

Shepard

EXHIBITOR SERVICE MANUAL



2023 CyberMaryland Conference

College Park Marriott Hotel & Conference Center | Hyattsville, MD
December 6 - 7, 2023

M164681223

8' x 10' 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 - Blue
- 2 Side Chairs
- 1 Wastebasket

Table Top Equipment Package

- 7" x 44" Cardstock Identification Sign
- 6' x 30" Skirted Table - Blue
- 2 Side Chairs
- 1 Wastebasket

Show Colors

Show Drape Color(s): Blue

Aisle Carpet Color: Facility is carpeted

Exhibit Show Schedule

GENERAL EXHIBITOR MOVE-IN

Wednesday, December 6, 2023 · 8:00AM to 11:00AM

EXHIBIT HOURS

Wednesday, December 6, 2023 · 12:00PM to 7:00PM

Thursday, December 7, 2023 · 9:30AM to 1:30PM

EXHIBITOR MOVE OUT

Thursday, December 7, 2023 · 1:30PM to 3:30PM

FREIGHT REROUTE BEGINS*

*All outbound carriers must be checked in by this time

Thursday, December 7, 2023 | 3:30PM

IMPORTANT DEADLINES

Please note! Shepard will be closed on November 23-24 in observance of the Holiday. No shipments will be accepted. Please notify your carrier.

Discount Price Deadline for Custom Shepard Rentals

Monday, November 6, 2023

Exhibitor Appointed Contractor Notification Deadline

Monday, November 6, 2023

First Day for Warehouse Deliveries Without a Surcharge

Monday, November 6, 2023

Discount Price Deadline for Standard Shepard Orders

Wednesday, November 15, 2023

Last Day for Warehouse Deliveries Without a Surcharge

Wednesday, November 29, 2023

Last Day for Warehouse Deliveries*

Monday, December 4, 2023

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

Shipping Addresses

ADVANCE WAREHOUSE SHIPMENT ADDRESS

Exhibiting Co. Name & Booth Number

2023 CyberMaryland Conference

c/o Shepard Exposition Services

7079 Oakland Mills Rd

Columbia, MD 21046

Warehouse hours: Monday - Friday 8:00AM - 4:00PM

DIRECT TO SHOW SITE SHIPMENT ADDRESS

Please note! Direct to showsite shipping is prohibited for this event. All shipments must be sent to the advanced warehouse prior to the event.

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 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)*

Wednesday, December 6, 2023 • 8:00AM to 7:00PM
Thursday, December 7, 2023 • 9:30AM to 3:30PM

Exhibitor Move Out

Thursday, December 7, 2023 • 1:30PM to 3:30PM

Dismantle & Move Out Information

Shepard will begin returning empty containers and skids as soon as the show ends. All exhibitor materials must be removed from the facility by **Thursday, December 7, 2023 | 3:30PM**.

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 **Thursday, December 7, 2023 | 3:30PM**.

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

College Park Marriott Hotel & Conference Center
3501 University Boulevard East
Hyattsville, MD 20783

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

2023 CyberMaryland Conference Move Out Notice

The 2023 CyberMaryland Conference will end at 1:30PM, on Thursday, December 7, 2023. Please don't pack up your booth before 1:30PM for everyone's safety. Below are some general processes. Specific instructions will be emailed to you before move out begins.

Returning Empty Containers: Once the aisle carpet is removed and/or plastic protection is installed on top of the floor, Shepard will start returning empty containers and skids. Depending on the size of the event, this could take several hours. Please keep the aisles free of crates, boxes, and furnishings to speed up the process. For safety reasons, please don't go to the dock area or storage area to find your crates.

Exhibitor Move Out Schedule:

Thursday, December 7, 2023 · 1:30PM to 3:30PM

Outbound Paperwork Requirements: To ship out or load out any materials from the building, you must have a Shepard Outbound Material Handling Authorization form. Make sure to pay your balances in full with Shepard Exposition Services to receive the form. Once you're packed and ready to leave, fill out the form and return it to the Shepard Service Desk. Label your boxes and leave your shipments in your booth space.

Show Carrier: Shepard Logistics can take care of all your shipping needs. Go to the Shepard Service Center to make your shipping arrangements.

Outside Carriers: To make sure everything is removed from the venue during the exhibitor move out, all carriers must check in with Shepard no later than 3:30PM on Thursday, December 7, 2023. If you're shipping via UPS or FEDEX, bring your own labels as Shepard can't provide them for you. Contact UPS or FEDEX to schedule your pickup. Any materials left in the hall and not claimed by your designated carrier by Thursday, December 7, 2023 | 3:30PM, will be rerouted via the show carrier or returned to Shepard's warehouse to await disposition at your expense.

Reroute Schedule: If you're still in the venue after Thursday, December 7, 2023 | 3:30PM, you may be charged labor wait fees if your booth move out process delays Shepard Operations. There's also a disposal fee for all bulk items (non-sweep-able) left on the show floor.

Abandoned Items: Any items or equipment left in booths without shipping labels after Thursday, December 7, 2023 | 3:30PM may be thrown away. Shepard Exposition Services won't be responsible for any unattended items left on the show floor. If you don't have a complete Outbound Material Handling Authorization, your shipment will be returned to the warehouse or shipped to you via alternate carriers at your expense.

Pick Up Location:

College Park Marriott Hotel & Conference Center
3501 University Boulevard East
Hyattsville, MD 20783

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 = **Cyber23**
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 clientservices@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: Wednesday, November 15, 2023 All paid orders placed online prior to the deadline date.

Discount Deadline: Wednesday, November 15, 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.

Checks can be mailed to: Accounts Receivable - 1778 Marietta Blvd, Atlanta, GA 30318

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: **2023 CyberMaryland Conference**

EVENT CODE: **M164681223**

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

2023 CyberMaryland Conference

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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 canceled by the exhibitor within 30 days of first day of exhibitor move in day may be subject to cancellation fees up to 100% of the total order, based upon the status of move-in, work performed and/or Shepard set-up costs or expenses. 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 canceled 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."



THIRD PARTY PAYMENT

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DEADLINE: MONDAY, NOVEMBER 6, 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: _____

SIGNATURE FROM THIRD PARTY COMPANY: _____

Step 4. Complete your payment information online.

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



EXHIBITOR APPOINTED CONTRACTOR (EAC)

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DEADLINE: MONDAY, NOVEMBER 6, 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: clientservices@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

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



Material Handling

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



Value-Added Services

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



SHEPARD LOGISTICS SERVICES (SLS)

2023 CyberMaryland Conference

M164681223

College Park Marriott Hotel & Conference Center | Hyattsville, MD

December 6 - 7, 2023

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)

Shipping Services do not include Material Handling fees at Show Site. Material Handling fees will be charged to the credit card on file.

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

Contact Name at residence: _____ Phone Number: _____

Do we need a lift gate on our truck? ☐ Yes ☐ NoDo 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

We recommend shipping to the Advance Warehouse to avoid wait times on 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 needed (how fast do you need it)?

☐ Standard Ground ☐ 2nd Day Air ☐ Expedited Ground 3-5 days ☐ Other (Truckload, Specialized) _____

Service level may be changed to meet delivery date. Order must be received within 24 hours of requested pick up date. Expedited Ground (305) and air shipping available for pre-booked and confirmed orders only.

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

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

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. For shipments coming out of or going to Canada, we must have a Commercial Invoice and your Custom Broker's contact information before we can finalize your shipment.

Email completed form to: logistics@shepardes.com

DSV Fairs & Events 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 & Events, Solutions USA
Contact: Kelly O'Neill-Exley
Product Specialist
Email: kelly.oneill@dsv.com
Main Office: + 1 786 577 6750
Mobile: +1 404 432 8835

Please contact us today
for a free quotation.

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

Canada

DSV Global Transport & Logistics
2200 Yukon Court
Milton, ON, L9E 1N5
Canada
Contact: Abishek Ramadoss
Tel: +1 905-203-2048
Mobile: +1 365 822 2333 (Faisal)
E-mail: fairs&eventsDSVcanada@ca.dsv.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
Mobile: + 86 13 91029 8808
Email: roaddy.lu@dsv.com

Denmark

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

Germany

DSV Solutions GmbH
Fairs & Events
Nirostastrasse 3
48707 Krefeld, Germany
Contact: Christian Rasche
Tel: + 49 2151 7371493
Mobile: + 49 171 9793 078
Email: christian.rasche@dsv.com

Hong Kong

DSV Fairs & Exhibitions
13001-11W, 103-04S&106-7S, 13/F
ATL Logistics Centre B, Berth 3
Kwai Chung Container Terminal NT
Hong Kong
Contact: Sunny Ling
Tel: + 852-2211 8205 / 8852 8205
Mobile: + 852 9622 3280
Email: sunny.ling@dsv.com

Italy

DSV Solutions SRL
Fairs and Events
Via Dante 134
20096 Pioltello, Milan Italy
Contact: Marco Simone
Tel: + 39 02 921 34036
Mobile: + 39 342 7410283
Email: marco.simone@dsv.com

Japan

DSV Solutions Co., Ltd.
Imperial Hotel Tower 16F 16A-4
1-1-1 Uchisaiwaicho, Chiyoda-ku
Tokyo 100-0011
Japan
Contact: Tokiko Inaba
Tel + 81 3 4565 4569
Mobile: + 81 70 1599 8869
Email: JP.FE@dsv.com

Korea

DSV Fairs & Events, Solutions
Magok Central Tower 1 Cha, 227
Gonghang-daero
Gangseo-gu, Seoul,
07802
Korea
Contact: Chris Lim
Tel: + 82 2 2192 7420
Mobile: +82 10 2800 1834
Email: chris.lim@dsv.com

Portugal

DSV Transitários, Lda
Rua Abade Correia da Serra, 112
Senhora da Hora,
4460-208
Portugal
Contact: Silvia Eloi
Tel: + 351 266 088 642
Mobile: + 351 916 141 569
E-mail: silvia.eloi@dsv.com

Singapore

DSV Solutions Pte Ltd
No.5 Changi North Way
5th Floor, 498771
Singapore
Contacts: Ghazali Saad
Tel: + 65 6500 5610
Mobile: + 65 9693 4759
Email: mohamed.ghazali.bin.saad@dsv.com

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 Fairs & Events
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 Fairs & Events
Rüzgarlıbahçe Mahallesi
Cumhuriyet Caddesi
Acarlar İş Merkezi C Blok No:10
34805 Beykoz İstanbul Turkey
Contact: Tandogan Ozman
Tel: + 90 216 680 16 00
Mobile: + 90 533 938 04 55
Email: tandogan.ozman@dsv.com

United Arab Emirates

DSV Fairs & Events, Solutions
Level 15, Office No. 07-08
Sheikh Rashid Tower
Dubai World Trade Centre
P.O.Box 36683, Dubai, UAE
Contact: Nilofer Sayeed
Tel: + 971 4 813 1487 / 813 1210
Mobile: + 971 56 6833914
Email: nilofer.sayeed@dsv.com

United Kingdom

DSV Fairs & Events, Solutions
One Western Gateway
Royal Victoria Dock
London E16 1XL, United Kingdom
Contact: Garcia Newell
Tel: + 44 207 069 5321
Mobile: + 44 7760 165828
Email: garcia.newell@dsv.com

DSV Fairs & Events, Solutions USA

Contact: Kelly O'Neill-Exley
Product Specialist

Email: kelly.oneill@dsv.com

Main Office: + 1 786 577 6750

Mobile: +1 404 432 8835

www.dsv.com

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: _____ BUSINESS HOURS: _____

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

Residential contact name _____ Phone Number _____

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

Do we need to go inside your office to deliver 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 FedEx, UPS, etc. If using FedEx or UPS you must have and apply their shipping labels.

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

☐ Ground ☐ 2nd Day ☐ Expedited Ground (3-5 Days) ☐ Overnight For Shepard Logistics customers, Expedited and Air shipments are available for pre-booked orders only.

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. For shipments going into or out of Canada, we must have the Commercial Invoice and the

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
	TO:
	_____ (Exhibiting Company Name)
	_____ (Exhibiting Company Booth Number)
RUSH	c/o Shepard Exposition Services 7079 Oakland Mills Rd Columbia, MD 21046
	FOR:
	2023 CyberMaryland Conference
	_____ Delivery Hours: Monday - Friday 8:00AM - 4:00PM
	First day freight can arrive without a surcharge: Monday, November 6, 2023
	Last day freight can arrive without a surcharge: Wednesday, November 29, 2023



ALL INCLUSIVE MATERIAL HANDLING RATES

2023 CyberMaryland Conference

M164681223

College Park Marriott Hotel & Conference Center | Hyattsville, MD
December 6 - 7, 2023

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

* Discount does not apply to shipments under 100 lbs. or shipments over 10,000 lbs. and local deliveries. 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.

Per Pound Material Handling Rates All rates are per one pound. There is no minimum charge. Certified weight tickets are required on all shipments. 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 these hours may result in additional fees.

How to Calculate Material Handling Services Material handling, whether used completely or in part are offered as a round trip service. The weight on your certified weight ticket is the amount you will be charged X the per pound material handling rate.

Advanced Warehouse Shipments**

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

FIRST DAY FREIGHT CAN ARRIVE: Monday, November 6, 2023

LAST DAY FREIGHT CAN ARRIVE: Monday, December 4, 2023

CODE	ITEM	WEIGHT		PRICE/LB.	TOTAL
35786	Crated ONLY		X	\$2.15	

Other Material Handling Services

CODE	ITEM	WEIGHT		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)	6.00%
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

ALL INCLUSIVE MATERIAL HANDLING

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.

Special Handling Definitions

This is included in your per pound rate.

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

This is included in your per pound rate.

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

This is included in your per pound rate.

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

This is included in your per pound rate.

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

This is included in your per pound rate.

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

This is included in your per pound rate.

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.

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: \$125.00 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.

ALL INCLUSIVE MATERIAL HANDLING

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.



BOOTH & CARPET CLEANING

2023 CyberMaryland Conference

M164681223

College Park Marriott Hotel & Conference Center | Hyattsville, MD

December 6 - 7, 2023

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 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.		\$0.59	\$0.70	\$0.80	
47051	400-900 sq. ft.		\$0.55	\$0.65	\$0.75	
47052	900+ sq. ft.		\$0.50	\$0.60	\$0.65	

VACUUM DAILY						
CODE	SERVICE	SQ. FT.	ONLINE	DISCOUNT	REGULAR	TOTAL
47055	0-399 sq. ft.		\$1.18	\$1.35	\$1.50	
47056	400-900 sq. ft.		\$1.05	\$1.20	\$1.35	
47057	900+ sq. ft.		\$1.00	\$1.15	\$1.30	

Specialty Services

MOPPING & CARPET SHAMPOOING						
CODE	SERVICE	SQ. FT.	ONLINE	DISCOUNT	REGULAR	TOTAL
47042	Mop One Time		\$0.70	\$0.80	\$0.90	
47022	Mop Daily		\$1.30	\$1.50	\$1.70	
47013	Shampoo One Time		\$0.75	\$0.85	\$0.95	

DISPLAY WIPE DOWN (CHARGED PER HOUR)						
CODE	SERVICE	QTY IS 1	ONLINE	DISCOUNT	REGULAR	TOTAL
47043	One Time		\$184.20	\$211.85	\$237.25	
47044	Daily		\$334.91	\$385.15	\$431.35	

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		\$0.75	\$0.85	\$0.95	
47031	Daily Porter		\$1.55	\$1.80	\$2.00	

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

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

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com



EXHIBIT DISINFECTING SERVICES

2023 CyberMaryland Conference

M164681223

College Park Marriott Hotel & Conference Center | Hyattsville, MD

December 6 - 7, 2023

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 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		\$191.30	\$220.00	\$246.40	

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		\$347.81	\$400.00	\$448.00	

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		\$173.90	\$200.00	\$224.00	

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

Electrostatic Fogging

CODE	ITEM	SQ. FT.	ONLINE	DISCOUNT	REGULAR	TOTAL
47073	Electrostatic Fogging per Sq. Ft.		\$1.18	\$1.35	\$1.50	

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

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

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

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com


2023 CyberMaryland Conference

 College Park Marriott Hotel & Conference Center | Hyattsville, MD
 December 6 - 7, 2023

BULK WASTE REMOVAL
M164681223
ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 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		\$585.00	\$672.75	\$753.50	

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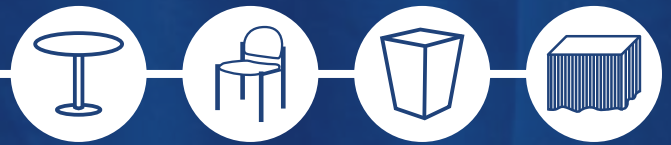
COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____


 Email completed form to: orders@shepardes.com

SHEPARD FURNISHINGS & DECOR CATALOG



Dress up your space.
With Shepard, You Can.

TABLES

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

UNSKIRTED



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



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



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



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



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



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

SKIRTED

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



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



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



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



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



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



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

PEDESTAL & SIDE



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



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



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



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



Round Side Table
#50030
18" x 24"



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

CHAIRS

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

STOOLS & CHAIRS WITH ARMS



Director's Stool
#51090
Black Fabric,
Maple Wood



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



Padded Stool
#50024
Padded Stool with
Back, Grey Fabric



Director's Chair
#51086
Black Fabric,
Maple Wood



Upholstered Arm Chair
#50021
Upholstered Arm Chair,
Grey Fabric

CHAIRS WITHOUT ARMS



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



Upholstered Side Chair
#50020
Upholstered Side Chair,
Grey Fabric

DISPLAYS

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FOR HANGING



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



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



Spiral Garment Rack
#50093
30" x 70"
Silver



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



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



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

#66149 (vert)
4' x 8'
White



6" Hooks for Peg Board
#50104
Silver



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

UPRIGHT, CROSSBARS & DRAPERY



8' High Upright with Base
#50088
Crossbar rented separately



6' - 10' Crossbar
#50349
1 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

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EXPO - 13 OZ



Black

Tuxedo

Grey

Blue

Eclipse

Peacock

Red

Cayenne

Burgundy

PREMIUM - 28 OZ



Black

Deep Navy

Silver Cloud

Charcoal

Red

Beige

PLUSH - 50 OZ



Black

Dark Grey

Silver Dollar

Sand

White

Electric Blue

Navy

Crimson

VINYL - CUSTOM ORDER ONLY



Rosemary
Stone

Snow

Maple

Silverwood

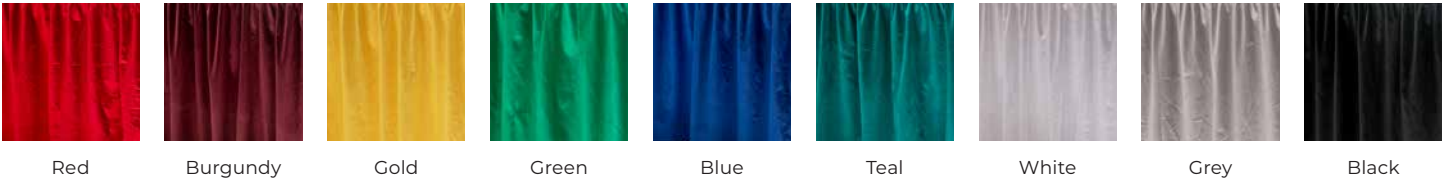
Walnut

Barnwood

SKIRT & DRAPE

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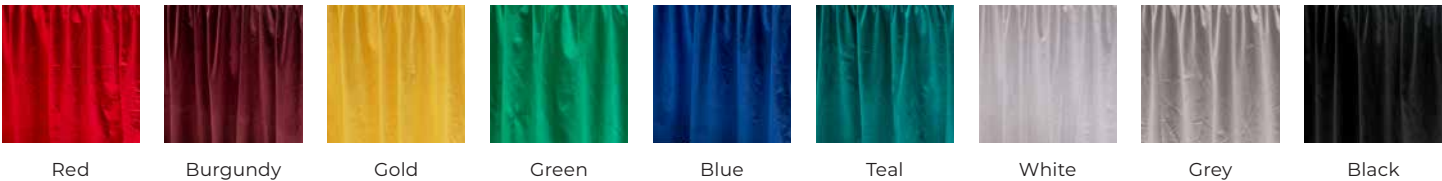
SKIRT



SKIRT - SPANDEX



DRAPE





STANDARD FURNISHINGS

2023 CyberMaryland Conference

M164681223

College Park Marriott Hotel & Conference Center | Hyattsville, MD

December 6 - 7, 2023

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 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			\$203.90	\$234.50	\$262.65	
50046	6' (l) x 24" (w) x 30" (h) Skirted Table			\$250.60	\$288.20	\$322.80	
50050	8' (l) x 24" (w) x 30" (h) Skirted Table			\$317.70	\$365.35	\$409.20	
50043	4' (l) x 24" (w) x 42" (h) Skirted Table			\$247.85	\$285.05	\$319.25	
50047	6' (l) x 24" (w) x 42" (h) Skirted Table			\$317.40	\$365.00	\$408.80	
50051	8' (l) x 24" (w) x 42" (h) Skirted Table			\$373.45	\$429.45	\$481.00	
50052	4th Side Skirt for 30" High Table			\$123.95	\$142.55	\$159.65	
50171	4th Side Skirt for 42" High Table			\$123.95	\$142.55	\$159.65	
50040	4' (l) x 24" (w) x 30" (h) UnSkirted Table		n/a	\$138.45	\$159.20	\$178.30	
50044	6' (l) x 24" (w) x 30" (h) UnSkirted Table		n/a	\$165.10	\$189.85	\$212.65	
50048	8' (l) x 24" (w) x 30" (h) UnSkirted Table		n/a	\$194.70	\$223.90	\$250.75	
50041	4' (l) x 24" (w) x 42" (h) UnSkirted Table		n/a	\$155.80	\$179.15	\$200.65	
50045	6' (l) 24" x (w) x 42" (h) UnSkirted Table		n/a	\$194.70	\$223.90	\$250.75	
50049	8' (l) x 24" (w) x 42" (h) UnSkirted Table		n/a	\$217.25	\$249.85	\$279.85	
51089	42" (h) Pedestal Table, 36" Diameter, Grey Fleck Top		n/a	\$312.00	\$358.80	\$401.85	
50032	30" (h) Pedestal Table, 36" Diameter, Grey Fleck Top		n/a	\$312.00	\$358.80	\$401.85	
50030	Round Side Table - 24" (w) x 18" (h)		n/a	\$164.15	\$188.75	\$211.40	
50031	Square Side Table - 24" (w) x 18" (h)		n/a	\$164.15	\$188.75	\$211.40	
50706	30" (h) Natural Pedestal Table, 36" Diameter, Maple Top		n/a	\$426.60	\$490.60	\$549.45	
50707	42" (h) Natural Pedestal Table, 36" Diameter, Maple Top		n/a	\$444.75	\$511.45	\$572.80	
50700	White Fabric Table Cover w/ 6'x30" Table		03	\$354.05	\$407.15	\$456.00	
50700	Red Fabric Table Cover w/ 6'x30" Table		01	\$354.05	\$407.15	\$456.00	
50700	Blue Fabric Table Cover w/ 6'x30" Table		05	\$354.05	\$407.15	\$456.00	
50700	Black Fabric Table Cover w/ 6'x30" Table		06	\$354.05	\$407.15	\$456.00	

Seating

CODE	ITEM	QTY	COLOR	ONLINE	DISCOUNT	REGULAR	TOTAL
50020	Side Chair Grey Fabric		n/a	\$126.15	\$145.05	\$162.45	
50021	Arm Chair Grey Fabric		n/a	\$172.10	\$197.90	\$221.65	
50024	Stool with Back Grey Fabric		n/a	\$209.65	\$241.10	\$270.05	
51086	Director's Chair Black Fabric		n/a	\$130.20	\$149.75	\$167.70	
51090	Director's Stool Black Fabric		n/a	\$233.05	\$268.00	\$300.15	
50705	Natural Feel Stool Maple Back, Black Fabric Seat		n/a	\$254.15	\$292.25	\$327.30	
50704	Natural Feel Chair, Maple Back, Black Fabric Seat		n/a	\$208.70	\$240.00	\$268.80	

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TOTAL ESTIMATE \$ _____

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

AMOUNT DUE \$ _____

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com



SPECIALTY, DISPLAYS & DRAPERY

2023 CyberMaryland Conference
M164681223

College Park Marriott Hotel & Conference Center | Hyattsville, MD

December 6 - 7, 2023

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 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	\$69.90	\$80.40	\$90.05	
50245	Literature Rack Silver, Glass		n/a	\$257.80	\$296.45	\$332.00	
50175	Bag Rack, Chrome		n/a	\$341.40	\$392.60	\$439.70	
50092	Coat Rack, Chrome		n/a	\$121.25	\$139.45	\$156.20	
50093	Garment Rack, Chrome		n/a	\$341.40	\$392.60	\$439.70	
50427	Tensabarrier, Per Stem, Black		n/a	\$143.95	\$165.55	\$185.40	
50095	Sign Holder, 22" x 28" Chrome		n/a	\$159.00	\$182.85	\$204.80	
50185	Drawing Bowl, Clear		n/a	\$64.10	\$73.70	\$82.55	
50296	4' x 12" Display Riser White and Black		n/a	\$144.15	\$165.75	\$185.65	
50297	6' x 12" Display Riser White and Black		n/a	\$179.40	\$206.30	\$231.05	
50098	Mini Refrigerator, Approx. 3 cubic feet		n/a	\$544.45	\$626.10	\$701.25	
50067	4' Full View Showcase, White		n/a	\$1,286.40	\$1,479.35	\$1,656.85	
50068	6' Full View Showcase, White		n/a	\$1,418.75	\$1,631.55	\$1,827.35	
50069	4' Quarter View Showcase, White		n/a	\$1,286.40	\$1,479.35	\$1,656.85	
50070	6' Quarter View Showcase, White		n/a	\$1,418.75	\$1,631.55	\$1,827.35	
50060	4' x 8' Horizontal Posterboard Grey Fabric		n/a	\$416.60	\$479.10	\$536.60	
50061	4' x 8' Vertical Posterboard Grey Fabric		n/a	\$416.60	\$479.10	\$536.60	
50236	Grids 2' x 8' with Legs, Each		n/a	\$307.70	\$353.85	\$396.30	
50237	Grid 2' x 8' without Legs, Each		n/a	\$230.45	\$265.00	\$296.80	
50242	7-Ball Waterfall for Grids		n/a	\$21.20	\$24.40	\$27.35	
50104	6" Hooks (12) for Peg Boards		n/a	\$67.80	\$77.95	\$87.30	

50073	8' High Drape on a Cross Bar, per linear foot (minimum 5' linear feet rental)			\$32.70	\$37.60	\$42.10	
50074	3' High Drape on a Cross Bar, per linear foot (minimum 5' linear feet rental)			\$24.25	\$27.90	\$31.25	
50088	8' Upright with Base		n/a	\$45.10	\$51.85	\$58.05	
52065	3' Upright with Base		n/a	\$45.10	\$51.85	\$58.05	
50349	6'-10' Crossbar		n/a	\$29.95	\$34.45	\$38.60	
50348	7'-12' Crossbar		n/a	\$29.95	\$34.45	\$38.60	
50058	Sateen, per linear foot (minimum 5' linear feet rental)			\$27.95	\$32.15	\$36.00	

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

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

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____


 Email completed form to: orders@shepardes.com



2023 CyberMaryland Conference

College Park Marriott Hotel & Conference Center | Hyattsville, MD
December 6 - 7, 2023

FLOORING

M164681223

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 2023
PREMIUM PLUSH & PREMIUM VINYL DEADLINE: MONDAY, NOVEMBER 6, 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.			\$13.80	\$15.85	\$17.75	

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.			\$17.80	\$20.45	\$22.90	
46007	1/2" Padding for Vinyl (per sq. ft.)***		n/a	\$6.50	\$7.45	\$8.35	

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.			\$9.90	\$11.40	\$12.75	
46003	Premium Carpet - 28 oz. Rental 1000+ Sq. Ft.*** Rental includes installation and removal of carpet and visqueen.			\$8.65	\$9.95	\$11.15	
46002	Premium Carpet - 28 oz. Purchase Sq. Ft.*** Rental includes installation and removal of carpet and visqueen.			\$24.45	\$28.10	\$31.45	

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 & Special Cut) 8' x 10'			\$348.35	\$400.60	\$448.65	
50256	Expo Carpet - 13 oz. (Regular & Special Cut) 8' x 20'			\$650.00	\$747.50	\$837.20	
50257	Expo Carpet - 13 oz. (Regular & Special Cut) 8' x 30'			\$969.50	\$1,114.90	\$1,248.70	
50258	Expo Carpet - 13 oz. (Regular & Special Cut) 8' x 40'			\$1,289.00	\$1,482.35	\$1,660.25	

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.			\$6.70	\$7.70	\$8.60	
50581	Special Cut 400-900 Sq. Ft. Rental includes installation and removal of carpet and visqueen.			\$6.15	\$7.05	\$7.90	
50582	Special Cut 900+ Sq. Ft. Rental includes installation and removal of carpet and visqueen.			\$5.60	\$6.45	\$7.20	

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	\$1.80	\$2.05	\$2.30	
50008	1" Padding		n/a	\$3.45	\$3.95	\$4.40	
50010	Visqueen		n/a	\$0.45	\$0.50	\$0.55	

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

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

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____

TOTAL ESTIMATE \$ _____

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

AMOUNT DUE \$ _____



Email completed form to: orders@shepardes.com




CORT®

EVENTS

2023

TRADESHOW CATALOG

EXCITING NEW PRODUCTS AND TIPS TO HELP PLAN YOUR NEXT TRADESHOW EXHIBIT



FURNITURE









&

FLEXIBILITY

When you partner with CORT, you always get a tradeshow experience that goes beyond expectation. More responsiveness. More flexibility. More expertise. More of what exhibitors and show management need to set their company up for success. At the end of the day, we don't just rent furniture to fill an expo space, we deliver standout service that endures long after the booths are loaded into the truck. That's the power of more.

CORT Events. Experiences and beyond.

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TOP DESIGN TIPS

for
Tradeshow
Exhibits

Use these tips to bring your space to life and empower clients to make it their own.

1 Work Together

Enjoy communal tables that make it easy to network and build connections.



2 Sit Back & Relax

Let clients relax in comfortable "living room" spaces that encourage real conversations.



3 Take It for a Spin

Great for smaller spaces, swivel chairs increase functionality so you can engage and interact.



4 One With Nature

Bring nature indoors with life like greenery that warms up booths and other environments.



5 Small, but Mighty

Got small spaces? Use ottomans in small theaters for quick demonstrations.



TOP DESIGN TIPS for Tradeshow Exhibits

Use these tips to bring your space to life and empower clients to make it their own.

6 Highs from Lows

Use low and casual seating to create a comfortable learning environment that makes clients feel at ease.



7 Power up!

Include powered products throughout your space that empower clients to recharge, relax, and relate with others.



8 In the Loop

Create an informal, inclusive setting for small group discussions with ottomans styled around an accent table.



9 Make it Pop!

Add flashes of color throughout your furnishings to attract more attention while reinforcing brand themes.

10 Create space

Sometimes, clients need privacy. Use clear dividers between sofas or conference tables to give clients space for personal meetings.



11 Share the look.

Increase your brand exposure by sharing eye-catching spaces on your social networks.



SOFT SEATING



Allegro Sofa



Baja Sofa & Loveseat



Cordoba Loveseat



Fairfax Sofa



Key Largo Sofa & Loveseat



Montreal Loveseat



Naples Sofa & Loveseat



Naples Sofa & Loveseat - Powered



Palm Beach Sofa



Sterling Sofa



Valencia Sofa

CLUB CHAIRS



Allegro Chair



Baja Chair



Cordoba Chair



Fairfax Chair



Key Largo Chair



Montreal Chair



Naples Chair









Naples Chair - Powered















Sterling Chair







Valencia Chair






Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Allegro Chair	CHR002	Blue Fabric	Length: 36" Depth: 34.5" Height: 30" Seat Length: 23" Seat Depth: 23" Seat Height: 17"
	Allegro Sofa	SFA002	Blue Fabric	Length: 73" Depth: 34.5" Height: 30" Seat Length: 61" Seat Depth: 23" Seat Height: 17"
	Baja Chair	BCHWHT	White Vinyl	Length: 36" Depth: 30.5" Height: 28" Seat Length: 25.75" Seat Depth: 22" Seat Height: 16"
	Baja Loveseat	BLVWHT	White Vinyl	Length: 61" Depth: 30.5" Height: 28" Seat Length: 51" Seat Depth: 23" Seat Height: 16"
	Baja Sofa	BSFWHT	White Vinyl	Length: 86" Depth: 30" Height: 28" Seat Length: 77" Seat Depth: 23" Seat Height: 16"
	Cordoba Chair	COCHTP	Taupe Fabric, Black	Length: 37" Depth: 32" Height: 33" Seat Length: 22.5" Seat Depth: 21" Seat Height: 18"

Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Cordoba Loveseat	COLVTP	Taupe Fabric, Black	Length: 60.5" Depth: 32" Height: 33" Seat Length: 46" Seat Depth: 21" Seat Height: 18"
	Fairfax Chair	FAIRCW	White Vinyl, Brushed Metal	Length: 27" Depth: 26" Height: 30" Seat Length: 24" Seat Depth: 20.5" Seat Height: 17"
	Fairfax Sofa	FAIRSW	White Vinyl, Brushed Metal	Length: 62" Depth: 26" Height: 30" Seat Length: 62" Seat Depth: 20.5" Seat Height: 17"
	Key Largo Chair	KEYCHR	Black Fabric, Wood	Length: 35" Depth: 35" Height: 34" Seat Length: 22" Seat Depth: 22" Seat Height: 19"
	Key Largo Loveseat	KEYLOV	Black Fabric, Wood	Length: 57" Depth: 35" Height: 34" Seat Length: 44" Seat Depth: 22" Seat Height: 19"
	Key Largo Sofa	KEYSOF	Black Fabric, Wood	Length: 79" Depth: 35" Height: 34" Seat Length: 66" Seat Depth: 22" Seat Height: 19"

Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Montreal Chair	MONCHA	Blue, Black Metal	Length: 30" Depth: 23.25" Height: 30" Seat Length: 22.5" Seat Depth: 18.5" Seat Height: 16"
	Montreal Loveseat	MONLOV	Blue, Black Metal	Length: 62" Depth: 27.25" Height: 29.5" Seat Length: 57" Seat Depth: 18.5" Seat Height: 16"
	Naples Chair	Powered: NPLCHP Non-Powered: NPLCHR	Black Vinyl	Length: 36" Depth: 30" Height: 33.25" Seat Length: 25" Seat Depth: 20.5" Seat Height: 18"
	Naples Loveseat	Powered: NPLLOP Non-Powered: NPLLOV	Black Vinyl	Length: 62" Depth: 30" Height: 33.25" Seat Length: 52.5" Seat Depth: 20.5" Seat Height: 18"
	Naples Sofa	Powered: NPLSOP Non-Powered: NPLSOF	Black Vinyl	Length: 87" Depth: 30" Height: 33.25" Seat Length: 77.5" Seat Depth: 20.5" Seat Height: 18"
	Palm Beach Sofa	PALSOF	White Vinyl	Length: 69" Depth: 29" Height: 33" Seat Length: 48-62" Seat Depth: 19" Seat Height: 18"

Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Sterling Chair	STECHA	Gray Fabric	Length: 33" Depth: 33.5" Height: 32" Seat Length: 25.75" Seat Depth: 21" Seat Height: 17"
	Sterling Sofa	STESOF	Gray Fabric	Length: 82" Depth: 33.5" Height: 32" Seat Length: 72.5" Seat Depth: 21" Seat Height: 17"
	Valencia Chair	VALCHA	Spice Orange Velvet	Length: 28" Depth: 30.5" Height: 31" Seat Length: 17.5" Seat Depth: 21" Seat Height: 17.5"
	Valencia Sofa	VALSOF	Coffee Brown Velvet	Length: 63" Depth: 30.5" Height: 31" Seat Length: 53" Seat Depth: 20.5" Seat Height: 17.5"



Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Naples Chair	Powered: NPLCHP Non-Powered: NPLCHR	Black Vinyl	Length: 36" Depth: 30" Height: 33.25" Seat Length: 25" Seat Depth: 20.5" Seat Height: 18"
	Naples Loveseat	Powered: NPLLOP Non-Powered: NPLLOV	Black Vinyl	Length: 62" Depth: 30" Height: 33.25" Seat Length: 52.5" Seat Depth: 20.5" Seat Height: 18"
	Naples Sofa	Powered: NPLSOP Non-Powered: NPLSOF	Black Vinyl	Length: 87" Depth: 30" Height: 33.25" Seat Length: 77.5" Seat Depth: 20.5" Seat Height: 18"
	Tech Tablet Chair	TCHGRY	Gray Vinyl, White Metal Tablet, Chrome Base	Length: 30.5" Depth: 29" Height: 33.5" Seat Length: 22.5" Seat Depth: 19.5" Seat Height: 19"
	Tech Chair, No Tablet	TCHP	Gray Vinyl, Chrome Base	Length: 30.5" Depth: 29" Height: 33.5" Seat Length: 22.5" Seat Depth: 19.5" Seat Height: 19"

ACCENT CHAIRS



Atherton Chair



Bowery Chair



Century Chair



La Brea Swivel Chair



Brooklyn Meeting Chair Collection



Lena Chair



Madrid Chair



Munich Armless Chair



Pasadena Chair









Pro Executive Guest Chair














Swanson Swivel Chair



Wentworth Swivel Chair

Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Atherton Chair	ATHCHA	Brown Leather, Black Metal	Length: 27" Depth: 31" Height: 30" Seat Length: 21.5" Seat Depth: 24" Seat Height: 17"
	Bowery Chair	BOWCHA	Ochre Fabric	Length: 29.75" Depth: 31" Height: 27.25" Seat Length: 30" Seat Depth: 21" Seat Height: 17"
	Brooklyn Meeting Chair	BNMCSW	White Vinyl, Black Swivel Base	Length: 24.5" Depth: 25.5" Height: 31.75" Seat Length: 18" Seat Depth: 17" Seat Height: 18"
	Brooklyn Meeting Chair	BNMCSB	Black Vinyl, Black Swivel Base	Length: 24.5" Depth: 25.5" Height: 31.75" Seat Length: 18" Seat Depth: 17" Seat Height: 18"
	Brooklyn Meeting Chair	BNMCOW	White Vinyl, Oak-Look Base	Length: 24.5" Depth: 25.5" Height: 31.75" Seat Length: 18" Seat Depth: 17" Seat Height: 18"
	Brooklyn Meeting Chair	BNMCOB	Black Vinyl, Oak-Look Base	Length: 24.5" Depth: 25.5" Height: 31.75" Seat Length: 18" Seat Depth: 17" Seat Height: 18"

Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Century Chair	CNTCHR	Gray Velvet	Length: 30" Depth: 30" Height: 31" Seat Length: 21.5" Seat Depth: 23" Seat Height: 17"
	La Brea Swivel Chair	LABREA	Charcoal Gray Fabric, Chrome	Length: 35" Depth: 27" Height: 40" Seat Length: 17" Seat Depth: 16" Seat Height: 20"
	Lena Chair	LENCHA	Moss Green Leather, Bronze	Length: 27" Depth: 25" Height: 31" Seat Length: 18.5" Seat Depth: 21" Seat Height: 19"
	Madrid Chair	BCW	White Vinyl, Chrome	Length: 30" Depth: 30" Height: 31" Seat Length: 30.5" Seat Depth: 20.5" Seat Height: 18"
	Munich Armless Chair	MNCHCH	Gray Fabric, Black	Length: 22.5" Depth: 27" Height: 28.5" Seat Length: 22" Seat Depth: 21" Seat Height: 17"
	Pasadena Chair	PASCHR	White Molded Plastic, Chrome Tower Base	Length: 27" Depth: 25" Height: 26" Seat Length: 17" Seat Depth: 17" Seat Height: 17"

Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Pro Executive Guest Chair	PROGB	Black Vinyl, Chrome	Length: 24" Depth: 26" Height: 36" Seat Length: 19.5" Seat Depth: 19" Seat Height: 18"
	Swanson Swivel Chair	SWAN	Black Vinyl	Length: 28" Depth: 25" Height: 30" Seat Length: 22" Seat Depth: 17.5" Seat Height: 17"
	Tech Tablet Chair	TCHGRY	Gray Vinyl, White Metal Tablet, Chrome Base	Length: 30.5" Depth: 29" Height: 33.5" Seat Length: 22.5" Seat Depth: 19.5" Seat Height: 19"
	Tech Chair, No Tablet	TCHP	Gray Vinyl, Chrome Base	Length: 30.5" Depth: 29" Height: 33.5" Seat Length: 22.5" Seat Depth: 19.5" Seat Height: 19"
	Wentworth Swivel Chair	WENCHA	Brown Vinyl	Length: 31" Depth: 24" Height: 31.5" Seat Length: 21.5" Seat Depth: 19" Seat Height: 18"

GROUP SEATING



Blade Chair Collection



Brewer Chair



Chelsea Chair Collection



Christopher Chair



Duet Stack Chair



Laguna Chair



Lucent Chair



Malba Chair Collection



Marina Chair Collection



Razor Chair








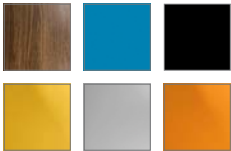

Rustique Chair


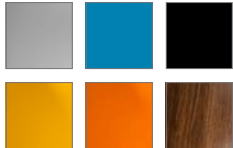









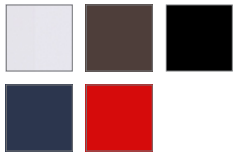


Syntax Chair











Zenith Chair






Product Image	Product Name	Product Code	Color/Materials	Dimensions
  	Blade Chair	BLDCBK BLDCRD BLDCSB	Black Red Sky Blue	Length: 20.5" Depth: 19" Height: 30.5" Seat Length: 15" Seat Depth: 16.75" Seat Height: 17.75"
	Brewer Chair	SC3	Onyx, Chrome	Length: 20" Depth: 20" Height: 32" Seat Length: 19.5" Seat Depth: 16.5"
  	Chelsea Chair	CCBTWL CCBTAZ CCBTBK CCBTYL CCBTGY CCBTOR	Walnut-Look, Black Tower Base Azure Blue, Black Tower Base Black, Black Tower Base Goldenrod Yellow, Black Tower Base Gray, Black Tower Base Orange, Black Tower Base	Length: 18.5" Depth: 22" Height: 34" Seat Length: 18" Seat Depth: 16" Seat Height: 18.5"



Product Image	Product Name	Product Code	Color/Materials	Dimensions
 	Chelsea Chair	CCSCGY CCSCAZ CCSCBK CCSCYL CCSCOR CCSCWL	Gray, Black Swivel Base w/ Casters Azure Blue, Black Swivel Base w/ Casters Black, Black Swivel Base w/ Casters Goldenrod Yellow, Black Swivel Base w/ Casters Orange, Black Swivel Base w/ Casters Walnut-Look, Black Swivel Base w/ Casters	Length: 18.5" Depth: 22" Height: 34" Seat Length: 18" Seat Depth: 16" Seat Height: 18.5"
	Christopher Chair	XCHR	White Vinyl, Chrome	Length: 17" Depth: 19" Height: 35" Seat Length: 16.75" Seat Depth: 14.75" Seat Height: 18"
	Duet Stack Chair	DUET	Black, Chrome	Length: 21" Depth: 23" Height: 33" Seat Length: 18" Seat Depth: 18" Seat Height: 18"
	Laguna Chair	LMCHR	Maple, Chrome	Length: 18" Depth: 19" Height: 34" Seat Length: 17" Seat Depth: 16" Seat Height: 18"
	Lucent Chair	LUCHCL	Frosted Acrylic, Chrome	Length: 19.5" Depth: 19.75" Height: 32.5" Seat Length: 16.25" Seat Depth: 15.5" Seat Height: 18.75"

Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Malba Chair	MALGRY	Gray, Chrome	Length: 20" Depth: 20" Height: 32" Seat Length: 17" Seat Depth: 14" Seat Height: 19"
	Malba Chair	MALGRN	Green, Chrome	Length: 20" Depth: 20" Height: 32" Seat Length: 17" Seat Depth: 14" Seat Height: 19"
 	Marina Chair	MARCWH MARCBR MARCBK MARCBE MARCRD	White Vinyl, Brushed Metal Brown Fabric, Brushed Metal Black Vinyl, Brushed Metal Ocean Blue Fabric, Brushed Metal Red Fabric, Brushed Metal	Length: 17.5" Depth: 19.5" Height: 35" Seat Length: 15" Seat Depth: 13" Seat Height: 19"
	Razor Armless Chair	SC10	White	Length: 19" Depth: 23.5" Height: 31.75" Seat Length: 16" Seat Depth: 17.25" Seat Height: 17.75"
	Rustique Chair w/ Arms	RSTDIN	Gunmetal	Length: 20" Depth: 18" Height: 31" Seat Length: 15" Seat Depth: 15" Seat Height: 18"






Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Syntax Chair	CS4	Black, Chrome	Length: 23" Depth: 19" Height: 32.25" Seat Length: 18" Seat Depth: 17" Seat Height: 18.5"
	Zenith Chair	ZENCHR	White, Chrome	Length: 18.25" Depth: 22" Height: 32" Seat Length: 18.25" Seat Depth: 16" Seat Height: 19"

Product Image	Product Name	Product Code	Color/Materials	Dimensions
 	Beverly Bench Ottoman	BVLYBK BVLYBN BVLYGR BVLYLN BVLYOB BVLYRD BVLYWH	Black Vinyl Brown Fabric Gray Fabric Linen Fabric Ocean Blue Fabric Red Fabric White Vinyl	Length: 60" Depth: 20" Height: 18" Seat Length: 60" Seat Depth: 20" Seat Height: 18"
 	Beverly Small Bench Ottoman	BVSMBK BVSMBN BVSMGY BVSMMLV BVSMMLN BVSMMLB BVSMGN BVSMOR BVSMRD BVSMWH BVSMYL	Black Vinyl Brown Fabric Gray Fabric Lavender Fabric Linen Fabric Ocean Blue Fabric Olive Green Fabric Orange Fabric Red Fabric White Vinyl Yellow Fabric	Length: 60" Depth: 20" Height: 18" Seat Length: 60" Seat Depth: 20" Seat Height: 18"
	Endless Curved Ottoman	END01B	Black Vinyl, Chrome	Length: 60.5" Depth: 37.5" Height: 15" Seat Length: 60.5" Seat Depth: 34"
	Endless Curved Ottoman	END01W	White Vinyl, Chrome	Length: 60.5" Depth: 37.5" Height: 15" Seat Length: 60.5" Seat Depth: 34"

Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Endless Square Ottoman	END02B	Black Vinyl, Chrome	Length: 34" Depth: 34" Height: 15" Seat Length: 34" Seat Depth: 34"
	Endless Square Ottoman	END02W	White Vinyl, Chrome	Length: 34" Depth: 34" Height: 15" Seat Length: 34" Seat Depth: 34"
 	Marche Swivel Ottoman	MAR001 MAR015 MAR010 MAR014 MAR012 MAR002 MAR016 MAR003 MAR008 MAR011 MAR009 MAR007 MAR004 MAR005 MAR006 MAR013	White Vinyl Black Vinyl Blue Fabric Distressed Brown Vinyl Forest Green Vinyl Gray Fabric Ivory Faux Sheep Fur Linen Fabric Meadow Green Orange Velvet Pear Yellow Fabric Plum Fabric Raspberry Fabric Red Fabric Rose Quartz Fabric Teal Velvet	Round: 17" Height: 18" Seat Round: 17" Seat Height: 18"
	Regis Bench	REGBEN	Brushed Metal	Length: 47" Depth: 15.5" Height: 16"

Product Image	Product Name	Product Code	Color/Materials	Dimensions
 <div>  </div>	Vibe Cube Ottoman	VIB10 VIB02 VIB05 VIB14 VIB17 VIB01 VIB08 VIB13 VIB04 VIB12 VIB16 VIB11 VIB15 VIB09	Black Vinyl Blue Vinyl Bright Yellow Vinyl Citrus Green Vinyl Desert Rose Vinyl Green Vinyl Orange Vinyl Purple Vinyl Red Vinyl Silver Vinyl Spice Orange Vinyl Steel Blue Vinyl Taupe Vinyl White Vinyl	Length: 18" Depth: 18" Height: 18" Seat Length: 18" Seat Depth: 18" Seat Height: 18"



Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Midtown Bar, Lighted w/ Plug In <div>   </div>	MTBLPI	Taupe Glass Top, Pewter	Length: 60" Depth: 18" Height: 42"
	Midtown Bar, Unlighted <div>  </div>	MTBUUL	Taupe Glass Top, Pewter	Length: 60" Depth: 18" Height: 42"

BAR SEATING



Banana Barstool Collection



Blade Barstool Collection



Chelsea Barstool Collection



Christopher Barstool



Laguna Barstool



Lift Barstool Collection



Lucent Barstool



Marina Barstool Collection



Rustique Barstool



Shark Barstool








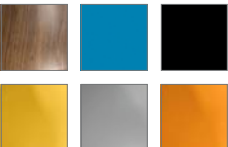
Syntax Barstool




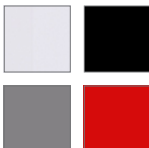

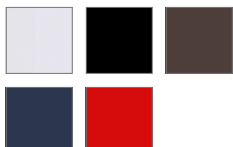








Zenith Barstool

















Zoey Barstool









Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Banana Barstool	BSS	Black, Chrome	Length: 21" Depth: 22" Height: 41" Seat Length: 18" Seat Depth: 18" Seat Height: 30.25"
	Banana Barstool	BST	White, Chrome	Length: 21" Depth: 22" Height: 41" Seat Length: 18" Seat Depth: 18" Seat Height: 30.25"
 	Blade Barstool	BLDBBK BLDBRD BLDBSB	Black Red Sky Blue	Length: 20.5" Depth: 20" Height: 40.5" Seat Length: 14" Seat Depth: 15.75" Seat Height: 30.25"
 	Chelsea Barstool	CBSBWL CBSBAZ CBSBBK CBSBYL CBSBGY CBSBOR	Walnut-Look, Black Tower Base Azure Blue, Black Tower Base Black, Black Tower Base Goldenrod Yellow, Black Tower Base Gray, Black Tower Base Orange, Black Tower Base	Length: 20.5" Depth: 20" Height: 40.5" Seat Length: 14" Seat Depth: 15.75" Seat Height: 30.25"

Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Christopher Barstool	XBAR	White Vinyl, Chrome	Length: 19" Depth: 19" Height: 41" Seat Length: 14.5" Seat Depth: 15" Seat Height: 29"
	Laguna Barstool	LMBAR	Maple, Chrome	Length: 18" Depth: 20" Height: 47" Seat Length: 17" Seat Depth: 16" Seat Height: 31"
 	Lift Barstool	ROLLWH ROLLBL ROLLGY ROLLRD	White Vinyl, Chrome Black Vinyl, Chrome Gray Vinyl, Chrome Red Vinyl, Chrome	Round: 18" Height: 23-33.5" Seat Round: 15" Seat Height: 22.25-31.5"
 	Marina Barstool	MARBWH MARBBK MARBBR MARBBE MARBRD	White Vinyl, Brushed Metal Black Vinyl, Brushed Metal Brown Fabric, Brushed Metal Ocean Blue Fabric, Brushed Metal Red Fabric, Brushed Metal	Length: 21" Depth: 17.5" Height: 41.5" Seat Length: 17" Seat Depth: 16" Seat Height: 30.5"







Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Lucent Barstool	LUBSCL	Frosted Acrylic, Chrome	Length: 22" Depth: 22.5" Height: 45.5" Seat Length: 16.25" Seat Depth: 15.5" Seat Height: 31"
	Rustique Barstool	RSTSTL	Gunmetal	Length: 13" Depth: 13" Height: 30" Seat Length: 12" Seat Depth: 12" Seat Height: 30"
	Shark Barstool	BS001	White, Chrome	Length: 22" Depth: 19" Height: 34-44" Seat Length: 17.5" Seat Depth: 14.5" Seat Height: 21.5-32"
	Syntax Barstool	BSR	Black, Chrome	Length: 23" Depth: 19" Height: 43.25" Seat Length: 18" Seat Depth: 17" Seat Height: 28.5"
	Zenith Barstool	ZENBAR	White, Chrome	Length: 19" Depth: 20" Height: 44" Seat Length: 18" Seat Depth: 16" Seat Height: 29"
	Zoey Barstool	BS002	White, Chrome	Length: 15" Depth: 16" Height: 30-34.75" Seat Length: 14" Seat Depth: 13" Seat Height: 26-30.5"

Product Image	Product Name	Product Code	Color/Materials	Dimensions
  	30" Round Bar Table w/ Hydraulic Base	30WHHB 30WDHB 30BKHB 30BEHB 30AGHB 30YSHB 30GRHB 30GSHB 30MTHB 30OSHB 30BRHB 30MAHB	White Top Barnwood Top Black Top Blue Top Brushed Gunmetal Top Brushed Yellow Top Graphite Nebula Top Green Top Maple Top Orange Top Red Top Gray Acajou Top	Round: 30" Height: 45"
  	30" Round Bar Table w/ Standard Black Base	30WH42 30WDBB 30BKSB 30EBBB 30AGBB 30YBBB VTJ 30GSBB VTK 30OSBB VTB VTA	White Top Barnwood Top Black Top Blue Top Brushed Gunmetal Top Brushed Yellow Top Graphite Nebula Top Green Top Maple Top Orange Top Red Top Gray Acajou Top	Round: 30" Height: 42"
 	30" Round Bar Table, Powered	P30BWH	White Top, Black	Round: 30" Height: 42"







Product Image	Product Name	Product Code	Color/Materials	Dimensions
 	36" Round Bar Table w/ Hydraulic Base	36WTHB 36BKHB 36GRHB 36MTHB	White Top Black Top Graphite Nebula Top Maple Top	Round: 36" Height: 45"
 	36" Round Bar Table w/ Standard Black Base	VTW 36BKSB VTN VTP	White Top Black Top Graphite Nebula Top Maple Top	Round: 36" Height: 42"
 	30" Round Cafe Table w/ Hydraulic Base	30WHHC 30WDHC 30BKHC 30BEHC 30AGHC 30YSHC 30GRHC 30GSHC 30MTHC 30OSHC 30BRHC 30MAHC	White Top Barnwood Top Black Top Blue Top Brushed Gunmetal Top Brushed Yellow Top Graphite Nebula Top Green Top Maple Top Orange Top Red Top Gray Acajou Top	Round: 30" Height: 29"







Product Image	Product Name	Product Code	Color/Materials	Dimensions
  	30" Round Cafe Table w/ Standard Black Base	30WH29 30WDBC 30BKSC 30BEBC 30AGBC 30YSBC ZTJ 30GSBC ZTK 30OSBC ZTB ZTA	White Top Barnwood Top Black Top Blue Top Brushed Gunmetal Top Brushed Yellow Top Graphite Nebula Top Green Top Maple Top Orange Top Red Top Gray Acajou Top	Round: 30" Height: 29"
 	30" Round Cafe Table, Powered	P30CWH	White Top, Black	Round: 30" Height: 29"
  	36" Round Cafe Table w/ Hydraulic Base	36WTHC 36BKHC 36MTHC 36GRHC	White Top Black Top Maple Top Graphite Nebula Top	Round: 36" Height: 29"







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Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Ventura Communal Bar Table	VNTBNP VNTWNP VNTMNP	Black Top, Silver White Top, Silver Maple Top, Silver	Length: 72.25" Depth: 26.25" Height: 42"
	Ventura Communal Bar Table, Powered	VNTBLK VNTWHT	Black Top, Silver White Top, Silver	Length: 72.25" Depth: 26.25" Height: 42"
	Ventura Communal Bar Table w/ Grommet Holes	VNTBWW VNTBMW	White Top, Silver Maple Top, Silver	Length: 72.25" Depth: 26.25" Height: 42"
	Ventura Communal Cafe Table	VNTCBN VNTCWN VNTCMN	Black Top, Silver White Top, Silver Maple Top, Silver	Length: 72.25" Depth: 26.25" Height: 30"
	Ventura Communal Cafe Table, Powered	VNTCBK VNTCWH	Black Top, Silver White Top, Silver	Length: 72.25" Depth: 26.25" Height: 30"
	Ventura Communal Cafe Table w/ Grommet Holes	VNTCWW VNTCMW	White Top, Silver Maple Top, Silver	Length: 72.25" Depth: 26.25" Height: 30"




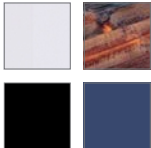

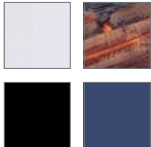








Product Image	Product Name	Product Code	Color/Materials	Dimensions
 	10' Table	<p>Powered: C10PWR Non-Powered: CONF10</p> <p>Powered: BKC10P Non-Powered: BKC10N</p> <p>Powered: M10PWR Non-Powered: MADC10</p>	<p>White Top, Silver</p> <p>Black Top, Silver</p> <p>Gray Acajou, Silver</p>	<p>Length: 120" Depth: 48" Height: 29"</p>
 	8' Table	<p>Powered: C8PWR Non-Powered: CONF8</p> <p>Powered: BKCT8P Non-Powered: BKCT8N</p> <p>Powered: M8PWR Non-Powered: MADC08</p>	<p>White Top, Silver</p> <p>Black Top, Silver</p> <p>Gray Acajou, Silver</p>	<p>Length: 96" Depth: 60" Height: 29"</p>
 	5' Table	<p>Powered: C5PWR Non-Powered: CONF5</p> <p>Powered: BKCT5P Non-Powered: BKCT5N</p> <p>Powered: M5PWR Non-Powered: MADC05</p>	<p>White Top, Silver</p> <p>Black Top, Silver</p> <p>Gray Acajou, Silver</p>	<p>Length: 60" Depth: 48" Height: 29"</p>







Product Image	Product Name	Product Code	Color/Materials	Dimensions
 	Adelaide Cocktail Table	Non-Powered: ADCTWH Powered: ADCTWP Non-Powered: ADCTBK Powered: ADCTBP ADCTGL	White Top, Silver Black Top, Silver Glass Top, Silver	Length: 48.875" Depth: 25.375" Height: 18"
 	Adelaide End Table	ADETWH ADETBK ADETGL	White Top, Silver Black Top, Silver Glass Top, Silver	Length: 21.5" Depth: 21.5" Height: 18"
 	Alondra Cocktail Table	ALC200 ALC100	Brandy Maple Top, Chrome Glass Top, Chrome	Length: 47" Depth: 24" Height: 17" Length: 47" Depth: 24" Height: 16"







Product Image	Product Name	Product Code	Color/Materials	Dimensions
 	Alondra End Table	ALE200	Brandy Maple Top, Chrome	Length: 20" Depth: 20" Height: 21"
		ALE100	Glass Top, Chrome	Length: 20" Depth: 20" Height: 20"
 	Geo Cocktail Table	C1FWB	Brandy Maple Top, Black Base	Length: 47" Depth: 24" Height: 17"
		C1C	Glass Top, Chrome Base	Length: 50" Depth: 22" Height: 16"
 	Geo End Table	E1FWB	Brandy Maple Top, Black Base	Length: 20" Depth: 20" Height: 21"
		E1C	Glass Top, Chrome Base	Length: 24" Depth: 24" Height: 20"







Product Image	Product Name	Product Code	Color/Materials	Dimensions
 	Mesa Cocktail Table	MESCTW MESCTB MESCTG	Barnwood Top, Bronze Black Top, Bronze Glass Top, Bronze	Round: 32.25" Height: 17.25" Round: 36" Height: 17.25"
 	Mesa End Table	MESETW MESETB MESETG	Barnwood Top, Bronze Black Top, Bronze Glass Top, Bronze	Round: 20.5" Height: 21.25" Round: 24" Height: 21.25"
	Regis Bench/Table	REGBEN	Brushed Metal	Length: 47" Depth: 15.5" Height: 16"
	Regis End Table	REGOTT	Brushed Metal	Length: 16" Depth: 15.5" Height: 16.5"






Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Silverado Cocktail Table	C1E	Glass Top, Chrome	Round: 36" Height: 17"
	Silverado End Table	E1E	Glass Top, Chrome	Round: 24" Height: 22"
 	Sydney Cocktail Table	Non-Powered: C1W Powered: C1WP SYDWDC Non-Powered: C1Y Powered: C1YP SYDBEC	White Top, Brushed Steel Barnwood Top, Brushed Steel Black Top, Brushed Steel Blue Top, Brushed Steel	Length: 48" Depth: 26" Height: 18"
 	Sydney End Table	E1W SYDWDE E1Y SYDBEE	White Top, Brushed Steel Barnwood Top, Brushed Steel Black Top, Brushed Steel Blue Top, Brushed Steel	Length: 27" Depth: 23" Height: 22"







Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Aura Round Table	AURA	White Metal	Round: 15" Height: 22"
 	Sedona Side Table	SEDBWH SEDBWD SEDBBK	White Top, Bronze Barnwood Top, Bronze Black Top, Bronze	Length: 15.75" Depth: 15.75" Height: 24"
 	Taos Side Table	TAOBWH TAOBWD TAOBK	White Top, Bronze Barnwood Top, Bronze Black Top, Bronze	Length: 15.75" Depth: 15.75" Height: 24"
	Timber Table	TMBTBL	Wood	Round: 16" Height: 17"





Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Madison Executive Desk	JD8	Gray Acajou	Length: 60" Depth: 30" Height: 29"
	Tech Desk, Powered	TECH	Black Metal, Black Laminate w/electrical unit	Length: 60" Depth: 30" Height: 30"
	Tech Desk, Powered w/ 3 Drawer File Cabinet	TECH3B	Black Metal, Black Laminate w/electrical unit	Length: 60" Depth: 30" Height: 30"
	3 Drawer File Cabinet on Castors	TECH3	Black Top, Black Metal	Length: 16" Depth: 20" Height: 28"
	Madison Bookcase	BC8	Gray Acajou	Length: 36" Depth: 12" Height: 72"
	Posh Shelving	PSHCCS	Chrome, Acrylic	Length: 36" Depth: 18" Height: 72"
	Divider, Freestanding Whiteboard	DIVFWB	Silver, White	Length: 395" Depth: 1.5" Height: 72"













Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Atomic 42" Round Table	42ATO	Glass Top, Chrome	Round: 42" Height: 30"
	Atomic 36" Round Table	36ATO	Glass Top, Chrome	Round: 36" Height: 30"
	Geo Table, Rectangle	CF2 CE2	Glass Top, Black Glass Top, Chrome	Length: 60" Depth: 36" Height: 29"
	Geo Table, Rounded Square	CE1 CF1	Glass Top, Chrome Glass Top, Black	Length: 42" Depth: 42" Height: 29"
	Work Table	WD3	White Top, White	Length: 48" Depth: 24" Height: 30"
	42" Round Madison Table	CB8	Gray Acajou, Black	Round: 42" Height: 29"







Product Image	Product Name	Product Code	Color/Materials	Dimensions
	42" Round Table	CONF42	White Top, Black	Round: 42" Height: 29"
	42" Round Table	42BKCT	Black Top, Black	Round: 42" Height: 29"
	10' Table	Powered: BKC10P Non-Powered: BKC10N	Black Top, Silver	Length: 120" Depth: 48" Height: 29"
	8' Table	Powered: BKCT8P Non-Powered: BKCT8N	Black Top, Silver	Length: 96" Depth: 60" Height: 29"
	5' Table	Powered: BKCT5P Non-Powered: BKCT5N	Black Top, Silver	Length: 60" Depth: 48" Height: 29"
	10' Table	Powered: C10PWR Non-Powered: CONF10	White Top, Silver	Length: 120" Depth: 48" Height: 29"







Product Image	Product Name	Product Code	Color/Materials	Dimensions
	8' Table	Powered: C8PWR Non-Powered: CONF8	White Top, Silver	Length: 96" Depth: 60" Height: 29"
	5' Table	Powered: C5PWR Non-Powered: CONF5	White Top, Silver	Length: 60" Depth: 48" Height: 29"
	Madison 10' Table	Powered: M10PWR Non-Powered: MADC10	Gray Acajou, Silver	Length: 120" Depth: 48" Height: 29"
	Madison 8' Table	Powered: M8PWR Non-Powered: MADC08	Gray Acajou, Silver	Length: 96" Depth: 60" Height: 29"
	Madison 5' Table	Powered: M5PWR Non-Powered: MADC05	Gray Acajou, Silver	Length: 60" Depth: 48" Height: 29"

Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Ace High Back Chair	ACEHBC	White Vinyl, Chrome	Length: 26" Depth: 26" Height: 42.25-44" Seat Length: 19.5" Seat Depth: 18" Seat Height: 17-19.75"
	Ace Mid Back Chair	ACEMBC	White Vinyl, Chrome	Length: 26" Depth: 26" Height: 33.25-33.75" Seat Length: 19.5" Seat Depth: 18" Seat Height: 17-19.75"
	Cupertino Mid Back Chair	CUPCHA	Black Vinyl, Chrome	Length: 27" Depth: 30.5" Height: 40-43" Seat Length: 19.5" Seat Depth: 19" Seat Height: 18.5-20.5"
	Genesis Chair	GENCHA	Black	Length: 27.5" Depth: 27.5" Height: 40-43.5" Seat Length: 20" Seat Depth: 17.5" Seat Height: 17.5-21"
	Pro Executive Guest Chair	PROGB	Black Vinyl, Chrome	Length: 24" Depth: 26" Height: 36" Seat Length: 19.5" Seat Depth: 19" Seat Height: 18"
	Pro Executive High Back Chair	PROEXB	Black Vinyl, Chrome	Length: 25" Depth: 24" Height: 45-48" Seat Length: 19.5" Seat Depth: 18.5" Seat Height: 18-21"

Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Pro Executive High Back Chair	PROEXE	White Vinyl, Chrome	Length: 25" Depth: 24" Height: 45-48" Seat Length: 19.5" Seat Depth: 18.5" Seat Height: 18-21"
	Pro Executive Mid Back Chair	PROMDB	Black Vinyl, Chrome	Length: 24" Depth: 22" Height: 36.75-39.75" Seat Length: 20" Seat Depth: 19.5" Seat Height: 18-21"
	Pro Executive Mid Back Chair	PROMID	White Vinyl, Chrome	Length: 24" Depth: 22" Height: 36.75-39.75" Seat Length: 20" Seat Depth: 19.5" Seat Height: 18-21"
	Task Stool	TASKST	Black Fabric, Black	Length: 27.5" Depth: 27.5" Height: 32.75-40.25" Seat Length: 18.5" Seat Depth: 18.5" Seat Height: 18-25.5"

Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Midtown Powered Counter, Lighted w/ Plug In 	MTCLPI	Taupe Glass Top, Pewter	Length: 60" Depth: 18" Height: 42"
	Midtown Powered Counter, Unlighted 	MTCPUL	Taupe Glass Top, Pewter	Length: 60" Depth: 18" Height: 42"
	Powered Locking Pedestal, 36" 	PDL36B	Black	Length: 24" Depth: 24" Height: 36"
	Powered Locking Pedestal, 36" 	PDL36W	White	Length: 24" Depth: 24" Height: 36"
	Powered Locking Pedestal, 42" 	PDL42B	Black	Length: 24" Depth: 24" Height: 42"
	Powered Locking Pedestal, 42" 	PDL42W	White	Length: 24" Depth: 24" Height: 42"

Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Clear Divider, Bar/Counter	DIVBAR	Clear, Black	Length: 48-70" Depth: 12" Height: 31.5"
	Clear Divider, Freestanding	DIVFRE	Silver, Clear	Length: 39" Depth: 1.5" Height: 72"
	Clear Divider, Freestanding Corner	DIVFCR	Silver, Clear	Length: 39" Depth: 39" Height: 72"
	Clear Divider, Freestanding Wall	DIVFWL	Silver, Clear	Length: 40" Depth: 1.5" Height: 72"
	Clear Divider, Sofa/Table	DIVFST	Silver, Clear	Length: 34" Depth: 11" Height: 47-74"
	Miramar Divider, White	MIRWHT	Molded Plastic	Length: 63" Depth: 23" Height: 83"

Product Image	Product Name	Product Code	Color/Materials	Dimensions
	Stanchion Sign Holder	STNSGN	Chrome	Length: 10" Height: 13"
	Stanchion w/ Retractable Belt	STNCH1	Black, Chrome	Length: 96" Height: 37"
	Mason Floor Lamp	LA15	Brushed Silver	Round: 18" Height: 55"
	Mason Table Lamp	LA14	Brushed Silver	Round: 16" Height: 26"
	Boxwood Hedge 7'	HDG7FT	Green, Black	Length: 36.5" Depth: 12" Height: 84"
	Boxwood Hedge 4'	HDG4FT	Green, Black	Length: 46" Depth: 9" Height: 47"



SOFT SEATING COLLECTIONS

2023 CyberMaryland Conference

M164681223

College Park Marriott Hotel & Conference Center | Hyattsville, MD

December 6 - 7, 2023

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 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, Metal Base		\$1,476.85	\$1,698.40	\$1,902.20	
KEYLOV	Key Largo Loveseat - Black Fabric, Metal Base		\$680.30	\$782.35	\$876.25	
NPLLOV	Naples Loveseat - Black Vinyl, Metal Base		\$1,304.05	\$1,499.65	\$1,679.60	
NPLLOP	Naples Loveseat - Black Vinyl, Metal Base POWERED		\$1,625.00	\$1,868.75	\$2,093.00	
COLVTP	Cordoba Loveseat - Taupe, Black Metal Base		\$1,043.90	\$1,200.50	\$1,344.55	
MONLOV	Montreal Loveseat - Blue, Black Metal Base		\$1,253.20	\$1,441.20	\$1,614.15	

Sofas

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
SFA002	Allegro Sofa - Blue Fabric, Brushed Metal		\$1,297.15	\$1,491.70	\$1,670.70	
BSFWHT	Baja Sofa - White Vinyl		\$1,570.10	\$1,805.60	\$2,022.25	
FAIRSW	Fairfax Sofa - White Vinyl, Brushed Metal		\$884.70	\$1,017.40	\$1,139.50	
KEYSOF	Key Largo Sofa - Black Fabric, Wood		\$877.65	\$1,009.30	\$1,130.40	
NPLSOF	Naples Sofa - Black Vinyl		\$1,550.90	\$1,783.55	\$1,997.60	
NPLLOP	Naples Sofa - Black Vinyl POWERED		\$1,889.30	\$2,172.70	\$2,433.40	
PALSOF	Palm Beach Sofa - White Vinyl		\$1,231.95	\$1,416.75	\$1,586.75	
STESOF	Sterling Sofa - Grey Fabric		\$1,462.55	\$1,681.95	\$1,883.80	
VALSOF	Valencia Sofa - Coffee Brown Velvet		\$825.35	\$949.15	\$1,063.05	

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

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

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

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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2023 CyberMaryland Conference

College Park Marriott Hotel & Conference Center | Hyattsville, MD
December 6 - 7, 2023

ACCENT CHAIRS

M164681223

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 2023

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CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
CHR002	Allegro Chair - Blue Fabric, Brushed Metal		\$910.00	\$1,046.50	\$1,172.10	
ATHCHA	Atherton Chair - Brown Leather, Black Metal		\$754.20	\$867.35	\$971.45	
BCHWHT	Baja Chair - White Vinyl		\$1,008.15	\$1,159.35	\$1,298.45	
BOWCHA	Bowery Chair - Ochre Fabric		\$708.35	\$814.60	\$912.35	
CNTCHR	Century Chair - Gray Velvet		\$721.90	\$830.20	\$929.80	
FAIRCW	Fairfax Chair - White Vinyl, Brushed Metal		\$638.00	\$733.70	\$821.75	
KEYCHR	Key Largo Chair - Black Fabric, Wood		\$581.60	\$668.85	\$749.10	
LABREA	La Brea Swivel Chair - Charcoal Gray Fabric, Chrome		\$761.30	\$875.50	\$980.55	
LENCHA	Lena Chair - Moss Green Leather, Bronze		\$635.70	\$731.05	\$818.80	
BCW	Madrid Chair - White Vinyl, Chrome		\$1,385.30	\$1,593.10	\$1,784.25	
MONCHA	Montreal Chair - Blue, Black Metal		\$778.45	\$895.20	\$1,002.60	
MNCHCH	Munich Armless Chair - Gray Fabric, Black		\$1,046.85	\$1,203.90	\$1,348.35	
NPLCHP	Naples Chair - Black Vinyl  POWERED		\$1,173.75	\$1,349.80	\$1,511.80	
NPLCHR	Naples Chair - Black Vinyl		\$1,082.10	\$1,244.40	\$1,393.75	
STECHE	Sterling Chair - Gray Fabric		\$1,004.65	\$1,155.35	\$1,294.00	
SWAN	Swanson Swivel Chair - White Vinyl, Chrome		\$662.60	\$762.00	\$853.45	
TCHP	Tech Chair, No Tablet - Gray Vinyl, Chrome Base		\$554.85	\$638.10	\$714.65	
TCHGRY	Tech Tablet Chair - Gray Vinyl, White Metal Tablet, Chrome Base  POWERED		\$541.40	\$622.60	\$697.30	
VALCHA	Valencia Chair - Spice Orange Velvet		\$555.30	\$638.60	\$715.25	
WENCH	Wentworth Swivel Chair - Brown Vinyl		\$608.85	\$700.20	\$784.20	
BNMCOW	Brooklyn Meeting Chair - White		\$487.35	\$560.45	\$627.70	
BNMCSW	Brooklyn Meeting Chair, Swivel - White		\$487.35	\$560.45	\$627.70	
BNMCSB	Brooklyn Meeting Chair - Black		\$457.60	\$526.25	\$589.40	
BNMCOB	Brooklyn Meeting Chair, Swivel - Black		\$457.60	\$526.25	\$589.40	
COCHTP	Cordoba Chair		\$731.00	\$840.65	\$941.55	

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

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TOTAL ESTIMATE	\$ _____
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AMOUNT DUE	\$ _____

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2023 CyberMaryland Conference

College Park Marriott Hotel & Conference Center | Hyattsville, MD
December 6 - 7, 2023

INDIVIDUAL SEATING

M164681223

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 2023

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CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
BLDCRD	Blade Chair - Red		\$124.95	\$143.70	\$160.95	
BLDCSB	Blade Chair - Sky Blue		\$124.95	\$143.70	\$160.95	
BLDCBK	Blade Chair - Black		\$106.60	\$122.60	\$137.30	
CCSCAZ	Chelsea Chair - Azure Blue, Black Swivel Base		\$241.80	\$278.05	\$311.40	
CCBTAZ	Chelsea Chair - Azure Blue, Black Tower Base		\$241.80	\$278.05	\$311.40	
CCSCBK	Chelsea Chair - Black, Black Swivel Base		\$241.80	\$278.05	\$311.40	
CCBTBK	Chelsea Chair - Black, Black Tower Base		\$241.80	\$278.05	\$311.40	
CCSCYL	Chelsea Chair - Goldenrod Yellow, Black Swivel Base		\$241.80	\$278.05	\$311.40	
CCBTYL	Chelsea Chair - Goldenrod Yellow, Black Tower Base		\$241.80	\$278.05	\$311.40	
CCSCGY	Chelsea Chair - Gray, Black Swivel Base		\$241.80	\$278.05	\$311.40	
CCBTGY	Chelsea Chair - Gray, Black Tower Base		\$241.80	\$278.05	\$311.40	
CCSCOR	Chelsea Chair - Orange, Black Swivel Base		\$241.80	\$278.05	\$311.40	
CCBTOR	Chelsea Chair - Orange, Black Tower Base		\$241.80	\$278.05	\$311.40	
CCSCWL	Chelsea Chair - Walnut, Black Swivel Base		\$241.80	\$278.05	\$311.40	
CCBTWL	Chelsea Chair - Walnut, Black Tower Base		\$241.80	\$278.05	\$311.40	
SC3	Brewer Chair - Onyx, Chrome		\$324.15	\$372.75	\$417.50	
XCHR	Christopher Chair - White Vinyl, Chrome		\$193.90	\$223.00	\$249.75	
DUET	Duet Stack Chair - Black, Chrome		\$119.85	\$137.85	\$154.40	
LMCHR	Laguna Chair - Maple, Chrome		\$274.95	\$316.20	\$354.15	
LUCHCL	Lucent Chair - Frosted Acrylic, Chrome		\$336.45	\$386.90	\$433.35	
MALGRN	Malba Chair - Green, Chrome		\$211.50	\$243.25	\$272.45	
MALGRY	Malba Chair - Gray, Chrome		\$211.50	\$243.25	\$272.45	
MARCBF	Marina Chair - Ocean Blue Fabric, Brushed Metal		\$272.35	\$313.20	\$350.80	
MARCBK	Marina Chair - Black Vinyl, Brushed Metal		\$272.35	\$313.20	\$350.80	
MARCBR	Marina Chair - Brown Fabric, Brushed Metal		\$272.35	\$313.20	\$350.80	
MARCRD	Marina Chair - Red Fabric, Brushed Metal		\$272.35	\$313.20	\$350.80	
MARCRW	Marina Chair - White Vinyl, Brushed Metal		\$272.35	\$313.20	\$350.80	
PASCHR	Pasadena Chair - White Molded Plastic w/Chrome Tower Base		\$439.00	\$504.85	\$565.45	
SC10	Razor Armless Chair - White		\$144.55	\$166.25	\$186.20	
RSTDIN	Rustique Chair w/ Arms - Gunmetal		\$243.15	\$279.60	\$313.15	
CS4	Syntax Chair - Black, Chrome		\$384.20	\$441.85	\$494.85	
ZENCHR	Zenith Chair - White, Chrome		\$310.10	\$356.60	\$399.40	

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

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BENCHES & OTTOMANS

2023 CyberMaryland Conference

M164681223

College Park Marriott Hotel & Conference Center | Hyattsville, MD

December 6 - 7, 2023

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 2023

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Beverly Benches

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
BVSMBK	Beverly Small Bench Ottoman - Black Vinyl		\$390.60	\$449.20	\$503.10	
BVSMBL	Beverly Small Bench Ottoman - Ocean Blue Fabric		\$390.60	\$449.20	\$503.10	
BVSMBN	Beverly Small Bench Ottoman - Brown Fabric		\$390.60	\$449.20	\$503.10	
BVSMCN	Beverly Small Bench Ottoman - Olive Green Fabric		\$390.60	\$449.20	\$503.10	
BVSMGY	Beverly Small Bench Ottoman - Grey Fabric		\$390.60	\$449.20	\$503.10	
BVSM LN	Beverly Small Bench Ottoman - Linen Fabric		\$390.60	\$449.20	\$503.10	
BVSM LV	Beverly Small Bench Ottoman - Lavender Fabric		\$390.60	\$449.20	\$503.10	
BVSMOR	Beverly Small Bench Ottoman - Orange Fabric		\$390.60	\$449.20	\$503.10	
BVSMRD	Beverly Small Bench Ottoman - Red Fabric		\$390.60	\$449.20	\$503.10	
BVSMWH	Beverly Small Bench Ottoman - White Vinyl		\$390.60	\$449.20	\$503.10	
BVSMYL	Beverly Small Bench Ottoman - Yellow Fabric		\$390.60	\$449.20	\$503.10	
BVLYBK	Beverly Bench - Black Vinyl		\$747.25	\$859.35	\$962.45	
BVLYBN	Beverly Bench - Brown Fabric		\$747.25	\$859.35	\$962.45	
BVLYGR	Beverly Bench - Grey Fabric		\$747.25	\$859.35	\$962.45	
BVLYLN	Beverly Bench - Linen Fabric		\$747.25	\$859.35	\$962.45	
BVLYOB	Beverly Bench - Ocean Fabric		\$747.25	\$859.35	\$962.45	
BVLYRD	Beverly Bench - Red Fabric		\$747.25	\$859.35	\$962.45	
BVLYWH	Beverly Bench - White Vinyl		\$747.25	\$859.35	\$962.45	

Metal Bench

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
REGBEN	Regis Bench/Table - Brushed Metal		\$532.20	\$612.05	\$685.50	

Ottomans

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
END01B	Endless Curved Ottoman - Black Vinyl, Chrome		\$775.45	\$891.75	\$998.75	
END01W	Endless Curved Ottoman - White Vinyl, Chrome		\$775.45	\$891.75	\$998.75	
END02B	Endless Square Ottoman - Black Vinyl, Chrome		\$486.45	\$559.40	\$626.55	
END02W	Endless Square Ottoman - White Vinyl, Chrome		\$486.45	\$559.40	\$626.55	

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

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

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com



CUBE & SWIVEL OTTOMANS

2023 CyberMaryland Conference

M164681223

College Park Marriott Hotel & Conference Center | Hyattsville, MD

December 6 - 7, 2023

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 2023

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

Vibe Cubes

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
VIB01	Vibe Cube - Green		\$260.90	\$300.05	\$336.05	
VIB02	Vibe Cube - Blue		\$260.90	\$300.05	\$336.05	
VIB04	Vibe Cube - Red		\$260.90	\$300.05	\$336.05	
VIB05	Vibe Cube - Yellow		\$260.90	\$300.05	\$336.05	
VIB08	Vibe Cube - Orange		\$260.90	\$300.05	\$336.05	
VIB09	Vibe Cube - White Waterproof		\$260.90	\$300.05	\$336.05	
VIB10	Vibe Cube - Black Waterproof		\$260.90	\$300.05	\$336.05	
VIB11	Vibe Cube - Steel Blue Vinyl		\$260.90	\$300.05	\$336.05	
VIB12	Vibe Cube - Silver Vinyl		\$260.90	\$300.05	\$336.05	
VIB13	Vibe Cube - Purple Vinyl		\$260.90	\$300.05	\$336.05	
VIB14	Vibe Cube - Cirtus Green		\$260.90	\$300.05	\$336.05	
VIB15	Vibe Cube - Taupe Vinyl		\$260.90	\$300.05	\$336.05	
VIB16	Vibe Cube - Spice Orange		\$260.90	\$300.05	\$336.05	
VIB17	Vibe Cube - Desert Rose		\$260.90	\$300.05	\$336.05	

Marche Swivel

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
MAR001	Marche Swivel - White		\$345.35	\$397.15	\$444.80	
MAR002	Marche Swivel - Grey		\$345.35	\$397.15	\$444.80	
MAR003	Marche Swivel - Linen		\$345.35	\$397.15	\$444.80	
MAR004	Marche Swivel - Raspberry		\$345.35	\$397.15	\$444.80	
MAR005	Marche Swivel - Red		\$345.35	\$397.15	\$444.80	
MAR006	Marche Swivel - Rose Qtz		\$345.35	\$397.15	\$444.80	
MAR007	Marche Swivel - Plum		\$345.35	\$397.15	\$444.80	
MAR008	Marche Swivel - Meadow Green		\$345.35	\$397.15	\$444.80	
MAR009	Marche Swivel - Pear		\$345.35	\$397.15	\$444.80	
MAR010	Marche Swivel - Blue		\$345.35	\$397.15	\$444.80	
MAR011	Marche Swivel - Orange		\$345.35	\$397.15	\$444.80	
MAR012	Marche Swivel - Forest Green		\$345.35	\$397.15	\$444.80	
MAR013	Marche Swivel - Teal Velvet		\$345.35	\$397.15	\$444.80	
MAR014	Marche Swivel - Distressed Brown		\$345.35	\$397.15	\$444.80	
MAR015	Marche Swivel - Black Vinyl		\$345.35	\$397.15	\$444.80	
MAR016	Marche Swivel - Ivory Faux Sheep Fur		\$345.35	\$397.15	\$444.80	

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

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

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 2023

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Cocktail Tables

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
ADCTBK	Adelaide Cocktail Table - Black Top, Silver		\$405.60	\$466.45	\$522.40	
ADCTGL	Adelaide Cocktail Table - Glass Top, Silver		\$405.60	\$466.45	\$522.40	
ADCTWH	Adelaide Cocktail Table - White Top, Silver		\$405.60	\$466.45	\$522.40	
ADCTBP	Adelaide Cocktail Table - Black Top, Silver  POWERED		\$561.60	\$645.85	\$723.35	
ADCTWP	Adelaide Cocktail Table - White Top, Silver  POWERED		\$561.60	\$645.85	\$723.35	
ALCI00	Alondra Cocktail Table - Glass Top, Chrome		\$620.30	\$713.35	\$798.95	
ALC200	Alondra Cocktail Table - Brandy Maple Top, Chrome		\$620.30	\$713.35	\$798.95	
CIC	Geo Cocktail Table - Glass Top, Chrome		\$465.25	\$535.05	\$599.25	
CIFWB	Geo Cocktail Table - Brandy Maple Top, Black		\$542.80	\$624.20	\$699.10	
MESCTB	Mesa Cocktail Table - Black Top, Bronze		\$359.30	\$413.20	\$462.80	
MESCTG	Mesa Cocktail Table - Glass Top, Bronze		\$359.30	\$413.20	\$462.80	
MESCTW	Mesa Cocktail Table - Barnwood Top, Bronze		\$359.30	\$413.20	\$462.80	
CIE	Silverado Cocktail Table - Glass Top, Chrome		\$514.60	\$591.80	\$662.80	
CIW	Sydney Cocktail Table - White Top, Brushed Steel		\$521.65	\$599.90	\$671.90	
CIY	Sydney Cocktail Table - Black Top, Brushed Steel		\$521.65	\$599.90	\$671.90	
CIWP	Sydney Cocktail Table - White Top, Brushed Steel  POWERED		\$662.60	\$762.00	\$853.45	
CYP	Sydney Cocktail Table - Black Top, Brushed Steel  POWERED		\$662.60	\$762.00	\$853.45	
SYDBEC	Sydney Cocktail Table - Blue Top, Brushed Steel		\$528.70	\$608.00	\$680.95	
SYDWDC	Sydney Cocktail Table - Barnwood Top, Brushed Steel		\$480.60	\$552.70	\$619.00	

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

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



2023 CyberMaryland Conference

College Park Marriott Hotel & Conference Center | Hyattsville, MD
December 6 - 7, 2023

ACCENT TABLES: SIDE

M164681223

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 2023

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End Tables

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
ADETBK	Adelaide End Table - Black Top, Silver		\$392.60	\$451.50	\$505.70	
ADETG	Adelaide End Table - Glass Top, Silver		\$392.60	\$451.50	\$505.70	
ADETWH	Adelaide End Table - White Top, Silver		\$392.60	\$451.50	\$505.70	
ALE100	Alondra End Table - Glass Top, Chrome		\$447.65	\$514.80	\$576.60	
ALE200	Alondra End Table - Brandy Maple Top, Chrome		\$447.65	\$514.80	\$576.60	
CUBPOW	Wireless Charging Table - White, AC Plug In POWERED		\$797.90	\$917.60	\$1,027.70	
EIC	Geo End Table - Glass Top, Chrome		\$458.25	\$527.00	\$590.25	
EIFWB	Geo End Table - Brandy Maple Top, Black		\$472.30	\$543.15	\$608.35	
MESETB	Mesa End Table - Black Top, Bronze		\$237.40	\$273.00	\$305.75	
MESETG	Mesa End Table - Glass Top, Bronze		\$237.40	\$273.00	\$305.75	
MESETW	Mesa End Table - Barnwood Top, Bronze		\$237.40	\$273.00	\$305.75	
REGOTT	Regis End Table - Brushed Metal		\$391.30	\$450.00	\$504.00	
EIE	Silverado End Table - Glass, Chrome		\$489.90	\$563.40	\$631.00	
EIW	Sydney End Table - White Top, Brushed Steel		\$472.30	\$543.15	\$608.35	
EIY	Sydney End Table - Black Top, Brushed Steel		\$472.30	\$543.15	\$608.35	
SYDBEE	Sydney End Table - Blue Top, Brushed Steel		\$464.60	\$534.30	\$598.40	
SYDWDE	Sydney End Table - Barnwood Top, Brushed Steel		\$464.60	\$534.30	\$598.40	

= **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.

Side Tables

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
AURA	Aura Round Table - White Metal		\$267.80	\$307.95	\$344.90	
SEDBBK	Sedona Side Table - Black Top, Bronze		\$239.55	\$275.50	\$308.55	
SEDBWD	Sedona Side Table - Wood Top, Bronze		\$239.55	\$275.50	\$308.55	
SEDBWH	Sedona Side Table - White Top, Bronze		\$239.55	\$275.50	\$308.55	
TAOBBK	Taos Side Table - Black Top, Bronze		\$239.55	\$275.50	\$308.55	
TAOBWD	Taos Side Table - Wood Top, Bronze		\$239.55	\$275.50	\$308.55	
TAOBWH	Taos Side Table - White Top, Bronze		\$239.55	\$275.50	\$308.55	
TMBTBL	Timber Table - Wood		\$317.25	\$364.85	\$408.65	

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

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

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ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 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		\$464.60	\$534.30	\$598.40	
30BEBB	30" Round Bar Table w/ Standard Black Base - Blue Top		\$464.60	\$534.30	\$598.40	
30BKSB	30" Round Bar Table w/ Standard Black Base - Black Top		\$464.60	\$534.30	\$598.40	
30GSBB	30" Round Bar Table w/ Standard Black Base - Green Top		\$464.60	\$534.30	\$598.40	
30OSBB	30" Round Bar Table w/ Standard Black Base - Orange Top		\$464.60	\$534.30	\$598.40	
30WDBB	30" Round Bar Table w/ Standard Black Base - Barnwood Top		\$464.60	\$534.30	\$598.40	
30WH42	30" Round Bar Table w/ Standard Black Base - White Top		\$482.80	\$555.20	\$621.80	
30YBBB	30" Round Bar Table w/ Standard Black Base - Brushed Yellow Top		\$464.60	\$534.30	\$598.40	
VTB	30" Round Bar Table w/ Standard Black Base - Red Top		\$458.25	\$527.00	\$590.25	
VTJ	30" Round Bar Table w/ Standard Black Base - Graphite Nebula Top		\$458.25	\$527.00	\$590.25	
VTK	30" Round Bar Table w/ Standard Black Base - Maple Top		\$458.25	\$527.00	\$590.25	
VTA	30" Round Madison Bar Table w/ Standard Black Base - Gray Acajou Top		\$458.25	\$527.00	\$590.25	
P30BWH	30" Round Cafe Table w/ Standard Black Base - White Top  POWERED		\$938.65	\$1,079.45	\$1,209.00	

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		\$458.25	\$527.00	\$590.25	
VTN	36" Round Bar Table w/ Standard Black Base - Graphite Nebula Top		\$489.90	\$563.40	\$631.00	
VTW	36" Round Bar Table w/ Standard Black Base - White Top		\$489.90	\$563.40	\$631.00	
VTP	36" Round Bar Table w/ Standard Black Base - Maple Top		\$489.90	\$563.40	\$631.00	

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		\$560.80	\$644.90	\$722.30	
30BEHB	30" Round Bar Table w/ Hydraulic Base - Blue Top		\$560.80	\$644.90	\$722.30	
30BKHB	30" Round Bar Table w/ Hydraulic Base - Black Top		\$560.80	\$644.90	\$722.30	
30BRHB	30" Round Bar Table w/ Hydraulic Base - Red Top		\$556.90	\$640.45	\$717.30	
30GRHB	30" Round Bar Table w/ Hydraulic Base - Graphite Nebula Top		\$556.90	\$640.45	\$717.30	
30GSHB	30" Round Bar Table w/ Hydraulic Base - Green Top		\$560.80	\$644.90	\$722.30	
30MTHB	30" Round Bar Table w/ Hydraulic Base - Maple Top		\$606.25	\$697.20	\$780.85	
30OSHB	30" Round Bar Table w/ Hydraulic Base - Orange Top		\$560.80	\$644.90	\$722.30	
30WDHB	30" Round Bar Table w/ Hydraulic Base - Barnwood Top		\$560.80	\$644.90	\$722.30	
30WHHB	30" Round Bar Table w/ Hydraulic Base - White Top		\$602.80	\$693.20	\$776.40	
30YSHB	30" Round Bar Table w/ Hydraulic Base - Brushed Yellow Top		\$560.80	\$644.90	\$722.30	
30MAHB	30" Round Madison Bar Table w/ Hydraulic Base - Gray Acajou Top		\$556.90	\$640.45	\$717.30	

36" Round Bar Table with Hydraulic Base

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
36BKHB	36" Round Bar Table w/ Hydraulic Base - Black Top		\$560.80	\$644.90	\$722.30	
36GRHB	36" Round Bar Table w/ Hydraulic Base - Graphite Nebula Top		\$606.25	\$697.20	\$780.85	
36MTHB	36" Round Bar Table w/ Hydraulic Base - Maple Top		\$606.25	\$697.20	\$780.85	
36WTHB	36" Round Bar Table w/ Hydraulic Base - White Top		\$606.25	\$697.20	\$780.85	

2023 CyberMaryland Conference

M164681223


College Park Marriott Hotel & Conference Center | Hyattsville, MD

December 6 - 7, 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		\$464.60	\$534.30	\$598.40	
30BEBB	30" Round Bar Table w/ Standard Black Base - Blue Top		\$464.60	\$534.30	\$598.40	
30BKSB	30" Round Bar Table w/ Standard Black Base - Black Top		\$464.60	\$534.30	\$598.40	
30GSBB	30" Round Bar Table w/ Standard Black Base - Green Top		\$464.60	\$534.30	\$598.40	
30OSBB	30" Round Bar Table w/ Standard Black Base - Orange Top		\$464.60	\$534.30	\$598.40	
30WDBB	30" Round Bar Table w/ Standard Black Base - Barnwood Top		\$464.60	\$534.30	\$598.40	
30WH42	30" Round Bar Table w/ Standard Black Base - White Top		\$482.80	\$555.20	\$621.80	
30YBBB	30" Round Bar Table w/ Standard Black Base - Brushed Yellow Top		\$464.60	\$534.30	\$598.40	
VTB	30" Round Bar Table w/ Standard Black Base - Red Top		\$458.25	\$527.00	\$590.25	
VTJ	30" Round Bar Table w/ Standard Black Base - Graphite Nebula Top		\$458.25	\$527.00	\$590.25	
VTK	30" Round Bar Table w/ Standard Black Base - Maple Top		\$458.25	\$527.00	\$590.25	
VTA	30" Round Madison Bar Table w/ Standard Black Base - Gray Acajou Top		\$458.25	\$527.00	\$590.25	
P30BWH	30" Round Cafe Table w/ Standard Black Base - White Top 		\$938.65	\$1,079.45	\$1,209.00	

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		\$458.25	\$527.00	\$590.25	
VTN	36" Round Bar Table w/ Standard Black Base - Graphite Nebula Top		\$489.90	\$563.40	\$631.00	
VTW	36" Round Bar Table w/ Standard Black Base - White Top		\$489.90	\$563.40	\$631.00	
VTP	36" Round Bar Table w/ Standard Black Base - Maple Top		\$489.90	\$563.40	\$631.00	

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		\$560.80	\$644.90	\$722.30	
30BEHB	30" Round Bar Table w/ Hydraulic Base - Blue Top		\$560.80	\$644.90	\$722.30	
30BKHB	30" Round Bar Table w/ Hydraulic Base - Black Top		\$560.80	\$644.90	\$722.30	
30BRHB	30" Round Bar Table w/ Hydraulic Base - Red Top		\$556.90	\$640.45	\$717.30	
30GRHB	30" Round Bar Table w/ Hydraulic Base - Graphite Nebula Top		\$556.90	\$640.45	\$717.30	
30GSHB	30" Round Bar Table w/ Hydraulic Base - Green Top		\$560.80	\$644.90	\$722.30	
30MTHB	30" Round Bar Table w/ Hydraulic Base - Maple Top		\$606.25	\$697.20	\$780.85	
30OSHB	30" Round Bar Table w/ Hydraulic Base - Orange Top		\$560.80	\$644.90	\$722.30	
30WDHB	30" Round Bar Table w/ Hydraulic Base - Barnwood Top		\$560.80	\$644.90	\$722.30	
30WHHB	30" Round Bar Table w/ Hydraulic Base - White Top		\$602.80	\$693.20	\$776.40	
30YSHB	30" Round Bar Table w/ Hydraulic Base - Brushed Yellow Top		\$560.80	\$644.90	\$722.30	
30MAHB	30" Round Madison Bar Table w/ Hydraulic Base - Gray Acajou Top		\$556.90	\$640.45	\$717.30	

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____

BAR TABLES, BARS & COUNTERS CONTINUED

2023 CyberMaryland Conference

M164681223

College Park Marriott Hotel & Conference Center | Hyattsville, MD

December 6 - 7, 2023

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 2023

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36" Round Bar Table with Hydraulic Base

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
36BKHB	36" Round Bar Table w/ Hydraulic Base - Black Top		\$560.80	\$644.90	\$722.30	
36GRHB	36" Round Bar Table w/ Hydraulic Base - Graphite Nebula Top		\$606.25	\$697.20	\$780.85	
36MTHB	36" Round Bar Table w/ Hydraulic Base - Maple Top		\$606.25	\$697.20	\$780.85	
36WTHB	36" Round Bar Table w/ Hydraulic Base - White Top		\$606.25	\$697.20	\$780.85	

Metal Bar Table

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
RSTSQT	Rustique Square Metal Bar Table - Gunmetal		\$507.60	\$583.75	\$653.80	

Ventura Communal Bar Tables

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
VNTBNP	Ventura Communal Bar Table - Black Top, Silver		\$1,230.20	\$1,414.75	\$1,584.50	
VNTMNP	Ventura Communal Bar Table - Maple Top, Silver		\$1,230.20	\$1,414.75	\$1,584.50	
VNTWNP	Ventura Communal Bar Table - White Top, Silver		\$1,230.20	\$1,414.75	\$1,584.50	
VNTBMW	Ventura Communal Bar Table w/ Grommet Holes - Maple Top, Silver		\$1,230.20	\$1,414.75	\$1,584.50	
VNTBWW	Ventura Communal Bar Table w/ Grommet Holes - White Top, Silver		\$1,230.20	\$1,414.75	\$1,584.50	
VNTBLK	 POWERED Ventura Communal Bar Table, Powered - Black Top, Silver		\$1,452.25	\$1,670.10	\$1,870.50	
VNTWHT	 POWERED Ventura Communal Bar Table, Powered - White Top, Silver		\$1,452.25	\$1,670.10	\$1,870.50	

 = **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		\$2,739.60	\$3,150.55	\$3,528.60	
MTBUUL	Midtown Bar, Unlighted - Taupe Glass Top, Pewter		\$2,563.45	\$2,947.95	\$3,301.70	

Counters

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
MTCLPI	Midtown Powered Counter, Lighted w/ Plug In - Taupe Glass Top, Pewter		\$2,739.60	\$3,150.55	\$3,528.60	
MTCFUL	Midtown Powered Counter, Unlighted - Taupe Glass Top, Pewter		\$2,579.45	\$2,966.35	\$3,322.30	

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

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2023 CyberMaryland Conference

College Park Marriott Hotel & Conference Center | Hyattsville, MD

December 6 - 7, 2023


CAFÉ TABLES

M164681223

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 2023

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30" Round Café Table with Black Base

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
30AGBC	30" Round Cafe Table w/ Standard Black Base - Brushed Gunmetal Top		\$416.60	\$479.10	\$536.60	
30BEBC	30" Round Cafe Table w/ Standard Black Base - Blue Top		\$416.60	\$479.10	\$536.60	
30BKSC	30" Round Cafe Table w/ Standard Black Base - Black Top		\$416.60	\$479.10	\$536.60	
30GSBC	30" Round Cafe Table w/ Standard Black Base - Green Top		\$416.60	\$479.10	\$536.60	
30OSBC	30" Round Cafe Table w/ Standard Black Base - Orange Top		\$416.60	\$479.10	\$536.60	
30WDBC	30" Round Cafe Table w/ Standard Black Base - Barnwood Top		\$416.60	\$479.10	\$536.60	
30WH29	30" Round Cafe Table w/ Standard Black Base - White Top		\$440.55	\$506.65	\$567.45	
30YSBC	30" Round Cafe Table w/ Standard Black Base - Brushed Yellow Top		\$416.60	\$479.10	\$536.60	
ZTA	30" Round Madison Cafe Table w/ Standard Black Base - Gray Acajou Top		\$430.00	\$494.50	\$553.85	
ZTB	30" Round Cafe Table w/ Standard Black Base - Red Top		\$415.95	\$478.35	\$535.75	
ZTJ	30" Round Cafe Table w/ Standard Black Base - Graphite Nebula Top		\$415.95	\$478.35	\$535.75	
ZTK	30" Round Cafe Table w/ Standard Black Base - Maple Top		\$415.95	\$478.35	\$535.75	
P30CWH	30" Round Cafe Table w/ Standard Black Base - White Top  POWERED		\$938.65	\$1,079.45	\$1,209.00	

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		\$454.70	\$522.90	\$585.65	
ZTN	36" Round Cafe Table w/ Standard Black Base - Graphite Nebula Top		\$454.70	\$522.90	\$585.65	
ZTP	36" Round Cafe Table w/ Standard Black Base - Maple Top		\$454.70	\$522.90	\$585.65	
ZTQ	36" Round Cafe Table w/ Standard Black Base - White Top		\$454.70	\$522.90	\$585.65	

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		\$560.00	\$644.00	\$721.30	
30BEHC	30" Round Cafe Table w/ Hydraulic Base - Blue Top		\$560.80	\$644.90	\$722.30	
30BKHC	30" Round Cafe Table w/ Hydraulic Base - Black Top		\$560.00	\$644.00	\$721.30	
30BRHC	30" Round Cafe Table w/ Hydraulic Base - Red Top		\$556.90	\$640.45	\$717.30	
30GRHC	30" Round Cafe Table w/ Hydraulic Base - Graphite Nebula Top		\$606.25	\$697.20	\$780.85	
30GSHC	30" Round Cafe Table w/ Hydraulic Base - Green Top		\$560.00	\$644.00	\$721.30	
30MTHC	30" Round Cafe Table w/ Hydraulic Base - Maple Top		\$556.90	\$640.45	\$717.30	
30OSHC	30" Round Cafe Table w/ Hydraulic Base - Orange Top		\$560.00	\$644.00	\$721.30	
30WDHC	30" Round Cafe Table w/ Hydraulic Base - Barnwood Top		\$560.80	\$644.90	\$722.30	
30WHHC	30" Round Cafe Table w/ Hydraulic Base - White Top		\$602.80	\$693.20	\$776.40	
30YSHC	30" Round Cafe Table w/ Hydraulic Base - Brushed Yellow Top		\$560.00	\$644.00	\$721.30	
30MAHC	30" Round Madison Cafe Table w/ Hydraulic Base - Gray Acajou Top		\$556.90	\$640.45	\$717.30	



ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 2023


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

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		\$606.25	\$697.20	\$780.85	
36GRHC	36" Round Cafe Table w/ Hydraulic Base - Graphite Nebula Top		\$606.25	\$697.20	\$780.85	
36MTHC	36" Round Cafe Table w/ Hydraulic Base - Maple Top		\$606.25	\$697.20	\$780.85	
36WTHC	36" Round Cafe Table w/ Hydraulic Base - White Top		\$606.25	\$697.20	\$780.85	

Ventura Communal Café Tables

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
VNTCBN	Ventura Communal Cafe Table - Black Top, Silver		\$945.30	\$1,087.10	\$1,217.55	
VNTCMN	Ventura Communal Cafe Table - Maple Top, Silver		\$945.30	\$1,087.10	\$1,217.55	
VNTCWN	Ventura Communal Cafe Table - White Top, Silver		\$945.30	\$1,087.10	\$1,217.55	
VNTCMW	Ventura Communal Cafe Table w/ Grommet Holes - Maple Top, Silver		\$945.30	\$1,087.10	\$1,217.55	
VNTCWW	Ventura Communal Cafe Table w/ Grommet Holes - White Top, Silver		\$945.30	\$1,087.10	\$1,217.55	
VNTCBK	Communal Ventura Cafe Table - Black Top, Silver  POWERED		\$1,073.40	\$1,234.40	\$1,382.55	
VNTCWH	Communal Ventura Cafe Table - White Top, Silver  POWERED		\$1,073.40	\$1,234.40	\$1,382.55	

 = **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)	6.00%
AMOUNT DUE	\$ _____

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



2023 CyberMaryland Conference

College Park Marriott Hotel & Conference Center | Hyattsville, MD
December 6 - 7, 2023

BAR STOOLS

M164681223

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 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		\$461.75	\$531.00	\$594.70	
BST	Banana Barstool - White, Chrome		\$461.75	\$531.00	\$594.70	
BLDBRD	Blade Barstool - Red		\$240.30	\$276.35	\$309.50	
BLDBSB	Blade Barstool - Sky Blue		\$240.30	\$276.35	\$309.50	
BLDBBK	Blade Barstool - Black		\$205.40	\$236.20	\$264.55	
CBSBAZ	Chelsea Barstool- Azure Blue, Black Tower Base		\$241.80	\$278.05	\$311.40	
CBSBBK	Chelsea Barstool- Black, Black Tower Base		\$241.80	\$278.05	\$311.40	
CBSBYL	Chelsea Barstool- Goldenrod Yellow, Black Tower Base		\$241.80	\$278.05	\$311.40	
CBSBCY	Chelsea Barstool- Gray, Black Tower Base		\$241.80	\$278.05	\$311.40	
CBSBOR	Chelsea Barstool- Orange, Black Tower Base		\$241.80	\$278.05	\$311.40	
CBSBWL	Chelsea Barstool- Walnut-look, Black Tower Base		\$241.80	\$278.05	\$311.40	
XBAR	Christopher Barstool - White Vinyl, Chrome		\$334.75	\$384.95	\$431.15	
LMBAR	Laguna Barstool - Maple, Chrome		\$345.35	\$397.15	\$444.80	
ROLLBL	Lift Barstool - Black Vinyl, Chrome		\$391.30	\$450.00	\$504.00	
ROLLGY	Lift Barstool - Gray Vinyl, Chrome		\$391.30	\$450.00	\$504.00	
ROLLRD	Lift Barstool - Red Vinyl, Chrome		\$391.30	\$450.00	\$504.00	
ROLLWH	Lift Barstool - White Vinyl, Chrome		\$391.30	\$450.00	\$504.00	
LUBSCL	Lucent Barstool - Frosted Acrylic, Chrome		\$480.60	\$552.70	\$619.00	
MARBBE	Marina Barstool - Ocean Blue Fabric, Brushed Metal		\$390.60	\$449.20	\$503.10	
MARBBK	Marina Barstool - Black Vinyl, Brushed Metal		\$390.60	\$449.20	\$503.10	
MARBBR	Marina Barstool - Brown Fabric, Brushed Metal		\$390.60	\$449.20	\$503.10	
MARBRD	Marina Barstool - Red Fabric, Brushed Metal		\$390.60	\$449.20	\$503.10	
MARBWH	Marina Barstool - White Vinyl, Brushed Metal		\$390.60	\$449.20	\$503.10	
RSTL	Rustique Barstool - Gunmetal		\$267.80	\$307.95	\$344.90	
BS001	Shark Barstool - White, Chrome		\$588.60	\$676.90	\$758.15	
BSR	Syntax Barstool - Black, Chrome		\$419.45	\$482.35	\$540.25	
ZENBAR	Zenith Barstool - White, Chrome		\$310.10	\$356.60	\$399.40	
BS002	Zoey Barstool - White, Chrome		\$539.30	\$620.20	\$694.60	

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

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

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COMPANY NAME: _____ BOOTH NUMBER: _____

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CONFERENCE & WORK TABLES

2023 CyberMaryland Conference

M164681223

College Park Marriott Hotel & Conference Center | Hyattsville, MD

December 6 - 7, 2023

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 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
BKCTSN	5' Table - Black Top, Silver		\$603.40	\$693.90	\$777.15	
BKCTSP	5' Table - Black Top, Silver POWERED		\$781.10	\$898.25	\$1,006.05	
CONF5	5' Table - White Top, Silver		\$707.20	\$813.30	\$910.90	
C5PWR	5' Table - White Top, Silver POWERED		\$834.60	\$959.80	\$1,075.00	
BKCT8N	8' Table - Black Top, Silver		\$1,201.25	\$1,381.45	\$1,547.20	
BKCT8P	8' Table - Black Top, Silver POWERED		\$1,500.25	\$1,725.30	\$1,932.35	
CONF8	8' Table - White Top, Silver		\$1,341.60	\$1,542.85	\$1,728.00	
C8PWR	8' Table - White Top, Silver POWERED		\$1,606.80	\$1,847.80	\$2,069.55	
BKCT10N	10' Table - Black Top, Silver		\$1,201.25	\$1,381.45	\$1,547.20	
BKCT10P	10' Table - Black Top, Silver POWERED		\$1,500.25	\$1,725.30	\$1,932.35	
CONF10	10' Table - White Top, Silver		\$1,341.60	\$1,542.85	\$1,728.00	
C10PWR	10' Table - White Top, Silver POWERED		\$1,606.80	\$1,847.80	\$2,069.55	
CB8	42" Round Madison Table - Gray Acajou, Black		\$629.40	\$723.80	\$810.65	
42BKCT	42" Round Table - Black Top, Black		\$647.15	\$744.20	\$833.50	
CONF42	42" Round Table - White Top		\$712.10	\$818.90	\$917.15	
36ATO	Atomic 36" Round Table - Glass Top, Chrome		\$588.60	\$676.90	\$758.15	
42ATO	Atomic 42" Round Table - Glass Top, Chrome		\$588.60	\$676.90	\$758.15	
CE2	Geo Table, Rectangle - Glass Top, Chrome		\$835.30	\$960.60	\$1,075.85	
CF2	Geo Table, Rectangle - Glass Top, Black		\$835.30	\$960.60	\$1,075.85	
CE1	Geo Table, Rounded Square - Glass Top, Chrome		\$588.60	\$676.90	\$758.15	
CF1	Geo Table, Rounded Square - Glass Top, Black		\$588.60	\$676.90	\$758.15	
MADC05	Madison 5' Table - Gray Acajou, Chrome		\$891.75	\$1,025.50	\$1,148.55	
MADC08	Madison 8' Table - Gray Acajou, Chrome		\$1,779.95	\$2,046.95	\$2,292.60	
MADC10	Madison 10' Table - Gray Acajou, Chrome		\$1,779.95	\$2,046.95	\$2,292.60	

Work Table

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
WD3	Work Table - White Top, White		\$613.35	\$705.35	\$790.00	

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

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

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ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 2023

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Seating


CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
CUPCHA	Cupertino Mid Back Chair - Black Vinyl		\$513.30	\$590.30	\$661.15	
GENCHA	Genesis Chair - Black		\$448.00	\$515.20	\$577.00	
PROGB	Pro Executive Guest Chair - Black Vinyl, Chrome		\$482.80	\$555.20	\$621.80	
PROEXB	Pro Executive High Back Chair - Black Vinyl, Chrome		\$687.30	\$790.40	\$885.25	
PROEXE	Pro Executive High Back Chair - White Vinyl, Chrome		\$687.30	\$790.40	\$885.25	
PROMDB	Pro Executive Mid Back Chair - Black Vinyl, Chrome		\$451.15	\$518.80	\$581.05	
PROMID	Pro Executive Mid Back Chair - White Vinyl, Chrome		\$437.05	\$502.60	\$562.90	
TASKST	Task Stool - Black Fabric, Black		\$272.35	\$313.20	\$350.80	

Desks

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
TECH	Tech Desk - Black Metal, Black Laminate w/ Electrical Unit  POWERED		\$835.30	\$960.60	\$1,075.85	
TECH3B	Tech Desk w/ 3 Drawer File Cabinet - Black Metal, Black Laminate w/ Electrical Unit  POWERED		\$1,032.80	\$1,187.70	\$1,330.20	
JD8	Madison Executive Desk - Gray Acajou, Chrome		\$1,124.45	\$1,293.10	\$1,448.25	

Storage

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
BC8	Madison Bookcase - Gray Acajou, Chrome		\$814.15	\$936.25	\$1,048.60	
TECH3	Cabinet on Castors - Black Top, Black Metal		\$274.95	\$316.20	\$354.15	

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

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2023 CyberMaryland Conference

 College Park Marriott Hotel & Conference Center | Hyattsville, MD
 December 6 - 7, 2023

DIVIDERS
M164681223
ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 2023

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Boxwood Hedges

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
HDG4FT	4' Boxwood Hedge		\$817.05	\$939.60	\$1,052.35	
HDG7FT	7' Boxwood Hedge		\$1,329.85	\$1,529.35	\$1,712.85	

Stanchions

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
STNSCN	Stanchion Sign Holder - Chrome		\$72.75	\$83.65	\$93.70	
STNCHI	Stanchion w/ Retractable Belt - Black, Chrome		\$83.45	\$95.95	\$107.45	

Dividers

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
DIVBAR	Bar/Counter Divider - Clear, Black		\$234.35	\$269.50	\$301.85	
DIVFRE	Freestanding Divider - Clear, Silver		\$471.40	\$542.10	\$607.15	
DIVFCR	Freestanding Corner Divider - Clear, Silver		\$942.70	\$1,084.10	\$1,214.20	
DIVFWL	Freestanding Wall Divider - Clear, Silver		\$471.40	\$542.10	\$607.15	
DIVFST	Sofa/Table Divider - Clear, Silver		\$422.90	\$486.35	\$544.70	
DIVFWB	Freestanding Whiteboard Divider - White, Silver		\$587.15	\$675.20	\$756.20	
MIRWHT	Miramar Divider - White Molded Plastic		\$603.40	\$693.90	\$777.15	

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

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

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2023 CyberMaryland Conference

College Park Marriott Hotel & Conference Center | Hyattsville, MD
December 6 - 7, 2023

ACCESSORIES

M164681223

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 2023

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Charging Hub

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
VILHUB	Village Charging Hub - Cream POWERED		\$352.80	\$405.70	\$454.40	

Lamps

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
LA14	Mason Silver Table Lamp - Brushed Silver		\$267.80	\$307.95	\$344.90	
LA15	Mason Silver Floor Lamp - Brushed Silver		\$408.85	\$470.20	\$526.60	

Pedestals

PDL36B	36" Locking Pedestal - Black POWERED		\$934.05	\$1,074.15	\$1,203.05	
PDL36W	36" Locking Pedestal - White POWERED		\$934.05	\$1,074.15	\$1,203.05	
PDL42B	42" Locking Pedestal - Black POWERED		\$1,106.75	\$1,272.75	\$1,425.50	
PDL42W	42" Locking Pedestal - White POWERED		\$1,106.75	\$1,272.75	\$1,425.50	

Shelving

PSHCCS	Posh Shelving - Chrome, Acrylic		\$955.25	\$1,098.55	\$1,230.40	
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= Electrical Power (Client is responsible for providing labor and an electrical power source to the furniture.
NOTE: Items may be discontinued without notice at any time.

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

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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, NOVEMBER 6, 2023

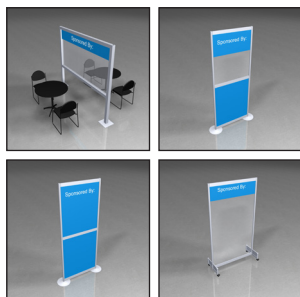
* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Counters and Furnishings not included.



Counters not included.

Plexi Shields

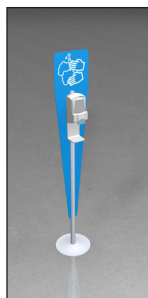
CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66651	Standard Plexi Shield (CVPS1) 40" (l) x 36" (h)		\$481.45	\$553.65	\$620.10	
66652	Tall Plexi Shield (CVPS2) 40" (l) x 44" (h)		\$592.55	\$681.45	\$763.20	
66653	Curved Plexi Shield (CVPS3) 4' 8.75" (l) x 4' (h) x 2' 2.25" (d)		\$740.70	\$851.80	\$954.00	



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		\$740.70	\$851.80	\$954.00	
66655	Plexi/Trovice Panel Wall Divider (CVDW2) 3' 4.5" (l) x 8' high x Approx. 6" (d) base		\$518.50	\$596.25	\$667.80	
66656	Trovice/Trovice Wall Divider (CVDW3) 3' 4.5" (l) x 8' (h) x 1' 9" (d) base		\$444.40	\$511.05	\$572.40	
66657	Plexi Rolling Baffle (CVDW4) 4' 2.5" (l) x 7' (h) x 1' 9" (d) base		\$925.85	\$1,064.75	\$1,192.50	

Sanitizer Kiosk



CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66650	Sanitizer Kiosk A (CVSK1) 40" (l) x 36" (h)		\$555.55	\$638.90	\$715.55	

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

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____

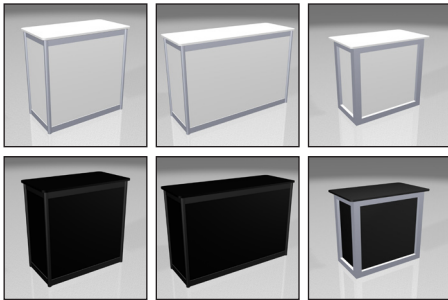
ONLINE & DISCOUNT DEADLINE:* MONDAY, NOVEMBER 6, 2023

* 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:

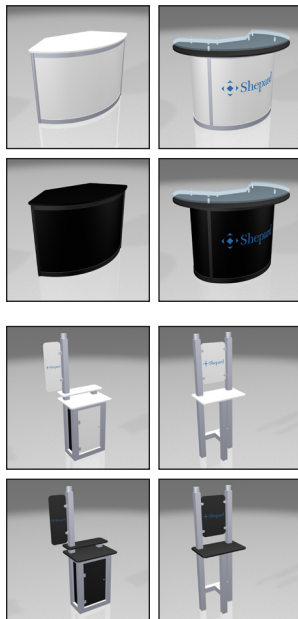
Metal Colors: Silver (15) and **Panel Colors:** White (03) or Black (06)



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) Graphic Size: 968mm x 898mm		\$1,218.25	\$1,401.00	\$1,569.10	
6628303 (w) 6628306 (b)	1.5 Meter Locking Cabinet (LC2) 5' (l) x 3' 6" (h) x 1' 9" (d) Graphic Size: 1463mm x 898mm		\$1,478.30	\$1,700.05	\$1,904.05	
6628403 (w) 6628406 (b)	Locking Cabinet (LC3) 3' 9" (l) x 3' 6" (h) x 2' 3" (d) Graphic Size: 922mm x 872mm		\$898.65	\$1,033.45	\$1,157.45	

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) Graphic Size: 1530mm x 898mm		\$1,252.75	\$1,440.65	\$1,613.55	
6627603 (w) 6627606 (b)	Reception Counter (RC3) 5' 2.75" (l) x 42" (h) x 3' 5.5" (d) Graphic Size: 1080mm x 898mm		\$2,717.60	\$3,125.25	\$3,500.30	

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) Graphic Size: 250mm x 700mm		\$1,580.40	\$1,817.45	\$2,035.55	
6628603 (w) 6628606 (b)	Computer Stand 2 (CS2) 2' 3" (l) x 6' 3" (h) x 1' 6" (d) Graphic Size: 380mm x 580mm		\$921.20	\$1,059.40	\$1,186.55	

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

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____

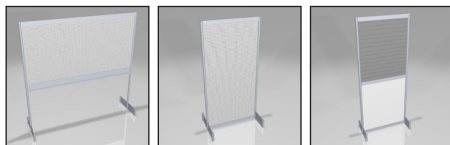
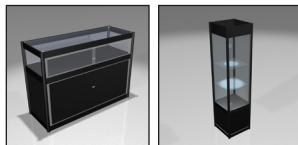
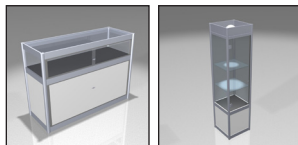
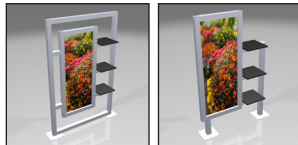
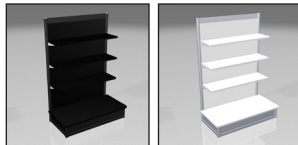
ONLINE & DISCOUNT DEADLINE:* MONDAY, NOVEMBER 6, 2023

* 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)		\$853.70	\$981.75	\$1,099.55	
6627803 (w) 6627806 (b)	GL1 5' 4" (l) x 8' (h) x 1' 3" (d) Graphic Sizes: 674mm x 1682mm		\$843.90	\$970.50	\$1,086.95	
6627903 (w) 6627906 (b)	GL2 4' 3" (l) x 7' (h) x 1' 3" (d) Graphic Sizes: 674mm x 1682mm		\$1,454.65	\$1,672.85	\$1,873.60	

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)		\$1,643.60	\$1,890.15	\$2,116.95	
6627203 (w) 6627206 (b)	Square Showcase (Square) 1' 9" (l) x 7' (h) x 1' 9" (d)		\$1,773.90	\$2,040.00	\$2,284.80	

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) Graphic Size: 380mm x 710mm		\$2,792.40	\$3,211.25	\$3,596.60	Black ONLY

Perforated/Peg Boards

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR
66148	8' x 4' Pegboard Panel (PerfH)		\$415.05	\$477.30	\$534.60
66149	4' x 8' Pegboard Panel (PerfV)		\$415.05	\$477.30	\$534.60
50104	6" Pegs - 1 dozen (6"Pegs)		\$67.80	\$77.95	\$87.30
66147	3.5' x 8' Slat Wall, Grey (Slatwall)		\$415.05	\$477.30	\$534.60

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

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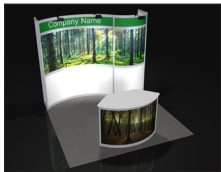
ONLINE & DISCOUNT DEADLINE:* MONDAY, NOVEMBER 6, 2023

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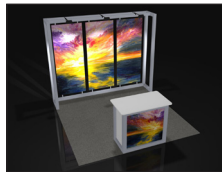
Turnkey Rental Designs Make Exhibiting Easier!

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.

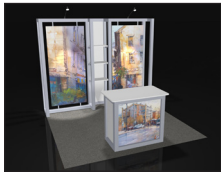
Don't see what you are looking for or need a tweak to a design? Let one of our incredible designers create a space just for you! Please contact an Exhibit Team member with any questions or customization requests.



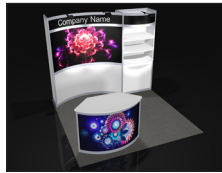
The Eddie



The Jonathon



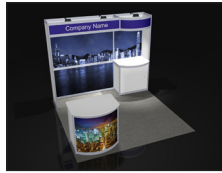
The Pierce



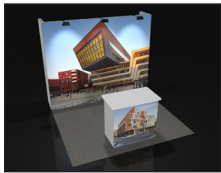
The Madison



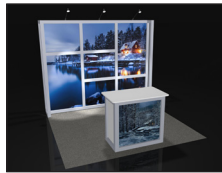
The Grant



The Harrison



The Hamilton



The Lucy

Inline Booths

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66470	The Eddie - 10' x 10'		\$4,955.15	\$5,698.40	\$6,382.20	
66471	The Eddie - 10' x 20'		\$8,069.05	\$9,279.40	\$10,392.95	

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66474	The Jonathon - 10' x 10'		\$3,456.85	\$3,975.40	\$4,452.45	
66475	The Jonathon - 10' x 20'		\$6,050.85	\$6,958.50	\$7,793.50	

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66477	The Pierce - 10' x 10'		\$4,287.80	\$4,930.95	\$5,522.65	
66478	The Pierce - 10' x 20'		\$8,141.30	\$9,362.50	\$10,486.00	

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66484	The Madison - 10' x 10'		\$5,199.70	\$5,979.65	\$6,697.20	
66485	The Madison - 10' x 20'		\$6,162.50	\$7,086.85	\$7,937.25	

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66486	The Grant - 10' x 10'		\$5,488.40	\$6,311.65	\$7,069.05	
66487	The Grant - 10' x 20'		\$7,606.90	\$8,747.95	\$9,797.70	

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66492	The Harrison - 10' x 10'		\$5,045.65	\$5,802.50	\$6,498.80	
66493	The Harrison - 10' x 20'		\$7,414.25	\$8,526.40	\$9,549.55	

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66467	The Hamilton - 10' x 10'		\$3,515.90	\$4,043.30	\$4,528.50	
66468	The Hamilton - 10' x 20'		\$6,159.55	\$7,083.50	\$7,933.50	

CODE	ITEM	QTY	ONLINE	DISCOUNT	REGULAR	TOTAL
66473	The Lucy - 10' x 10'		\$3,177.60	\$3,654.25	\$4,092.75	

TOTAL ESTIMATE \$ _____

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

AMOUNT DUE \$ _____

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____

ONLINE & DISCOUNT DEADLINE:* MONDAY, NOVEMBER 6, 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)		\$3,267.40	\$3,757.50	\$4,208.40	
66561	10' x 10' Booth with Header (FX2H1)		\$3,998.00	\$4,597.70	\$5,149.40	

GRAPHIC SIZE SPECIFICATIONS

Backwall Graphic Size 3042mm x 2432mm Side Panel Colors ☐ White ☐ 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)		\$5,663.50	\$6,513.00	\$7,294.55	
66567	10' x 20' Booth with Header (FX2H2)		\$6,317.10	\$7,264.65	\$8,136.40	

GRAPHIC SIZE SPECIFICATIONS

Backwall Graphic Size 6012mm x 2432mm Side Panel Colors ☐ White ☐ Black

Counter Graphic Size 1079mm x 1020mm

Header Graphic Size 2440mm x 380mm

TOTAL ESTIMATE \$ _____

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

AMOUNT DUE \$ _____

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____

ONLINE & DISCOUNT DEADLINE:* MONDAY, NOVEMBER 6, 2023

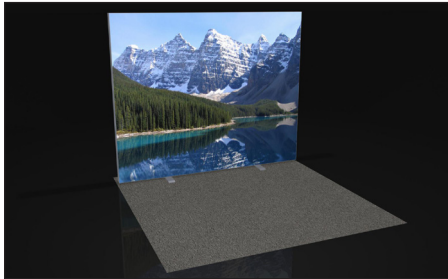
* Order with complete Method of Payment must be received before Discount Deadline date to receive discounted pricing. Additional Rush charges may be applied to orders placed after deadline or on-site.

Freestanding 8' High Backlit Backwalls with Full Color Graphics

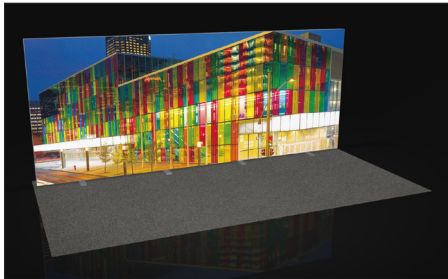
Carpet/flooring, furnishings, electrical and accessories not included. Please use the appropriate order forms to order these items.

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>		\$3,294.70	\$3,788.90	\$4,243.55	
66565	8' x 20' Backlit Backwall with Graphics (FX12) <i>Graphic Size: 5992mm x 2436mm</i>		\$5,091.70	\$5,855.45	\$6,558.10	
66566	8' x 30' Backlit Backwall with Graphics (FX13) <i>Graphic Size: 8992mm x 2436mm</i>		\$6,888.75	\$7,922.05	\$8,872.70	

TOTAL ESTIMATE \$ _____

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

AMOUNT DUE \$ _____

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COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____

LABOR RULES & REGULATIONS

Maryland/DC Area

LABOR

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

EXHIBIT LABOR JURISDICTION

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

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

MATERIAL/FREIGHT HANDLING JURISDICTION

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

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

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

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

GRATUITIES /BREAKS

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

IN GENERAL

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

SAFETY

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



2023 CyberMaryland Conference

College Park Marriott Hotel & Conference Center | Hyattsville, MD
December 6 - 7, 2023

SHEPARD BLUE LABOR

M164681223

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 2023

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

Labor Hours

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

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

Double Time (DT): Holidays

Holidays: New Years Day, MLK Day, Presidents Day, Memorial Day, Independence Day, Labor Day, Veterans Day, Thanksgiving Day, Christmas Eve Day, Christmas Day.

Shepard Blue Supervised Labor

INSTALL LABOR**					
CODE	ITEM	ONLINE	DISCOUNT	REGULAR	ESTIMATED TOTAL***
68066	ST	\$184.20	\$211.85	\$237.25	
68067	OT	\$276.30	\$317.75	\$355.90	
68068	DT	\$368.40	\$423.65	\$474.50	

DISMANTLE LABOR**					
CODE	ITEM	ONLINE	DISCOUNT	REGULAR	ESTIMATED TOTAL***
68070	ST	\$184.20	\$211.85	\$237.25	
68071	OT	\$276.30	\$317.75	\$355.90	
68072	DT	\$368.40	\$423.65	\$474.50	

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

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

Step 1. Choose your service.

- ☐ Installation ☐ Dismantling ☐ Both Installation & Dismantling
☐ 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: _____

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: _____

COMPANY NAME: _____ BOOTH NUMBER: _____

CONTACT NAME: _____

EMAIL ADDRESS: _____



Email completed form to: orders@shepardes.com

shepardes.com | 111

Step 5. Tell us about your exhibit.

Section MUST be completed before Shepard can begin any work on your exhibit.

BOOTH SIZE: _____ x _____

INBOUND FREIGHT: ☐ Advanced Warehouse ☐ Direct to Show Site

CARRIER NAME: _____

TRACKING OR PRO NUMBER: _____

ESTIMATED ARRIVAL DATE: _____

NUMBER OF PIECES: _____ ESTIMATED WEIGHT: _____

SET UP INFORMATION

COMPANY CONTACT NAME: _____

EMAIL: _____

CELL PHONE NUMBER: _____

DRAWINGS/PHOTOS/INSTRUCTIONS

☐ Attached ☐ Emailed to Shepard ☐ With the Exhibit ☐ In Crate #: _____

GRAPHICS

☐ With Exhibit ☐ Shipped Separately

ELECTRICAL PLACEMENT (exhibitor is responsible to order)

☐ Emailed to Shepard ☐ Drawing Attached ☐ Drawing with Exhibit
☐ Run Under Carpet

CARPET

☐ Ordered from Shepard ☐ Exhibitor Owned ☐ Carpet Padding

OTHER SERVICES ORDERED

☐ Overhead Rigging ☐ Cleaning ☐ Audio Visual (AV)

Step 6. Tell us about outbound shipping.****

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

NUMBER OF CRATES: _____ NUMBER OF CARTONS: _____

NUMBER OF FIBER CASES: _____ NUMBER OF PALLETS: _____

METHOD: ☐ Ground ☐ 2-Day Air ☐ Next Day Air ☐ Other

NAME OF CARRIER: _____

PHONE NUMBER: _____

DATE SCHEDULE TO PICKUP FREIGHT: _____

MUST ARRIVE AT DESTINATION BY: _____

IF YOUR CARRIER DOESN'T SHOW UP?

- ☐ Re-route with Shepard Logistics Service
☐ Send to advanced warehouse for pickup (\$400 minimum charge)



EXHIBITOR SUPERVISED LABOR

2023 CyberMaryland Conference

M164681223

College Park Marriott Hotel & Conference Center | Hyattsville, MD

December 6 - 7, 2023

ONLINE & DISCOUNT DEADLINE:* WEDNESDAY, NOVEMBER 15, 2023

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

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

Double Time (DT): Holidays

Holidays: New Years Day, MLK Day, Presidents Day, Memorial Day, Independence Day, Labor Day, Veterans Day, Thanksgiving Day, Christmas Eve Day, Christmas Day.

Exhibitor Supervised Labor

INSTALL LABOR**					
CODE	ITEM	ONLINE	DISCOUNT	REGULAR	ESTIMATED TOTAL***
68060	ST	\$141.70	\$162.95	\$182.50	
68061	OT	\$212.55	\$244.45	\$273.80	
68062	DT	\$283.40	\$325.90	\$365.00	

DISMANTLE LABOR**					
CODE	ITEM	ONLINE	DISCOUNT	REGULAR	ESTIMATED TOTAL***
68063	ST	\$141.70	\$162.95	\$182.50	
68064	OT	\$212.55	\$244.45	\$273.80	
68065	DT	\$283.40	\$325.90	\$365.00	

** When ordering dismantle labor, due to show break down and returning empties to your booth, labor ordered through Shepard at the close of the event may not be available until one hour after show close.

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

Step 1. Choose your service.

☐ Installation ☐ Dismantling ☐ Both Installation & Dismantling

Step 2. How many people are needed?

INSTALLATION NUMBER OF PEOPLE: _____

DISMANTLING NUMBER OF PEOPLE: _____

BOTH INSTALLATION & DISMANTLING NUMBER OF PEOPLE: _____

Step 3. How many hours?***

*** Hours are based on estimates. You will be invoiced for actual time incurred. Minimum one hour per person ordered and half increments thereafter.

INSTALLATION HOURS: _____ DISMANTLING HOURS: _____

BOTH INSTALLATION & DISMANTLING HOURS: _____

Step 4. Where is the carpet coming from?

☐ Ordered from Shepard ☐ Exhibitor Owned ☐ Carpet Padding

Step 5. Provide a list of any tools or additional details that would be needed.

☐ Ladders ☐ Lifts ☐ Special Tools: _____

ADDITIONAL DETAILS: _____

Step 6. Tell us about the schedule?

Requested times are not guaranteed and are based on availability.

INSTALLATION REQUEST DATE: _____

START TIME: _____ END TIME: _____

DISMANTLE REQUEST DATE: _____

START TIME: _____ END TIME: _____

Step 7. Provide on-site contact information.

ON-SITE CONTACT NAME: _____

ON-SITE CONTACT PHONE NUMBER: _____

EMAIL ADDRESS: _____

Signature and submission of this form indicates you read and accept the Payment Policy and Terms & Conditions. Orders canceled 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

Exhibitor: _____ Conference Name: _____ Date of Form _____

Onsite Contact: _____

Billing Address: _____ City: _____

State: _____ Zip Code: _____ Telephone #: (_____) _____ FAX # (_____) _____

Setup Date: _____ Time: _____ Pickup Date: _____ Time: _____ Booth #: _____

QTY	EQUIPMENT	COST PER DAY	# OF DAYS	TOTAL
	Black and White Laser Printer	\$250.00		
	Projector and Screen Package (8x8 Tripod Screen; Power; HDMI Cable)	\$570.00		
	Screen Package (8x8 Tripod Screen; Power Drop)	\$120.00		
	42" LCD Monitor	\$375.00		
	70" LED 4K Ultra HD Monitor	\$550.00		
	42" LCD/ DVD Package (There is an upcharge for a Blue Ray player)	\$455.00		
	70" LED 4K Ultra HD Monitor / DVD Package (There is an upcharge for a Blue Ray player)	\$630.00		
	Laptop Computer	\$195.00		
	High Speed Wired Internet Line	\$175.00		
	DID (direct –in-dial phone line) Line Only	\$175.00		
	Small Banners Hanging Fee	\$50.00		
	Flipchart Package	\$65.00		
	Easel	\$10.00		
	Power			
	Power Strip/Extension Cord with Shared 20 Amp Circuit	\$37.00		
	Dedicated 30 Amp Circuit Junction Box with 7 Outlets	\$175.00		
	Dedicated 60 Amp Circuit Junction Box with 7 Outlets	\$275.00		

Additional AV Items Are Available By Request.

Event Technology Office 301-789-9833

**** ALL PRICES ARE ON PER DAY BASIS IN THE SAME BOOTH/ROOM AND ARE SUBJECT TO 26% SERVICE AND 6% DC SALES TAX.**

*** For equipment not listed, please call the AV Department for Pricing (301-789-9833)**

Billing Information: (please check one)

☐ Hotel Master Account Acct# _____

☐ Hotel Guest Room ☐ Personal Credit Card (See attached form)

Authorized Signer (Print Name)

Signature

Total	
26% Service Fee	
Sub-Total	
6% Sales Tax	
Total	

NOTICE: Please fax this form back to 301-985-7333 in care of the Audio-Visual Department. You can also call the Audio Visual Department after faxing the order form to ensure your order has been received (301)-789-9833. You must be present in the booth at time of delivery to accept equipment. Please bring a copy of this form with you to verify your order. Be sure to fill out a credit card authorization form and fax the form back with the order form as well.

Cardholder Information

Name as it appears on the credit card: _____

Card type: ☐ Visa ☐ MC ☐ Amex ☐ Diners/CB ☐ Discover

Account type: ☐ Individual (personal credit card)

☐ Corporate | Company Name: _____

Account number: _____

Exp. date: _____

Address:

(where statement is mailed)

City, State and Zip: _____

Phone number: _____

Fax or alternate number: _____

Approved Charges:

☐ **Audio/Visual Services** ☐ Valet (Laundry) ☐ Telephone (LD) ☐ Telephone (Local) ☐ Restaurant

☐ Room Service ☐ Valet (Laundry) ☐ Parking ☐ HS Internet Access

☐ Other: _____

Total Amount Authorized: \$ _____

I certify that all information is complete and accurate. I hereby authorize the College Park Marriott Hotel and Conference Center to collect payment for all charges as indicated in the Rate Information and Approved Charges section of this form by processing a charge to the credit card listed above. I certify that I am the authorized signer of the credit card listed above.

****If a receipt is required please provide an email address** _____

Cardholder name: (Printed) _____

Cardholder signature: _____

Date: _____

VIP: Please fax this form back to 301-985-7333 in care of the Audio-Visual Department. Please call the Audio Visual Department after faxing the order form to ensure your order has been received (301)-985-7676. You must be present in the booth at time of delivery to accept equipment. Please bring a copy of the order form with you to verify your order.

WiFi Internet Access



Please follow the steps below.

- 1) Please make sure you are connected to the hotel's network: **UMUC Guest**
- 2) Open any **Internet Browser** and you will now be prompted to accept the terms of service.

Happy Surfing :)



For Assistance
Please Call Our On-Site
Event Technology Staff
(202)-740-5859

