Communal Bar Table - White Top, Silver		\$1,040.95	\$1,197.10	\$1,340.75	
VNTBMW	Ventura Communal Bar Table w/ Grommet Holes - Maple Top, Silver		\$1,040.95	\$1,197.10	\$1,340.75	
VNTBWW	Ventura Communal Bar Table w/ Grommet Holes - White Top, Silver		\$1,040.95	\$1,197.10	\$1,340.75	
VNTBLK	POWERED Ventura Communal Bar Table, Powered - Black Top, Silver		\$1,228.80	\$1,413.10	\$1,582.65	
VNTWHT	POWERED Ventura Communal Bar Table, Powered - White Top, Silver		\$1,228.80	\$1,413.10	\$1,582.65	

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

Bars

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
MTBLPI	Midtown Bar, Lighted w/ Plug In - Taupe Glass Top, Pewter		\$2,318.15	\$2,665.85	\$2,985.75	
MTBUUL	Midtown Bar, Unlighted - Taupe Glass Top, Pewter		\$2,169.10	\$2,494.45	\$2,793.80	

Counters

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
MTCLPI	Midtown Powered Counter, Lighted w/ Plug In - Taupe Glass Top, Pewter		\$2,318.15	\$2,665.85	\$2,985.75	
MTCPUL	Midtown Powered Counter, Unlighted - Taupe Glass Top, Pewter		\$2,182.60	\$2,510.00	\$2,811.20	

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TOTAL ESTIMATE	\$ _____
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CAFÉ TABLES

L113690423

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30" Round Café Table with Black Base

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
30ACBC	30" Round Cafe Table w/ Standard Black Base - Brushed Gunmetal Top		\$352.50	\$405.35	\$454.00	
30BEBC	30" Round Cafe Table w/ Standard Black Base - Blue Top		\$352.50	\$405.35	\$454.00	
30BKSC	30" Round Cafe Table w/ Standard Black Base - Black Top		\$352.50	\$405.35	\$454.00	
30GSBC	30" Round Cafe Table w/ Standard Black Base - Green Top		\$352.50	\$405.35	\$454.00	
30OSBC	30" Round Cafe Table w/ Standard Black Base - Orange Top		\$352.50	\$405.35	\$454.00	
30WDBC	30" Round Cafe Table w/ Standard Black Base - Barnwood Top		\$352.50	\$405.35	\$454.00	
30WH29	30" Round Cafe Table w/ Standard Black Base - White Top		\$372.80	\$428.70	\$480.15	
30YSBC	30" Round Cafe Table w/ Standard Black Base - Brushed Yellow Top		\$352.50	\$405.35	\$454.00	
ZTA	30" Round Madison Cafe Table w/ Standard Black Base - Gray Acajou Top		\$363.85	\$418.45	\$468.65	
ZTB	30" Round Cafe Table w/ Standard Black Base - Red Top		\$351.95	\$404.75	\$453.30	
ZTJ	30" Round Cafe Table w/ Standard Black Base - Graphite Nebula Top		\$351.95	\$404.75	\$453.30	
ZTK	30" Round Cafe Table w/ Standard Black Base - Maple Top		\$351.95	\$404.75	\$453.30	
P30CWH	 POWERED 30" Round Cafe Table w/ Standard Black Base - White Top		\$794.25	\$913.40	\$1,023.00	

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		\$384.75	\$442.45	\$495.55	
ZTN	36" Round Cafe Table w/ Standard Black Base - Graphite Nebula Top		\$384.75	\$442.45	\$495.55	
ZTP	36" Round Cafe Table w/ Standard Black Base - Maple Top		\$384.75	\$442.45	\$495.55	
ZTQ	36" Round Cafe Table w/ Standard Black Base - White Top		\$384.75	\$442.45	\$495.55	

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		\$473.85	\$544.95	\$610.35	
30BEHC	30" Round Cafe Table w/ Hydraulic Base - Blue Top		\$474.55	\$545.75	\$611.25	
30BKHC	30" Round Cafe Table w/ Hydraulic Base - Black Top		\$473.85	\$544.95	\$610.35	
30BRHC	30" Round Cafe Table w/ Hydraulic Base - Red Top		\$471.25	\$541.95	\$607.00	
30GRHC	30" Round Cafe Table w/ Hydraulic Base - Graphite Nebula Top		\$513.00	\$589.95	\$660.75	
30GSHC	30" Round Cafe Table w/ Hydraulic Base - Green Top		\$473.85	\$544.95	\$610.35	
30MTHC	30" Round Cafe Table w/ Hydraulic Base - Maple Top		\$471.25	\$541.95	\$607.00	
30OSHC	30" Round Cafe Table w/ Hydraulic Base - Orange Top		\$473.85	\$544.95	\$610.35	
30WDHC	30" Round Cafe Table w/ Hydraulic Base - Barnwood Top		\$474.55	\$545.75	\$611.25	
30WHHC	30" Round Cafe Table w/ Hydraulic Base - White Top		\$510.05	\$586.55	\$656.95	
30YSHC	30" Round Cafe Table w/ Hydraulic Base - Brushed Yellow Top		\$473.85	\$544.95	\$610.35	
30MAHC	30" Round Madison Cafe Table w/ Hydraulic Base - Gray Acajou Top		\$471.25	\$541.95	\$607.00	



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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		\$513.00	\$589.95	\$660.75	
36GRHC	36" Round Cafe Table w/ Hydraulic Base - Graphite Nebula Top		\$513.00	\$589.95	\$660.75	
36MTHC	36" Round Cafe Table w/ Hydraulic Base - Maple Top		\$513.00	\$589.95	\$660.75	
36WTHC	36" Round Cafe Table w/ Hydraulic Base - White Top		\$513.00	\$589.95	\$660.75	

Ventura Communal Café Tables

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
VNTCBN	Ventura Communal Cafe Table - Black Top, Silver		\$799.85	\$919.85	\$1,030.25	
VNTCMN	Ventura Communal Cafe Table - Maple Top, Silver		\$799.85	\$919.85	\$1,030.25	
VNTCWN	Ventura Communal Cafe Table - White Top, Silver		\$799.85	\$919.85	\$1,030.25	
VNTCMW	Ventura Communal Cafe Table w/ Grommet Holes - Maple Top, Silver		\$799.85	\$919.85	\$1,030.25	
VNTCWW	Ventura Communal Cafe Table w/ Grommet Holes - White Top, Silver		\$799.85	\$919.85	\$1,030.25	
VNTCBK	 POWERED Communal Ventura Cafe Table - Black Top, Silver		\$908.25	\$1,044.50	\$1,169.85	
VNTCWH	 POWERED Communal Ventura Cafe Table - White Top, Silver		\$908.25	\$1,044.50	\$1,169.85	

 = **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)	8.60%
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.

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ISA Convention

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

BAR STOOLS

L113690423

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

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

Bar Stools

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
BSS	Banana Barstool - Black, Chrome		\$390.70	\$449.30	\$503.20	
BST	Banana Barstool - White, Chrome		\$390.70	\$449.30	\$503.20	
BLDBRD	Blade Barstool - Red		\$203.35	\$233.85	\$261.90	
BLDBSB	Blade Barstool - Sky Blue		\$203.35	\$233.85	\$261.90	
XBAR	Christopher Barstool - White Vinyl, Chrome		\$283.25	\$325.75	\$364.85	
LMBAR	Laguna Barstool - Maple, Chrome		\$292.20	\$336.05	\$376.40	
ROLLBL	Lift Barstool - Black Vinyl, Chrome		\$331.10	\$380.75	\$426.45	
ROLLGY	Lift Barstool - Gray Vinyl, Chrome		\$331.10	\$380.75	\$426.45	
ROLLRD	Lift Barstool - Red Vinyl, Chrome		\$331.10	\$380.75	\$426.45	
ROLLWH	Lift Barstool - White Vinyl, Chrome		\$331.10	\$380.75	\$426.45	
LUBSCL	Lucent Barstool - Frosted Acrylic, Chrome		\$406.65	\$467.65	\$523.75	
MARBBE	Marina Barstool - Ocean Blue Fabric, Brushed Metal		\$330.50	\$380.05	\$425.65	
MARBBK	Marina Barstool - Black Vinyl, Brushed Metal		\$330.50	\$380.05	\$425.65	
MARBBR	Marina Barstool - Brown Fabric, Brushed Metal		\$330.50	\$380.05	\$425.65	
MARBRD	Marina Barstool - Red Fabric, Brushed Metal		\$330.50	\$380.05	\$425.65	
MARBWH	Marina Barstool - White Vinyl, Brushed Metal		\$330.50	\$380.05	\$425.65	
RSTSTL	Rustique Barstool - Gunmetal		\$226.60	\$260.60	\$291.85	
BS001	Shark Barstool - White, Chrome		\$498.05	\$572.75	\$641.50	
BSR	Syntax Barstool - Black, Chrome		\$354.90	\$408.15	\$457.15	
ZENBAR	Zenith Barstool - White, Chrome		\$262.40	\$301.75	\$337.95	
BS002	Zoey Barstool - White, Chrome		\$456.35	\$524.80	\$587.80	

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

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
AMOUNT DUE	\$ _____

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CONFERENCE & WORK TABLES

ISA Convention

L113690423

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

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

Conference Tables

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
BKCT10N	10' Table - Black Top, Silver		\$1,016.45	\$1,168.90	\$1,309.15	
BKCT10P	POWERED 10' Table - Black Top, Silver		\$1,269.45	\$1,459.85	\$1,635.05	
CB8	42" Round Madison Table - Gray Acajou, Black		\$532.55	\$612.45	\$685.95	
42BKCT	42" Round Table - Black Top, Black		\$547.60	\$629.75	\$705.30	
CONF42	42" Round Table - White Top		\$602.55	\$692.95	\$776.10	
BKCT5N	5' Table - Black Top, Silver		\$510.55	\$587.15	\$657.60	
BKCT5P	POWERED 5' Table - Black Top, Silver		\$660.95	\$760.10	\$851.30	
BKCT8N	8' Table - Black Top, Silver		\$1,016.45	\$1,168.90	\$1,309.15	
BKCT8P	POWERED 8' Table - Black Top, Silver		\$1,269.45	\$1,459.85	\$1,635.05	
36ATO	Atomic 36" Round Table - Glass Top, Chrome		\$498.05	\$572.75	\$641.50	
42ATO	Atomic 42" Round Table - Glass Top, Chrome		\$498.05	\$572.75	\$641.50	
CE2	Geo Table, Rectangle - Glass Top, Chrome		\$706.80	\$812.80	\$910.35	
CF2	Geo Table, Rectangle - Glass Top, Black		\$706.80	\$812.80	\$910.35	
CE1	Geo Table, Rounded Square - Glass Top, Chrome		\$498.05	\$572.75	\$641.50	
CF1	Geo Table, Rounded Square - Glass Top, Black		\$498.05	\$572.75	\$641.50	
MADC05	Madison 5' Table - Gray Acajou, Chrome		\$754.55	\$867.75	\$971.90	
MADC08	Madison 8' Table - Gray Acajou, Chrome		\$1,506.10	\$1,732.00	\$1,939.85	
MADC10	Madison 10' Table - Gray Acajou, Chrome		\$1,506.10	\$1,732.00	\$1,939.85	

Work Table

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
WD3	Work Table - White Top, White		\$519.00	\$596.85	\$668.45	

= **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)	8.60%
AMOUNT DUE	\$ _____

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ISA Convention

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

EXECUTIVE SEATING,
DESKS & STORAGE

L113690423

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

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

Seating

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
CUPCHA	Cupertino Mid Back Chair - Black Vinyl		\$434.35	\$499.50	\$559.45	
GENCHA	Genesis Chair - Black		\$379.05	\$435.90	\$488.20	
PROGB	Pro Executive Guest Chair - Black Vinyl, Chrome		\$408.55	\$469.85	\$526.25	
PROEXB	Pro Executive High Back Chair - Black Vinyl, Chrome		\$581.55	\$668.80	\$749.05	
PROEXE	Pro Executive High Back Chair - White Vinyl, Chrome		\$581.55	\$668.80	\$749.05	
PROMDB	Pro Executive Mid Back Chair - Black Vinyl, Chrome		\$391.75	\$439.00	\$491.70	
PROMID	Pro Executive Mid Back Chair - White Vinyl, Chrome		\$369.80	\$425.25	\$476.30	
TASKST	Task Stool - Black Fabric, Black		\$230.45	\$265.00	\$296.80	

Desks

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
TECH	POWERED Tech Desk - Black Metal, Black Laminate w/ Electrical Unit		\$706.80	\$812.80	\$910.35	
TECH3B	POWERED Tech Desk w/ 3 Drawer File Cabinet - Black Metal, Black Laminate w/ Electrical Unit		\$873.90	\$1,005.00	\$1,125.60	
JD8	Madison Executive Desk - Gray Acajou, Chrome		\$951.45	\$1,094.15	\$1,225.45	

Storage

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
BC8	Madison Bookcase - Gray Acajou, Chrome		\$688.90	\$792.25	\$887.30	
TECH3	Cabinet on Castors - Black Top, Black Metal		\$232.65	\$267.55	\$299.65	

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

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TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
AMOUNT DUE	\$ _____

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EMAIL ADDRESS: _____



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ISA Convention

Phoenix Convention Center | Phoenix, AZ
April 18 - 19, 2023

DIVIDERS

L113690423

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

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Boxwood Hedges

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
HDC4FT	4' Boxwood Hedge		\$691.35	\$795.05	\$890.45	
HDC7FT	7' Boxwood Hedge		\$1,125.25	\$1,294.05	\$1,449.35	

Stanchions

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
STNSGN	Stanchion Sign Holder - Chrome		\$61.55	\$70.80	\$79.30	
STNCHI	Stanchion w/ Retractable Belt - Black, Chrome		\$70.60	\$81.20	\$90.95	

Dividers

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
DIVBAR	Bar/Counter Divider - Clear, Black		\$198.30	\$228.05	\$255.40	
DIVFRE	Freestanding Divider - Clear, Silver		\$398.85	\$458.70	\$513.75	
DIVFCR	Freestanding Corner Divider - Clear, Silver		\$797.65	\$917.30	\$1,027.40	
DIVFWL	Freestanding Wall Divider - Clear, Silver		\$398.85	\$458.70	\$513.75	
DIVFST	Sofa/Table Divider - Clear, Silver		\$357.85	\$411.55	\$460.95	
DIVFWB	Freestanding Whiteboard Divider - White, Silver		\$496.80	\$571.30	\$639.85	
MIRWHT	Miramar Divider - White Molded Plastic		\$510.55	\$587.15	\$657.60	

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

TOTAL ESTIMATE	\$ _____
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AMOUNT DUE	\$ _____

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ISA Convention

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

ACCESSORIES

L113690423

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

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Charging Hub

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
VILHUB	POWERED Village Charging Hub - Cream		\$298.55	\$343.35	\$384.55	

Lamps

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
LA14	Mason Silver Table Lamp - Brushed Silver		\$226.60	\$260.60	\$291.85	
LA15	Mason Silver Floor Lamp - Brushed Silver		\$345.95	\$397.85	\$445.60	

Pedestals

PDL36B	POWERED 36" Locking Pedestal - Black		\$790.35	\$908.90	\$1,017.95	
PDL36W	POWERED 36" Locking Pedestal - White		\$790.35	\$908.90	\$1,017.95	
PDL42B	POWERED 42" Locking Pedestal - Black		\$936.50	\$1,076.95	\$1,206.20	
PDL42W	POWERED 42" Locking Pedestal - White		\$936.50	\$1,076.95	\$1,206.20	

Shelving

PSHCCS	Posh Shelving - Chrome, Acrylic		\$808.30	\$929.55	\$1,041.10	
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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)	8.60%
AMOUNT DUE	\$ _____

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ISA Convention

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

GRAPHICS & SIGNS

L113690423

DISCOUNT DEADLINE:* MONDAY, MARCH 20, 2023

* 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		\$220.50	\$253.55	\$284.00	
70010	22" x 28" Horizontal		\$220.50	\$253.55	\$284.00	
70011	28" x 44" Vertical		\$335.85	\$386.25	\$432.60	
70012	28" x 44" Horizontal		\$335.85	\$386.25	\$432.60	
70027	38.25" x 90.75" Meter Board, Trovicel Panel		\$679.65	\$781.60	\$875.40	
70138	39" x 84" Meter Board, Ultraboard		\$394.85	\$454.10	\$508.60	

Printed Vinyl Banners (per sq. ft.)

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
70065	Vertical with Grommets		\$27.95	\$32.15	\$36.00	
70071	Horizontal with Grommets		\$27.95	\$32.15	\$36.00	
70066	Vertical with Pockets		\$30.10	\$34.60	\$38.75	
70072	Horizontal with Pockets		\$30.10	\$34.60	\$38.75	

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>		\$234.50	\$269.65	\$302.00	

Accessories

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
70017	4' x 8' Blank Foamcore		\$59.85	\$68.85	\$77.10	
70021	Velcro/per ft. (Minimum of 5')		\$3.85	\$4.45	\$5.00	
70004	7" x 44" ID Sign		\$65.95	\$75.85	\$84.95	
50094	Floor Easel		\$59.15	\$68.00	\$76.15	
50095	22" x 28" Chrome Sign Holder		\$134.55	\$154.75	\$173.30	
50508	Cardboard Meter Board Base, Black		\$26.30	\$30.25	\$33.90	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
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.

ISA Convention

Phoenix Convention Center | Phoenix, AZ

L113690423

April 18 - 19, 2023

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

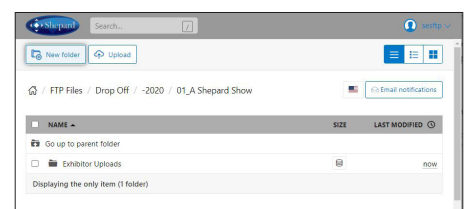
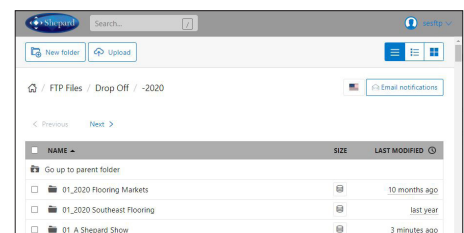
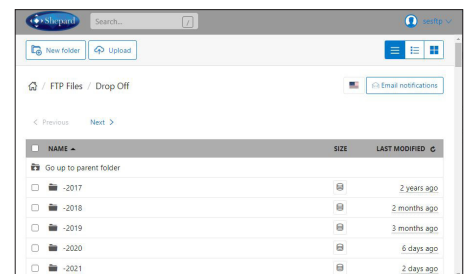
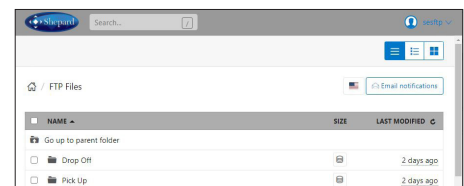
example: Shepard_Booth1905_Panel A.pdf

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.

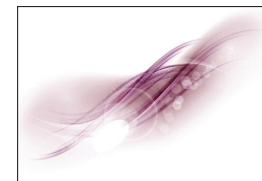
PROGRAM	FILE EXTENSION	SPECIAL CONSIDERATIONS
 Acrobat	.pdf	Must be high resolution with fonts embedded.
 InDesign	.indd or .idml	Images embedded and fonts changed to outlines or send a packaged file with fonts and images.
 Illustrator	.ai or .eps	Vector artwork. Images embedded and fonts changed to 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

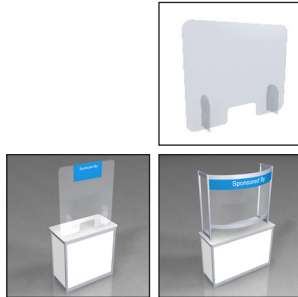


Why Shepard?

- **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

ONLINE & DISCOUNT DEADLINE:* MONDAY, MARCH 20, 2023

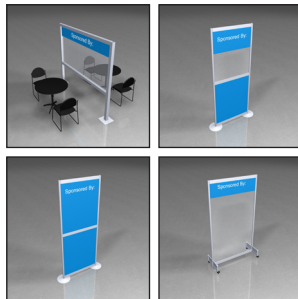
* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Counters and Furnishings not included.



Counters not included.

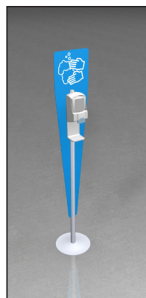
Plexi Shields

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66651	Standard Plexi Shield (CVPS1) 40" (l) x 36" (h)		\$407.40	\$468.50	\$524.70	
66652	Tall Plexi Shield (CVPS2) 40" (l) x 44" (h)		\$501.40	\$576.60	\$645.80	
66653	Curved Plexi Shield (CVPS3) 4' 8.75" (l) x 4' (h) x 2' 2.25" (d)		\$626.75	\$720.75	\$807.25	



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		\$626.75	\$720.75	\$807.25	
66655	Plexi/Trovice Panel Wall Divider (CVDW2) 3' 4.5" (l) x 8' high x Approx. 6" (d) base		\$438.75	\$504.55	\$565.10	
66656	Trovice/Trovice Wall Divider (CVDW3) 3' 4.5" (l) x 8' (h) x 1' 9" (d) base		\$376.05	\$432.45	\$484.35	
66657	Plexi Rolling Baffle (CVDW4) 4' 2.5" (l) x 7' (h) x 1' 9" (d) base		\$783.40	\$900.90	\$1,009.00	



Sanitizer Kiosk

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66650	Sanitizer Kiosk A (CVSKI) 40" (l) x 36" (h)		\$470.10	\$540.60	\$605.45	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
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: _____



EXHIBIT COUNTER RENTALS

ISA Convention

L113690423

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

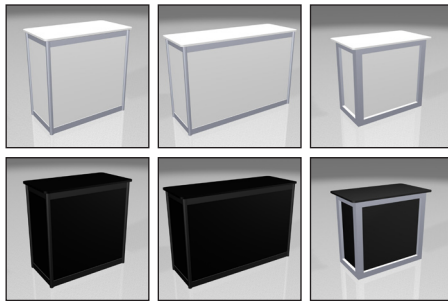
ONLINE & DISCOUNT DEADLINE:* MONDAY, MARCH 20, 2023

* 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:

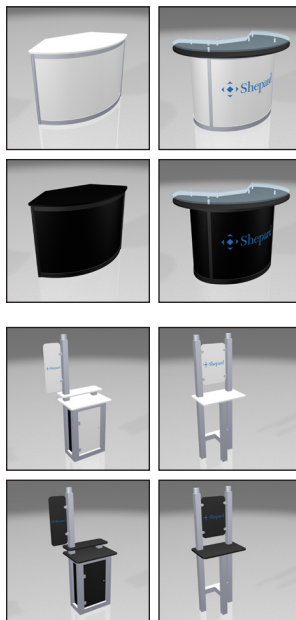
Metal Colors: Silver (15) and **Panel Colors:** White (03) or Black (06)



Locking Cabinets

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	PANEL COLOR
6628203 (w) 6628206 (b)	1 Meter Locking Cabinet (LC1) 3' 6" (l) x 3' 6" (h) x 1' 9" (d) <i>Graphic Size: 968mm x 898mm</i>		\$1,030.80	\$1,185.40	\$1,327.65	
6628303 (w) 6628306 (b)	1.5 Meter Locking Cabinet (LC2) 5' (l) x 3' 6" (h) x 1' 9" (d) <i>Graphic Size: 1463mm x 898mm</i>		\$1,250.85	\$1,438.50	\$1,611.10	
6628403(w) 6628406 (b)	Locking Cabinet (LC3) 3' 9" (l) x 3' 6" (h) x 2' 3" (d) <i>Graphic Size: 922mm x 872mm</i>		\$760.40	\$874.45	\$979.40	

Reception Counters



CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	PANEL COLOR
6627503 (w) 6627506 (b)	Reception Counter (RC2) 4'10.75" (l) x 40" (h) x 2' 4.75" (d) <i>Graphic Size: 1530mm x 898mm</i>		\$1,060.00	\$1,219.00	\$1,365.30	
6627603 (w) 6627606 (b)	Reception Counter (RC3) 5' 2.75" (l) x 42" (h) x 3' 5.5" (d) <i>Graphic Size: 1080mm x 898mm</i>		\$2,299.50	\$2,644.40	\$2,961.75	

Computer Stands - Silver Metal Only (graphic included!)

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	PANEL COLOR
6628503 (w) 6628506 (b)	Computer Stand 1 (CS1) 3' (l) x 6' 3" (h) x 1' 9" (d) <i>Graphic Size: 250mm x 700mm</i>		\$1,337.25	\$1,537.85	\$1,722.40	
6628603 (w) 6628606 (b)	Computer Stand 2 (CS2) 2' 3" (l) x 6' 3" (h) x 1' 6" (d) <i>Graphic Size: 380mm x 580mm</i>		\$779.45	\$896.35	\$1,003.90	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
AMOUNT DUE	\$ _____

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PRODUCT DISPLAYS & CHARGING STATION RENTALS

ISA Convention

L113690423

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

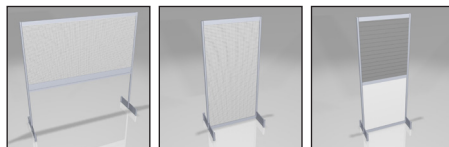
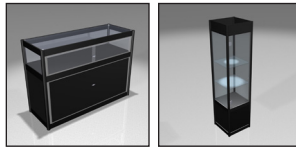
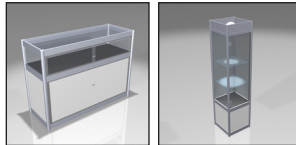
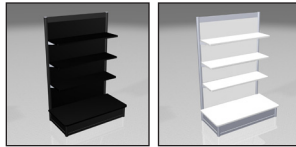
ONLINE & DISCOUNT DEADLINE:* MONDAY, MARCH 20, 2023

* 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	PANEL COLOR
6627703 (w) 6627706 (b)	Gondola 3' 6" (l) x 4' 6" (h) x 1'3" (d)		\$722.35	\$830.70	\$930.40	
6627803 (w) 6627806 (b)	GL1 5' 4" (l) x 8' (h) x 1' 3" (d) <i>Graphic Sizes: 674mm x 1682mm</i>		\$714.05	\$821.15	\$919.70	
6627903 (w) 6627906 (b)	GL2 4' 3" (l) x 7' (h) x 1' 3" (d) <i>Graphic Sizes: 674mm x 1682mm</i>		\$1,230.85	\$1,415.50	\$1,585.35	

Showcases

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	PANEL COLOR
6627003 (w) 6627006 (b)	Quarterview Showcase (Qtrview) 4' 6" (l) x 3' 3" (h) x 1' 9" (d)		\$1,390.75	\$1,599.35	\$1,791.25	
6627203 (w) 6627206 (b)	Square Showcase (Square) 1' 9" (l) x 7' (h) x 1' 9" (d)		\$1,501.00	\$1,726.15	\$1,933.30	

Charging Unit

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	PANEL COLOR
66430	Phone Charging Station (PCS) 3' (l) x 6' 3" (h) x 1' 9" (d) <i>Graphic Size: 380mm x 710mm</i>		\$2,362.80	\$2,717.20	\$3,043.25	Black ONLY

Perforated/Peg Boards

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR
66148	8' x 4' Pegboard Panel (PerfH)		\$351.20	\$403.90	\$452.35
66149	4' x 8' Pegboard Panel (PerfV)		\$351.20	\$403.90	\$452.35
50104	6" Pegs - 1 dozen (6" Pegs)		\$57.35	\$65.95	\$73.85
66147	3.5' x 8' Slat Wall, Grey (Slatwall)		\$351.20	\$403.90	\$452.35

TOTAL ESTIMATE	\$ _____
TAX (<i>All tax rates are subject to change</i>)	8.60%
AMOUNT DUE	\$ _____

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ISA Convention

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

INLINE BOOTH RENTALS

L113690423

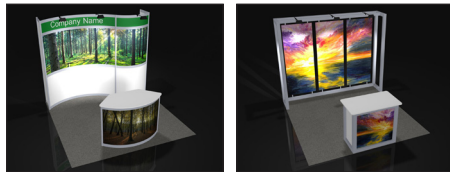
ONLINE & DISCOUNT DEADLINE:* MONDAY, MARCH 20, 2023

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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.

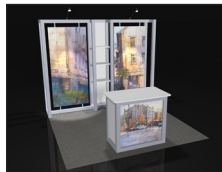
Don't see what you are looking for or need a tweak to a design? Let one of our incredible designers create a space just for you! Please contact an Exhibit Team member with any questions or customization requests.



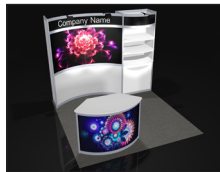
The Eddie



The Jonathon



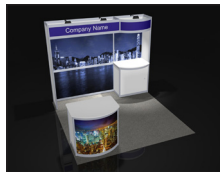
The Pierce



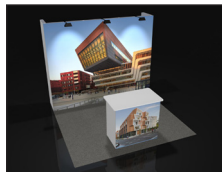
The Madison



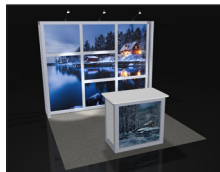
The Grant



The Harrison



The Hamilton



The Lucy

Inline Booths

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66470	The Eddie - 10' x 10'		\$4,192.80	\$4,821.70	\$5,400.30	
66471	The Eddie - 10' x 20'		\$6,827.65	\$7,851.80	\$8,794.00	

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66474	The Jonathon - 10' x 10'		\$2,925.00	\$3,363.75	\$3,767.40	
66475	The Jonathon - 10' x 20'		\$5,119.95	\$5,887.95	\$6,594.50	

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66477	The Pierce - 10' x 10'		\$3,628.15	\$4,172.35	\$4,673.05	
66478	The Pierce - 10' x 20'		\$6,888.80	\$7,922.10	\$8,872.75	

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66484	The Madison - 10' x 10'		\$4,399.75	\$5,059.70	\$5,666.85	
66485	The Madison - 10' x 20'		\$5,214.45	\$5,996.60	\$6,716.20	

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66486	The Grant - 10' x 10'		\$4,644.05	\$5,340.65	\$5,981.55	
66487	The Grant - 10' x 20'		\$6,436.60	\$7,402.10	\$8,290.35	

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66492	The Harrison - 10' x 10'		\$4,269.40	\$4,909.80	\$5,499.00	
66493	The Harrison - 10' x 20'		\$6,273.60	\$7,214.65	\$8,080.40	

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66467	The Hamilton - 10' x 10'		\$2,975.00	\$3,421.25	\$3,831.80	
66468	The Hamilton - 10' x 20'		\$5,211.90	\$5,993.70	\$6,712.95	

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66473	The Lucy - 10' x 10'		\$2,688.75	\$3,092.05	\$3,463.10	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
AMOUNT DUE	\$ _____

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ONLINE & DISCOUNT DEADLINE:* MONDAY, MARCH 20, 2023

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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.



FX21



FX2H1



FX22



FX2H2

10' x 10' Fabric Booth

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66557	10' x 10' Booth (FX21)		\$2,764.75	\$3,179.45	\$3,561.00	
66561	10' x 10' Booth with Header (FX2H1)		\$3,382.95	\$3,890.40	\$4,357.25	

GRAPHIC SIZE SPECIFICATIONS

Backwall Graphic Size	3042mm x 2432mm	Side Panel Colors	<input type="checkbox"/> White <input type="checkbox"/> Black
Counter Graphic Size	1079mm x 1020mm		
Header Graphic Size	2440mm x 380mm		

10' x 20' Fabric Booth

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66559	10' x 20' Booth (FX22)		\$4,792.20	\$5,511.05	\$6,172.40	
66567	10' x 20' Booth with Header (FX2H2)		\$5,345.25	\$6,147.05	\$6,884.70	

GRAPHIC SIZE SPECIFICATIONS

Backwall Graphic Size	6012mm x 2432mm	Side Panel Colors	<input type="checkbox"/> White <input type="checkbox"/> Black
Counter Graphic Size	1079mm x 1020mm		
Header Graphic Size	2440mm x 380mm		

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
AMOUNT DUE	\$ _____

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FABEX BACKLIT BOOTH RENTALS

ISA Convention

L113690423

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

ONLINE & DISCOUNT DEADLINE:* MONDAY, MARCH 20, 2023

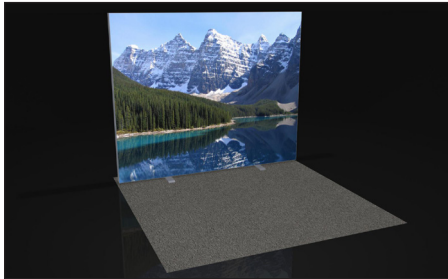
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Freestanding 8' High Backlit Backwalls with Full Color Graphics

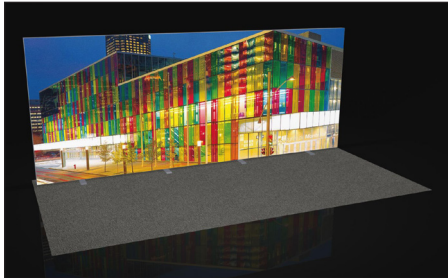
Carpet/flooring, furnishings, electrical and accessories not included. Please use the appropriate order forms to order these items.

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) <i>Graphic Size: 2992mm x 2436mm</i>		\$2,787.85	\$3,206.05	\$3,590.80	
66565	8' x 20' Backlit Backwall with Graphics (FX12) <i>Graphic Size: 5992mm x 2436mm</i>		\$4,308.35	\$4,954.60	\$5,549.15	
66566	8' x 30' Backlit Backwall with Graphics (FX13) <i>Graphic Size: 8992mm x 2436mm</i>		\$5,828.95	\$6,703.30	\$7,507.70	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
AMOUNT DUE	\$ _____

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ISA Convention

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ISLAND BOOTH RENTALS

L113690423

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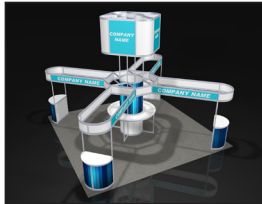
Turnkey Rental Designs Make Exhibiting Easier!

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.

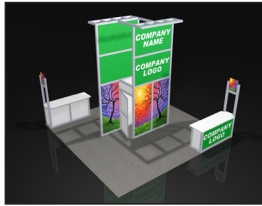
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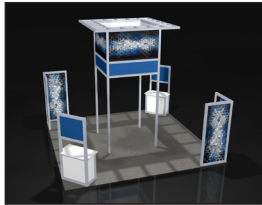
The Monroe



The Washington



The Tyler



The Garfield

Island Booths

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66494	The Monroe		\$10,673.25	\$12,274.25	\$13,747.15	
66368	The Washington		\$15,317.45	\$17,615.05	\$19,728.85	
66495	The Tyler		\$11,398.50	\$13,108.30	\$14,681.30	
66496	The Garfield		\$11,162.10	\$12,836.40	\$14,376.75	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
AMOUNT DUE	\$ _____

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ISA Convention

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

FABRIC HANGING SIGNS

L113690423

ONLINE & DISCOUNT DEADLINE:* MONDAY, MARCH 20, 2023

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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



Circle

Circle Hanging Signs

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
69140	10' x 48" Circle Hanging Sign (HSC10)		\$6,721.75	\$7,730.00	\$8,657.60	
69142	16' x 48" Circle Hanging Sign (HSC16)		\$10,683.15	\$12,285.60	\$13,759.85	



Square

Square Hanging Sign

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
69143	10' x 48" Square Hanging Sign (HSS10)		\$8,173.65	\$9,399.70	\$10,527.65	



Triangle

Triangle Hanging Sign

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
69144	10' x 48" Triangle Hanging Sign (HST10)		\$6,614.15	\$7,606.25	\$8,519.00	



Wave

Wave Hanging Signs

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
69145	10' x 48" Single Sided Wave Hanging Sign (HSWS)		\$2,912.80	\$3,349.70	\$3,751.65	
69146	10' x 48" Double Sided Wave Hanging Sign (HSWD)		\$3,876.00	\$4,457.40	\$4,992.30	

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
AMOUNT DUE	\$ _____

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CONTACT NAME: _____

EMAIL ADDRESS: _____



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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.

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

 **Shepard**

**ADVANCED WAREHOUSE
HANGING SIGN**

TO:

(Exhibiting Company Name)

(Exhibiting Company Booth Number)

**c/o Shepard Exposition Services c/o Crane
Worldwide Logistics
2800 S. Gilbert Rd.
Chandler, AZ 85286**

**FOR:
ISA Convention**

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

First day freight can arrive without a surcharge:
Monday, March 20, 2023

Last day freight can arrive without a surcharge:
Monday, April 10, 2023



STRUCTURAL INTEGRITY STATEMENT

ISA Convention

L113690423

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

* 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:

**Phoenix Convention Center
100 N 3rd St
Phoenix, AZ 85004
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.

ORDERS PLACED AND DIAGRAMS SUBMITTED WITHIN 30 DAYS OF MOVE IN ARE SUBJECT TO ADDITIONAL LATE FEES.

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: **Monday, April 10, 2023**



HANG SIGN ASSEMBLY/DISASSEMBLY

ISA Convention

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April 18 - 19, 2023

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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.

Step 1. Tell us about your hanging sign.

TYPE: Cloth Wood Truss Metal
 Other: _____

SHAPE: Circle Square Triangle Rectangle
 Other: _____

WEIGHT: _____

Step 2. Order assembly/disassembly labor.

Shepard Certified Riggers are required to assemble all hanging signs to ensure structural integrity.

Exhibitor Supervised

SIGN ASSEMBLY LABOR - EXHIBITOR SUPERVISED						
CODE	ITEM	EST. LABOR HOURS	ONLINE	DISCOUNT	REGULAR	TOTAL
69150	ST		\$160.00	\$184.00	\$206.10	
69151	OT		\$240.00	\$276.00	\$309.10	
69152	DT		\$320.00	\$368.00	\$412.15	

SIGN DISASSEMBLY LABOR - EXHIBITOR SUPERVISED						
CODE	ITEM	EST. LABOR HOURS	ONLINE	DISCOUNT	REGULAR	TOTAL
69153	ST		\$160.00	\$184.00	\$206.10	
69154	OT		\$240.00	\$276.00	\$309.10	
69155	DT		\$320.00	\$368.00	\$412.15	

REQUESTED DATE OF ASSEMBLY: _____
REQUESTED 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.

Labor Hours

Straight Time (ST): Monday - Friday 8:00AM - 5:00PM
Overtime (OT): Monday - Friday 6:00AM - 8:00AM and 5:00PM - Midnight. All hours Saturdays and Sunday
Double Time (DT): All hours between Midnight and 8:00AM. Holidays.
Holidays: NY Day, ML King Day, Easter, Memorial Day, Independence Day, Labor Day,

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

Important Information

This order form is for sign assembly/disassembly only. You will need to order rigging via the appropriate party. If Shepard is responsible for the rigging of signs, please complete the following form. If another party is handling the rigging, please order services via their forms or website.

Requested labor times are subject to availability and are not confirmed. Shepard reserves the right to change requested times in order to manage the overall installation and dismantle of the event.

Services will be charged to the exhibitor based on date and time performed. Straight time is not guaranteed. Please contact us at overheadrigging@shepardes.com with all questions.

Orders placed and diagrams submitted within 30 days of move in are subject to additional late fees.

Shepard Supervised

SIGN ASSEMBLY LABOR - SHEPARD SUPERVISED						
CODE	ITEM	EST. LABOR HOURS	ONLINE	DISCOUNT	REGULAR	TOTAL
69190	ST		\$208.00	\$239.20	\$267.90	
69191	OT		\$312.00	\$358.80	\$401.85	
69192	DT		\$416.00	\$478.40	\$535.80	

SIGN DISASSEMBLY LABOR - SHEPARD SUPERVISED						
CODE	ITEM	EST. LABOR HOURS	ONLINE	DISCOUNT	REGULAR	TOTAL
69193	ST		\$208.00	\$239.20	\$267.90	
69194	OT		\$312.00	\$358.80	\$401.85	
69195	DT		\$416.00	\$478.40	\$535.80	

REQUESTED DATE OF ASSEMBLY: _____
REQUESTED 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.

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
AMOUNT DUE	\$ _____



ISA Convention

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

OVERHEAD RIGGING LABOR

L113690423

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

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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 6:00AM - 8:00AM and 5:00PM - Midnight. All hours Saturdays and Sunday

Double Time (DT):

All hours between Midnight and 8:00AM. Holidays.

Holidays:

NY Day, ML King Day, Easter, Memorial Day, Independence Day, Labor Day, Veterans Day, Thanksgiving, Christmas Eve Day,

Please note! Shepard can hang signs up to 100 lbs that do not require chains, hoists, or motors. If your sign or hanging structure falls outside of this criteria please place your order through the Phoenix Convention Center

Important Information

This order form is for overhead rigging only. You will need to order sign assembly/disassembly via the previous form.

Requested labor times are subject to availability and are not confirmed. Shepard reserves the right to change requested times in order to manage the overall installation and dismantle of the event.

Services will be charged to the exhibitor based on date and time performed. Straight time is not guaranteed. Please contact us at overheadrigging@shepardes.com with all questions.

Orders placed and diagrams submitted within 30 days of move in are subject to additional late fees.

Step 1. Tell us about your hanging sign.

TYPE: Cloth Wood Truss Metal
 Other: _____

SHAPE: Circle Square Triangle Rectangle
 Other: _____

WEIGHT: _____

Step 2. 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 & REMOVAL						
CODE	ITEM	EST. LABOR HOURS	ONLINE	DISCOUNT	REGULAR	EST. TOTAL
69156	Rigging Install		\$697.00	\$801.55	\$897.75	
69157	Rigging Removal		\$697.00	\$801.55	\$897.75	

REQUESTED DATE OF INSTALL: _____ REQUESTED START TIME: _____

REQUESTED DATE OF REMOVAL: _____ REQUESTED START TIME: _____

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
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

ISA Convention

L113690423

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

ONLINE & DISCOUNT DEADLINE:* MONDAY, MARCH 20, 2023

* 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.)		\$25.60	\$29.45	\$33.00	
6909406	12" Black Box Truss (Per Ft.)		\$25.60	\$29.45	\$33.00	
69038	12" Silver Corner Block		\$96.00	\$110.40	\$123.65	
6903806	12" Black Corner Block		\$96.00	\$110.40	\$123.65	
70067	Design Fee (Hourly)		\$176.00	\$202.40	\$226.70	

** 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		\$544.10	\$625.70	\$700.80	
69016	Half Ton Hoist/Chain Motor		\$480.10	\$552.10	\$618.35	
69019	Rotating Motor 500 LB Limit		\$512.05	\$588.85	\$659.50	
69020	Rotating Motor 200 LB Limit		\$288.05	\$331.25	\$371.00	

Rotate Clockwise (right) Rotate Counterclockwise (left)

Include the following items with your Truss and Motor Order:

- Hanging Sign Instructions
- Sign/Hanging Diagram
- Placement Grid
- Overhead Rigging Labor Order

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
AMOUNT DUE	\$ _____

ORDERS PLACED AND DIAGRAMS SUBMITTED WITHIN 30 DAYS OF MOVE IN ARE SUBJECT TO ADDITIONAL LATE FEES.

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

Arizona

LABOR

Arizona is a “right-to-work” state. Full time employees of the exhibiting companies may set up their own exhibits. Union Labor, however, 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. Exhibitors may not operate or utilize any type of powered or mechanical equipment.

EXHIBIT LABOR JURISDICTION

Union exhibit labor claims jurisdiction for the installation, dismantling, and first cleaning of prefabricated exhibits and displays when this work is done by persons other than company personnel. They may be employed by completion of labor forms enclosed in this manual.

Union Labor is not required to put your products on display, to open cartons containing your products, nor to perform testing, maintenance or repairs on your products.

If, however, you hire any labor to assist you, it must be through the Official Contractor or a contractor which meets all of the regulations as an Exhibitor Appointed Contractor.

MATERIAL/FREIGHT HANDLING JURISDICTION

Shepard Exposition Services has the responsibility of receiving and handling all exhibit materials and empty crates. 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 have complete control of the loading docks at all times.

Exhibitors may hand carry their own materials into the facility. The use or rental of dollies, flat trucks and other mechanical equipment is not permitted. Shepard will not be responsible for any materials they do not handle.

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

Craftsmen at all levels must be instructed to refrain from expressing any grievances or directly challenging the practices of the exhibitor. All questions originated by labor are to be expressed only to Shepard Exposition Services. Exhibitors are asked to refrain from voicing labor complaints to craft personnel. Any questions regarding contract labor should be immediately directed to Shepard Exposition Services.

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.



ISA Convention

Phoenix Convention Center | Phoenix, AZ

April 18 - 19, 2023

SHEPARD BLUE LABOR

L113690423

ONLINE & DISCOUNT DEADLINE:* TUESDAY, MARCH 28, 2023

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Labor Hours

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

Overtime (OT): Monday - Friday 6:00AM - 8:00AM and 5:00PM - Midnight. All hours Saturdays and Sunday

Double Time (DT): All hours between Midnight and 8:00AM. Holidays.

Holidays: NY Day, ML King Day, Easter, Memorial Day, Independence Day, Labor Day, Veterans Day, Thanksgiving, Christmas Eve Day, Christmas Day, NY Eve Day, Presidents Day

Shepard Blue Supervised Labor

INSTALL LABOR**					
CODE	ITEM	ONLINE	DISCOUNT	REGULAR	ESTIMATED TOTAL***
68066	ST	\$166.40	\$191.35	\$214.30	
68067	OT	\$249.60	\$287.05	\$321.50	
68068	DT	\$332.80	\$382.70	\$428.60	

DISMANTLE LABOR**					
CODE	ITEM	ONLINE	DISCOUNT	REGULAR	ESTIMATED TOTAL***
68070	ST	\$166.40	\$191.35	\$214.30	
68071	OT	\$249.60	\$287.05	\$321.50	
68072	DT	\$332.80	\$382.70	\$428.60	

**Pricing includes Supervisory fee of 30% over standard labor.

TOTAL ESTIMATE	\$ _____
TAX (All tax rates are subject to change)	8.60%
AMOUNT DUE	\$ _____

Step 1. Choose your service.

- Installation Dismantling Both Installation & Dismantling
- Scissor Lift Install Scissor Lift Removal Scissor Lift Install & Removal

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: _____

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

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 pickup.

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)



EXHIBITOR SUPERVISED LABOR

ISA Convention

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Double Time (DT): All hours between Midnight and 8:00AM. Holidays.
Holidays: NY Day, ML King Day, Easter, Memorial Day, Independence Day, Labor Day, Veterans Day, Thanksgiving, Christmas Eve Day, Christmas Day, NY Eve Day, Presidents Day

Exhibitor Supervised Labor

INSTALL LABOR**					
CODE	ITEM	ONLINE	DISCOUNT	REGULAR	ESTIMATED TOTAL***
68060	ST	\$128.00	\$147.20	\$164.85	
68061	OT	\$192.00	\$220.80	\$247.30	
68062	DT	\$256.00	\$294.40	\$329.75	

DISMANTLE LABOR**					
CODE	ITEM	ONLINE	DISCOUNT	REGULAR	ESTIMATED TOTAL***
68063	ST	\$128.00	\$147.20	\$164.85	
68064	OT	\$192.00	\$220.80	\$247.30	
68065	DT	\$256.00	\$294.40	\$329.75	

** 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)	8.60%
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

Rates Effective July 1, 2022-June 30, 2023

Information & Online Ordering

www.commonwealthexpo.com



Submit Form To:



Commonwealth Electric Company

100 North 3rd Street, Phoenix, AZ 85004

PH 602.253.5881

Fax 602.253.5530

Email: ccooper@commonwealthelectric.com

Please note that electrical orders can only be placed online or via this form, phone orders not accepted.

Event: ISA Convention 2023				Dates: April 16th-19th, 2023			
				Event # 375361			
For Discount Payment Price we must receive your order and payment prior to this							
DISCOUNT DEADLINE DATE OF:				04.03.2023			
Company Name:				Booth#:			
Standard Electrical Outlets **Rates are for duration of event**				If you require services not listed on this form please call for a quote. Lighting, Water and/or Air, please call for Order Form 24 Hour Services: Rates are DOUBLE the Outlet Rate Check if required Overhead Power: Rates are Time and Material. Please call for quote. 208V and 480V Services: There is a MINIMUM labor charge of (1) hr. for installation/removal of all 208V service. There is a MINIMUM labor charge of (2) hrs. for installation/removal of all 480V service. ELECTRICAL LABOR: Outlets requested to be placed anywhere other than the back of the booth will require a layout and a MINIMUM of (1) hour labor. Please call for quotes on labor if your booth is an Island booth or needs overhead power. Okay to proceed (layout with scaled orientation attached. Order will be installed prior to exhibitor move in. Layout to follow FOR SUPERVISED LABOR ONLY Exhibitor supervision requested, requires a MINIMUM of (1) hour of labor. Date/Time Requested Onsite Contact Onsite Contact Cell #			
Qty	Description	Discount	Regular			Amount	
120V Motor & Equipment Outlets (3 Pronged)							
	500 Watts (5Amp)	\$119.06	\$160.73				
	1000 Watts (10 Amp)	\$157.85	\$213.09				
	2000 Watts (20 Amp)	\$199.86	\$269.81				
1 Phase 208V A.C. 60 Cycle **Requires MINIMUM (1) hr Labor							
	10 Amp 208V 1 Phase	\$269.14	\$363.33				
	20 Amp 208V 1 Phase	\$316.83	\$427.72				
	30 Amp 208V 1 Phase	\$395.18	\$533.49				
	50 Amp 208V 1 Phase	\$539.40	\$728.18				
	60 Amp 208V 1 Phase	\$612.08	\$826.30				
	100 Amp 208V 1 Phase	\$986.08	\$1,331.20				
3 Phase 208V A.C. 60 Cycle **Requires MINIMUM (1) hr Labor							
	10 Amp 208v 3 Phase	\$304.33	\$410.85				
	20 Amp 208V 3 Phase	\$424.70	\$573.35				
	30 Amp 208V 3 Phase	\$468.75	\$632.81				
	50 Amp 208V 3 Phase	\$677.30	\$914.36				
	60 Amp 208V 3 Phase	\$821.53	\$1,109.07				
	100 Amp 208V 3 Phase	\$1,511.91	\$2041.07				
Rental Items							
	Extension Cord 15'	\$32.19					
	Extension Cord 25'	\$34.57					
	5-way power strip	\$29.81					
	3-way adaptor	\$26.23					
In line booths with standard electrical placement (along back drapeline) will NOT incur labor charges							
Labor for Layout/Overhead/Qty and 208V Services							
	ST (M-F 8am-4:30pm)	\$104.92					
	OT (M-F 4:30pm-12am & Sat 8am-12am)	\$157.39					
	DT (M-F 12am-8am & all Sundays/Holidays)	\$209.85					
State of Arizona or Federal Tax Exempt form must be submitted with order to receive exemption. **By signing the order form, I have read and agree to all of Commonwealth Electric Company's Conditions and Regulations.**		Total Order					
		8.6% Sales Tax					
		Labor Amount					
		Total Due					
Company Name		Phone					
		Cell Phone					
Address		City	State	Zip			
Email Address		Onsite Contact					
Signature		Print Name					
Paid by: CK AX MC VS	Credit Card Number	Exp Date	CVV				
Cardholder Signature		Print Name					

Payment Policy:

1. **Payment in full:** is required on all orders at the time the order is placed. Purchase orders are not considered payment. There will be an additional \$35 service charge on all returned checks. For your convenience, we accept the following forms of payment: Check, Money Order, Visa, MasterCard and American Express. No cash will be accepted.
2. **Tax:** All amounts, except labor, are subject to a combined Arizona State and City sales tax. If you are tax exempt in the state of Arizona, please attach sales tax exemption certificate (form 5000) to your order. Orders submitted online will not be accepted as tax exempt, and credit will not be given for sales tax paid online. Tax exempt orders must be submitted with the order form and not placed online.
3. **Discount Rates:** Please see order form for exact date for each event.
4. **Regular Rates:** are applied to all orders received after the deadline for the discounted rates and orders received on-site at the event.
5. **Refunds:** will not be issued on services that have already been installed. Refunds will not be considered unless submitted in writing by customer prior to the close of the event.
6. **Contract Agreement:** Lessor will not be responsible for strikes, accidents, an Act of God, or delays beyond control. If by any reason of any default on the part of the lessee, hereunder, it becomes necessary to engage an attorney, the lessee agrees to pay all costs, expenses, and the attorney's fees expanded or incurred by lessor in connection therewith. Payment or receipt of this contract constitutes acknowledgment that lessee has read and agrees to all conditions and regulations as stated in this contract.

Outlets & Equipment:

1. All electrical outlets are provided at an additional charge and are not part of a booth package unless otherwise indicated on the Commonwealth Electric order form.
2. Each outlet ordered is ONE (1) SINGLE plug-in.
3. In-line and peninsula booths: each outlet will be located at the back of the booth. Island booths: outlets will be placed at the most convenient location for Commonwealth Electric unless otherwise noted by the customer. Should outlets be required in any other location within the booth, a labor charge will be incurred, and a layout must be submitted with order.
4. Outlets are to be ordered separately by each customer and may not be shared with other customers.
5. Building utility outlets are not a part of the booth space and are not to be accessed, blocked or used by customers.
6. Electrical floor boxes must not be covered or blocked by customer unless prior arrangements have been made with Commonwealth Electric.
7. All materials and equipment furnished by Commonwealth Electric for this service order, shall remain the property of Commonwealth Electric and shall only be removed by Commonwealth Electric at the close of the event. Any equipment removed by the customer shall be charged the replacement cost of the specific equipment.

Labor:

Labor charges shall be incurred for the following: (please refer to the order form or contact Commonwealth Electric for labor minimums per service)

- Request for your outlet to be placed anywhere other than the back of your booth. A layout must be attached to your order with booth orientation & dimensions.
- All 110V (120V) services above 20 amps.
- All 208V (220V) services ordered with a minimum of one (1) hour labor per connection.
- Conversion of customer power connection.
- All overhead services.
- Ordering eight (8) or more services within the same booth space.
- Requested customer supervision for service installation.

Conditions and Regulations:

1. Commonwealth Electric will provide standard NEMA connections for all services 208V (220V) or higher. Please check with Commonwealth Electric for specific type of connection per facility. It is the responsibility of each customer to convert to each facility's connection.
2. Customers are responsible for supplying all converters 220V-110V for international equipment. Should Commonwealth Electric supply, there will be an additional charge. Contact Commonwealth Electric for specific charges.
3. Commonwealth Electric will not be responsible for any cutting or altering of any floor covering in order to bring services to a booth in a specific location.
4. All equipment, regardless of source of power, must comply with all Federal, State, and City safety codes.
5. All equipment must be approved by Underwriters Laboratory and properly UL labeled with complete information as to current, voltage, phase, cycle, horsepower, etc. If equipment is not UL approved and tagged, Commonwealth Electric reserves the right to refuse to energize.
6. All customer supplied cords must be of the three (3) wire grounded type. Use of open sockets, latex or lamp cord wire is prohibited.
7. All exposed, non-current carrying metal parts of fixed equipment, which are liable to be energized, shall be grounded.
8. Commonwealth Electric is not responsible for voltage fluctuations or power failure because of temporary conditions.

FAQ:

1. How much power do I need to order?

Answer: You will need to check the electrical tag/sticker on each piece of equipment to determine the actual wattage or amperage required. Please feel free to contact the Commonwealth Electric Account Manager for your event if you need assistance.

2. How much power will I need to order for a laptop?

Answer: You may power up to three (3) laptops per 500-watt outlet ordered.

3. How much power will I need to order for lighting?

Answer: Please add up the wattage of each lightbulb to determine total amount of wattage needed to order. Example: Four (4) sixty (60) watt lightbulbs would total two hundred forty (240) watts. You would need to order a 500-watt outlet to power these lights.

INTERNET | TELEPHONE | CABLE TV

PHOENIX

CONVENTION CENTER

EXHIBITOR ORDERING GUIDE

YOUR ROADMAP TO
A SUCCESSFUL EVENT



Where
TECHNOLOGY
Meets HOSPITALITY

EXPERTISE

WE HAVE DESIGNED & INSTALLED
MORE NETWORKS
FOR MAJOR TRADESHOWS
THAN ANY OTHER ORGANIZATION

FIRST CLASS CUSTOMER SERVICE

Leading up to the start of your event, our **customer service team will work with you** to ensure all the required information needed to install services is collected prior to your arrival. These items include; verifying your order, providing all pertinent IP and wireless information, collecting a floor plan, advanced payment, and confirmation of all required signatures. We understand **there are a lot of moving parts** when planning to exhibit at a convention and our mission to make this process as easy as possible.

It's our goal to make our team as accessible as possible. All our events are staffed with local team members for you to utilize, helping **ensure network reliability and the delivery of the services you need**. During move-in and show days, our team is available to assist you with your ordered services.

KNOWLEDGEABLE TECHNICAL SUPPORT

Our experienced technicians are **readily available** to perform troubleshooting, installation of additional services, relocations and much more.

Our team will be available **throughout the entire event** to provide you with the show experience you've always envisioned.

REDUNDANCY OF EQUIPMENT

We always have spares on-hand and are network ready. Smart City always keeps network switches and wireless access points on-hand and connected to the network. If a piece of equipment fails, we can replace it immediately with **little to no downtime**.

24/7 NETWORK MONITORING

All ports on the Smart City network are **polled every minute for network stability**. Certified network engineers are on staff in our Network Operations Center during event hours and on call 24/7.





Is the exclusive provider of the following services:

INTERNET



TELEPHONE



CABLE TV



Need just a **BASIC** CONNECTION?



Our **BASIC INTERNET SERVICE**, ideal for **LIGHT INTERNET USAGE** such as web browsing and checking email via a wired connection.

SERVICE	INCENTIVE **	BASE	ON-SITE
Basic Internet	\$895	\$1,140	\$1,368
Additional Device	\$185	\$220	\$255
EQUIPMENT & LABOR	INCENTIVE **	BASE	ON-SITE
Switch Rental	\$185	\$225	\$270
Patch Cables	\$50	\$62	\$74
Labor (Floor Work)	\$125	\$125	\$125

* **NOT FOR STREAMING**

** **ORDER 14 DAYS PRIOR TO FIRST DAY OF MOVE-IN TO GET THE INCENTIVE RATE!**

Basic Internet Includes:

- 1.54 Mbps burstable to 3 Mbps per device
- Routers are not permitted on this service and will not work
- Each device includes (1) Private IP Address
- Up to 4 additional IPs [devices] may be purchased separately
- Ethernet RJ45 Hardline drop and is DHCP (plug and play)

To connect multiple devices to this service a Switch Rental, Patch Cables and Floor Work are required. If more than 5 devices are needed, another main drop (Basic Internet w/ 1 Private IP) is required. An additional 4 devices can then be added to your order. A maximum of 10 devices in one location is permitted.

ORDER NOW >



Order online at:
orders.smartcitynetworks.com
or call 888.446.6911

What if it's **MISSION CRITICAL?**

Our **DEDICATED WIRED SERVICES** are the **FASTEST AND MOST RELIABLE** way to deliver high quality experiences at your event.

DEDICATED SERVICES	STREAMING			INCENTIVE*	BASE	ON-SITE
	SD	or HD	or UHD			
3 Mbps Dedicated	1	N/A	N/A	\$3,495	\$4,370	\$5,244
6 Mbps Dedicated	2	1	N/A	\$5,900	\$7,375	\$8,850
10 Mbps Dedicated	3	2	N/A	\$7,850	\$9,810	\$11,772
15 Mbps Dedicated	5	3	N/A	\$11,700	\$14,630	\$17,556
25 Mbps Dedicated	6	4	1	\$19,250	\$24,060	\$28,872

***ORDER 14 DAYS PRIOR TO FIRST DAY OF MOVE-IN TO GET THE INCENTIVE RATE!**

Whether you are setting up your own booth Wi-Fi, Webcasting, HD Streaming, Gaming or require Point to Point connectivity, Dedicated Internet is the way to go!

Dedicated Services Include:

- Ethernet (1) RJ45 Hardline drop with VLAN
- **Wireless and Hardline routers are permitted**
- (5) Static Public IP addresses
- Speeds up to 1 Gbps available
- Additional Static IP addresses available for purchase

ORDER NOW 



Order online at:
orders.smartcitynetworks.com
or call 888.446.6911

NEED WIRELESS CONNECTIVITY?



Our **STANDARD HOTSPOT** provides **SIMPLE & SECURE WIRELESS** connectivity ideal for checking emails, browsing the web, processing payments, and light website demonstrations.

STANDARD HOTSPOT PROVIDES 3 Mbps BURSTABLE TO 5 Mbps PER DEVICE*

DEVICE LIMIT	INCENTIVE**	BASE	ON-SITE
5 Device Limit	\$2,339	\$2,807	\$3,368
15 Device Limit	\$4,133	\$4,960	\$5,952
30 Device Limit	\$6,762	\$8,114	\$9,737
Additional Access Point Rental	\$750	\$750	\$750

* **NOT FOR STREAMING.**

** **ORDER 14 DAYS PRIOR TO FIRST DAY OF MOVE-IN TO GET THE INCENTIVE RATE!**

All Hotspots broadcast on the **5 Ghz frequency only** and include:

- (1) Custom network name or SSID
- (1) Password (8 character minimum)
- (1) Access Point - booth size may require additional Access Point rental

ORDER NOW



Order online at:
orders.smartcitynetworks.com
or call 888.446.6911



orders.smartcitynetworks.com/wifi-splash-page-design

WILL YOUR BOOTH DEMO BRING OUT THE MASSES?

Our **PREMIUM HOTSPOT** combines

HIGH BANDWIDTH WIRELESS

with greater flexibility and customization options that generate smoother product demos, quicker remote connectivity and superior video streaming quality.

PREMIUM HOTSPOTS ARE NOT RATE LIMITED PER DEVICE

BANDWIDTH ALLOCATION	STREAMING			INCENTIVE *	BASE	ON-SITE
	SD	or HD	or UHD			
10 Mbps	3	N/A	N/A	\$8,800	\$10,560	\$12,672
20 Mbps	6	4	N/A	\$16,600	\$19,920	\$23,904
30 Mbps	10	6	1	\$24,200	\$29,040	\$34,848
40 Mbps	13	8	1	\$31,550	\$37,860	\$45,434
50 Mbps	16	10	2	\$39,050	\$46,860	\$56,232
Additional Access Point Rental	N/A	N/A	N/A	\$750	\$750	\$750

***ORDER 14 DAYS PRIOR TO FIRST DAY OF MOVE-IN TO GET THE INCENTIVE RATE!**

All Hotspots broadcast on the **5 Ghz frequency only** and include:

- (1) Custom network name or SSID
- (1) Password (8 character minimum)
- (1) Access Point - booth size may require additional Access Point rental

ORDER NOW 



Order online at:
orders.smartcitynetworks.com
or call 888.446.6911



orders.smartcitynetworks.com/wifi-splash-page-design

NEED TELEPHONE OR CONFERENCE SERVICES?

Our **TELEPHONE SERVICES** provide reliable **VOICE SERVICE** solutions for Single Line, Multi Line, and Conference calls.

VOICE SERVICES	INCENTIVE*	BASE	ON-SITE
Single Line Telephone - With or Without Device	\$275	\$345	\$414
Multi Line Telephone	\$415	\$520	\$624
Polycom Speaker Phone	\$465	\$575	\$690

*** ORDER 14 DAYS PRIOR TO FIRST DAY OF MOVE-IN TO GET THE INCENTIVE RATE!**

We have specialized in telephone services for over 30 years. Smart City provides reliable phone services with crystal clear connections. Our telephone services can be used for reception check-in, conference calls in meeting rooms and for credit card processing machines.

Telephone Service Information:

- Multi Line telephones include (1) Main number and (1) rollover line
- Polycom speakerphones require power source, **electrical** services may need to be ordered separately
- Domestic Long Distance is included
- International calling is billed separately

ORDER NOW 



Order online at:
orders.smartcitynetworks.com
or call 888.446.6911

NEED CABLE TV SERVICES?



Smart City Networks is the exclusive provider of **CABLE TV SERVICES**. Visit our online ordering site to learn more.

Our cable services deliver high-definition channels with clear and crisp picture quality to satisfy even the most discerning of viewers.

***ORDER 14 DAYS PRIOR TO FIRST DAY OF MOVE-IN TO GET THE INCENTIVE RATE!**

**Cable services may require a deposit in some locations.

ORDER NOW



Order online at:
orders.smartcitynetworks.com
or call 888.446.6911

FAQ

Frequently Asked Questions

DOES SMART CITY NETWORKS PROVIDE COMPLIMENTARY WI-FI?

Yes! Smart City Networks provides complimentary Wi-Fi in most designated public areas of the facility, such as the concourse lobbies and food courts. Check with your specific venue for locations. This service is made available to approximately 30 million guests, visitors, and attendees at our convention centers throughout the country. There is no requirement to purchase a Smart City Networks service in order to take advantage of the complimentary Wi-Fi.

WHY DOESN'T SMART CITY NETWORKS PROVIDE COMPLIMENTARY WI-FI IN THE EXHIBIT HALLS?

Exhibit halls are not public areas since this space is typically licensed to a company, government agency, or trade association for a private event. The space license agreement governs the availability of a range of services for the event and the license may or may not call for complimentary Wi-Fi services.

WILL MY PERSONAL HOTSPOT (MI-FI) WORK IN YOUR BUILDING?

Yes – however, the capability of your personal mobile hotspot is limited by your cellular carrier by the spectrum and Internet bandwidth capacity they have made available. Cellular carrier signals penetrate into a facility either from a nearby cellular tower or via an in-building Distributed Antenna System (DAS). It is important to remember that your personal mobile hotspot is obtaining a wireless signal from a shared cellular network, so service may be disrupted or become unreliable due to user density and demand on the carrier's network. In all cases, you have the option to take advantage of the complimentary Wi-Fi throughout the public areas, or if you choose, you can purchase an upgraded package based on your service requirements.

WHAT MUST BE IDENTIFIED ON MY FLOORPLANS?

Floor plans should include the surrounding booth numbers for orientation, measurements and easy identification of all required end location(s). Be sure to distinguish your main distribution line (MDL) and additional patch cables. Please reference Smart City's Communications Floorplan Worksheet.

TIP: Most of our venue's data jacks originate from a floor pocket. Be sure to submit a completed floorplan prior to the first day show move-in to avoid any additional labor charges.



Order online at:
orders.smartcitynetworks.com
or call 888.446.6911

DO YOU OFFER INCENTIVE RATES?

Yes! Orders received along with payment by the incentive deadline date will receive our early incentive pricing.

WHY ARE ROUTERS NOT ALLOWED ON A SHARED NETWORK?

Many times, Smart City has found that routers on a shared network are installed incorrectly, which can cause problems for other users of the network. Additionally, an accurate count of the number of devices on the network is required to determine the appropriate network size and bandwidth available to the network. For more information and to request the build-out of a special system to meet your needs, contact our team today for a quote.

CAN I PROVIDE MY OWN SWITCH AND/OR CABLING?

Yes, you can provide your own switch and patch cables for in booth cabling. Unless otherwise mandated by the venue.

Please Note: Connectivity can be guaranteed only to the point where Smart City Networks' services originate in the booth. Smart City Networks cannot guarantee service on customer/exhibitor-provided cable(s) and/or equipment. Any request for trouble diagnosis or problem resolution found not to be the fault of Smart City Networks (such as faulty equipment or damaged cable) may be billed to the exhibitor at the prevailing labor rate.

HOW MUCH BANDWIDTH DO I NEED?

To identify how much bandwidth you should require, please reach out to a technical representative in your organization, review your program specifications listed with any demonstrations or downloads you plan to run.

WHAT DOES SD, HD, AND UHD STAND FOR?

SD, HD, and UHD are the abbreviated names of three video streaming formats. The basic difference between each of the formats is the number of pixels comprising the video image. The greater the pixel count the sharper and more detailed your video will be.

FORMAT	RESOLUTION	BANDWIDTH REQUIRED
Standard Definition (SD)	720x480	3.0-5.0 Mbps
High Definition (HD)	1280x720 & 1920x1080	5.0-8.0 Mbps
Ultra High Definition (UHD)	3840x2160	25 Mbps

Our Promise ★★★★★

Smart City Networks is “Where Technology Meets Hospitality”. By anticipating and responding to our clients’ needs, we continue to lead the nation in providing quality advanced technology and telecommunication solutions to the trade show and event industry. We work to build personal relationships with our clients because excellent service requires an exceptional and long-lasting commitment.

“IN A HECTIC WORLD, WE PROVIDE PEACE OF MIND.”



Exhibitor Services for

Industrial Supply Association

One Dedicated Team to Support Exhibitor Audio-Visual & Production Needs

Our inventory includes audio-visual and staging components that enable exhibitors to showcase products and services with maximum impact. We make the process simple and efficient with an online ordering system that gives you plenty of options, right at your fingertips.

If you need a custom solution, or want to raise the bar with a unique activation, give us a call. From LED walls to custom-designed lighting, AV Concepts is your resource for **your event technology needs**.

Available Equipment:

- TV Monitors
- Audio Equipment
- Power Strips
- Laptops
- Media Players
- Rigging
- Lights
- Cables
- and more!



EARLY BIRD PRICING

*AVAILABLE THROUGH
March 24!*

SHOP NOW

WE ARE THE OFFICIAL AUDIO-VISUAL PROVIDER FOR THE PHOENIX CONVENTION CENTER.



☎ 480.701.0059

✉ exhibitorservices@avconcepts.com

Place your online order today at
avconcepts.com/stores

LEAD RETRIEVAL 101

How are you capturing and following up with all of the leads collected at your booth?

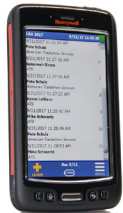
“Maximize your ROI by using ATS Lead Retrieval services.”

Badges at events act as a form of identification and most importantly, electronic business cards. In an effort to streamline session attendance tracking & exhibitor lead capture show managers incorporate QR barcodes fully encoded with attendee contact info as well as important demographic data allowing the exhibitors to easily qualify and follow up.

.....

Why use event provided Lead Retrieval services?

- Easy to scan & capture attendee contact + key demographic information.
- Digital qualifiers & note taking
- Lead data available in real-time & post event (saved in Cloud for up to 60 months)
- Onsite technical support included
- Easily manage your exhibit booth team's leads
- Customization and seamless integrations into your existing CRM system available.



Dedicated device
to capture leads
Just Point & Scan

MobilePlus™



Large format
device to capture
leads
Just Point & Scan

iPad MiniPlus™



Use your own
device to capture
leads
Just Point & Scan

LeadsPlus™ App



**AMERICAN
TRADESHOW SERVICES**

LEAD RETRIEVAL ORDER FORM **DISCOUNT DEADLINE: FRIDAY, MARCH 17, 2023**

Click here to ORDER ONLINE

- Instantly capture attendee contact info! Just **"Point and Scan"** the badges QR Code
- Personalize Leads by using our **"Custom Qualifiers"** with the ability for note taking
- Real-time lead data & analytics make following up a breeze; easy and efficient
- Leads stored in the cloud for up to 60 months



Handheld
"State of the Art"
Honeywell Scanner

MobilePlus™

Use our iPad &
our LeadsPlus
Application

iPad® Mini Plus™

Use your own
IOS or Andoid
Devices

LeadsPlus™ App

ITEM	DIS. DEADLINE	SHOW RATE	QTY	SUBTOTAL
Mobile Plus	\$ 369.00	\$ 419.00	_____	\$ _____
iPad Mini Plus	\$ 449.00	\$ 499.00	_____	\$ _____
LeadsPlus App	\$ 359.00	\$ 409.00	_____	\$ _____
(First License)				
LeadsPlus App	\$ 99.00	\$ 149.00	_____	\$ _____
(Additional License)				
LeadsPlus App Bundles:				
3 Pack	\$ 499.00	\$ 549.00	_____	\$ _____
6 Pack	\$ 799.00	\$ 849.00	_____	\$ _____
10 Pack	\$ 999.00	\$ 1049.00	_____	\$ _____
Mobile Plus Add-Ons:				
		Post Dis. Deadline		
Z-Printer Plus	\$ 75.00	\$ 95.00	_____	\$ _____
Custom Survey	\$ 60.00	\$ 80.00	_____	\$ _____
Delivery & Setup	\$ 65.00	\$ 85.00	_____	\$ _____

(PLEASE PRINT) BOOTH NO. _____

COMPANY _____

EMAIL(S) _____

ADDRESS _____

CITY, STATE, ZIP, COUNTRY _____

ORDER CONTACT _____

PHONE NO. _____

ONSITE CONTACT _____

ONSITE CELL PHONE _____

CREDIT CARD NO.: AMERICAN EXPRESS MasterCard VISA

CARDHOLDER NAME: _____

EXPIRATION DATE: _____ / _____ SECURITY CODE: _____

CARDHOLDER SIGNATURE: _____

Click here to ORDER ONLINE

Username: ISA2023 | Password: 0317

Sub-Total = \$ _____

Total Due (in US Funds) = \$ _____

Visit Us at: www.american-tradeshow.com Email Orders to: orders@american-tradeshow.com

Questions? Please call: 985-240-5507 Fax: 985-809-1888

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