



www.vealco.com

orders@vealco.com

**VEAL CONVENTION**

S E R V I C E S

FULL SERVICE CONVENTION SPECIALISTS

800.844.8325

**Birmingham Boat Show**

January 19-22, 2023

Birmingham Jefferson Convention Complex

Birmingham, AL

Discount Deadline for Advance Orders and Freight: January 10, 2023

**GENERAL SHOW INFORMATION**

**OFFICIAL SERVICE PROVIDER**

Veal Convention Services, Inc. (VCS)  
3016 Reverend Abraham Woods Jr. Blvd.  
Birmingham, AL 35203

Phone: 205.328.1010  
Fax: 205.328.1012  
Toll Free: 800.844.8325

VCS Contact: Mike Fortenberry  
Email: Mike@vealco.com

**FACILITY**

BIRMINGHAM JEFFERSON CONVENTION COMPLEX  
2100 Richard Arrington Jr. Blvd. - Dock 1 & Dock 4  
Birmingham, AL 35203

**IMPORTANT DATES**

Discount Deadline Date: Tuesday, January 10, 2023. Orders must be received with payment by this date to qualify for the advanced prices.

**EXHIBITOR INSTALLATION:**

Tuesday, January 17 6:00am - 5:00pm (BY APPOINTMENT ONLY - LARGE EXHIBITS ONLY)

Wednesday, January 18 9:00am - 4:00pm

Thursday, January 19 9:00am – 11:00am - All exhibits must be set up by 11:00am

VCS will staff on-site an Exhibitor Service Desk located at the drive-in entrance to Dock 1 - North Hall during set-up, show hours, and move out.

**SHOW HOURS**

Thursday, January 19

12noon – 9:00pm

Friday, January 20

12noon – 9:00pm

Saturday, January 21

11:00am – 9:00pm

Sunday, January 22

12:00noon – 5:00pm

**EXHIBITOR MOVE OUT**

Sunday, January 22

5:30pm – 10:00pm

Empty Container Return

5:30pm

Start time for Empty Container Return

Monday, January 23

8:00am – 12:00noon

Facility Clear

Monday 12:00noon

All exhibit materials must be removed

Carrier Pick-Up Post-Show from **BJCC**: Monday, January 23 between 8:00am and 12:00noon

All freight and materials on show floor after 12:00noon will be forced back to VCS warehouse or onto VCS's preferred carrier. Additional charges will apply.

**SHIPPING INFORMATION**

**ADVANCE WAREHOUSE SHIPPING**

Must arrive between December 5 and January 10

May be accepted until January 13 with late fees

Advance Warehouse receiving hours are

Monday through Friday 9:00am to 3:00pm.

**DIRECT TO SHOW SITE SHIPPING**

Must arrive no earlier than Tuesday, January 17

Show Site receiving hours are 8am to 5pm.

Tuesday, January 17 – Wednesday, January 18

TO: (Name of Exhibitor & Booth Number)  
C/O Veal Convention Services, Inc.  
For: Birmingham Boat Show  
3016 Reverend Abraham Woods Jr Blvd.  
Birmingham, Alabama 35203

TO: (Name of Exhibitor & Booth Number)  
C/O Veal Convention Services, Inc.-Dock 1  
For: Birmingham Boat Show  
2100 Richard Arrington Jr, Blvd.  
Birmingham, Alabama 35203

## **PAYMENT POLICY**

### **PLEASE FAMILIARIZE YOURSELF WITH THIS POLICY BEFORE ORDERING ANY SERVICES**

**\*\*\*NO SERVICES WILL BE RENDERED WITHOUT FULL PAYMENT IN ADVANCE\*\*\***

**PAYMENT SERVICES:** Veal Convention Services, Inc. (VCS) requires payment in full at the time the services are ordered. Further, VCS requires that you provide a credit card authorization to charge your account for services which may include labor, material handling, electrical services, booth furnishings, etc. plus any applicable fuel or energy surcharge. VCS requires your credit card to be on file even if you choose to pay by company check or wire transfer.

**ADVANCE ORDERS:** To qualify for discount pricing, orders must be received with payment in full on or before the pre-order discount price deadline. Purchase orders do not qualify for Advance Prices.

**SHOW SITE ORDERS:** Services ordered at show site will not be processed without full payment at the time the order is placed.

**THIRD PARTY ORDERS:** If you contract your work to a display or exhibit house and require services from VCS, the payment policy stated above applies. Please pass this information on to them.

**METHOD OF PAYMENT:** VCS accepts Master Card, Visa, American Express, company check (no personal checks accepted) as acceptable forms of payment. Any bank fees for wire transfers are the responsibility of the exhibitor. Purchase orders are not considered payment. All payments must be made in US funds drawn in a US bank. Exhibitors will be charged \$50 for each returned NSF check.

**ADJUSTMENTS / CANCELLATIONS:** No adjustments to invoices will be made after the close of the show. Cancellation of service(s) made prior to actual delivery or installation will be charged a 50% cancellation fee. Cancellation of service(s) made after actual delivery or installation will be charged a 100% cancellation fee.

**COLLECTIONS FEES: ALL CHARGES MUST BE PAID IN FULL PRIOR TO CLOSE OF SHOW BY CASH, CHECK OR CREDIT CARD.** A fee equal to 2% per month (24% per annum) will be assessed on any unpaid balance. Client is responsible for any fees, including, but not limited to, collection fees, attorney's fees and court costs, that may be incurred in effort to collect any unpaid balance.

**ORDERING:** Please familiarize yourself with these forms before you log onto the online storefront site and place your order. **VCS REQUIRES YOUR CREDIT CARD TO BE ON FILE EVEN IF YOU CHOOSE TO PAY BY COMPANY CHECK OR WIRE TRANSFER.**

*Online ordering is available at: [veal.boomerecommerce.com](http://veal.boomerecommerce.com).  
Please call 1(800)844-8325 with any questions you may have regarding your order.*



www.vealco.com

orders@vealco.com

**Birmingham Boat Show**

January 19-22, 2023

Birmingham Jefferson Convention Complex

Birmingham, AL

Discount Deadline for Advance Orders and Freight: January 10, 2023

## **INBOUND SHIPMENT INSTRUCTIONS**

### **Benefits of Advance Shipping to VCS Warehouse:**

Storage of materials for up to 45 days prior to your show.  
Delivery of materials directly to your booth space prior to your scheduled move-in time.

Many convention centers and hotels do not have facilities to receive and store freight and may refuse a shipment sent to them prior to show dates.

### **How to Ship to VCS Warehouse:**

Remove old shipping and empty storage labels.  
Fill out and attach enclosed Advance Shipping Label(s).  
Place your order for Freight Handling on our online store site.  
Confirm receipt of your shipment prior to leaving for the show.  
All shipments must have a Bill of Lading showing number of pieces, weight and type of merchandise.  
Certified weight tickets must accompany all shipments.  
Take the time to make sure your shipment(s) is properly packed. VCS is not responsible for damage that occurs during shipping.

### **How to Ship Direct to Show Site:**

Consign all domestic shipments c/o Veal Convention Services, Inc.  
Remove old shipping and empty storage labels.  
Fill out and attach enclosed Direct Shipping Labels.  
Place your order for Freight Handling on our online store site.  
Confirm receipt of your shipment prior to leaving for the show.  
All shipments must have a Bill of Lading showing number of pieces, weight and type of merchandise.  
Certified weight tickets must accompany all shipments.  
Take the time to make sure your shipment(s) is properly packed. VCS is not responsible for damage that occurs during shipping.

### **Freight Carriers:**

Select a carrier with trade show experience. Make sure to give your carrier specific instructions, including dates and times when shipments must be delivered and picked up. Delivery and pick up times for trade shows often fall outside of "normal" delivery hours. Make sure your carrier is committed to and capable of meeting target dates and times. Make sure to plan not only for your shipment to the show, but for your return shipment, as well.

### **Estimated Material Handling Charges:**

Material Handling charges are based on the weight of the freight. Shipments are billed in increments of 100 pounds and are rounded up to the nearest hundred. There is a minimum of 200 lbs. on many shipments. Please refer to the Material Handling Estimate Sheet for pricing details. Crated and uncrated shipments must be separated on individual Bills of Lading with separate weight tickets. Failure to separate crated and uncrated shipments will result in the entire shipment being classified and charged at the uncrated / special handling rate. Crated Materials are materials that are skidded, crated or are in any type of container that can be unloaded at dock level with no additional handling required. Uncrated / Special Handling Materials are materials that are loose, not skidded, pad wrapped, cannot be unloaded at dock level or any item without proper lifting bars or hooks. Off Target Surcharges may apply to shipments that arrive before or after the Advance Delivery dates or before or after the Direct Delivery dates and times. Off Target Surcharges may also apply to shipments that arrive with incomplete or inaccurate documentation, including Bills of Lading, certified weight certificates, incorrect consignee information, improper booth number, etc.

### **Shipping Charges:**

Please prepay all shipping charges. VCS reserves the right to refuse or to receive Collect Shipments. In cases where VCS elects to receive collect shipments, VCS will add an additional thirty percent (30%) charge to the amount of the collect freight bill for handling and

processing. A \$10 minimum fee will apply for this service. The responsible exhibitor or shipper will be notified and full payment of all charges due must be made within 24 hours.

### **Consignment:**

All shipments must be consigned C/O Veal Convention Services to enable us to accept them for handling. The convention complex may not accept direct shipments for lack of facilities for receiving or storing freight.

### **Bills of Lading:**

Bill of lading or delivery documentation should accompany all shipments. Upon shipping, send bill of lading with weight, number of pieces and content to VCS and your on-site representative. All shipments must have certified weight receipts, as handling charges are based on the weight of the shipment. If no weight is attached, charges will be based on an estimated weight and no adjustments will be made.

### **Unloading Equipment/ Labor:**

Labor and equipment for receiving your freight is included in the freight handling charge. Labor and equipment for uncrating, assembling, installing, dismantling and repacking is available to exhibitors. Please see the "Installation and Dismantling Labor Order Form" to place your order.

### **Shipments Requiring Special Handling:**

Shipments requiring special handling will be subject to a surcharge as indicated on the freight rate schedule. This classification shall be applied to, but not limited to, van shipments or shipments which are packed in such a manner as to require unloading by hand (i.e. loose display parts, uncrated equipment not delivered on a flatbed truck, etc.) The standard material handling applies to shipments that can be readily handed off or onto a truck using a conventional forklift or pallet jack equipment without rehandling. A special handling charge applies if your shipment requires extra labor for stacking or unstacking containers on a truck (cubic loading), tarping or untarping freight or containers, or rigging pieces for loading or unloading on a truck from the ground. VCS and its subcontractors shall not be liable for ordinary wear and tear in handling of freight, or any damage incurred during the handling of freight requiring special devices to properly load, place or reload unless a ten day advance notice has been given to VCS in time to obtain the proper equipment.

## FREIGHT HANDLING SERVICES

### SERVICE A - ADVANCE SHIPMENT TO WAREHOUSE

CRATED AND/OR SKIDDED FLOOR LOAD SHIPMENTS - Shipments that can be unloaded at the dock with no additional handling required. Each shipment received is charged separately. Cumulative weights are not allowed on minimums. *Prices apply only to shipments that meet the pre-order deadline.*

**STRAIGHT TIME RATE: \$79 per 100lbs. – 200lbs. minimum**

### SERVICE B - DIRECT SHIPMENT TO SHOWSITE

CRATED AND/OR SKIDDED FLOOR LOAD SHIPMENTS - See definition above in Service A.

**STRAIGHT TIME RATE: \$109 per 100lbs. – 200lbs. minimum**

### SERVICE C - SMALL PACKAGE SERVICE

Cartons and envelopes received without documentation. Maximum weight is 30 lbs. per shipment, per delivery. This includes UPS, FedEx, etc. All shipments received via air carrier that do not fall under the small package category may be subject to special handling charges.

**STRAIGHT TIME RATE: \$39 per package**

### SERVICE D - OUTBOUND ONLY FREIGHT HANDLING SERVICE

Freight handled only at close of show. Material handling fees include taking materials to the loading dock and loading on designated carriers.

**STRAIGHT TIME RATE: \$49 per 100lbs. – 200lbs. minimum**

### OTHER CHARGES FOR FREIGHT HANDLING SERVICES

**Uncrated, Loose, and Shipments Requiring Special Handling:** Shipments of uncrated or loose items or boxes, machinery / heavy equipment or blanket wrapped items or any items that require special handling. Additional Fee: 30 percent

**Delivery Deadline:** Advance shipments to warehouse that are received before the advance receiving dates or not received at least five (5) days prior to show move-in and any direct to show site shipments that arrive before or after designated acceptance times. Additional Fee: 30 percent

**Overtime Surcharge:** Straight time rates are quoted above and apply Monday through Friday 8am - 4pm. Freight handling on overtime, before 8am and after 4pm on weekdays and on Saturday, Sunday or Holiday, an additional 30 percent will be charged per occurrence. Based on move-in / move-out schedule, an overtime surcharge per occurrence applies to shipments handled at show site during overtime hours. (Your advance warehouse shipments may be received during straight-time, but the move-in / move-out schedule may require that your shipment be moved in to our out of the exhibit area on overtime.) Additional Fee: 30 percent for every overtime application.

**Transportation Surcharge:** Charge applies to freight transported to VCS warehouse after close of show. \$35 per 100lbs (\$350 minimum)

*Online ordering is available at: [veal.boomerecommerce.com](http://veal.boomerecommerce.com).  
Please call 1(800)844-8325 with any questions you may have regarding your order.*

## **SHIPPING & HANDLING TERMS & CONDITIONS**

**INBOUND AND OUTBOUND TRAFFIC SCHEDULES** are the responsibility of VCS. To assure orderly and expeditious handling of exhibit material into and out of the convention hall, it is suggested that exhibitors, including local companies, clear all movement of material through VCS, who is prepared to handle local pick-ups and deliveries on a coordinated schedule.

**PACKAGING AND CRATES.** VCS shall not be responsible for damage to loose or uncrated materials, pad-wrapped or shrink-wrapped materials, glass breakage, concealed damage, carpets in bags or poly or improperly packed materials. In addition, VCS shall not be responsible for crates and packaging which are unsuitable for handling, in poor condition or have prior damage. Crates and packaging should be of a design to adequately protect contents for handling by forklift and similar means. VCS shall not be responsible for loss, theft, or disappearance of exhibitor's materials after same has been delivered to exhibitor's booth.

**STORING EMPTY CONTAINERS.** For all exhibitors using VCS material handling services, properly labeled empty shipping containers will be picked up from your booth space and stored. They will be returned to you as quickly as possible following the close of the show. Depending on the size of the show, it can take between two and twelve hours to return all empty containers. Please plan accordingly. Empty Container Labels are available from the VCS Exhibitor Service Desk on show site. Do not store any materials or valuable in containers marked "empty." Empty crate storage should not be considered secure storage. VCS has no liability for loss or damage to crates or containers or the contents therein while containers are in storage.

**INBOUND SHIPMENTS.** All shipments must have a bill-of-lading or delivery receipt showing number of pieces, true weight, and description of merchandise. If shipments arrive without weight on bill-of-lading and weight is unobtainable, VCS will estimate the weight. If actual scale weights are not submitted prior to move-out the estimated weight will be final and binding. All shipments received are subject to reweigh. Copies of bills-of-lading, with the name of the carrier, should be forwarded to VCS as soon as shipments are made. This will assist in tracing, if required. Confirm delivery date and time with your carrier and have all necessary shipping information in the hands of your on-site representative. Be sure your on-site representative knows who to call to track your shipment should it not arrive at your anticipated time. VCS shall not be liable for shipments received without individual freight bills, such as UPS, FedEx or other carriers who deliver in bulk and do not wait for shipment count and condition to be verified for individual shipments. Such shipments will be subject to verification and correction of count and condition and VCS's receiving paperwork indicating any exceptions as delivered shall take precedence over shipper's signature of receipt. Shipments received without receipts or freight bills such as UPS or FedEx or US Mail will be delivered to the booth without guarantee of piece count or condition. No liability will be assumed for such shipments. Consistent with trade show industry practices, there may be a lapse of time between delivery of shipments to the booth and the arrival of the exhibitor or its representatives, and during such time the material will be left unattended. VCS will not be responsible or liable for any loss, damage, theft, or disappearance of the exhibitor's materials after same have been delivered to the exhibitor's booth at the show site. Shipments received at the warehouse after scheduled exhibitor set-up or shipments received at show site after exhibitor move-in times, are subject to surcharges to cover additional trucking or labor and will be billed accordingly.

**OUTBOUND SHIPMENTS.** Each outbound shipment must have a completed Bill of Lading accompanying the shipment. Exhibitors are responsible for labeling their exhibit materials and providing outbound shipping information. Bills of lading and shipping labels are available at the VCS service desk. We recommend that you prepare bills and labels ahead of time. Exhibitors selecting non-official carriers will need to make their own arrangements for pick-up. Pick-ups for local deliveries or small package shipments, i.e., UPS, FedEx and Parcel Post should be dealt with in the same manner as all other outbound shipments. When materials are labeled, packed and ready to be shipped, completed bills-of-lading should be turned in at the Service Desk. Consistent with trade show industry practices, there may be a lapse of time between the completion of packing and the actual pick-up of materials from the booth for loading onto a carrier, and during such time the material will be left unattended. VCS shall not be responsible for loss, theft, or disappearance of materials before they are picked up from exhibitor's booth for reloading after the show. An exhibitor representative should

remain on-site to insure that your shipment is picked up. Alternatively, VCS recommends that the exhibitor engage security services from the facility or show management. Bills-of lading covering outgoing shipments will be checked at time of actual pickup from the booth and corrections made where discrepancies occur. In order to expedite removal of materials as required by show management and/or the facility, VCS shall have the authority and reserves the right to change the exhibitor designated carriers, if such carriers fail to pickup or refuse to accept shipments at the appointed time. VCS retains the right to dispose of materials left on the show floor without liability if left unattended, left without labels or not correctly labeled. Where no disposition is made by the exhibitor, materials may be taken to a warehouse to await exhibitor's shipping instructions and the exhibitor agrees to be responsible for charges relating to such rerouting and handling. In no event shall VCS be responsible for any loss resulting from such rerouting or handling. Any shipments that remain on-site past the outbound shipping deadline may be forced on VCS's carrier of choice and the exhibitor billed accordingly. Shipments sent using VCS's account numbers and/or charges otherwise invoiced to VCS will result in a service fee to your account amounting to 30 percent of the carrier's total charges. Use of VCS Freight Handling services authorizes VCS to pay outbound freight charges for your shipments by any carrier using the credit card on file for your company.

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

**INSURANCE.** You may want to consider insuring your shipment, the contents of your shipment, and have sufficient coverage to compensate you for loss of business should your shipment encounter difficulty en route. Contact your insurance agent to determine the type of coverage you may need. Many companies offer "trade show" coverage that addresses these eventualities.

**DAMAGE.** Relative to shipments consigned to VCS's warehouse, VCS will exercise all possible diligence and care in receiving, handling, and transporting your shipment. VCS shall not be liable for loss or damage from fire, natural disaster or contingencies beyond the control of VCS. In any case, the liability of VCS is limited to \$0.30 per pound with a maximum of \$50.00 per item, and a maximum of \$1,000.00 per shipment while exhibitor goods are in VCS's warehouse or VCS-owned and operated vehicles for delivery to show-site.

**RETURNED SHIPMENTS TO VCS WAREHOUSE.** Where no disposition has been made for outbound shipments or later scheduled pickups are necessary; VCS will return exhibit materials to the warehouse and load on outbound carriers at the rate of \$39 per CWT (with a minimum charge of \$78) for each shipment returned. Storage is available for \$0.50 per cubic foot per month with a monthly minimum of \$32.

**ADDITIONAL AVAILABLE SERVICES.** Rates quoted in the MATERIAL HANDLING SERVICE ORDER FORM do not include any un-packing, un-crating, un-skidding, positioning, leveling, blocking, spotting, bracing, installing, dismantling, re-packing, re-crating or re-skidding. See the Forklift and Labor Order forms to order these services. VCS will provide banding for securing outbound shipments at a rate of \$1 per foot, plus labor (one hour minimum). Shrink wrap of a pallet will be charged at \$20 per pallet. Mobile equipment / vehicles will be moved in or out of the exhibit facility for \$99 per vehicle. Local pickups and/or deliveries are available for \$99 per hour straight-time, \$149 per hour overtime (rates include truck and driver).

**LIMITS OF LIABILITY AND RESPONSIBILITY** Please refer to **RENTAL TERMS & CONDITIONS AND LIMITS OF LIABILITY.**

**All Terms and Conditions are understood and accepted.**

## **SHIPMENT INSTRUCTIONS AT CLOSE OF SHOW AND IMPORTANT INFORMATION ABOUT OUTBOUND SHIPMENTS**

To ensure that your outbound shipment is handled per your instructions, please be advised of the following:

### **CONTACT YOUR CARRIER TO SCHEDULE PICK UP OF YOUR SHIPMENT**

You must call your carrier, unless you are using the show recommended carrier. Carriers, including FedEx and UPS, will not pick up your shipment unless you have made arrangements with them. For your convenience, show recommended carriers are available to handle outbound transportation. Our designated carrier is Old Dominion Freight Line. All exhibitor freight not picked up by the exhibitor-designated carrier by the time stated in the GENERAL SHOW INFORMATION, page 1, will be forced out and either re-routed onto ODFL or returned to the VCS warehouse. Additional charges will apply.

### **PACK AND LABEL YOUR MATERIALS**

Banding, shrink wrap, and shipping labels are available at the VCS Service Desk.

### **COMPLETE AND TURN IN A VCS BILL OF LADING FOR EACH OUTBOUND SHIPMENT (located on the following page)**

Bill of lading may be obtained from the VCS Service Desk. Complete a bill of lading for each shipment/destination. Turn in all completed bill of lading to the VCS Service Desk once your shipments are ready to be loaded out. Freight sent back to the VCS warehouse will be charged for the additional handling.



**VEAL CONVENTION**

S E R V I C E S

FULL SERVICE CONVENTION SPECIALISTS

800.844.8325

www.vealco.com

orders@vealco.com

**Birmingham Boat Show**

January 19-22, 2023

Birmingham Jefferson Convention Complex

Birmingham, AL

Discount Deadline for Advance Orders and Freight: January 10, 2023

## ADVANCE SHIPMENT LABELS

---

# RUSH! Exhibition Freight RUSH! Exhibition Freight RUSH!

Must arrive by: **Tuesday, January 10, 2023**

**Birmingham Boat Show – January 19- 22, 2023 – BJCC – Birmingham, AL**

From: \_\_\_\_\_ To: Veal Convention Services  
3016 Reverend Abraham Woods Jr. Blvd.  
Birmingham, AL 35203

Exhibiting Company: \_\_\_\_\_ Booth Number: \_\_\_\_\_

Number \_\_\_\_\_ of \_\_\_\_\_ pieces. Carrier: \_\_\_\_\_

---

# RUSH! Exhibition Freight RUSH! Exhibition Freight RUSH!

Must arrive by: **Tuesday, January 10, 2023**

**Birmingham Boat Show – January 19- 22, 2023 – BJCC – Birmingham, AL**

From: \_\_\_\_\_ To: Veal Convention Services  
3016 Reverend Abraham Woods Jr. Blvd.  
Birmingham, AL 35203

Exhibiting Company: \_\_\_\_\_ Booth Number: \_\_\_\_\_

Number \_\_\_\_\_ of \_\_\_\_\_ pieces. Carrier: \_\_\_\_\_

---

These shipping labels are provided for your convenience to assist in preparing shipments to the advance warehouse. Please cut along the dashed lines and affix one to each piece of your shipment to the advance warehouse. Please make additional copies of these labels as needed.

NOTE: Warehouse is not temperature controlled. Hazardous materials will not be accepted at warehouse.



**VEAL CONVENTION**

S E R V I C E S

FULL SERVICE CONVENTION SPECIALISTS

800.844.8325

www.vealco.com

orders@vealco.com

**Birmingham Boat Show**

January 19-22, 2023

Birmingham Jefferson Convention Complex

Birmingham, AL

Discount Deadline for Advance Orders and Freight: January 10, 2023

**DIRECT TO SHOW SITE SHIPMENT LABELS**

**RUSH! Exhibition Freight RUSH! Exhibition Freight RUSH!**

Must arrive between: **Tuesday, January 17 - Wednesday, January 18, 2023**

**Birmingham Boat Show – January 19-22, 2023 – BJCC – Birmingham, AL**

From: \_\_\_\_\_ To: BJCC- Dock 1  
C/O: Veal Convention Services  
2100 Richard Arrington Jr. Blvd. N.  
Birmingham, AL 35203

Exhibiting Company: \_\_\_\_\_ Booth Number: \_\_\_\_\_

Number \_\_\_\_\_ of \_\_\_\_\_ pieces. Carrier: \_\_\_\_\_

**RUSH! Exhibition Freight RUSH! Exhibition Freight RUSH!**

Must arrive between: **Tuesday, January 17 - Wednesday, January 18, 2023**

**Birmingham Boat Show – January 19-22, 2023 – BJCC – Birmingham, AL**

From: \_\_\_\_\_ To: BJCC- Dock 1  
C/O: Veal Convention Services  
2100 Richard Arrington Jr. Blvd. N.  
Birmingham, AL 35203

Exhibiting Company: \_\_\_\_\_ Booth Number: \_\_\_\_\_

Number \_\_\_\_\_ of \_\_\_\_\_ pieces. Carrier: \_\_\_\_\_

These shipping labels are provided for your convenience to assist in preparing shipments to arrive direct to show site. Please cut along the dashed lines and affix one to each piece of your shipment going direct to show site. Please make additional copies of these labels as needed.



## RENTAL FURNITURE & ACCESSORIES

### DISPLAY TABLES Skirted

Advance Order	Floor Order
---------------	-------------

4ft by 2ft by 30in high	\$129	\$189
6ft by 2ft by 30in high	\$109	\$149
8ft by 2ft by 30in high	\$129	\$189

(Standard table height is 30in. Add \$40 for 40in high skirted table.) (All sizes skirted on three sides. For skirt on 4th side, add \$40 on 30in tall table, \$60 on 40in tall table)

Table Skirt Color: \_\_\_\_\_ blue \_\_\_\_\_ red \_\_\_\_\_ burgundy  
\_\_\_\_\_ black \_\_\_\_\_ green \_\_\_\_\_ yellow \_\_\_\_\_ white



### DISPLAY TABLES Bare

Advance Order	Floor Order
---------------	-------------

4ft by 2ft by 30in high	\$69	\$99
6ft by 2ft by 30in high	\$49	\$69
8ft by 2ft by 30in high	\$69	\$99

Standard table height is 30in. Add \$20 for 40in high table

### OTHER TABLES

Advance Order	Floor Order
---------------	-------------

Cocktail Round (café table) (30in diameter, 30in height, cover available separately)	\$79	\$99
Cocktail Round (highboy) (30in diameter, 40in height, cover available separately)	\$79	\$99

### CHAIRS

Advance Order	Floor Order
---------------	-------------

Folding	\$29	\$29
Side	\$69	\$89
Arm	\$69	\$89
Barstool	\$89	\$119



### OTHER

Advance Order	Floor Order
---------------	-------------

Cocktail Round Cover	\$29	\$49
Wastebasket	\$19	\$29
Literature Rack	\$119	\$189
Easel	\$19	\$29
Bag Stand	\$49	\$59
6-10ft section of 3ft drape	\$49	\$89
6-10ft section of 8ft drape	\$89	\$129

*All orders must be processed using our online ordering at: [veal.boomerecommerce.com](http://veal.boomerecommerce.com).  
Please call 1(800)844-8325 with any questions you may have regarding your order.*

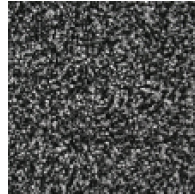
**RENTAL CARPET**

\*Exhibit hall is **NOT** carpeted\*

**CARPET COLOR:**



Bluejay



Tuxedo/ Pepper



Cayenne

**CARPET ONLY**

	Advance	Floor
	Order	Order
10ft x10ft	\$169	\$249
10ft x20ft	\$349	\$189
10ft x30ft	\$259	\$319
Custom Cut carpet is available at a rate of \$3 per square foot		

**CARPET AND PADDING**

	Advance	Floor
	Order	Order
10ft x10ft	\$199	\$249
10ft x20ft	\$399	\$489
10ft x30ft	\$499	\$769
Custom cut carpet with padding is available at a rate of \$6 per square foot		

*Online ordering is available at: [veal.boomerecommerce.com](http://veal.boomerecommerce.com).  
Please call 1(800)844-8325 with any questions you may have regarding your order.*

## CLEANING SERVICES

### VACUUMING ONLY

Prices are per single booth space.

		<u>Advance Order</u>	<u>Floor Order</u>
Before show opens (priced per booth space)		\$49	\$69
Nightly	Number of days x	\$49	\$69

### PRE-SHOW AND POST-SHOW CLEANING SERVICE

Includes: vacuuming, empty wastebaskets, remove refuse, remove empty cartons, cleaning & dusting exhibit, tabletops, etc. before and after show hours. Prices are per single 10ft by 10ft booth space.

		<u>Advance Order</u>	<u>Floor Order</u>
One day		\$69	\$99
Duration of show	Number of days x	\$69	\$99

**Other equipment and services are available for special needs.  
Please call with any questions.**

*Online ordering is available at: [veal.boomerecommerce.com](http://veal.boomerecommerce.com).  
Please call 1(800)844-8325 with any questions you may have regarding your order.*

## **CUSTOM HANGING SIGN RENTAL**

### **TWO- SIDED (4FT TALL BY 8FT WIDE) FOAM CORE SIGN with 8ft DRAPERY:**



**\$595**

(Price includes two-sided sign, rental of all necessary rigging equipment and labor to hang and remove sign from ceiling. Price does not include layout or artwork on sign.)

Color(s) for drapery: \_\_\_\_\_

### **THREE -SIDED (4ft TALL BY 8ft WIDE) FOAM CORE SIGNS:**



**\$895**

(Price includes signs, rental of all necessary rigging equipment and labor to hang and remove sign from ceiling. Price does not include layout or artwork on sign.)

***OTHER OPTIONS FOR HANGING SIGNS  
AS WELL AS FLOORSTANDING SIGNS  
ARE AVAILABLE.***

*Online ordering is available at: [veal.boomerecommerce.com](http://veal.boomerecommerce.com).*



www.vealco.com orders@vealco.com

Birmingham Boat Show

January 19-22, 2023

Birmingham Jefferson Convention Complex

Birmingham, AL

Discount Deadline for Advance Orders and Freight: January 10, 2023

OVERHEAD RIGGING / HANGING SIGN LABOR ORDER FORM

RIGGING GUIDELINES:

All ceiling rigging must conform to Show Management rules and regulations and BJCC Facility Guidelines and limitations. All overhead rigging/hanging must be assembled, installed, and removed by VCS. Please complete the labor order form to have your sign/truss assembled. Include set-up / assembly instructions for fixtures needing assembly. Overhead hanging signs are to be delivered in a clearly marked, separate container directly to the advance warehouse and must arrive no later than the advance warehouse deadline. VCS cannot guarantee the hanging of your sign if these procedures are not followed. Electrical signs must be in working order and in accordance with the National Electrical Code. Electrical services must be ordered through the BJCC. Exhibitors are REQUIRED to include hanging/setup instructions and orientation diagrams in advance. Make sure all signs have rigging points, accompanied by a statement guaranteeing the stress points are engineered safe. Structures weighing more than 100 pounds per point must have a rigging plot plan approved in advance. (VCS may refuse to hang a sign, if, in our opinion it appears unsafe.)

ADVANCE ORDER RATES: Straight Time \$250 per hour, Overtime \$375 per hour
ON-SITE ORDER RATES: Straight Time \$350 per hour, Overtime \$500 per hour
(Rates are per lift and crew (up to 3 riggers) per hour.)

Starting time can be guaranteed only when labor is requested for the start of the working day, which is 8:00am. The minimum charge of one (1) hour per person will apply and time will commence in accordance with the exhibitor's request and in half (1/2) hour increments thereafter. Work will be done on a straight time basis if circumstances permit. This is not a guarantee that overtime charges will not be invoiced if necessary. Orders received at the show will be processed after advance orders. STRAIGHT TIME IS 8:00 AM - 5:00 PM WEEKDAYS. OVERTIME IS BEFORE 8:00 AM AND AFTER 5:00 PM WEEKDAYS AND ALL DAY SATURDAY. DOUBLE OVERTIME IS ALL DAY SUNDAY AND HOLIDAYS.

SIGN DESCRIPTION, SIZE AND WEIGHT:

For all hanging signs (excluding banners), please provide detailed drawing (blueprint if available) so hanging anchor points can be determined.

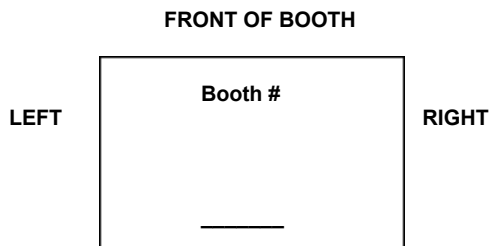
Type: \_\_\_ Cloth \_\_\_ Wood \_\_\_ Metal \_\_\_ Truss \_\_\_ Other: \_\_\_\_\_

Shape: \_\_\_ Cloth \_\_\_ Wood \_\_\_ Metal \_\_\_ Other: \_\_\_\_\_

Size: Height: \_\_\_\_\_ Length: \_\_\_\_\_ Width: \_\_\_\_\_ Weight: \_\_\_\_\_

PLACEMENT DIAGRAM

Placement diagrams are REQUIRED for all hanging signs. Please fill out below or email diagrams to orders@vealco.com



REQUESTED DATE/TIME & SUPERVISION

Please choose type of supervision.
\_\_\_ VCS Supervision (add 30 percent)
\_\_\_ Exhibitor Supervision
\_\_\_ EAC Supervision

Exhibitor Representative:
Company Name:
Show Site Phone No.:
Alternate Phone No.:

BACK OF BOOTH
DISTANCE FROM FLOOR TO BOTTOM OF SIGN

\*Please complete and send this page via email to Mike@vealco.com\*

Online ordering is available at: veal.boomerecommerce.com.
Please call 1(800)844-8325 with any questions you may have regarding your order.

## INSTALLATION AND DISMANTLING LABOR ORDER FORM

**RATES: Straight Time \$80 per hour, Overtime \$120 per hour**

- Starting time can be guaranteed only when labor is requested for the start of the working day, which is 8:00am.
- The minimum charge of one (1) hour per person will apply and time will commence in accordance with the exhibitor's request and in half (1/2) hour increments thereafter.
- Work will be done on a straight time basis if circumstances permit; however, this is not a guarantee that overtime charges will not be invoiced if necessary.
- Failure to call for labor at requested time will result in one (1) hour charge per man requested, unless twenty-four (24) hour advance notice is provided.
- Orders received at the show will be processed after advance orders.
- Veal Convention Services cannot be responsible for losses due to theft, loss or damage or for product/literature that is not properly packed and labeled. Review your insurance policies to be sure that you have proper coverage.
- **STRAIGHT TIME IS 8:00 AM – 4:00 PM WEEKDAYS. OVERTIME IS BEFORE 8:00 AM AND AFTER 4:00 PM WEEKDAYS AND ALL DAY SATURDAY. DOUBLE OVERTIME IS ALL DAY SUNDAY AND HOLIDAYS.**

### VCS SUPERVISED LABOR

**OK TO PROCEED:** A SERVICE FOR THOSE OF YOU WHO WISH TO HAVE YOUR EXHIBIT SET UP BEFORE YOUR ARRIVAL AT SHOW SITE. Veal Convention Services, Inc. will install and/or dismantle your exhibit. You need not be present. A professional supervision surcharge of 30 percent will be added to your labor charge. \$45 minimum for each installation and dismantle.

	No. of Laborers	Laborer Hrs. Each	Total Hours	Number of Cartons: _____
Installation	_____	_____	_____	
Dismantle	_____	_____	_____	Number of Crates: _____

### EXHIBITOR SUPERVISED LABOR

**DO NOT PROCEED:** ALL WORK IS PERFORMED ONLY UNDER THE SUPERVISION OF THE EXHIBITOR REPRESENTATIVE. It is important that the exhibitor check in at the service desk to pickup laborers ordered. Exhibitor must also check the laborers out at the service desk upon completion of work. All work to be done under the supervision of the exhibitor or exhibitor representative.

	No. of Laborers	Laborer Hrs. Each	Total Hours	Number of Cartons: _____
Installation	_____	_____	_____	
Dismantle	_____	_____	_____	Number of Crates: _____

Exhibitor Representative:

Company Name:

Email Address:

Show Site Phone No.:

Alternate Phone No.:

*\*Please complete and send this page via email to Mike@vealco.com\**

*Online ordering is available at: veal.boomerecommerce.com.  
Please call 1(800)844-8325 with any questions you may have regarding your order.*

## **FORKLIFT SERVICE ORDER FORM**

**(Forklift for install / dismantle of display and/or placement of equipment.  
For moving freight in and out of exhibit hall, please use the Material Handling Form.)**

PLEASE NOTE: Reservations for forklifts and operators are scheduled on a first-come, first-served basis. Reservations can be made by calling Veal Convention Services at (205)328-1010. No forklift and/or operator can be held past the scheduled time under any circumstance. Starting time can be guaranteed only when forklift and/or operator is requested for the start of the working day, which is 8:00am. The minimum charge of one (1) hour per person will apply and time will commence in accordance with the exhibitor's request and in half (1/2) hour increments thereafter. Work will be done on a straight time basis if circumstances permit; however, this is not a guarantee that overtime charges will not be invoiced if necessary. Equipment and Labor canceled without a 24 hour notice will be charged a (1) hour cancellation fee per worker and forklift. **Lift Capacity is 5,000 pounds. Larger lifts are available if ordered in advance. Contact your VCS customer service representative for more information.**

<b>SERVICE RATES</b>	<b>Advance</b>	<b>Floor</b>	
<b>Order</b>	<b>Order</b>		
Forklift & Operator (Straight time)	\$150 per hour	\$200 per hour	_____
Forklift & Operator (Overtime)	\$225 per hour	\$300 per hour	_____

Prices are for each install and each dismantle and not total time.

**STRAIGHT TIME IS 8:00 AM – 4:00 PM WEEKDAYS. OVERTIME IS BEFORE 8:00 AM AND AFTER 4:00 PM WEEKDAYS AND ALL DAY SATURDAY, SUNDAY AND HOLIDAYS.**

**DATE AND TIME REQUESTED FOR SERVICE:**

PLEASE COMPLETE THE INFORMATION BELOW FOR EACH DAY YOU WILL REQUIRE FORKLIFT SERVICE:

Exhibitor Representative: \_\_\_\_\_ Email Address: \_\_\_\_\_  
 Company Name: \_\_\_\_\_  
 Show Site Phone No.: \_\_\_\_\_ Alternate Phone No.: \_\_\_\_\_

**PLEASE INDICATE IF SPECIAL EQUIPMENT OR IF A FORKLIFT CAPACITY OVER 4,000 POUND IS NEEDED.**

*\*Please complete and send this page via email to Mike@vealco.com\**

*Online ordering is available at: veal.boomerecommerce.com.  
Please call 1(800)844-8325 with any questions you may have regarding your order.*



www.vealco.com

orders@vealco.com

**Birmingham Boat Show**

January 19-22, 2023

Birmingham Jefferson Convention Complex

Birmingham, AL

Discount Deadline for Advance Orders and Freight: January 10, 2023

**PLEASE READ CAREFULLY. YOU ARE ENTERING A CONTRACT. ALL ORDERS ARE GOVERNED BY THESE:**

## **RENTAL TERMS & CONDITIONS AND LIMITS OF LIABILITY**

These terms and conditions are part of the agreement between you, the exhibitor, and VCS. Your placement of an order for service or rental equipment and/or delivery of your materials to VCS'S warehouse or to a show site for which VCS is the official contractor is your acceptance of these terms and conditions

**VCS'S RESPONSIBILITIES.** VCS is responsible only for services which it directly provides. VCS assumes no responsibility for any persons, parties or other contracting firms not under VCS's direct supervision and control. VCS shall not be responsible for loss, delay or damage due to any cause beyond VCS'S reasonable control, including, but not limited to, fire, strikes, accidents, transportation contingencies, theft, weather, acts of God, civil disturbances, explosions, acts of terrorism or war, etc. nor for ordinary wear and tear in the handling of materials. VCS will provide material handling services as the EXHIBITOR'S agent, not as bailee or shipper, and shall have no responsibility or obligation as such.

**INSURANCE.** It is understood that VCS is not an insurer. Insurance on exhibit materials, if any, shall be obtained by the EXHIBITOR, at its sole costs and expense from a third-party insurance provider. BE SURE THAT THE MATERIALS YOU SHIP TO SHOW SITE ARE INSURED FROM THE TIME THEY LEAVE YOUR WAREHOUSE UNTIL THEY ARE RETURNED. CONTACT YOUR INSURANCE REPRESENTATIVE TO ARRANGE THIS COVERAGE.

**PAYMENT TERMS** - Our terms require 100% payment with order for rentals, services, tax and anticipated freight. Your credit card information for payment of advance and show site orders must be on file in VCS's online ordering system in order for us to provide any equipment or services. Full payment of rental charges must accompany your order and be received by our office before the deadline date to qualify for the discounted rates. PLEASE NOTE THAT PO'S ARE NOT ACCEPTED AS A FORM OF PAYMENT. All orders received after deadline or on show site will be charged at standard rates. Unpaid accounts after close of show will accrue a service charge of .0575% per day, annual interest rate of 21%. Exhibitor is responsible for all fees connected with the collection of your accounts and agrees to pay all cost, interest, attorney's fees and other costs incurred by VCS in protecting its rights of property under this agreement, or in suing the renter for the breach of this agreement. Additional services or rentals ordered on site may be invoiced to your credit card on file. Advance charges may be paid by company check but credit card information is still required. Copies of invoices may be requested from VCS's main office after close of event. No credit will be given after close of event on items or services ordered but not received.

**RETURN OF MATERIALS:** All material to remain the property of VCS. Prices quoted cover rental cost only. Upon the expiration or termination of this rental agreement all materials shall be surrendered or returned to VCS in the same condition in which they were received. The acceptance of the return of the rented equipment is not a waiver by VCS of any claims for latent or patent damage to the equipment. Exhibitor agrees to compensate VCS should said equipment be lost, stolen, missing, broken, and/or damaged by any cause whatsoever, whether due to renter's fault or not. All materials lost, stolen, missing, broken, and/or damaged will be invoiced at current market replacement cost.

**CLAIMS FOR LOSS.** Notice of loss or damage must be given to VCS within 24 hours of occurrence or prior to show close/removal. Failure to do so releases VCS from the claim. All claims, must be submitted in writing within 60 days of show close/removal and include facts sufficient to identify the materials, asserting liability for alleged loss or damage and documentation of a specified or determinable amount of money. All claims reported after 60 days are void. No action shall be brought against VCS or its subcontractors more than one year after the cause of action accrues.

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

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

**(c) BREACH OF CONTRACT AND/OR NEGLIGENCE ONLY.** VCS's liability shall be limited to any loss or damage which results solely from VCS's gross negligence in the actual physical handling of the items compromising the EXHIBITOR'S shipment(s) OR which results from BREACH OF THIS CONTRACT and not for any other type of loss or damage. In no event shall VCS be liable to EXHIBITOR or to any other party for special, collateral, exemplary, indirect, incidental, consequential or punitive damages. Such excluded damages include but are not limited to loss of profits, loss of use, interruption of business or other consequential or indirect economic issues.



## **OFFICIAL SERVICE CONTRACTORS & EXHIBITOR APPOINTED CONTRACTORS**

### **OFFICIAL SERVICE CONTRACTORS**

**Show Management, acting on behalf of all Exhibitors and in the best interest of the exposition, has appointed Official Service Contractors to perform and provide necessary services and equipment. Official Service contractors are appointed to:**

- a. Insure the orderly and efficient installation and removal of the overall exposition.
- b. Assure the distribution of labor to all Exhibitors according to need.
- c. Provide sufficient labor to satisfy the requirements of Exhibitors and for the exposition itself.
- d. See that the proper type and limits of insurance are in force, and
- e. Avoid any conflict with local union and/or exhibit hall requirements.

The Official Service Contractor will provide all usual trade show services, including labor. Exceptions are:

- a. Supervision may be provided by the Exhibitor.
- b. The Exhibitor may appoint an exhibit installation contractor or display builder.

### **EXHIBITOR APPOINTED CONTRACTORS**

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

- a. The exhibitor must send written notification to Show Management and Veal Convention Services of the intention to utilize an independent contractor no later than 30 days prior to move-in day. Provide name, address and telephone number of firm in said notification.
- b. The Exhibitor shall provide evidence that the Exhibitor Appointed Contractor has a certificate of insurance with a minimum of \$1,000,000 liability coverage, including property damage, to Show Management and Veal Convention Services 10 days before show opening.
- c. The Exhibitor agrees that he is ultimately responsible for all services in connection with his exhibit, including freight, drayage, rentals and labor.
- d. The Exhibitor Appointed Contractor must have all business licenses, permits and Workers' Compensation insurance required by the State and City governments and the convention facility management prior to commencing work, and shall provide Show Management with evidence of compliance.
- e. The Exhibitor Appointed Contractor must furnish Show Management and Veal Convention Services with the names of all on-site employees whom will be working on the exposition floor.
- f. The Exhibitor Appointed Contractor shall be prepared to show evidence that it has a valid authorization from the Exhibitor for services. The Exhibitor Appointed Contractor may not solicit business on the exhibit floor.
- g. The Exhibitor Appointed Contractor must confine its operations to the exhibit area of its clients.
- h. The Exhibitor Appointed Contractor shall provide, if requested, evidence to Veal Convention Services that it possesses applicable and current labor contracts and must comply with all labor agreements and practices.
- i. The exposition floor, aisles, loading docks, service and storage areas will be under the control of the Official Service Contractor, Veal Convention Services.
- j. All activities by the Exhibitor Appointed Contractor must be coordinated with Veal Convention Services.
- k. For services such as electrical, plumbing, telephone, cleaning and drayage, no contractor other than the Official Service Contractors will be approved. This regulation is necessary because of licensing, insurance, and work done on equipment and facilities owned by parties other than the Exhibitor. Exhibitors shall provide only the material and equipment they own and to be used in their exhibit space.