

# EXPAND YOUR PACIFIC NORTHWEST BUSINESS



JANUARY 17-20, 2013

# SEATTLE GIFT SHOW

WASHINGTON STATE CONVENTION CENTER | SEATTLE, WA  
NEW THURSDAY-SUNDAY DATE PATTERN

## OPENS DOORS TO NEW BUSINESS

If you are looking to expand your reach into the vibrant Pacific Northwest retail market, look no further. The Seattle Gift Show delivers. A favorite among buyers from throughout the region, this well-established, popular event promises to open doors to new business.

## KEY DECISION-MAKERS WITH PURCHASING POWER

Surveys have shown that more than 90% of Pacific Northwest retail buyers do not travel to trade shows outside the region to do their buying. So you'll see top decision-making retailers from:

Alaska Washington Oregon California Montana Idaho Canada

In every category, including:

- Gift, Novelty & Souvenir Shops
- Coastal /Resort Retailers
- Card & Specialty Stores
- Specialty Food Stores
- Wineries
- Department & Chain Stores
- Mail Order Catalogs
- Outdoor, Lawn, Garden & Florists
- Museums, Zoos & Aquariums
- Fashion Accessories Stores
- Many Others!

The show's location and renowned selection attracts growing numbers of retailers from:

### ALASKA - Anchorage...Fairbanks...Juneau...Kodiak...Ketchikan...Skagway

Retailers from all over the state come to explore a selection that's custom-tailored to Alaska's tourist trade and residents.

**CANADA** - The Seattle Gift Show continues to see growing attendance from tourist attractions and innovative retailers from British Columbia as well as other provinces, including Alberta and Saskatchewan too.



Photos (l to r): Shupaca; Baraket; Go Fish; Bee Hive Candles; Field & Lane Quality Glove Crafters; Attic Journals.



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## SMALL SAMPLING OF LEADING RETAILERS WHO REGULARLY ATTEND THIS EVENT

3 Monkeys	Chinaberry Isabella Catalogues	Little House, The	Portland Spirt
7 Cedars	City People's Mercantile	Looks	Portland Zoo
Amazon.com	Columbia Gorge Hotel	Lookout Gift Shop	Powell's Books
Aramark	Crackerjack	Macy's	Princess Tours
Arboretum Gift Shop	DK Mining	Made In Oregon	Providence Fine Living
Archibald Sisters	Dairygold Fair	Made In Washington	PW Kerr's
Arista Wine Cellars	Denali National Park,	Magic Mouse	R Blooms
Around The Block	Del Teets	Mark's Hallmarks	Riverboat Discovery
Arrangement, The	Dragonfly Canada	McBride's Hallmark	Rockin Rudy's
Backyard Bird Shop	Emerald Fox, The	McMenamin's	Romanza
Bale's Thriftway	Flamingo Jims	Metro Home Furnishings	Seattle Art Museum
Ballard Blossom	Finnegan's	Metropolis	Seattle Opera
Bandon Card & Gift Shoppe	Frye Art Museum	Millared Pollard	Silver Reef Hotel & Casino
Beat Street	Gallery Marjuli	Millstream	Skagway Mining
Bedouin	Giardini	Molbaks	Skamania Lodge & Spa
Bellevue Art & Frame	Gifts At Harborview	Mrs. Cooks	Snoqualmie Lodge Store
Ben Franklins	Ginger Grater	Mt Rainer Guest Services	Space Needle
Blue Herons French	Golden Crane	Multnomah Falls Lodge	Stormin Norman's
Cheese Co	Graham's Books & Stationery	Museum of Flight	Sun River Resort
Boehm's	Group Health Gift Shop	New Seasons	Sur La Table
Boo Radley's	Harvard Ave Drug	Nordstrom	Tillamook Cheese Co
Book & Game Co	Hecata Lighthouse	Northern Quest Casino	Top Ten Toys
Butterfly Herbs	Hens Tooth	Northwest Art & Frame	U of W Bookstore
Butterscotch	Hiron's	Octopus' Garden	Uwajimaya
Caldwell's	Hudson News	Old Cannery, The	Vancouver Aquarium Canada
Camp 18 Gift Shop	If Only... A Fine Store	Oregon Rose Garden	Vancouver Art Gallery
Cannon Packer	Katterman's	Oregon Zoo	Canada
Cape Fox	Kay-Lynn's	Pacific NW Shop	Whole Foods
Carousel	Ketchum Kitchen's	Paper Dreams	Wight's Nursery
Central WA University	Kitchen Kaboodle	Park Café and Grocery	Williams Gallery
CharityUSA	Kloth's Rush	Pirates Plunder	Woodland Park Zoo
Chateau St. Michelle Winery	La Tienda Folk Art Gallery	Portland Art Museum	Ye Olde Curiosity Shop
Children's Hospital Gift Shop	Lake Quinault Lodge	Portland Luggage	Zanadia

## SPECIAL FOCUS AREAS ATTRACT BUYER ATTENTION, ATTENDANCE

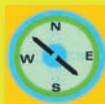
For the Winter 2013 edition, the Seattle Gift Show puts a special spotlight on:

### ECO-FRIENDLY/GREEN BY DESIGN



The Pacific Northwest region has long been a leader in the effort to increase awareness of environmental issues. From buildings with LEED certification to organic farms to sustainable wineries, the Pacific Northwest is, indeed, a very green region.

### NORTHWEST DIRECTIONS



A key draw for destination, resort and other souvenir retailers from Alaska and Canada, as well as throughout the Pacific Northwest, the Winter edition has become especially well known for its tremendous selection of souvenir and resort resources that are custom-tailored for the buying schedules and needs of the Northwest retailer.

### GLOBAL SHOWPLACE



The Seattle Gift Show expands its selection of ethnic styles, original artisan designs, home accents, jewelry and fair trade products from around the world - a true magnet for retailers seeking original designs with an international flavor.

### MADE IN THE USA



With a history of strong representation of Made In The USA products, the Seattle Gift Show is expanding those resources for our retailers with even more American Made gift and home accents during the Winter 2013 edition.



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## ONE-STOP PRODUCT RESOURCE FOR PACIFIC NORTHWEST CONSUMERS

Top-name lines, up-and-coming companies, breaking trends. Buyers know they'll find them all among the thousands of lines categorized in 10 sectors, including:



**FOOD FOCUS:** Specialty foods, candies, coffees/teas, oils/vinegars and more, as well as complimentary items packages/created for the gift retailer.

**Price\*:** \$1765 per 10' x 10', \$1075 per 5' x 10'

Includes: 8' high back wall with 3' high side walls – black pipe & drape, booth carpet, one chair, waste basket, 1st night's vacuuming, one 500-watt electrical outlet, booth ID sign, directory listing, free invitations, on-site drayage.



**GIFTS & COLLECTIBLES:** The largest division of the show, including general giftware, collectibles and accessories crossing all categories.

**Price\*:** \$1765 per 10' x 10', \$1075 per 5' x 10'

Includes: 8' high black pipe & drape back and side walls, booth carpet, one chair, waste basket, 1st night's vacuuming, one 500-watt electrical outlet, booth ID sign, directory listing, free invitations, on-site drayage.



**HANDCRAFTED:** Featuring designs from international and domestic artisans, designers and manufacturers of handmade merchandise. *Juried Section.*

**Price\*:** \$1765 per 10' x 10', \$1075 per 5' x 10'

Includes: 8' high black pipe & drape back and side walls, booth carpet, one chair, waste basket, 1st night's vacuuming, one 500-watt electrical outlet, booth ID sign, directory listing, free invitations, on-site drayage.



**HOME & GARDEN:** Designs for indoors & out, including furniture, wine region accents, decorative accessories and more.

**Price\*:** \$1765 per 10' x 10', \$1075 per 5' x 10'

Includes: Black pipe & drape back and side walls, booth carpet, one chair, waste basket, 1st night's vacuuming, one 500-watt electrical outlet, booth ID sign, directory listing, free invitations, on-site drayage.



**NORTHWEST DIRECTIONS:** Features souvenirs and resort apparel, novelty products and other resources both imported and domestically manufactured for the Northwest retailer.

**Price\*:** \$1765 per 10' x 10', \$1075 per 5' x 10'

Includes: 8' high black pipe & drape back and side walls, booth carpet, one chair, waste basket, 1st night's vacuuming, one 500-watt electrical outlet, booth ID sign, directory listing, free invitations, on-site drayage.



**PERSONAL STYLE:** Jewelry, handbags, scarves, belts, boutique apparel and bath/body products are featured. *Juried Section.*

**Price\*:** \$1765 per 10' x 10', \$1075 per 5' x 10'

Includes: 8' high black pipe & drape back and side walls, moss multi-color booth carpeting, one chair, waste basket, 1st night's vacuuming, one 500-watt electrical outlet, booth ID sign, directory listing, free invitations, on-site drayage.



**TREASURES TO GO (Cash & Carry):** Fine and fashion jewelry, fashion accessories and other treasures – all available for immediate delivery to the

trade, including:

**Village Arts** – Eclectic mix of international crafts, jewelry and accents

**Fine Jewelry** – Fine jewelry ranging from gemstones and pearls to rings, necklaces, watches and other designs

**Price\*:** \$1765 per 10' x 10', \$1075 per 5' x 10'

Includes: Black pipe and drape back and side walls, one 500-watt outlet, booth carpeting, one booth sign, one chair, waste basket, 1st night's vacuuming, directory listing, free invitations, on-site drayage.

**Table package also available for an additional \$185 (includes 3 tables in 4', 6' and 8' options).**



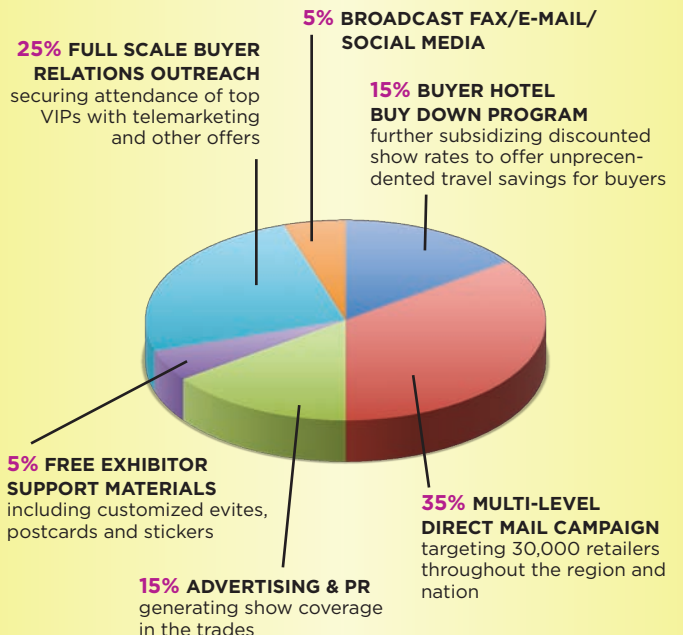
**VINTAGE COLLECTION:** Vintage, antique and one-of-a-kind items appropriate for display/resale – all available for immediate release to the trade and restocked daily.

**Price\*:** \$1765 per 10' x 10', \$1075 per 5' x 10'

Includes: Black pipe & drape walls, booth ID sign, directory listing, free invitations and on-site drayage.

\* Corner booths – additional \$200.

## TARGETED, PROVEN SHOW MARKETING TACTICS





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SHOW WITH THE EXPERTS



Urban Expositions is a leading producer of gift, souvenir, airport and resort merchandise trade shows. With a successful track record bringing buyers and sellers together in cost-effective and convenient settings like the Seattle Gift Show, the company's growing roster includes the Airport Revenue News Revenue Conference & Exhibition, Philadelphia Gift Show, San Francisco International Gift Fair, Boston Gift Show, California Gift Show, Grand Strand Gift & Resort Merchandise Show, Ft. Lauderdale Gift Show, Galveston Gift & Resort Merchandise Show, Gulf Coast Gift Show at Panama City Beach, Las Vegas Souvenir & Resort Gift Show, Smoky Mountain Gift Show, Ocean City Resort Gift Expo, Orlando Gift Show, Portland Gift & Accessories Show, San Francisco, Seattle and Portland Christmas Cash & Carry Shows, and the invitation-only Gathering Event.

[www.urban-expo.com](http://www.urban-expo.com)

## SEATTLE GIFT SHOW FAST FACTS

<b>WHEN:</b>	January 17-20, 2013	
<b>HOURS:</b>	Thursday, January 17-Saturday, January 19, 2013	9 am - 6 pm
	Sunday, January 20, 2013	9 am - 3 pm
<b>WHERE:</b>	Washington State Convention Center 800 Convention Place, Seattle, WA 98101-2350	
<b>MORE INFO:</b>	<a href="http://www.seattlegiftshow.com">www.seattlegiftshow.com</a> , 800.318.2238 or 678.285.3976	

"Walking the Seattle Gift Show was a nice departure from the larger gift shows we typically attend as we were able to find quite a few unique items for both Wireless and Signals that we wouldn't have seen at one of the larger shows. The handmade section, in particular, was a great place for us to find some unique product and new vendors."

—Jennifer Beckel, Signals Catalog, Minneapolis, MN

"When you can still find new product that is trend forward at a show like Seattle why wouldn't you come to the Seattle show. Seattle is our hometown show. We all have seen the push from local businesses to shop local, so the buyers also need to support their regional show as well. If you can't find something at this show you're not looking."

—Richard Bloom, R Blooms, Lake Oswego, OR



Photos (l to r): Chive, Inc.; LunchBots; Chukar Cherries; See Kai Run; Seattle Skyline Coaster; Estat.



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**PACIFIC NORTHWEST'S LARGEST GIFT SHOW PUTS SPOTLIGHT ON GREEN/ECO-FRIENDLY RESOURCES**



The Pacific Northwest region has long been a leader in the effort to increase awareness of environmental issues. In fact, Oregon and Washington have garnered countless environmental awards. What's more, Seattle takes its "Emerald City" name very seriously, voted among the top 25 Greenest Cities in America. Like the city itself, the Seattle Gift Show is serious about earth-friendly options in product and design and will put a special marketing spotlight on this important and growing sector for this winter show.

If your products are **Green, Sustainable, Biodegradable, Organic, Recycled/ Reclaimed** and/or meet Fair Trade requirements, join us as we spotlight these designs in advance and on-site promotions, including:

- **TRADE ADS & PROMOTIONS**
- **ECO LISTING**
- **ECO PRODUCT DISPLAY**
- **DIRECTORY CATEGORY LISTING**



Photos (l to r):  
 Tre Spa; Dekorasyon  
 Gifts & Decor;  
 Chukar Cherries.



Photos (l to r):  
 Bareket Fine  
 Jewelry; Fleur de  
 Stone; Bee Hive  
 Candles.



**THE PLACE TO FIND  
 MADE IN AMERICA  
 PRODUCT THIS WINTER**

Today's consumers have made it a priority to search out and buy products made in America. This patriotic trend is deemed important, not only to circulate money in our economy, but also to support job growth in our country.

Here at the Seattle Gift Show, we are bringing companies that produce their product in the USA together with the retailers looking for American-made product for their stores. To communicate the scope and selection, advance and on-site promotions will highlight our **Made In America** resources through:

- **TRADE ADS & PROMOTIONS**
- **MADE IN THE USA WEBSITE LISTINGS**
- **MADE IN AMERICA BOOTH SIGNS FOR EXHIBITORS AND MORE**

**PACIFIC NORTHWEST RETAILERS AND THEIR CUSTOMERS ARE LOOKING FOR YOUR PRODUCTS. SO JOIN US AT THE JANUARY SEATTLE GIFT SHOW!**

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- WHERE:** Washington State Convention Center  
 800 Convention Place, Seattle, WA 98101-2350
- MORE INFO:** [www.seattlegiftshow.com](http://www.seattlegiftshow.com), 800.318.2238 or 678.285.3976



Official Contract for Exhibit Space

Seattle Gift Show

Thursday, January 17 through Sunday, January 20, 2013

\*New Date Pattern!\*

Washington State Convention Center

Owned and Managed by Urban Expositions, LLC

1. CONTACT INFORMATION:

UBI#

Firm:
Contact:
Address:
City: State: Zip: Country:
Phone: Fax: CELL:
Email:
Website:

2. BILLING INFORMATION (IF DIFFERENT FROM ABOVE):

Address: City: State: Zip:
Phone: Fax:

3. EXHIBIT SPACE:

RENEWAL SECTION (Participated in August 2012 ONLY):

Booth Size/Number of Booth (s):
Same Booth Request Change Corner Booth
Booth #: 1st Choice: 2nd Choice: 3rd Choice:

NEW EXHIBITOR SECTION:

Booth Size/Number of Booth(s):
Corner Booth Inline Booth
Booth #: 1st Choice: 2nd Choice: 3rd Choice:

I would like to be beside or near the following companies:

I do not wish to be near the following companies:

GREEN/ECO FRIENDLY/ORGANIC PRODUCTS - Describe:
MADE IN USA PRODUCTS

PRODUCT DESCRIPTION FOR BOOTH PLACEMENT:

4. PRICING PACKAGE: All Divisions - Corner Premium - \$200.00

Please check category you would like to apply to exhibit:

\$1765 per 10x10 Food Focus NW Directions (Souvenir) TTTG1-Treasures To Go/Cash & Carry \$1765 10x10
\$1075 per 5x10 Gifts/Collectibles Personal Style TTTG2-Treasures To Go (Incl.3 draped tables) \$1950 10x10
\*denotes juried section Handcrafted\* Home & Garden

BOOTH PACKAGE: Booth packages vary per category. Please carefully review the package that applies to the category that you choose. Description of booth packages are outlined on enclosed information or contact your sales person to review.

5. PAYMENT SCHEDULE:

Deposit (50%): due by September 3, 2012. Final payment: due by November 15, 2012.

All applications submitted past initial deadline date must include a 50% deposit. Booth assignments will not be final until 50% deposit is received. Full payment due with contracts submitted after October 29, 2012.

Mail payments to: 1690 Roberts Blvd. NW, Suite 111, Kennesaw GA 30144. Please make checks payable to Urban Expositions; please include code SEA113 with your payment.

A cancellation fee of 50% of the total exhibit space will be applied for cancellations 90 days or more prior to the show opening, deposits are non-refundable. A cancellation fee of 100% of the total exhibit space will be applied for cancellations less than 90 days prior to the show. Exhibit space assignment cannot be made without the required payment. Exhibit space reservation cannot be guaranteed if payment schedule is not maintained. By signing this agreement the exhibitor agrees to receive fax and e-mails correspondence from Urban Expositions. By typing our name below you will be agreeing with the terms and conditions of this contract.

Signature: Date

## TERMS AND CONDITIONS

1. **CONTRACT:** This Application, Properly Executed by applicant (Exhibitor), shall, upon written acceptance by Urban Expositions, LLC (herein after called Show Management), constitutes a valid and binding contract.

2. **ASSIGNMENT OF SPACE:** It is understood by Exhibitor that space will be assigned to Exhibitor by Show Management at Show Management's sole discretion. Notification of space assignment shall be mailed to Exhibitor. After assignment, space location may not be changed, transferred or canceled except on written request and with the subsequent written approval of Show Management. Space assignments may be revoked or changed by Show Management if Exhibitor fails to meet payment deadlines. The size and location of Exhibitor's space may, at Show Management's election, differ from show to show. Notwithstanding and aforementioned, Show Management reserves the right to relocate Exhibitor. Show Management will make every effort by phone, fax and mail to notify Exhibitor of such relocation. Show Management assumes no responsibility whatsoever for exhibitor's goods, products or fixtures before, during or after the show.

In assigning exhibit space, Show Management shall carefully consider and at its sole discretion weigh collectively such factors (NOTE--factors are not presented in priority order nor to be construed to be weighed or prioritize) as:

- A. The size of exhibit space requested versus the overall space available for allocation to eligible exhibitors;
- B. The need to accommodate and encourage the introduction of new products for the buyer's benefit;
- C. The quality and creativity of the product displays;
- D. The continuity and length of an Exhibitor's previous exhibit activity;
- E. The size and shape of the space need as it relates to the effective display of an applicant's products for the convenience and benefit of the buyers;
- F. The Exhibitor's commitment to aggressively promote buyer attendance both independently and in cooperation with Show Management; and
- G. The need to balance traffic and promote buyer activity in all exhibit areas.

3. **PAYMENT OF FEES:** A minimum deposit of fifty percent (50%) per booth is required by Show Management with the application, no later than the deposit due date specified on the space application, which, upon acceptance, shall be non-refundable except under conditions stated in 4 below. The balance will be the final balance due date specified on the space application. Acceptance of deposited fees does not guarantee exhibit space in the show. There will be a twenty (\$20) service charge for all checks returned by the bank.

4. **REFUND POLICY:** Policy for written cancellations will be governed as follows (effective date of cancellation is upon receipt by Show Management): A cancellation fee of 50% of total exhibition space will be applied for cancellations 90 days or more prior to the show. A cancellation fee of 100% of total exhibition space will be applied for cancellations less than 90 days prior to the show. Show Management will implement an additional \$250 Administrative Fee for every contracted booth that is cancelled less than 90 days prior to the show. Exhibit space assignment cannot be made without required payment. Exhibit space reservation cannot be guaranteed if payment schedule is not maintained.

5. **DEFAULT:** A. Failure on the part of Exhibitor to meet payment deadlines as required herein shall entitle Show Management, at its election, to terminate this contract and retain all fees previously paid to Show Management. B. It is further understood that in the event of cancellation by Exhibitor, Show Management shall, at its discretion, reassign exhibit space assigned to Exhibitor without any obligation of refund to Exhibitor, except as provided in 4 above. C. Show Management reserves the right to prohibit, close, correct, remove or eliminate any exhibit or display or any part thereof including signs, printed matter, souvenirs, visuals and catalogs or any conduct, action, noise or activity which, in Show Management's corrective response is specifically covered in this contract or in the Rules & Regulations for Exhibitors attached hereto as Exhibit A and incorporated herein (the "Rules"). Show Management's rights as set forth in 5(C) include, without limitation, the cancellation of this lease, the closing of Exhibitor's exhibit or display of the Exhibitor's merchandise. In exercising its rights under this paragraph, Exhibitor agrees that Show Management shall have no liability whatsoever to Exhibitor. **D. Failure on the part of Exhibitor to set up booth space or fail to notify Show Management that Exhibitor cannot set up booth space by 6:00 p.m. on the last move-in day shall result in the forfeiture of exhibitor space. Show Management at its sole discretion shall attempt to contact Exhibitor prior to forfeiture of space but is not obligated to do so. In the event that Exhibitor arrives after booth space has been forfeited, Show management shall make every reasonable attempt to reassign Exhibitor booth space within the show.**

6. **RULES & REGULATIONS FOR EXHIBITORS:** The exhibitor shall abide by the Rules, together with any amendments thereto adopted by Show Management from time to time of which Exhibitor shall receive notice. Under unusual circumstances, and at its own discretion, Show Management may also make specific exceptions to or changes in, the Rules without necessarily establishing a precedent or applying the modification beyond the specific case involved. Show Management shall have final authority as to the interpretation of the Rules, and their application, and shall have the authority to establish penalties in the event of violations.

7. **SUBLETTING PROHIBITED:** Subletting, licensing or sharing of space by Exhibitor, or use of space assigned to Exhibitor by anyone other than Exhibitor, is expressly prohibited. Exhibitor shall not display signs, issue literature, exhibit or permit to be exhibited in the space allotted to it any merchandise other than specified in the exhibit contract. Violation of the terms of this paragraph will result in immediate dismissal from the current show and exclusion from participation in future shows. No refund of exhibit fees will be made.

8. **SAMPLE SELLING POLICIES:** *In keeping with the wholesale nature and intent of the show, the sale of samples or merchandise for delivery at point of sale during the show is expressly prohibited and, therefore, no merchandise will be permitted to leave the exhibit floor. This does not apply to exhibitors that have been identified and approved by show management as immediate delivery (cash & carry) exhibitors, when exhibiting in Urban Expositions shows that have a designated area for immediate delivery/cash and carry. All booths must remain fully intact until the official close of show for the benefit of the buyers. Violations of the terms of this paragraph may result in immediate dismissal from the current show and exclusion from participation in future shows. No refund of exhibit fees will be made.*

9. **RELEASE & INDEMNIFICATION:** If the show or any part thereof is prevented from being held, is canceled by Show Management, or the exhibit space applied for herein becomes unavailable because of war, fire, strike, government regulation, public catastrophe, act of God or the public enemy or other cause. Show Management shall determine and refund to Exhibitor its proportionate share of the balance or the aggregate exhibit fee received which remains after deducting expenses incurred by Show Management and reasonable compensation to Show Management, but in no case shall the amount of refund to exhibitor exceed the amount of the exhibit fee paid. Neither Show Management nor any of its owners, officers, agents, employees and other representatives or advisors shall be held accountable or liable for, and the same are hereby released from, accountability or liability for any damage, loss, harm or injury to the person or any property of Exhibitor or any of its officers, agents, employees or other representatives, resulting from theft, fire, water, accident or any other cause. Exhibitor hereby agrees to indemnify, defend, protect and hold Show Management and its owners, officers, agents, employees and other representatives or advisors harmless against any an all claims, demands suits, liability, damages, loss, costs, attorney fees, and expenses of whatever kind or nature that might result from or arise out of any action or failure to act of Exhibitor or any of its officers, agents, employees, invitees, or other representatives.

10. **COMPLIANCE:** The Exhibitor assumes all responsibility for compliance with all pertinent ordinances, regulations and codes of duly authorized local, state and federal governing bodies concerning fire, safety and health, together with the rules and regulations of the operators and or owners of the property wherein the show is held. It is further agreed that the Exhibitor will abide by and comply with the rules and regulations concerning local unions having jurisdiction in the property wherein the show is held or with authorized contractors employed by Show Management.

11. **MISCELLANEOUS:** You have provided your fax and/or email to Urban Expositions as part of the exhibitor application process. Urban Expositions does not use customer lists for any activities not associated with our shows. Periodically, messages, containing information, updates and special offers about this or other Urban Expositions Shows will be sent to you at this email or fax number. You will have the opportunity to be removed from these lists when/if you receive messages.

12. **EXHIBITOR INSURANCE:** Exhibitors are urged to obtain exhibition insurance through their own insurance company to cover their personnel, exhibit material and equipment for the duration of move-in, show days, and move-out including public liability, property damage, fire and theft, etc.

13. These Terms & Conditions supersede any and all previous negotiations, understandings, brochures, procedures, rules and practices that may have governed the conduct of the show. In signing this contract, Exhibitor acknowledges that there are no representations between Show Management and the Exhibitor other than those contained in this contract.