

6950 France Avenue South Suite 18 Minneapolis, MN 55435

Phone: 952.925.9731 Toll Free: 888.213.0949 Fax: 952.925.4245 www.insalonpro.com

August 29, 2014

Dear INsalon2014 Exhibitor,

Thank you for participating as an exhibitor at INsalon Inspiring Vision. Your involvement and support to the cosmetology industry and the Salon and Spa Professional Association is truly appreciated.

Enclosed with this letter is the following:

- A copy of your exhibitor contract
- Floor plan with your exhibit(s) highlighted
- Proof of current insurance coverage notice (if you have not already submitted)
- MN Department of Revenue form ST19 (must be completed and sent to our office)
- Minneapolis Marriott NW– lodging information. Help us fill our block, reserve now!
- SSPA Education Fund Silent Auction Donation Request

The entire 'Exhibitor Service Manual' which includes forms for registering exhibit personnel and ordering electricity is available on our website at <u>http://www.sspatoday.com/insalon-exhibitor-page</u>. If you need a copy mailed to you please call our office at 952.925.9731.

Show management recommends that you pre-order what you need from Hubbell/Tyner Tradeshow Specialists to take advantage of pre-show prices and to ensure that you have what you need for your movein on Saturday. <u>Hubbell/Tyner will only be on site on Saturday until 3:00 p.m.</u> They will not be available again until 7:00 a.m. on Sunday morning.

Move-in and move-out at the Minneapolis Marriott NW is limited to the docks and the Ballroom load-in area located on the I694 side of the conference center. Loading in through the Conference Center entrance is limited to small loads that can be carried. Please bring your own cart or dolly, as carts and dollies are not available. Material which requires the use of wheeled or mechanical equipment must be delivered to the exhibit floor through the loading docks or I694 load-in area. If you need assistance with your move-in and move-out please contact Hubbell/Tyner.

In addition to the INsalon2014 exhibit hall and educational classrooms there will be two ways to support the SSPA Education Fund (see the enclosed letter asking for a silent auction donation). After the show on Saturday please join the fun at our 90th Birthday Bash 'Speakeasy Prohibition Party – Breaking all the Rules' a night of entertainment, dancing and fun! All INsalon attendees, exhibitors, family and friends are welcome. A \$5 door charge will also support the SSPA Education Fund.

If you have any questions please call our office at 952-925-9731, toll free 1-888-213-0949 or email <u>susan@sspatoday.com</u>.

Sincerely,

Msan Brinkhau

Susan Brinkhaus,CAE Executive Director



IMPORTANT!

PROOF OF CURRENT INSURANCE COVERAGE

Proof of current insurance is required from ALL occupants of con-

tracted exhibit space. Exhibitors are required to list INsalon/Salon & Spa Professional Association, Inc. as certificate holder and additional insured. **Please see**

#8 on General Exhibit Contract Regulations.

SUBLETING OF ASSIGNED SPACE

"No exhibitor shall assign or sublet or share any part of its assigned space without the consent of Show Management in writing." **Please see #5 on General Rules**

and Regulations. Please note: Proof of insurance is required from ALL Occupants of contracted exhibit space.

MN Sales Tax Form ST19

Exhibitors **MUST** complete MN Department of Revenue Form ST19 Operator Certificate of Compliance as evidence of a valid MN tax ID number.

ALL of these items MUST be received in the INsalon Show Management office by <u>September 25, 2014.</u>

Mail to: INsalon/SSPA

6950 France Avenue South Suite 18 Edina, MN 55435

Fax to: 952.925.4245



BADGE PICKUP AND CHECK IN HOURS:

- Saturday, October 18, 2014 10AM-1PM
- Sunday, October 19, 2014
 7:00AM-8:00AM
 10:30AM-5PM

EXIBITOR BADGE PICKUP OR PRINTING WILL NOT BE AVAILABLE FROM 8:00AM-10:30AM ON SUNDAY

The official contact person or at least one representative from your company MUST check in to receive important information about exhibiting. It is important that you and/or your workers pick up badges during the specified hours listed above.

Any changes or additions to your worker lists MUST be made during the pickup time on Saturday by your official contact person. Please expect delays if changes and/or additions are made on Sunday.

Because all of our personnel will be devoted to attendee registration during the Sunday morning rush, exhibitor badge pickup will not be available from 8:00am-10:30am. Please let your workers know that if they arrive for their badge during this time they will have to wait to be served.

EXHIBIT SET UP HOURS:

• Saturday, October 18, 2014 10AM-2PM

Setting up of exhibits and removal of all boxes, crates, etc. must be completed by 2:00 pm on Saturday, October 18, 2014. INsalon Show Management strongly recommends that shipping of exhibits and product be done through the INsalon official contracted tradeshow specialist company. These shipments will have first priority at the loading dock. Please see the delivery section of the Exhibitor Service Manual. **Exhibitors will not be allowed to set-up until the tradeshow specialist has completed the show floor. If you arrive early you will have to wait.**

REMINDER - General Exhibit Contract Regulations.

Item #4. HOURS OF EXHIBIT/EARLY EXIT Exhibitor agrees to keep its exhibit open and staffed at all times during the Show hours of <u>Saturday</u>, <u>October 18, 2014</u> 3:00pm to 8:00pm and <u>Sunday</u>, <u>October 18, 2014</u> 9:00am to 5:00pm. Show Management reserves the right to adjust show hours. THIS IS A TWO DAY SHOW. The early exit of any contracted space by an exhibitor will be deemed as breach of contract and will incur a \$150 early exit fee per space for each full or partial day's absence, charged to your credit card on file.

Item #13. EXHIBITS MOVE IN, MOVE OUT No exhibit will be allowed into or out of the Hall without an official clearance from Show Management. The Exhibitor must make its own arrangements for transportation of exhibits and packing material. Show Management cannot accept or sign for exhibits on behalf of the Exhibitor. Set up of the exhibit with removal of all boxes and crates must be completed by 2:00 pm Saturday, October 18, 2014. Exhibit dismantling or property removal from the Show floor may not begin until 5:00 pm Sunday, October 19, 2014. Exhibitor agrees to return the Show space in as good and clean an order and condition as it was when delivered to the Exhibitor. Exhibitors will pay the cost of repairing any damage caused to the Hall facility by the Exhibitor and/or its contractors. Any property remaining after the last day designated for removal by Show Management may be held or otherwise disposed of by Show Management or Hall Management at the Exhibitor's expense.

We look forward to seeing you at INsalon2014 Inspiring Vision!

HOTEL RESERVATIONS



Minneapolis Marriott NW 7025 Northland Drive, N. Minneapolis, MN 55428 (North Metro)

763.536.8300 \$119 suite by 10/1/14 Ask for the INsalon Room Block

For online reservations go to www.insalonpro.com

HOTEL RESERVATIONS



Minneapolis Marriott NW 7025 Northland Drive, N. Minneapolis, MN 55428 (North Metro)

763.536.8300 \$119 suite by 10/1/14 Ask for the INsalon Room Block

For online reservations go to www.insalonpro.com

EXHIBIT PERSONNEL REGISTRATION

EXHIBIT WORKER PASSES - Worker passes will be based on the number of exhibit spaces rented and exhibit activity, and are to be used only by those manning the exhibit.

- Three (3) free worker passes per contracted space
- One (1) free model pass for in-exhibit demonstrations
- Additional passes can be purchased allowing for a two-day access at \$55.00 each.
- Passes will be issued only upon submission of the names of working personnel.
- Each worker must be prepared to show identification when picking up his/her badge at registration.
- Passes will not be mailed prior to the show.
- Only the official contact on the signed contract or the pre-designated on site contact will be allowed to negotiate changes in workers
- registration and must do so in person at the exhibitor check-in desk.
- INsalon reserves the right to charge a \$5 on-site print fee for any names not on this list or for reissues.
- The deadline for this completed list is October 6, 2014

COMPANY NAME:				
EXHIBIT NUMBER/S:				
OFFICIAL CONTACT PI	ERSON: (If <u>you</u> need a worker pass	, you must also _l	put your name o	n the list)
Printed Name		Signature		
Phone		_Cell		
LIST ALL WORKERS (II	NCLUDING YOURSELF IF YOU NEE <u>PLEASE TYPE</u>	D ONE) BY DAY: OR PRINT CLEA		IONDAY OR BOTH
SATURDAY, OCTOBER	2 18	SUNDAY, OCT	OBER 19	
1		_1		
2		_2		
3		_3		
4		_4		
5		_5		
6		_6		
7		_7		
8		_8		
9		_9		
10		_10		
PAYMENT FOR ADDITI	ONAL WORKER PASSES (\$55 EAC	H) MUST BE ENC	CLOSED WITH T	HIS REGISTRATION.
Credit Card Holder Nan	ne			
Address		_City		StateZIP
CC #		Exp Date	Vcode	Visa/MC/Disc/Amex
Cc Holder Signature			Payn	nent Amount
MAIL TO:	INsalon2014 Exhibitor Personnel 6950 France Avenue S., Suite 18 Edina, MN 55435		Tel: 952-925-97	/31



Exhibit #	
-----------	--

REQUEST FOR MODEL PASS

Exhibitor Company Name	
Address	
City/State/Zip	
Contact Person (Please Print)	
Signature	
SATURDAY Name of model	
	hat a 'Model Release Form' must be signed when checking in at the
show.	
If models are under the a	ge of 18 a Parental Consent Form must also be completed.
Booth Demonstration Summary	
Number of demonstrations per day	
	ased for \$55.00 each. List these models below. Your credit card on
file will be charged.	
1	2
3	4
5	6
7	
9.	10.

THE DEADLINE TO REQUEST MODEL PASSES IS SEPTEMBER 25, 2014



Operator Certificate of Compliance

Instructions	pre completing this certificate. Person selling at event: Complete this certificate and give it . Operator/organizer of event: Keep this certificate for your records. . Place the cursor in a field and click to start typing. Move from field to field using the tab key. To close			
This form can be filled in onscreen.	Place the cursor in a field and click to si tent of Revenue.	art typing. Move from field to field	using the tab key. To clos	e this
	ig at event	Minnesota tax II) number	
	City	State	Zip code	
	event			

dise		Describe the type of merchandise you plan to sell.
rchan sold	5	
Mei		

Complete this section if you are not required to have a Minnesota tax ID number.

- I am selling only nontaxable items.
- I am not making any sales at the event.
- I participate in a direct selling plan, selling for______ (name of company), and the home office or top distributor has a Minnesota tax ID number and remits the sales tax on my behalf.

This is a nonprofit organization that meets the exemption requirements described below:

- _____ Candy sold for fundraising purposes by a nonprofit organization that provides educational and social activities for young people primarily aged 18 and under (MS 297A.70, subd. 13[a][4]).
- _____ Youth or senior citizen group with fundraising receipts of \$10,000 or less per year (MS 297A.70, subd. 13[b][1]).
 - ____ A nonprofit organization that meets all the criteria set forth in MS 297A.70, subd. 14.

I declare that the information on this certificate is true and correct to the best of my knowledge and belief and that I am
authorized to sign this form.

Signature of seller	Print name here
Date	Daytime phone

PENALTY — Operators who do not have Form ST19 or a similar written document from sellers can be fined a penalty of \$100 for each seller that is not in compliance for each day of the selling event.

Operators/organizers of craft, antique, coin, stamp or comic book shows; flea markets; convention exhibit areas; or similar events are required by Minnesota law to get written evidence that persons who do business at the show or event have a valid Minnesota tax ID number.

If a seller is not required to have a Minnesota tax ID number, the seller must give the operator a written statement that items offered for sale are not subject to sales tax. All operators (including operators of community sponsored events and nonprofit organizations) must obtain written evidence from sellers.

Sales tax registration

To register for a Minnesota tax ID number, call 651-282-5225.

A registration application (Form ABR) is also available on our website at www.taxes.state.mn.us.

Information and assistance

If you have questions or want fact sheets on specific sales-tax topics, call 651-296-6181. TTY: Call 711 for Minnesota Relay.

Most sales tax forms and fact sheets are also available on our website at www.taxes.state.mn.us.

For information related to sellers and event operators, see Fact Sheet #148, *Special Event Exhibitors and Operators.*

We'll provide information in other formats upon request to persons with disabilities.



INsalon2014 October 18 - 19, 2014 Marriott Minneapolis NW Brooklyn Park, MN

Welcome

Dear Exhibitor:

Hubbell/Tyner is pleased to inform you that we have been selected by show management to serve as the official service contractor for the INsalon2014. Please take a moment to carefully review the enclosed information. To help in your planning we have included all the show service forms necessary for ordering items you may need. We strongly encourage you to place your order along with payment as soon as possible in order to take advantage of our advance order discounts. Orders received after the deadlines listed in this catalog will be processed at standard rates.

I am happy to serve as your exhibitor service representative. If you have any questions at all please feel free to contact me.



Mike Marigold Exhibitor Service Representative 651-280-4928 | Direct 651-917-2658 | Fax mmarigold@hubbelltyner.com



Event Information

Booth Equipment

Each 8' x 10' Booth will consist of: 8' high back drape (White)

- 3' high side drape (Black)
- (1) Identification Sign (7" x 44")

Show Colors

Drape: Black and White Carpet: The Marriott Minneapolis NW is carpeted.

Discount Price Deadlines

Wednesday, October 8, 2014

Advance Freight Receiving Deadline

Monday, October 13, 2014





Event Schedule Exhibitor Move In	
Saturday, October 18	10:00 am - 2:00 pm
Exhibit Hours	
Saturday, October 18	3:00 pm - 8:00 pm
Sunday, October 19	9:00 am - 5:00 pm
Exhibitor Move Out	
Sunday, October 19	5:01 pm - 8:00 pm

Exhibitor Information

The information below must be included with all orders. Fax to: 651-917-2658

Company Name			Booth #	
Street Address				
City	State	Zip	Country	
Contact Name		Email Address		
Telephone		Fax		



INsalon2014 October 18 – 19, 2014 Marriott Minneapolis NW **Brooklyn Park, MN**

Recap of Orders

Important Information

Payment in full must accompany your order to qualify for discount rates.

Orders received without payment will not be processed.

Please complete your order summary below along with payment information and return to Hubbell/Tyner via fax.

Services Ordered

Taxable Services		
Furnishings & Accessories	\$	
Tables	\$	
Floor Covering	\$	
Booth Package	\$	
Executive Furnishings	\$	
Rental Displays	\$	
Booth Cleaning	\$	
7.275% Sales Tax*	\$	

Non-Taxable Services

Signs & Banners		\$
Material Handling/Forklift Se	ervice (must have cc on file)	\$
Labor (must have cc on file)		\$
Method of Payment	Grand Total	\$

Company Check

Make Checks Payable to Hubbell/Tyner Mail to: Hubbell/Tyner

2110 Old Hwy 8

Please reference the 4-Digit code in the bottom right New Brighton, MN 55112 corner of this page on all check payments made.

Exhibiting Company:	Booth #:	
Account Number:		
Card Type:	CCID #:	
Card Holder Name:		
Card Holder Signature:		
Card Billing Address:		
City/State/Zip: Phone #:		

Please include the exhibitor information page with all orders.

Phone: 800-947-9750 • Fax: 651-917-2658 • E-mail: mmarigold@hubbelltyner.com • Website: • www.hubbelltyner.com

2110 Old Hwy 8 NW • New Brighton, MN 55112



Third Party Payment Authorization

Acknowledgement of Third Party Credit Authorization.

By completing and returning this document to Hubbell/Tyner we agree that we the exhibiting firm, are ultimately responsible for the final charges. Should the third party not make payment by the close of the event, all charges will be applied to the exhibiting company credit card provided on this form.

SERVICES TO BE CHARGED TO THIRD PARTY

All H/T Services Booth Furnishings Material Handling Booth Labor

Other

EXHIBITING COMPANY INFORMATION

Exhibiting Company:		Booth #:
Exhibiting Company Address:		
City/State/Zip:		
Phone:	Fax:	
Representative Name:	Authorization Signature:	

Ш

EXHIBITING COMPANY CREDIT CARD AUTHORIZATION

Account Number:		
Card Type:	Ex Date: Co	CID #:
Card Holder Name:		
Card Holder Signature:		
Card Billing Address:		
City/State/Zip:		
HIRD PARTY COMPANY INFORMATION		
Exhibiting Company:	Booth #:	
Exhibiting Company Address:		
City/State/Zip:		
Phone:	Fax:	
Representative Name:	Authorization Signature:	
THIRD PARTY CREDIT CARD AUTHORIZATION		
Account Number:		
Card Type:	Ex Date: CO	CID #:
Card Holder Name:		
Card Holder Signature:		

Hubbell/Tyner must be notified of a Third Party Payment 14 days prior to exhibitor move in



INsalon2014 October 18 – 19, 2014 Marriott Minneapolis NW Brooklyn Park, MN

Furnishings & Accessories

- A. Plastic Side Chair
- B. Padded Side Chair
- C. Padded Arm Chair
- D. High Stool
- E. Posterboard
- F. Showcase
- G. Wastebasket
- H. Easel
- I. Chrome Bag Holder
- J. Chrome Stanchion
- K. 8' Velour Rope
- L. Literature Rack
- M. Sales Counter
- N. 4' Table Riser
- O. 6' Table Riser
- P. 8' Table Riser
- Q. 8' High Drape
- R. 3' High Drape





INsalon2014 October 18 – 19, 2014 Marriott Minneapolis NW Brooklyn Park, MN

Furnishings & Accessories

Furnishings & Accessories	Quantity	0	Discount	Standard		Extended
A. Plastic Side Chair		х	\$31.00	\$47.25	=	\$
B. Padded Side Chair		x	\$54.75	\$62.00	=	\$
C. Padded Arm Chair		х	\$58.00	\$65.00	=	\$
D. High Stool		х	\$74.00	\$93.50	=	\$
E. Posterboard (vert/horiz)		x	\$93.75	\$114.50	=	\$
F. Showcase		х	\$344.00	\$438.00	=	\$
G. Wastebasket		x	\$22.00	\$26.00	=	\$
H. Easel		x	\$33.50	\$39.50	=	\$
I. Chrome Bag Holder		x	\$53.25	\$57.50	=	\$
J. Chrome Stanchion		x	\$59.75	\$73.50	=	\$
K. 8' Velour Rope		x	\$27.75	\$27.75	=	\$
L. Literature Rack		x	\$81.25	\$95.50	=	\$
M. Sales Counter w/graphics		х	\$299.50	\$330.25	=	\$
Table Risers						
O. 4' Table Riser		x	\$48.25	\$57.75	=	\$
P. 6' Table Riser		x	\$67.75	\$70.25	=	\$
Q. 8' Table Riser		x	\$88.00	\$97.00	=	\$
R. 8' High Masking Drape (p/ft)		x	\$16.75	\$19.75	=	\$
Black Blue Burgundy Gold	Green		Grey 🗆 F	Purple 🛛 Rec		Teal 🔲 White
Drape color selection please check one						
S. 3' High Masking Drape (p/ft)		х	\$14.50	\$17.00	=	\$
Black Blue Burgundy Gold	□ Green		Grey 🛛 F	Purple 🛛 Rec	1 🗆	Teal Uhite
Drape color selection please check one						
T. 8' Upright with Base		х	\$25.25	\$33.00	=	\$
U. 6'-10' Crossbar		х	\$17.75	\$23.00	=	\$

Total Estimated Furnishings & Accessories \$

Please include the exhibitor information and Recap of orders page with all orders

Company Name:

Booth #_

CONVENTION & TRADE SHOW SPECIALISTS

A North American Trade Shows Company

Tables

Skirted Tables

- A. 4' L x 24"W x 30"H
 B. 6' L x 24"W x 30"H
 C. 8' L x 24"W x 30"H
- D. 4' L x 24"W x 42"H E. 6' L x 24"W x 42"H F. 8' L x 24"W x 42"H

Skirted tables include a white vinyl top and skirting on 3 sides. 4th sided skirting can be ordered at an additional cost.

Unskirted Tables

- G. 4' L x 24"W x 30"H
 H. 6' L x 24"W x 30"H
 I. 8' L x 24"W x 30"H
- J. 4' L x 24"W x 42"H K. 6' L x 24"W x 42"H L. 8' L x 24"W x 42"H

Unskirted tables include a white vinyl top.

Pedestal Tables

- M. 18" H x 30" Round
- N. 30" H x 30" Round O. 42" H x 30" Round
- 0. 42 H X 30 Kound
- P. 30" H x 42" Round
- Q. 42" H x 30" Round Cover







INsalon2014 October 18 – 19, 2014 Marriott Minneapolis NW Brooklyn Park, MN CONVENTION & TRADE SHOW SPECIALISTS

A North American Trade Shows Company

UBBELL

INsalon2014 October 18 – 19, 2014 Marriott Minneapolis NW Brooklyn Park, MN

Tables

30" High Skirted (on 3 Sides)	Quantity		Discount	Standard		Extended
A. 4' L x 24" W		х	\$104.50	\$123.50	=	\$
B. 6' L x 24" W		х	\$118.00	\$139.75	=	\$
C. 8' L x 24" W		x	\$133.75	\$158.00	=	\$
4 th Side Skirting		x	\$43.00	\$52.75	=	\$
□ Black □ Blue □ Burgundy □ Gold Skirt color selection please check one	□ Green		Grey 🛛	Purple		Teal 🛛 White
42" High Skirted (on 3 Sides)	Quantity		Discount	Standard		Extended
D. 4' L x 24" W		х	\$116.00	\$137.00	=	\$
E. 6' L x 24" W		х	\$130.25	\$153.25	=	\$
F. 8 L' x 24" W		х	\$141.75	\$167.00	=	\$
4 th Side Skirting		x	\$43.00	\$52.75	=	\$
□ Black □ Blue □ Burgundy □ Gold Skirt color selection please check one	□ Green		Grey 🗖	Purple		Teal D White
30" High Unskirted	Quantity		Discount	Standard		Extended
G. 4' L x 24" W		х	\$44.75	\$52.25	=	\$
H. 6' L x 24"W		х	\$48.00	\$56.75	=	\$
I. 8' L x 24" W		х	\$53.50	\$63.00	=	\$
42" High Unskirted	Quantity		Discount	Standard		Extended
J. 4' L x 24" W		х	\$48.00	\$56.75	=	\$
K. 6' L x 24" W		х	\$53.25	\$63.00	=	\$
L. 8' L x 24" W		х	\$59.00	\$69.25	=	\$
Pedestal Tables	Quantity		Discount	Standard		Extended
M. 18"H x 30" Round		х	\$59.25	\$70.00	=	\$
N. 30"H x 30" Round		х	\$86.75	\$102.50	=	\$
O. 42"H x 30" Round		x	\$90.50	\$115.50	=	\$
P. 30"H x 42" Round		x	\$85.75	\$102.50	=	\$
Q. 42"H x 30" Round – with black cover		х	\$120.50	\$156.75	=	\$
Please include the exhibitor info	rmation	an		timated Tables	\$	with all ordors
Company Name:	mation	am	u Necap	Boo	_	
Phone: 800-947-9750 • Fax: 651-917-2658 • E-mail: mmarigold@huk	obelltyne	r.cc	om • W	'ebsite: • wv	vw.l	nubbelltyner.com

2110 Old Hwy 8 NW • New Brighton, MN 55112



Floor Covering

INsalon2014 October 18 – 19, 2014 Marriott Minneapolis NW Brooklyn Park, MN



UBBELL/TYN JFR **CONVENTION & TRADE SHOW SPECIALISTS**

A North American Trade Shows Company

INsalon2014 October 18 – 19, 2014 Marriott Minneapolis NW Brooklyn Park, MN

Floor Covering

	Standard Carpet (10oz. nylon)	Quantity D)iscount	Standard	Exte	nded
	10' x 10'		\$154.00	\$201.00	= \$	
	10' x 20'		\$308.00	\$402.00	= \$	
	10' x 30'		\$462.00	\$603.00	= \$	
	10' x 40'		\$616.00	\$804.00	= \$	
	Standard Carpet – Custom Size (10oz. nylo	n)				
	Booth Dimension Total Area		iscount	Standard	Exte	nded
	X = sq. ft.	\$	1.54 / sq ft	\$2.01/ sq ft	= \$	
	□ Black □ Blue □ Burgundy □ Green Carpet color selection please check one (if ca				/)	
	Premium Carpet (28oz. nylon)				,	
	Booth Dimension Total Area	C)iscount	Standard	Exte	ended
	X = sq. ft.		\$4.75	\$6.05	= \$	
	🗆 Berry 🗆 Black 🛛 Blue 🗆 Burgun	dy 🗆 Charcoal [□ Cobalt	Emerald	Green	□ Ice
	□ Navy □ Platinum □ Purple □ Red	□ Silver □	□ Soft Ivory	🗆 Tan	Teal	□ White
	Carpet color selection please check one					
	 Premium carpet orders require a 10 Premium carpet orders come with p 		num			
	Carpet Padding Booth Dimension Total Area		iscount	Standard	Exto	nded
			\$1.05	\$1.35	= \$	
	Protective Covering					
	Booth Dimension Total Area	D	liscount	Standard	Exte	nded
	x = sq. ft.		\$0.89	\$1.16	= \$	
		Total Esti	mated Floor	Covering \$		
	Please include the exhibitor info	rmation and R	ecap of o	rders page	with all o	orders
Com	pany Name:			Booth	#	
Phone: 800-947-9750 • Fax: 651	917-2658 • E-mail: mmarigold@hut	belltyner.com	• Websit	te: • www	.hubbellty	/ner.com
	2110 Old Hwy 8 NW • New Brigh	iton, MN 55112	2		N	1M9405

MM9405



INsalon2014 October 18 – 19, 2014 Marriott Minneapolis NW Brooklyn Park, MN

Booth Cleaning

Important Information

Vacuum service ordered is preformed each day prior to the show opening.

Vacuuming service is not included in your space rental for this event. If you wish to have your booth space vacuumed, please circle the days needed and return this form along with payment to Hubbell/Tyner.

DAILY BOOTH VACUUMING SERVICE (please circle days requested below)

Monday	Tuesday	Wednesday	Thursday	/ Friday	Saturday	y Sunday
Cleaning Sei	rvice		Area	Price	# Days	Extended
Vacuuming			x	\$0.41 / sq ft	< =	\$

Total Estimated Booth Cleaning

Please include the exhibitor information and Recap of orders page with all orders

Company Name:

Booth #_

HUBBELL/TYNER

CONVENTION & TRADE SHOW SPECIALISTS

A North American Trade Shows Company

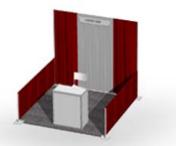
Booth Packages

Save up to 20% by ordering a booth package









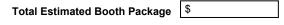
Package 1*		\$401.75 = \$	tended
 ∼ Booth Carpet, 1 - 6' x 30" Skirted Table, 2 Padded Side Cl Carpet Color Selection □ Black □ Blue □ Burgundy □ Green □ Grey Carpet color selection please check one 			
6' x 30" Table Skirt Selection	🗆 Grey 🗆 Pנ	ırple 🗆 Red 🗆 Teal	□ White
	Discount	Standard Ex	tended
Package 2*		\$446.00 = \$	
 ∼ Booth Carpet, 1 - 6' x 42" Skirted Table, 2 High Stools, 1 V Carpet Color Selection □ Black □ Blue □ Burgundy □ Green □ Grey Carpet color selection please check one 		n 🗆 Teal	
6' x 42" Table Skirt Selection ☐ Black ☐ Blue ☐ Burgundy ☐ Gold ☐ Green Skirt color selection please check one	🗌 Grey 🔲 Pl	Irple 🗆 Red 🗆 Teal	□ White
Package 3* ~ Booth Carpet, 1-30" high Pedestal Table, 2 Padded Side		\$365.00 = \$	tended

Carpet Color Selection

□ Black □ Blue □ Burgundy □ Green □ Grey □ Red □ Tan □ Teal Carpet color selection please check one

		Discount	Standard	Extended
Package 4*		\$495.00	\$620.00 =	\$
~ Booth Carpet, 1 Sales Counter with cus	stom graphics, 1 High	Stool, 1 Waste E	Basket	
Carpet Color Selection				
🗆 Black 🛛 Blue 🗆 Burgundy 🗌]Green □Grey [Red 🗆 Tan	🗆 Teal	
Carpet color selection please check or	ne			
Note: A Hubbell/Tyner exhibitor service	es representative will	touch base with	vou to discuss	vour sales counter

Note: A Hubbell/Tyner exhibitor services representative will touch base with you to discuss your sales counter graphic.



*Please Note: There are no substitutions on Booth Package orders.

Company Name:_____ Booth #_____



INsalon2014 October 18 – 19, 2014 Marriott Minneapolis NW Brooklyn Park, MN

Executive Furnishings

Hubbell/Tyner offers a wide variety of lounge furnishings as well as several office furniture options. If you would like to see images or request a specific model or color please contact us for pictures and availability. A neutral colored item will be provided for you should you not contact us to request a specific style or color.

Executive Lounge Furnishings	Quantity		Discount	Standard		Extended
Lounge Chair		х	\$140.75	\$183.00	=	\$
Sofa		х	\$240.50	\$312.75	=	\$
Loveseat		х	\$220.50	\$286.50	=	\$
Coffee Table		х	\$126.00	\$163.75	=	\$
End Table		х	\$94.50	\$122.75	=	\$
Table Lamp		х	\$54.00	\$70.25	=	\$
Floor Lamp		х	\$89.25	\$116.00	=	\$
Office Style Furnishings						
Executive Desk 72" x 42"		х	\$409.50	\$532.00	=	\$
Credenza 72" x 24"		х	\$309.75	\$402.75	=	\$
Hutch 72" x 44"		х	\$283.50	\$368.50	=	\$
Desk 72" x 36"		х	\$294.00	\$382.25	=	\$
Bookcase 72" High		х	\$115.50	\$150.00	=	\$
Bookcase 48" High		х	\$98.00	\$127.50	=	\$
Executive Leather Office Chair		х	\$125.00	\$162.50	=	\$
Leather Guest Chair		х	\$104.00	\$135.25	=	\$
Chair – Executive Task Chair		х	\$115.50	\$135.25	=	\$
Chair – Conference Chair		х	\$102.00	\$132.75	=	\$
Chair – Guest Chair		х	\$84.00	\$109.25	=	\$
Chair – Simple Task Chair		х	\$97.00	\$116.00	=	\$
Table – 36" x 72" Conference Table		x	\$180.00	\$234.00	=	\$
Table – 48" Round Conference Table		x	\$110.00	\$143.00	=	\$

Total Estimated Executive Furnishings

Please include the exhibitor information and Recap of orders page with all orders

Company Name:

Booth #



INsalon2014 October 18 – 19, 2014 Marriott Minneapolis NW Brooklyn Park, MN

Signs & Banners

Important Information

- All signs are mounted on 3/16" foam. Other substrates are available upon request.
- Hubbell/Tyner can accept image files via e-mail.
 Please contact Exhibitor
 Services at 651-917-2632 for instructions.

Standard Size Signs	Quantity Discount x \$15.85 x \$31.75	Standard	Extended
11" x 14"		\$20.60 =	\$
14" x 22"		\$39.65 =	\$
22" x 28" (Standard easel sign)	x \$63.50	\$79.35 =	\$
	x \$127.00	\$158.65 =	\$
Custom Size Signs " x" = sq in	Quantity Discount		Extended \$

Order Deadline All sign/banner orders must be placed 14 days prior to the 1st day of exhibitor move in.

Total Estimated Signs & Banners \$

Please include the exhibitor information and Recap of orders page with all orders

Company Name:

Booth #



INsalon2014
October 18 – 19, 2014
Marriott Minneapolis NW
Brooklyn Park, MN

Material Handling Rates

Important Information

Direct to show shipments will only be accepted during the scheduled exhibitor move in hours posted on the Event Information page

All shipments must be sent prepaid. Hubbell/Tyner will not accept C.O.D. shipments.

War • •	ehouse Advance Shipments (8:00 am – 4:30 pm Mon – Fri) Storage at our advance warehouse up to 30 days prior to show opening Delivery to show site and placement at your booth Removal & Return of empty containers Loading of outbound shipments from show site	CWT Charge \$70.00	200lb. Minimun \$140.00
Exhi	ibit Hall – Direct Shipments Placement of materials at your booth Removal & return of empty containers Loading of outbound shipments from show site Must have certified weight ticket	\$73.00	\$146.00
Unc •	rated Material / Specialized Carrier Shipments Loose or pad wrapped materials can only be received at show site during exhibitor setup hours	\$112.00	\$224.00
Late •	• Freight Freight received at warehouse less than 5 days prior to show move in times Late freight is an additional charge to the appropriate drayage rate	\$25.00	\$50.00
Ove •	rtime Before 8:00 am or after 4:00 pm Mon – Fri, all day Sat & Sun, & Holidays Overtime is an additional charge to the appropriate drayage rate	\$19.50	\$39.00
Sma •	III Package Rate Cartons/Envelopes weighing less than 30 lbs per shipment	\$45.50 per s shipment.	small package

Empty Containers

Hubbell/Tyner will store exhibitors' materials that have not been handled by Hubbell/Tyner prior to placement in your booth at the following rates:

\$18.00 / each - Any fiber case, box or carton

\$40.00 / each - Empty wooden crates and skids/pallets

Please see the following page to estimate your Material Handling needs

HUBBELL/TYNER CONVENTION & TRADE SHOW SPECIALISTS

A North American Trade Shows Company

INsalon2014 October 18 – 19, 2014 Marriott Minneapolis NW Brooklyn Park, MN

٦

Estimated Material Handling

Shipping Addresses

- Please use freight labels included on the following pages
- Advance Warehouse receiving hours: Mon Fri 8:00 am 4:30 pm

*Advance Shipments

To: Your Company Name / Booth # For: INsalon 2014 Hubbell/Tyner c/o YRC/STP 12400 Dupont Avenue South Burnsville, MN 55337-1682

** Direct Shipments

To: Your Company Name / Booth # For: INsalon 2014 c/o Hubbell/Tyner Minneapolis Marriott N.W. 7025 Northland Dr. N. Brooklyn Park, MN 55428

Warehouse Advance Shipments (200 lb. Minimum) *Receiving cut-off date: Monday, October 13, 2014						
Shipment Weight	÷ 100 =	x \$70.00 per 100 lbs =	\$			
Exhibit Hall Direct Shipments (200 lb. Minimum) **Receiving Date and Time: Saturday, October 18, 2014 – 8:00am – 2:30pm						
Shipment Weight	÷ 100 =	x \$73.00 per 100 lbs =	\$			
Uncrated or Specialized	•	Direct (300 lb. Minimum) x \$112.00 per 100 lbs =	\$			
Late Freight (200 lb. Min Freight received at Advar	,	dvance deadline				
Shipment Weight	÷ 100 =	x \$25.00 per 100 lbs =	\$			
Overtime Freight (200 lb. Minimum) Freight loaded or received after 4:30 pm Mon – Fri or weekends						
Shipment Weight	÷ 100 =	x \$19.50 per 100 lbs =	\$			

			Total Estimated Material Handling
		Please	e include the exhibitor information and Recap of orders page with all orders
		Company Name	e: Booth #
-9750	• Fax	: 651-917-2658	• E-mail: mmarigold@hubbelltyner.com • Website: • www.hubbelltyner.cor



INsalon2014 October 18 – 19, 2014 Marriott Minneapolis NW Brooklyn Park, MN

Material Handling Information

Freezable/Controlled Environment Shipments

Hubbell/Tyner does not have facilities for shipments that require refrigeration or a controlled environment. It is the exhibitor's responsibility to make arrangements for controlled environment storage. Hubbell/Tyner is not responsible for shipments that are not properly labeled.

Overtime

Overtime charges apply to shipments that meet the following guidelines:

Inbound Freight

Shipments delivered to the advance warehouse and delivered to show site before 8:00 am or after 4:30 pm on weekdays or delivered anytime on weekends or holidays.

Outbound Freight

Shipments loaded after 4:30 pm on weekdays or anytime on weekends or holidays.

Late Freight

Late Freight charges apply to shipments that meet the following guideline: Shipments that arrive at the advance warehouse past the 5-day cut-off. These shipments are subject to courier charges in addition to late freight charges.

Return Shipping

Exhibitors are responsible for making their own return shipping arrangements, unless using Hubbell/Tyner's contracted carriers. Blank bills of lading & shipping labels will be available at the Hubbell/Tyner Service Desk. Hubbell/Tyner assumes NO responsibility for shipments that do not have a completed bill of lading turned in to the Service Desk.

Outbound Shipping Information

- Outbound Bills of Lading must be completed and turned into the Hubbell/Tyner Service Desk on show site.
- A credit card is required for all material handling. Please complete the Credit Card Authorization and Recap of Orders form.
- Local Storage Services are available upon request.
- If you are shipping out of the show using your own freight carrier it is important that you have your own appropriate labels/tags. You will also need to schedule your shipper to arrive on show site to pick your shipment up the day that the show concludes.

HUBBELL/TYNER
CONVENTION & TRADE SHOW SPECIALISTS
A North American Trade Shows Company

Advance Shipping Labels

INsalon2014 October 18 – 19, 2014 Marriott Minneapolis NW Brooklyn Park, MN

Advance Shipment		
To: HUBBELL/TYNER CONVENTION & TRADE SHOW SPECIALISTS A North American Trade Shows Company c/o: YRCW/STP 12400 Dupont Avenue South Burnsville, MN 55337-1682		A
Exhibiting Company Name		
Booth Number		
Piece #:	of	pieces
Advance Shipment		
To: HUBBELL/TYNER CONVENTION & TRADE SHOW SPECIALISTS A North American Trade Shows Company c/o: YRCW/STP 12400 Dupont Avenue South Burnsville, MN 55337-1682		
Exhibiting Company Name		
Booth Number		I
Piece #:	of	pieces
ALL GOODS AND MATERIALS REQUIRING PROT HUBBELL/TYNER WILL NO		

H	UBBELI	T/	YNER
Co	NVENTION & TRADI	E SHOW	SPECIALISTS
177	A North American Trac	le Shows	Company

INsalon2014 October 18 – 19, 2014 Marriott Minneapolis NW Brooklyn Park, MN

Direct	Shin	nina	Labels
Direct	Sinh	ping	Laneis

Direct Shipment		
To: Minneapolis Marriott Northw	vest	
c/o :Hubbell/Tyner 7025 Northland Dr. N Brooklyn Park, MN 55428		
Exhibiting Company Name		
Booth Number		
Piece #:	of	pieces
-		EZING MUST BE LABLED USING LARGE LETTERS.
Direct Shipment		
To: Minneapolis Marriott Northw c/o: Hubbell/Tyner 7025 Northland Dr. N. Brooklyn Park, MN 55428	est	
Exhibiting Company Name		
Booth Number		
Piece #:	of	pieces
		EZING MUST BE LABLED USING LARGE LETTERS. FOR GOODS NOT LABELED





Expositions Simplified



Take advantage of our newest service "HT Logistics" designed to help simplify your move out experience and reduce your overall costs of exhibiting.

Visit our Exhibitor Service Center

Our onsite staff is availabe to help you arrange your outbound shipments through HT Logistics and can provide you with a shipping quote on the spot.

Standard Gound

Any Size Shipment

Time Critical

We are making every effort to continually make your exhibiting experience as easy as possible. HT Logistics is just one more service that will help simplify your overall experience.

Simplify your outbound shipping with





INsalon2014 October 18 – 19, 2014 Marriott Minneapolis NW Brooklyn Park, MN

Labor

Important Information

On-Site orders will be charged an additional 20%

There will be a 100% cancellation fee, for labor canceled on show site.

There will be a 1 hour charged per man to exhibitors that cancel their labor request within 48 hours of the start time.

	Labor	Rates	6								
	Straigh	t Time:	\$82.00	per man h (8:00 am ·	nour – 4:30 pm, Mor	nda	y – Friday)				
	Overtin	ne:	\$136.00	•				ay -	- Friday, and a	all c	lay Saturday and
Inst	allation	Date &	Time		# Laborers	x x	# Hours	x x	Hourly Rate	=	S
Disr	mantle					x		х		=	\$

Labor Supervision Options (check one)

Exhibitor Supervision

All work is to be performed only under supervision of exhibiting company's representative. If the representative does not report to the service desk at the time labor has been requested, a one-hour charge will be assessed.

X X = \$

Representative Name/Company:______Cell Phone #:_____

□ Hubbell/Tyner Supervision

All work performed under the supervision of Hubbell/Tyner will be charged an additional 30% of the total bill for this service. In order for Hubbell/Tyner to perform the work without the exhibitor' present, Hubbell/Tyner must have detailed setup instructions and outbound shipping information with this order.

Outbound Freight (will be shipped via our preferred carrier unless prior arrangements are made by the exhibiting company)

Ship To:

Bill To:

Total Estimated Labor \$

Please include the exhibitor information and Recap of orders page with all orders

Company Name:

_ Booth #___



INsalon2014 October 18 – 19, 2014 Marriott Minneapolis NW Brooklyn Park, MN

A North American Trade Shows Company

Exhibitor Appointed	Non-Official	Contractor
---------------------	---------------------	------------

Exhibitors may contract the services of non-official independent contractors to install and dismantle their exhibits. Should an exhibitor wish to use the services of an Exhibitor Appointed Contractor (EAC) instead of the Official Show Contractor (Hubbell/Tyner), the following information must be received by Hubbell/Tyner no less than 30 days prior to the first day of move-in.

Exhibiting Company:			
Exhibitor Appointed	d Contractor		
Company			
Contact:			
Address:			
City:	State:		Zip:
Phone:		Fax:	
Work Being Performed:			

The EAC must provide Hubbell/Tyner with the following information

 Thirty days prior to the first exhibitor move-in day, a certificate of insurance with the following minimum coverage limits. Comprehensive General Liability not less than \$100,000 with respect to injuries to anyone person in occurrence; \$200,000 with respect to injuries to more than one person in any one occurrence; and \$500,000 with respect to damage of property; Workers' Compensation Insurance, including employee liability coverage, in a minimum amount not less than \$1,000,000 of individual and/or aggregate coverage, and naming North American Tradeshows Inc., DBA, Hubbell/Tyner as additional insured

The EAC must abide by the following

- Union Rules and Regulations
- Rules and Regulations provided by Show Management

Company I	N	la	m	е	
-----------	---	----	---	---	--

Booth #



ELECTRICAL ORDER FORM

Exhibitor:	Name of Event:	INsalon
Address:	Date of Event:	October 18 & 19, 2014
City, State, Zip:	Marriott Contact:	Lisa Medici
Phone Number:	Phone Number:	763-971-5572
Email:	Fax Number:	763-536-8790
On-Site Contact:	 Email:	lisa.medici@marriott.com

The Minneapolis Marriott Northwest offers non-refundable electrical service by **PREPAID request only**. Additional fee of \$15.00 added for requests day of event.

- STANDARD ELECTRICAL SERVICE is defined as 120 volt AC power up to 500 watts (5 amps) per booth.
- Higher wattage service requires dedicated 20 amp circuits.

**OTHER ELECTRICAL SERVICE: (220 volts, 3 phase, etc.) is available. Call for specific pricing details.

List equipment being powered

including wattage or amps (Lighting, Motors, Computers)

I Am Requesting : (Prices include 23% service charge and 7.275% Minnesota Sales Tax; Prices subject to change.)

# ELECTRICAL SERVICE		#		Total
500 Watt Service (5 Amps)	\$ 19.79 / day x		Days =	
Dedicated 20 Amp Circuit	\$ 32.99 / day x		Days =	
# SERVICE ACCESSORIES		#		Total
Extension Cord (s)	\$13.19/day x		Days =	
Power Strip (surge protected)	\$ 19.79 / day x		Days =	
Telephone Line (analog)	\$ 32.99 / day x		Days =	
Hi Speed Internet Access (Wireless)	\$ 12.95 / day x		Days =	complimentar
Hi Speed Internet Access (Wired)	\$131.95 /day x		Days =	
17" LCD Monitor for Laptop	\$ 98.96 / day x		Days =	
21" LCD Monitor for Laptop	\$164.94/day x		Days =	
Name on Card:				
I authorize these charges to my credit ca	ard:	Signatu	re	
<u>CHECK</u> Make checks payable to The Min The Minnear		thwest a t - Execu	and mail to the ative Offices	following addr

<u>FAX</u> Orders may be faxed to (763) 536-8790.

BACHMANS Commercial Plant Services

Green Plants (Purchase only)	Quanti	ty	Unit Co	stTotal	
Small Fern 6" Pot	l]	20.00	[]	Green Plant
Large Fern 8" Pot Blooming Plants (Purchase Or]	30.00	[]	Price Includes: Decorative Containers
Chrysanthemum 6.5" Pot	l I	1	20.00	[]	
Azaleas 6" Pot	ſ	i	30.00	[]	Orders placed after move in
Orchid 5" Pot	[j	30.00	[]	are subject to \$25.00
Cyclamen 6" Pot	Ī]	30.00	[]	Special Service Fee
Fresh Floral Service (Purchas	e Only)				Payment Policy All Orders Must Be
Cut Flower Arrangement 18" High	[]	50.00	[]	Paid in Full Prior to Event
Cut Flower Arrangement 24" High	[]	65.00	[]	
Tropical Arrangement	[]	75.00	[]	Special Services
Delivery Charge (for up to 10 plants)	l	J		[10.99]	Call For Quotation
Call for orders over 10 plants Service Fee	г	1		r 1	Corsages, Boutonnieres
Service ree	L	1		L J	Hospitality Suites/ Flowers
	Subtot			[]	
	7.775% Total:	0 10X		[]	

Please fill out completely:

Show Name	Convention Location						
Exhibitor				_ Booth #			
E-mail		Main Contact					
Address		City	State	Zip			
Telephone #	Fax #		Cell # During Sho	DW			
Delivery Date	A.M P.M	Vendor Set-U	p Hours				
Pick-up Date	A.M P.M	Date & Time S	Show Opens				
Credit Card #	E>	xp. Date	Date CVC Code				
Name on Credit Card							
Signature							
For Special Service	es Contact Bachmar v.comserv@bachmans.com	n's	BACH	IMANS			

For Special Services Contact Bachman's Fax 612-861-7766 or www.comserv@bachmans.com

